A group of appropriate entertainment figures teams-up to introduce the new Rowe AMI "Bandstand" Stereo-Round phonograph. The performers, whose promotional tie-in with Rowe Manufacturing is keyed to advise the world-wide Rowe distributor organization that "The Big Change is to Rowe," are (left to right): dancers from NBC-TV's "Hullabaloo" show, Si Zentner, RCA Victor Records' maestro and Grammy award winner, and discotheque master, Killer Joe Piro. Along with the new phone, Rowe is also debuting a new wall-box phone, "The Wall-ette."
They're out there all around you.
Millions of them.
A ready-made audience eager for two newly released singles by two old pros.
Be ready for them.
Stock up today.

JERRY VALE
"Ashamed" c/w "Big Wide World" 4-43473

FRANK D'ROKE
"Names in a Heart" c/w "Falling in Love in the Fall" 4-43460

On COLUMBIA RECORDS®
On Christmas Product

For a month or so, the record business adds another sales field to its varied musical spectrum. The holder of this unique position is Christmas music. Time is the obvious factor the industry must contend with in putting this type of product over. There is so little time to do so much. Some years ago, radio set down specific limits on the exposure of Holiday material, holding with consistency to a post-Thanksgiving through Christmas Day exposure schedule.

Time has also affected the Christmas market in another way. Over the years, labels have constructed a strong catalog of product with their top artists. While the advent of the stereo record offered an opportunity to freshen up catalog, the Christmas stereo catalog was more than adequately covered some years ago. For the past several years, companies have tried to inject more life into their Christmas LP sales by recording product featuring artists who have had big singles hits during a given year. This year, however, there have been a limited number of such releases.

Over in the singles field, recent years have been harsh on this end. The all-out singles smash has not materialized. In fact, some corners have suggested that such a hit is all but impossible under today’s exposure time element, and, one must unfortunately admit, a lack of truly outstanding novelty material, the kind of Christmas number that could catch-on quickly. There is indication, however, that many companies would gladly settle for decent exposure on a good Christmas single in one season and sales response on an LP follow-up the succeeding Christmas period. This is not a procedure that the industry may desire, but it certainly seems like one that it must live with in future years.

Thus, even Christmas product sales have bowed to the winds of change that have swept in new merchandising concepts in other disk areas. If there is one consolation (and one which may have obscured such changes), it is the fact that the Holiday period remains the greatest sales time of the year for product of all types.

We are certain that the Christmas message will be told in future compositions of great warmth and/or good feeling. That they will meet with public acceptance is assured; what will be different, however, is the method in which the next “White Christmas” or “Rudolph, The Red-Nosed Reindeer” will finally establish themselves as perennial favorites.
Ness Named Head Of RCA Great Britain

NEW YORK—Bernard T. Ness, who has been elected as head of RCA Great Britain, succeeds C.H. Kneale there, according to E. J. Dailey, vp of subsidia companies at RCA Interna tionals. Ness, who will carry the title of director, replaces Kneale, who comes to the British operation after serving as president of the label's Mexican affiliate, RCA Victor Mexico, S.A. One of Ness's undertakings will be the establishment of a disk coordinating center at the RCA's present and future disk interests and operations in the United Kingdom.

The responsibilities of Ness include development of an A&R function, A&R, sales, market development, marketing and royalty administration in Britain. Ness, 35, has been associated with RCA's London division in 1964 as managing director of one of its Spanish operations. He has also been associated with Rank Organization, Ltd., in England and EMI Ltd., in various countries abroad.

Handelman Reports Record Profits in 65's 2nd Half

NEW YORK—Handelman Co., the huge Deterbasch rock-jobber, has reported a continued improvement in its financial performance. The company's net earnings for the months ended Oct. 31, 1965, were higher than the earnings reported for the same period a year ago. The net earnings for the period reached an all time high of $768,504 or .77 cents per share, up from $576,502 or .58 cents per share for the same period last year. The net income reached a record high of $17,201,552 up from $14,835,552 last year.

According to Handelman, the firm's president, record sales during the period reflect an increase of 35 per cent. He said in Nov. alone sales increased $1 million over 1964 levels. He added the Canadian operation is also showing increased sales and profits.

The exec also reported the new eight-track tape products introduced in 1965 in many 1966 automobiles help create a new market. He said the combination of the new cars, new tape machines and this has created a breakthrough in the marketing of eight-track tape systems.

'Anyza' Departure Adds To Sorry Musical Season

NEW YORK—The Broadway stage scored another dark spot on the musical comedy game—four to three on Broadway, in fact—last weekend, and another case, a pre-Broadway, down out. None of the survivors, it should be noted, was reviewed last week, but perhaps they will get some good reviews.

The latest casualty was "Anyza," which called it a run last Saturday night, after some 16 performances. United Artists Records, which invested $50,000 in the song-and-dance ditty, "The Yearing," the only one of the three to get the cast list before the run, so it has released the album, which at least has some promise on it. Its fans familiar Rachmaninoff melodies were adumbrated in the background.

Previous early drop-outs included "Fickwick," the British success; and "Drain," which played in L.A. The show may get a new lease on life via an Off-Broadway production. "Happy September," a singing "Flick," never made it to Broadway.

There are two musicals of the 1965 season still running. They are "On Your Left," a British musical at the Imperial Theatre and "Skyscraper," Another entry, "The Sewing Machine" (10). Not classified as a musical, but a play with music (by Harold Rome) is "The Zulu & the Zygote," which gets so-so reviews. Columbia has already released the album, but what's the Vaile, "A French import, opens this Tuesday. (14)

The other two of the 1965 season that have gone to an Off-Broadway production are "Behind the Scenes," a show which looks like it will be around for some time. Kapp has the LP score. Check it out. The major with a definite opening night is "Meet Chet," which opens at the Palace next month.

B.M.I. Seeks Radio Station Rate Hike

NEW YORK—Broadcast Music Inc. (B.M.I.) has called on radio stations to negotiate "amicably" an increase in radio station payment rates.

Bob Sour, president of B.M.I., in notifying Robert T. Mason, chairman of the New York Music License Committee, of B.M.I.'s intentions, also pointed out that the B.M.I. has raised royalty rates considerably during the past 25 years and that there has simply been an increasingly and substantial increase in B.M.I. performance money to its affiliated writers and publishers which has been logical and timely and that its disbursements had exceeded current rates.

At the same time, B.M.I. announced performance payment reductions "at least in some cases" in two areas and applicable to performance via radio stations.

The rate reduction will be in line with the principle of providing a "prime-time hours," the reduction would be 15% for the prime-time rate. All other performance rates will not be changed.

In several years," Sour wrote to Mason, "Broadcast Music, Inc. has been calling your attention to the fact that there is an increasing demand for radio time, and popularity of the musical works licensed by B.M.I., the rate, or the money made by radio stations to B.M.I. have increased."

Expand Verve/Folkways Base; DGG Line Is Booming

NEW YORK—Jerry Schoenbaum wears two decidedly different musical hats as head of MGM/Verve's Folkways (DGG) departments. On one hand, he's signed major record stars, several of whom have made it to the "Honeymoon" phones of the radio stations. On the other hand, he's building a Folkways division, a division that is working to establish a new industry standard in the industry, for the most part, is based on the principle of first-refusal on product from Moe Asch's famous Folkway label. Asch's company affords Schoenbaum an opportunity to sign some of the biggest names in folk, adds, he has decided to expand the line through new signings, direct sales, and the development of new musical areas this side of Greenwich Village (e.g. the Off-Broadway theater). Schoenbaum believes that the newer crop of artists now head- ing several small Village bastions are "what's happening in the folk field today."

Recently, the label sponsored America's Cup Luncheon days at the Cafe Au Go Go in New York, where it was evident in an LP presentation. Schoenbaum signed a number of the acts, including the Blanket Folds, a group led by Mike Pender, and a group led by Jim & Jean, a folk duo who followed my appearance on the Philips label. Outside production deals are also part of the new Verve/Folkways operation, which is now represented by a Lightnin' Hopkins LP, "Lightnin'" (MCA). In addition, the label is working on a David Hubert. It will hit the market next month.

The Classics

As general manager of MGG's DGG line, Schoenbaum has been building the label's U.S. market since July 1964. Schoenbaum said when MGG's deal for the line—originally for a period of only six months old. Schoenbaum figures that the line is now sixth in classical sales in the U.S., being "right behind The records of the Decca Stones Pic Deal is Outlined

NEW YORK—The Rolling Stones, more than life-size as disk sellers, will be projected on a Decca sound stage, a pic deal with British Decca, the home-up disk company.

According to Allen Klein, business manager, and Andrew Loog Oldham, the Stones will be named one of the artists for the next five years, with a shooting budget of $5 million.

The first effort, budgeted at $1,250,000, Decca, a 16-week show in London, England. Called "Back, Behind & In Front," the film's storyline will allow the boys to "play themselves." In addition, the boys will carry on a series of recall scenes. It is shot in four Iron Curtains countries. Photography will be in both black & white and color. A 10-week show in New York is also slated.

Klein and Oldham, who will produce the flicks, were in Hollywood last week negotiating for a director, who is expected to be named one of the artists for the next five years, with a shooting budget of $5 million. The first effort, budgeted at $1,250,000, Decca, a 16-week show in London, England. Called "Back, Behind & In Front," the film's storyline will allow the boys to "play themselves." In addition, the boys will carry on a series of recall scenes. It is shot in four Iron Curtains countries. Photography will be in both black & white and color. A 10-week show in New York is also slated.

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### RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. [SURVEY COMPLETED TO DECEMBER 8, 1963]

<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>
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<tbody>
<tr>
<td>55%</td>
<td>We Can Work It Out—Beatles—Capitol</td>
<td>Mike Douglas (Epic)</td>
<td>97%</td>
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<td>50%</td>
<td>Attack—Toys—Dynavoice</td>
<td>Sandy Shaw (Epic)</td>
<td>50%</td>
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<tr>
<td>43%</td>
<td>It Was A Very Good Year—Frank Sinatra—Reprise</td>
<td>Tony Bennett (Capitol)</td>
<td>48%</td>
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<tr>
<td>47%</td>
<td>As Tears Go By—Rolling Stones—London</td>
<td>Ronnie Lettermen (Mercury)</td>
<td>47%</td>
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<tr>
<td>45%</td>
<td>No Matter What Shape—T. Bones—Liberty</td>
<td>The Kingsmen (Epic)</td>
<td>81%</td>
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<tr>
<td>44%</td>
<td>A Must To Avoid—Herman’s Hermits—MGM</td>
<td>Ronnie Lettermen (Mercury)</td>
<td>44%</td>
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<tr>
<td>42%</td>
<td>Second Hand Rose—Barbra Streisand—Columbia</td>
<td>The Turtles (Capitol)</td>
<td>42%</td>
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<td>40%</td>
<td>Broomstick Cowboy—Bobby Goldsboro—UA</td>
<td>The Jesters (ABC)</td>
<td>73%</td>
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<td>38%</td>
<td>Lies—Knickerbockers—Challenge</td>
<td>The Byrds (Capitol)</td>
<td>58%</td>
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<td>37%</td>
<td>Day Tripper—Beatles—Capitol</td>
<td>The Casuals (Parrot)</td>
<td>37%</td>
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<tr>
<td>34%</td>
<td>Jenny Take A Ride—Mitt Ryder and Detroit Wheels—New Voice</td>
<td>The Casuals (Parrot)</td>
<td>42%</td>
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<tr>
<td>33%</td>
<td>Little Boy In Grown Up Clothes—4 Seasons—Vee Jay</td>
<td>The Casuals (Parrot)</td>
<td>33%</td>
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<tr>
<td>32%</td>
<td>I Ain’t Gonna Eat My Heart Out Anymore—Young Rascals—Atlantic</td>
<td>Go Little USSS</td>
<td>41%</td>
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<tr>
<td>31%</td>
<td>If You Gotta Make A Fool Of Somebody—Maxine Brown—Wand</td>
<td>Go Little USSS</td>
<td>79%</td>
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<tr>
<td>30%</td>
<td>A Young Girl—Noel Harrison—London</td>
<td>The Four Freshmen (Columbia)</td>
<td>89%</td>
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<tr>
<td>30%</td>
<td>Children’s Christmas Song—Supremes—Motown</td>
<td>The Four Freshmen (Columbia)</td>
<td>30%</td>
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<tr>
<td>29%</td>
<td>Look In My Eyes—3 Degrees—Swan</td>
<td>The Four Freshmen (Columbia)</td>
<td>37%</td>
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<tr>
<td>28%</td>
<td>There Won’t Be Any Snow—Derrik Martin—Roulette</td>
<td>The Four Freshmen (Columbia)</td>
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<td>28%</td>
<td>Under Your Spell Again—Johnny Rivers—Imperial</td>
<td>The Four Freshmen (Columbia)</td>
<td>52%</td>
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<td>27%</td>
<td>Where The Sun Has Never Shone—Jonathan King—Parrot</td>
<td>The Four Freshmen (Columbia)</td>
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<td>25%</td>
<td>A Well Respected Man—Kinks—Reprise</td>
<td>The Four Freshmen (Columbia)</td>
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<td>25%</td>
<td>Crying Time—Ray Charles—ABC Paramount</td>
<td>The Four Freshmen (Columbia)</td>
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<td>25%</td>
<td>The Duck—Jackie Lee—Mirwood</td>
<td>The Four Freshmen (Columbia)</td>
<td>71%</td>
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<td>24%</td>
<td>Santa Looks A Lot Like Daddy—Buck Owens—Capitol</td>
<td>The Four Freshmen (Columbia)</td>
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<td>22%</td>
<td>Don’t Fight It—Dino, Desi and Billy—Reprise</td>
<td>The Four Freshmen (Columbia)</td>
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<tr>
<td>21%</td>
<td>Just Like Me—Paul Revere &amp; Raiders—Columbia</td>
<td>The Four Freshmen (Columbia)</td>
<td>89%</td>
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<td>20%</td>
<td>I’ve Got To Be Somebody—Billy Joe Royal—Columbia</td>
<td>The Four Freshmen (Columbia)</td>
<td>96%</td>
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<td>19%</td>
<td>Good Time Music—Beau Brummels—Autumn</td>
<td>The Four Freshmen (Columbia)</td>
<td>19%</td>
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<td>18%</td>
<td>Love Bug—Jack Jones—Kapp</td>
<td>The Four Freshmen (Columbia)</td>
<td>69%</td>
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<td>17%</td>
<td>Thunderball—Tom Jones—Parrot</td>
<td>The Four Freshmen (Columbia)</td>
<td>87%</td>
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<td>16%</td>
<td>Lightnin’ Strikes—Lou Christie—Roulette</td>
<td>The Four Freshmen (Columbia)</td>
<td>16%</td>
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<td>15%</td>
<td>I See The Light—Five Americans—HBR</td>
<td>The Four Freshmen (Columbia)</td>
<td>15%</td>
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<td>14%</td>
<td>Look Through Any Window—Hollies—Imperial</td>
<td>The Four Freshmen (Columbia)</td>
<td>38%</td>
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<td>13%</td>
<td>Crystal Chandelier—Vic Dana—Dolton</td>
<td>The Four Freshmen (Columbia)</td>
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<td>12%</td>
<td>Are You There—Dionne Warwick—Scepter</td>
<td>The Four Freshmen (Columbia)</td>
<td>45%</td>
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<td>11%</td>
<td>C. C. Rider—Bobpy Powell—Whit</td>
<td>The Four Freshmen (Columbia)</td>
<td>55%</td>
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### LESS THAN 10% BUT MORE THAN 5%

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<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
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<tbody>
<tr>
<td>56%</td>
<td>The Man In My Little Girl’s Life—Mama’s &amp; Papa’s (Emmeth)</td>
<td>9%</td>
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<tr>
<td>23%</td>
<td>Sandy—Ronnie and Daytonos (Male)</td>
<td>30%</td>
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<tr>
<td>9%</td>
<td>Sweet September—The Mamas and Papas (Male)</td>
<td>8%</td>
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<tr>
<td>9%</td>
<td>Just One More Day—Otis Redding (Volt)</td>
<td>35%</td>
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<tr>
<td>8%</td>
<td>Go Away From My World—Meribbean Faithful (London)</td>
<td>43%</td>
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<tr>
<td>8%</td>
<td>Your People—Little Milton (Checker)</td>
<td>8%</td>
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<td>8%</td>
<td>It’s Good News Week—The Cowsboys Anonymous (Capitol)</td>
<td>43%</td>
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<tr>
<td>7%</td>
<td>How Can You Tell—Sandie Shaw (Reprise)</td>
<td>7%</td>
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We've got the biggest hit of the year!

"The Men In My Little Girl's Life"
by MIKE DOUGLAS

THE WARMHEARTED WILL GET DEWY-EYED OVER THIS SENSATIONAL NEW SINGLE...AND RECORD DEALERS CAN CRY ALL THE WAY TO THE BANK!

EPIC RECORDS
A SENSATIONAL SMASH FROM STEVIE
UP TIGHT
(EVERYTHING’S ALRIGHT)
STEVIE WONDER
TAMLA 54124

TAMLA/MOTOWN RECORDS
2648 W. GRAND BLVD.
DETROIT, MICHIGAN

Cash Box—December 18, 1965
**AS TEARS GO BY (2:33) [Essence, ASCAP—Jagger, Richard, Oldham]**

**GOTTA GET AWAY (2:05) [Giideon, BMI—Richard, Jagger]**

**ROLLING STONES (London 8988)**

If the Stones are still burning up the chart with "Get Off My Cloud," the boys should speedily score a repeat hit performance with this top-notch reading of the short while back Marianne Faithful smash, "As Tears Go By." The side is culled from the group's best-selling 'Hello, Children' LP, is treated in a haunting, plaintive slow-moving laconic, classical-oriented style. "Gotta Get Away" is a raunchy, blues-drenched rhythm tearjerk.

**BARBARA ANN (2:05) [Shoe-String & Cousins, BMI—Fassett]**

**GIRL DON'T TELL ME (2:17)**

**BEACH BOYS (Capitol 5561)**

In spite of the fact that "The Little Girl I Once Knew" is still roaring up the charts, the Beach Boys should still do a land-office business with this top-notch updating of "Barbara Ann." The crew read the years-back romance in their distinctive, easy-going style complete with plenty harmony and counterpoint portions. "Girl Don't Tell Me" is a pretty, medium-paced tale of remorse.

**MY LOVE (2:10) [Duchess, BMI—Hatch]**

**WHERE AM I GOING (2:00) [Duchess, BMI—Clark]**

**PETULA CLARK (Warner Bros. 5654)**

Petula Clark is sure bet to score heavily in the boost dept. right into next year with this latest Tony Hatch-penned composition called "My Love." The tune is a rhythmic, warm-hearted romantic handclapper about gal who is completely hooked on a certain special fella. "Where Am I Going" is a rousing, high-powered contagious slow-rocker.

**GOING TO A GO-GO (2:18)**

**CHOOSING BEGGAR (2:50) [Jobete, BMI—Moore, Robinson]**

**MIRACLES (Tamla 51217)**

The Miracles are odds-on favorites to skyrocket up the charts with this ultra-commercial newie, "Going To A Go-Go," which is culled from the crew's best-selling LP of the same name. The song is a hard-driving, bluesy handclapper with an infectious repeating rhythmic riff. "Choosing Beggar" is a slow-shufflin' lament about a decidedly one-man woman.

**LIKE A BABY (2:54)**

**HAPPINESS (IS A GIRL LIKE YOU) (2:25)**

**LEN BARRY (Decca 31889)**

Len Barry clearly demonstrates that he's no one-shot artist (he's presently still hitting with his reputation-establishing hit, "1-2-3") with this power-packed follow-up tabbed "Like A Baby." The tune is a rowing, rhythmic romancer all about a real sweet fella who plans to take extremely good care of his gal. "Happiness (Is A Girl Like You)" is a contagious, gospel-styled, chorus-backed, happy-go-lucky romancer.

**SPREAD IT ON THICK (2:21)**

**BROWN PAPER PARCH (1:45) [Press/Lynlou BMI—Robers]**

**GENTRYS (MGM 13432)**

Hot-on-the-heels of their recent "Keep On Dancing" Top Tenmer, the Gentrys are destined to make it two-in-a-row with this excellent follow-up shot. The plug lid, "Spread It On Thick," is a raunchy, blues-tinted romancer about a lucky guy who is completely captivated by the girl of his dreams. "Brown Paper Parch" is a pulsating, rhythmic danceable blueser.

**CAN YOU PLEASE CRAWL OUT YOUR WINDOW (3:27)**

**HIGHWAY 61 REVISITED (3:20) [M. Witmark ASCAP—Dylan]**

**BOB DYLAN (Columbia 31377)**

Bob Dylan should rapidly garner both deejay and consumer acceptance with this top-notch reading of Columbia's latest, "Can You Please Crawl Out Your Window?" The tune is a medium-paced funky, blues-drenched folk-rocker which effectively builds to an exciting pulsating crescendo. The counter, "Highway 61 Revisited," taken from the chanter's best-selling LP of the same name, is a rollicking, warm-hearted twang affair.

**GOODNIGHT MY LOVE (2:55) [Quinet-Yoma BMI—Marasco, Motola]**

**I CAN'T BREAK THE NEWS TO MYSELF (2:50) [Painted Desert BMI—Williams, Harrison]**

**BEN E. KING (Ato 6390)**

The vet pop-r&b hitmaker is a cinch to zoom up the hitville path once again with this top-notch (Ato updating of "Goodnight My Love." King dishes out the tender, smooth stuff, toplined with a bluesy, slow-shufflin' chorus-backed style. The flip, "I Can't Break The News To Myself," is a catchy, rhythmic ode about an unhappy fella who can't get used to the fact that his romance is over.

**A BALLAD FROM VIETNAM (THE RAIN ON THE LEAVES) (3:00)**

**MITCH MILLER & THE GANG (Decca 31883)**

Mitch Miller and Co. make an auspicious bow on Decca with this ultra-timely item tabbed "A Ballad From Vietnam." The cut is a tender, medium-paced ballad which underscores the joys and sorrows of men in war plus the reactions of their families. Eye it. "That's All For Now" is an easy-going, melodic romantic lament in a vintage Miller vein.

**I'M TOO FAR GONE (TO TURN AROUND) (2:42)**

**IF YOU COULD READ MY MIND (2:12) [Don BMI—Malone]**

**BOBBY BLAND (Duke 383)**

Looks as if Bobby Bland will have no difficulty in jumping into the pop-r&b winner's circle with this latest Duke entry labeled 'I'm Too Far Gone (To Turn A Round)." This one's plaintive, slow-shufflin' blues-drenched weeper about a love-sick fella who is really hung-up on his gal. "If You Could Read My Mind" is hauntingly tender, tradition-styled r&b weosser.

**BIG BRIGHT EYES (2:15) [Anianbar BMI—Goldberg, Hutton]**

**MONSTER SHINDIG PT 2 (2:20)**

**CRUISING DOWN THE RIVER (2:22) [MRC BMI—Sofa]**

**HORST JANKOWSKI (Mercury 72520)**

Horst Jankowski has a splendid chance of getting back in his previous best-selling single ways with this tip-top re-working of the Irving Berlin-penned chestnut, "Play A Simple Melody." Side, which is culled from the pianist's "More Genius Of Jankowski" LP, starts with a clever fingerpicking intro then launches into some slick riffs. The flip's a lyrical treatment of "Cruising Down The River."

**FLY ME TO THE MOON (3:14) [Almanac ASCAP—Howard]**

**TREAT ME RIGHT (2:31)**

**SAM & BILL (Joda 101)**

Sam and Bill should quickly hit both the pop and r&b fields (they recently clicked with "For Your Love") with this blue-ribbon Joda up-dating of "Fly Me To The Moon." The tine gives the sentimental evergreen a tender, soulful slow-shufflin' emotion-charged reading. On the flip the boys offer a funky, swingin' rendition of "Treat Me Right."

**DONT MISS WITH BILL (2:50) [Jobete, BMI—Robinson]**

**ANYTHING YOU WANNA DO (2:32)**

**MARVELETTES (Tamla 51278)**

The group should add another significant link to their long hit chain on the basis of this Tamla cut called "Don't Miss With Bill." Side is a lively, funky, medium-paced pop-blues shuffler about love-struck gal who serves notice on one and all to leave her fella alone. "Anything You Wanna Do" is a tradition-artwork r&b romancer.
the SMASH SINGLE follow-up to "1-2-3"

LIKE A BABY
by
LEN BARRY

A Madera-White Production

DECCA
CHRISTMAS PICK OF THE WEEK

PRETTY PAPER (2:41) [Pamper, BMI—Nelson]
BEAUTIFUL DREAMER (2:17) [P.D.]
ROY ORBISON (Ornament 838)

The chorister can surely get plenty of Yuletide spurs n's sales with this right selection of Bill Nelson's "Pretty Paper." Orbison reads the sentimental blussey, country-ish romantic lament in a sincere, heartfelt style. The flip's a lyrical version of "Beautiful Dreamer."
a new chart album

radio stations everywhere
found this single in the album

Play A Simple Melody

Horst Jankowski will introduce this new single
tomorrow night on the Red Skelton show

Wednesday morning
RECORD REVIEWS

**BEST BETS**

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

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

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**Best Bets**

- **EVERYLY BROTHERS**
  (Warner Bros. 5682)
  - IT'S ALL OVER (2:16)
  - [Acuff-Rose, BMI - Don Everly]
  Popular duo, the Everylys Bros. could have a big one in this soft dreamy ballad. Husky and tale of a lost love has tons of tear-jerking teen-appeal.

- **LESLEY UGGSAMS** (Atlantic 2313)
  - WHO KILLED TEDDY BEAR (2:15) [January, BMI - Kapp]
  Leslie Uggams is hot for Atlantic in this lyrically lilling haunting ballad from the flock of the same name. Pretty side could get lots of airplay, plus sales action from the movie fans.

- **JOSEPHINE SUNDAY** (Tower 184)
  - YOU WON'T EVEN KNOW HER NAME (2:20) [Beechwood, BMI - Curtis]
  Light lyrical smooth ballad about a girl's plans to get a guy. Soft pretty voiced lark could go far with this pleasing effort.

- **VITO AND THE ELEGANTS** (Laurie 5166)
  - BELINDA (2:33) [Metronia, BMI - Mancuso]
  Soft swinging melodic ditty with well mild orking. This pretty quick moving side could catch on with good exposure.

- **LIVING LIONS** (Loona 2923)
  - WE BETTER GET ALONG (2:35) [Dee-Pam, ASCAP - Rockwell]
  New group has a driving stompin'党的 feel to it. Side has tons of danceability and could make it big with the teens.

- **LIVE AND LEARN** (2:20) [Dee-Pam, ASCAP - Ralke, Patrick]
  Easy going lyrical ballad.

- **FRIDAY NIGHT & SATURDAY** (Cuba 2065)
  - GOING NOWHERE (2:19) [April Bla-kwood, BMI - Le- vitt, Stallman]
  Mid-tempo husky ditty with a steady low key beat. Soft potent orking coupled with strong vocal effort could get it lots of atten- tion.

- **NICE GUYS FINISH LAST** (2:29) [Vanp, BMI - Rosen, Stallman]
  Easy going ditty.

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**GLENDA GRAINGER**

(Audio Fidelity 115)

- MR. KISS KISS BANG BANG (2:20) [Unart, BMI - Brice, Hillman]
  Sweetly ambling slick ballad from the forthcomin' James Bond "Thunderball" flick. Lyric about the agent himself. Should get lots of attention with the popularity of all Bond films.

- [H+] WHO (2:53) [James, BMI - Black, Lewis]
  Soft pretty romanc.

- **DAVE CURTIS AND THE TROEMES** (Karate 54)
  - QUE SERA SERA (2:37) [Artists, ASCAP - Living- stone, Evans] Swingin' driving scat soarin' in a carefree This Australian ballad could make it in the U.S. It's a reworking of the standard with a mid-tempo feel.

- **SANDY NELSON** (Imperial 66146)
  - A LOVER'S CONCERTO (2:54) [Saturday, BMI - Linzer, Baer, Ramali, Sweeney] Well orked instrumental stand of the Toots' re- cent chart topper. Should make loads of noise with the many folks who dig the vocal.

- **LIE DORSEY** (Ary 945)
  - CAN'T CHANCE A BREAK UP (2:30) [Sagittarius-Placid - Ike Turner] Wailing moanin' powerfully orked soulful orker. Easy to dance to and sound good. You ought to keep this strong side. Plan for the teen market generally and the r&b set in particular.

- **JEFF AND TINA TURNER** ( Sue 128)
  - I'M JUST A DOWN HOME GIRL (2:40) [Tris, BMI - Taylor] Lots of stompin' teen-appeal.

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**GLORIA HUNNIFORD**

(Autochrome 227)

- MAMA'Sがかか MEMORIES (2:32) [Emery, BMI - Turner] Great stompin' duet that should blow over the charts. Good potential for vocal and instrumental.

- **BAD BEANS** (Memphis 2923)
  - DADDY CAME FROM THE CITY (2:37) [Debby, BMI - Turner] Another excellent duet with the same current as the Hatchet. Good potential for vocal and instrumental.

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**LILY HANNA**

(Posey 3228)

- A HUNGRY PREACHER (2:40) [Dixie, BMI - Turner] Beautiful duet with a strong vocal and instrumental.

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**LESLIE LYNETTE**

(Octavia 5083)

- I WANT TO BE THE ONE (2:20) [Vanp, BMI - Rose, Stallman]
  Easy going ditty.

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**TIP TOPS**

(Kamp 726)

(B+) RAMA LAMA (2:23) [Jef- nark-Norva, BMI - Malani- McNamara] Heady jazzy lyric genie een.

(B+) SUPER SOUL (2:33) [Jef- nark-Norva, BMI - Malani- McNamara] Funky tuneful side.

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**GREEN BEANS**

(Mercury 75204)

(B+) DON'T GIVE ME NO FRICITION (2:17) [Demile, BMI - Capps, Dean] Funky raunchy foot-ocker.

(B+) SUPERSTITION (2:83) [De- mile, Kirby, BMI - Capps, Dean] Driving stompin' side.

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**KELLY BROTHERS**

(Sims 265)

- FALLING IN LOVE AGAIN (2:33) [Red Seal, BMI - Kelly, Crume] Melodic well orked blueser.

- YOU'RE THAT GREAT BIG LIE (2:44) [Red Seal, BMI - Kelly, Crume] R &b footer.

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**DRY GIN**

(Montel Michelle 959)

- YOU'RE THROUGH (2:54) [Red Stick, BMI - Withrow] Funky romance wen.

- SHE'S A DRAG (2:36) [Red Stick, BMI - Breezel] Hard driving raunchy side.

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Cash Box—December 18, 1965
How can the GENTRYS top a hit like “KEEP ON DANCING”?

WITH A HIT LIKE
SPREAD IT ON THICK

b/w BROWN PAPER SACK K-13432

ON MGM RECORDS, OF COURSE MGM RECORDS

MGM RECORDS is a division of Metro-Goldwyn-Mayer, Inc.

Cash Box—December 18, 1965
B+ REVIEWS

SHEILA FUGERSON [Swan 4234]
(B) SIGNS OF LOVE (2:27) [Palmira, Zig-Zag, BMI—
(B) HEARTBROKEN MEMO-
RIES (2:18) [Palmira, Zig-Zag, BMI—Huff, Barrett] Shuffle beat
ragged snapper.

BOBBY KING [Sound Stage 72552]
(B) LET ME COME ON (2:18)
(B) WHAT MADE YOU
CHANGE YOUR MIND (2:03) [Cape Ann, East, BMI—
Orange] Soul searching, low down blues ballad.

GARY HAINES [Sound 110]
(B+) KEEP ON GOING (2:39)
(B) I WANT TO SING (2:20)
[Mitten, BMI—Haines] High voltage wailing on this side.

JOHNNY VANELLI
[Little Apples 2601]
(B+) PHEROM (2:10) [Diva
BMI] Cute little kiddy ditty.
(B) SANTA’S RIDE (2:10) [Diva
BMI] Same on the back.

B+ REVIEWS

TOM TEDESCHI [Imperial 60141]
(B+) LA MONTANA (2:28) [Holl-
ies, BMI—Alcove, Moreali]
Easy going Latin flavored instrumental.
(B) SWEET SEPTEMBER (3:16)
[Mills, ASCAP—McGuire, Philips, Stanley] Pretty ditty over
here.

RON HOLDEN [Rampart 645]
(B+) GIRL I LOVE YOU (2:10)
[Padua, BMI—Holden] Mid-
tempo r/b tune with a strong bit of
orking.
(B) NOTHING I WOULDN’T DO
(2:10) [Padua, BMI—Holden]
Easy going ballad.

REVELLES [Freeport 1005]
(B+) ONE MORE DAY (2:19)
[Edgewater, BMI—Glickstein]
Smooth melodic romancer.
(B) YOU LOVE ME NO MORE (2:15)
[Edgewater, BMI—
Glickstein] Raunchy stomping driver.

DONALD HEIGHT [Roulette 4668]
(B+) SONG OF THE STREET
(2:28) [Unbelievable, Patricia,
BMI—Height, Vanni] Slow melodic
chant about self-reliance.
(B) YOU’RE TOO MUCH (4588)
[Unbelievable, Patricia, BMI—
Height, Clark] Medium paced
romancer.

PEGI BOUCHER [Hiback 101]
(B+) THE CHRISTMAS CLOCK
(2:15) [Joger, ASCAP—
Young] Pretty soft Xmas ditty by
this sweet voiced lark.
(B) CHRISTMAS TREE
HEAVEN (2:23) [Joger, AS-
CAP—Young] Another pretty tune.

DON BARRIE [Tiara 500]
(B) CHRISTMASTIME (2:25)
[Mama-D.J.M., Garnder] Sweet
Yule tune.
(B) THE CHRISTMAS SONG
(2:41) [Morris, ASCAP] Lyrical
stand of the favorite.

HEMEN (Fox 1)
(B+) LONG GREEN (2:26) [Bur-
dette, BMI—Easton] Funky
low down wizked ditty.
(B) CHOCOLATE CHIP (2:04)
[Hookshot, BMI—Derlektion,
Rasmussen] Strong beat dance side.

THE CADDALINAS [Minuteman 292]
(B+) BAD GIRL (2:46) [Little Guy,
BMI—Terreri, Dolmar] Good
jerk beat on this rock-ballad.
(B) BACK IN TOWN (2:30)
[Little Guy, BMI—Terreri,
D’Aleco] Medium paced, multi-dance
rocker.

CHRISTMAS

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## LOOKING AHEAD ALBUMS

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**Compiled by Cash Box from leading retail outlets. Indicates Strong Upward Move.**
MY HEART SINGS—Mel Carter—Imperial LP 9653/12340

Currently enjoying an excellent degree of popularity in both the singles and album markets, Mel Carter can expect major market, both in singles and albums product, the Beatles are looking forward to adding more gold to their already growing pile with this Capitol session. The granddaddies of all the pop-tops, the British foursome has concocted one of their most interesting and potent albums to date, with another collection of Lennon-McCartney pennings, including, "You Won't Me," as well as George Harrison's "Think For Yourself." Stand back and watch it go.

A TRIBUTE TO THE GREAT NAT KING COLE—The Vogues—Capitol TST 2142

No one can replace Nat "King" Cole, but in this LP, Marvin Gaye pays a very worthy tribute to the late songster. The chart should find a fine reception for the package, which includes some of the biggest Cole hits such as "Nature Boy," "Mona Lisa" and "Ramblin' Rose." This package should score big with good music fans and the adult audience.

THE SOUL OF SOUNDS ORCHESTRAL—Parkway P/SP 7047

The Sounds Orchestral hit the charts big with their first LP, "Cash Your Fate To The Wind," which became a giant seller and built up a huge following for the group. And we have to do the same with this ultra-fine session. Featuring the nimble keyboard stylings of Johnny Pearson, the LP is an enchanting tango through the soft, enticing melodies from the vaults of past hits and should generate more from romanced-minded buyers. Loaded with excellent tracks, the album features "Canadian Sunset" and "Blue Bolero."

MOTORTOWN REVIEW IN PARIS—Various—Tamla 267

The Motortown Review traveled to Europe and took the world by storm. In their Paris concert, at the famed Olympia Music Hall, the Supremes, the Miracles, Martha and the Vandellas, Stevie Wonder and Earl Van Dyke and the Soul Brothers sang up a storm, their voices yelling for more and more. The electricity is carried over on this album and the many fans of the Detroit Sound should get a tremendous kick out of it.

MAY THE BIRD OF PARADISE FLY UP YOUR NOSE—"Little" Jimmy Dickens—Columbia CL 2142/CS 9212

"Little" Jimmy Dickens wastes no time in having his hit album, "The Bird Of Paradise Fy Up Your Nose," with this package getting the same name. In addition to the album's title tune, the versatile songster offers a variety of other new country songs including "I Can't Get Over Me," and "Honky Tonk Troubles." Fans of the singer should enjoy the package, and twin-market reaction can be expected.

YOU'RE THE ONE—Vogues—CoCo 1229

The Vogues have a potent teen market product in this top tune packed LP titled after their recent top ten, "You," and in addition to the title track, the quartet offers their interpretations of such other recent chart toppers as "Hang On Sloopy," "Lovers Concerto" and "Catch Us If You Can." Powerful combination of this popular group and teen favorite songs should make this album a big mover.

FOLK ROCK—The Fleetwoods—Dotol BL P 2607/2608

The Fleetwoods come on hard with this collection of some of the top folk-rock songs of the year. Riddled with a doo-wop feel, the group cuts loose with a package of numbers stamped with their own individuality. Top tracks from the LP are "All I Really Want To Do," "It Ain't Me Babe," and "You've Got Your Troubles," making this a good bid for chart honors.

ONE HAS MY NAME—Barry Young—Dot DLP 3678/3679

After moving strongly up the charts with his first single release, "One Has My Name," Barry Young can with no less similarity in the LP field with this followup album by the same name. The pleasant, relaxed style of the young charted, filled with a warm insight into lyrical content, is turned towards tunes from the catalog of standards ("I'll Never Know"), as well as a white-back rock hits ("Why") and recent giants ("Yesterday"), making up a package of highly pleasing listeners.

SHIRLEY BASSEY—in person—United Artists UAL 463/UAL 6463

The golden voiced "Goldfinger" girl, Shirley Bassey, wowed the audience on her recent opening night there and luckily the evening was captured on this exciting LP. A host of top tunes from musical comedies and a sprinkling of other numbers are done up by the lark in harmonious form. Some of the best among the 17 numbers are "Oh A Wonderful Day Like Today" and "Who Can I Turn To," both from the current "Gleespoil" mainstay and "A Lot Livin' To Do" from "Bye Bye Birdie."

YESTERDAY AND OTHER FOLK ROCK HITS—Jerry Lewis Singers—Dot DLP 3664/3564

Jerry Lewis, a man of many talents, new has gathered a number of talented singers about him, the result of which is the Jerry Lewis Singers and this LP. Featuring such top selling tunes as "Yesterday," "You Were On My Mind," and "Mr. Tambourine Man," the group renders melodic interpretations of the popular hits and their voice of Lewis becomes the top selling LP's take of the original artists, a favorite listening throughout the album.

THE SECRET AGENT FILE—Billy Strange—GNP Crescendo GNP 2019

With the beat scene craze gaining an ever larger following, Billy Strange has loaded his deadly guitar and pumped out a potent magazine of thrills and chills themes, associated with the top names of symphonies. Tailor-made for the spooky, happy consumer, the package is a high-voltage thrilling missile aimed only at that audience that craves fever-pitch, express-train excitement in its listening diet. And the next well-known tracks are "The James Bond Theme" and "Theme From The Man From Uncle," as well as "Get Smart."
JOIN THE PRE-CHRISTMAS RUSH TO TWO NEW STARS!

MEET BERYL MARSDEN!

Meet the great new English gal whose first release has stormed up the UK charts!

WHO YOU GONNA HURT
b/w Gonna Make Him My Baby
5552

MEET MAC DAVIS!

Meet the great new guy whose first Capitol single features the wildest lyrics heard on Top-40 today!

BAD SCENE
b/w I Protest
5554
YOUNG AND FOOLISH—Eddie Fisher—Dot DLP 25670/DLP 25670
Eddie Fisher has captivated audiences for many years, and his latest set is possibly one of his finest efforts. The LP, which is arranged and conducted by Ernie Freeman, contains sublimely tuneful songs as "Young And Foolish," "I Don't Care If The Sun Don't Shine," and "Old Devil Moon." The polished musical singing of Fisher could make this one a biggie with both good music spinners and buyers.

BRIAN POOLE IS HERE—Brian Poole And The Tremeloes—Audio Fidelity AFSD 6151
In this LP Brian Poole and the Tremeloes let loose with a widely diverse repertoire, ranging from high spirited to mellow and tuneful. Spinners should find a wealth of potential with tracks like "I Want Candy," "Michael, Row The Boat Ashore," and "I Could Make You Love Me," while the dance buffs should dig the steady, driving beat through the session. This one could score big with the teens.

P.D.Q. RACH—Peter Schickele—Vanguard VRS 9195/VSD 79182
Not even the classical composers of Bach's stature are safe from spoof these days, and a good song that is, is the supposed works of the son of Johann S. Bach. P.D.Q. Bach are surely not of the quality of perfection achieved by the master, but the tackiness in the covers, introductory remarks are sidesplitting and should have classical buffs (with a sense of humor) and other humor fans rolling. Great for the comedy collections.

THAT'S TRUCKDRIVING—Various Artists—Starday LP 557
The stories about the lives and loves of the man who drive the big rigs are an exciting part of America and this Sunday collection is jam-packed with excitement-plus. Highlighted by Red Sovine's current hit record, "Goldie Gold," the package also features truckdriving tracks by the Willis Brothers, Joe Maphia, Johnny Bond, Slim Jacobs and Tommy Hill's String Band with a barrelin' string of supercharged ditties from the teetotaller's hills. The package includes Johnny Bond's "Hi-Way Man" and the Willis Brothers' "Long Hank Weekend."

OF POETRY AND POWER—Irene Daily & Martin Donagan—Volkways FL 9721
Two outstanding disc sets of poems, titled "Poems Occasioned by the Presidency and by the Death of John F. Kennedy," is a moving, stirring collection of works dealing with the late President as a man and as a leader. Although the works present a fine performance, they have a uniformity of quality, as these were selected from the thousands of verses composed in honor of President Kennedy. The readings of Daily and Donagan are sincere and heartfelt making the LP a significant addition to the Kennedy memorabilia collection.

IT'S A SMALL WORLD—Disneyland Boys Choir—Disneyland LP 1235
The Disneyland Boys Choir has recorded a delightful package of 18 sing-along folk songs from all over the world tilted after Walt Disney's charming World's Fair presentation at the Pepsi-Cola pavilion. Arranged and directed by Willard Jones and the Choir is directed by Paul Samulovich, while numbers include "Frere Jacques" from France, "Hong Kong On The Mississippi" from the U.S.A., and "Children's Prayer" from Germany. The album offers children a lot of attention with both the young and older set.

THE MICKEY TURNER SHOW—Edgar Elp 1041
A bright name on the night club scene, Mickey Turner could well be a big name in recording circles as a result of this debut LP, recorded live in Las Vegas. Armed with his own rich voice and an accomplished hand on the accordion, the young character presents a fine performance, with the aid of the excellent tones of lovely Renee Armand and the smooth backing of a close-knit trio. Some of the numbers include "Georgia Baked A Mountain" and the "My Fair Lady Medley."

DING DONG THE WHOLE YEAR LONG IN SONG—Singing Weepcan RCA 5998
In this LP children's author Frieda Newman Howitz presents a delightful package of 21 educational sing-along songs for pre-school and primary grade children. Singing the songs is The Sowepcan, backed by the versatile guitarist, Al Klein, Tunes included are "American Rock," "Christmas Song," and "Summer Song," making this a top-notch item for the junior set.

JAZZ BEST BETS
MANHATTAN MOSAIC—Ted Anzette Orchestra—Book Records 501
This LP for jazz bagpipe player Rufus Harley, and in it he plays, in addition to the usual trumpets and tenor saxophone, "Goldie Gold," the package also features truckdriving tracks by the Willis Brothers, Joe Maphia, Johnny Bond, Slim Jacobs and Tommy Hill's String Band with a barrelin' string of supercharged ditties from the teetotaller's hills. The package includes Johnny Bond's "Hi-Way Man" and the Willis Brothers' "Long Hank Weekend."

RUFUS HARLEY

BACCHUS BLUES—Rufus Harley—Atlantic—SD 2000
This is the final LP for jazz bagpipe player Rufus Harley, and in it he plays, in addition to the usual trumpets and tenor saxophone, "Goldie Gold," the package also features truckdriving tracks by the Willis Brothers, Joe Maphia, Johnny Bond, Slim Jacobs and Tommy Hill's String Band with a barrelin' string of supercharged ditties from the teetotaller's hills. The package includes Johnny Bond's "Hi-Way Man" and the Willis Brothers' "Long Hank Weekend."

CLASSICAL PICKS
OFFENBACH: GALLE PARISIENNE/GERSHWIN: AN AMERICAN IN PARIS—Antal Dorati/Symphony Orchestra—Mercury MG 50140/SR 90131
A compilation of two delightful works dedicated to the "foreigners" to Paris, George Gershwin and Jacques Offenbach, the album eloquently testifies to both the composers, as performed by the Minneapolis Symphony Orchestra under Antal Dorati. The inspired presentation of Gershwin's "An American In Paris" and Offenbach's "Gaite Parisienne" from the rhapsodies to carefree lullabies, making a beautiful addition to the 'light' classical buyer's library.

BACH/SIX BRANDENBURG CONCERTOS—Berlin Philharmonic/Herbert Von Karajan—Deutsche Grammophon Gesellschaft 138 906/78
DGG has, in this album, a magnificent three-disc set of the renowned "Six Brandenburg Concertos" of Johann Sebastian Bach. The work of Herbert von Karajan and the Berlin Philharmonic is matched by the interpretation of Karajan and the Baroque splendor of these concertos. With the traditional quality ofBaroque splendor in peerless offering should be quickly snapped up by fanciers everywhere.

STRAVINSKY/RITE OF SPRING—Orchestra National De La R.T.F./Pierre Boulez—Nonesuch H1049/H:1083
The dynamic sound of Strauss's "Le Sacre Du Printemps" is most properly viewed in light of the story line it was composed to represent, which was a recreation of the festivals of the springtime, or fertility rites, that took place among varied peoples. This reading, under the baton of Pierre Boulez, is spirited and powerful in the most perfect sense of the music. The addition of "Four Etudes for Orchestra" to the LP makes a pleasant contrast to the main piece.
The Incomparable

Shirley Bassey

sings

“‘It’s Yourself’”

UA 956

From the Lionel Bart Musical Production “Maggie May”
HER BIGGEST SINGLE SINCE “GOLDFINGER”!!

A dazzling new album recorded “live” at her highly-acclaimed opening night at the Pigalle in London in September.

SHIRLEY BASSEY IN PERSON

“Here was the late Edith Piaf, the fabulous Lena Horne, Garland, plus all the greats of yesterday rolled into one”.
—Peter Hepple, THE STAGE, London

on

the growing giant
MAGNIFICENT MONTAGUE
THE PACKERS
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SEND SEASON’S GREETINGS TO ALL RADIO STATIONS and JOCKEYS THANKS FOR MAKING “HOLE IN THE WALL” A WORLD-WIDE HIT! THE ONE & ONLY THE ORIGINAL PURE SOUL #107 SINGLE (“HOLE IN THE WALL”) NOW MOST PLAYED SINGLE RECORD ON R & B, POP, AND EVERY STATION FROM GOA TO COAST. BIGGEST SELLING SINGLE OF THE YEAR JUST RELEASED THE ORIGINAL LP (“HOLE IN THE WALL”) BY THE PACKERS PURE SOUL LP # 1001 STEREO & MONO ALREADY A HIT ON ADVANCE ORDERS ALONE.

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Cash Box—December 18, 1965
Dear Cousin Jack Jones;

You did a great job on my hits "THE RACE IS ON" and now "LOVE BUG". It looks as though my current release "TAKE ME" is going to be a pop hit.

George
This Christmas, KRAK-Sacramento is going to help Santa in getting across his message. No, the kids might have been shiped by the jolly old elf, but a club play Santa for some deserving family in the Sacramento, Stockton or Modesto area. These members will listen to write, in 50 words or less, their story and why their family should be honored by Martin. On Christmas Eve their story will be used in a Santa costume will present the winning family with a dinner for eight, a full course Xmas dinner with all the trimmings will be included.

Mike Hardwick and newsletter Rip Collins are up to their neck in figures. In a recent survey the two air personalities found that Seattle advertising personnel are “more perfect.” Each day several average American.” Hardwick and Collins found that Seattle ad men hear “are more perfect.” Each day several average American.” Hardwick and Collins found that Seattle ad men hear the average American,” Hardwick and Collins found that Seattle ad men hear

“Going. Places.”

Mike Jacobs

Mike Jacobs, who is currently scoring with his Epic outing of “The Men In My Little Girl’s Life,” was born 40 years ago in Chicago.

Mike’s singing career began on a children’s program when he was eleven. He continued singing in high school and after he graduated he got a job on a Great Lakes cruise ship and later he got the job as a staff singer at WKY-Oklahoma.

After a stint in the Navy, he began working in night clubs. This led to his first job on TV when he joined WGN-Chicago. The singer-emcee current has his own daily 90 minute TV show which is seen in over 225 markets.

The women in Mike’s life are his wife, Genevieve; twin daughters Michele and Christine, 20; and Kelly Anne, 7.

SANTO FRANCISCO GIANTS ace, Willie Mays, dropped into the office of Tom Noonan, marketing director of Date Records, to congratulate him on his appointment with Columbia subsidiary label. Date’s source of product will mainly be the casters purchased from indie prducers.

Shawnee Releases 7” Xmas Album

NEW YORK—Shawnee Press, Fred Waring’s pubhshery in Delaware Water Gap, Pa., announced the release of an unusual new LP CD sales are currently

for exclusive broadcast Promotion. Several albums have been mailed to radio stations on the Shawnee lists, and more are available on request.

Distribution of this album is the first step in a plan to help broad- casters find a variety of new recorded music for church, school, and community service broadcasts that’s both refreshing and appealing.

This first disc features four Christmas tunes which have already won wide acceptance all over the country in printed form (sheet music sales: “Ring Those Christmas Bells” (Fishier-Levene), “Sleep, My Little Jesus” (Bennett), “Snow, Beautiful Snow” (Sigman-Feller), and “Christmas Songs For Children” (Evans-Golden).

Explaining the program, Ernest R. Parmenter, Shawnee Press vice president, said, “We’re not presenting these songs as part of the primary marketing campaign of Bright New Christmas Hits.” We have discovered rather that there are more listeners who watch the program but who notice that the music they hear is not well known, as well as with the electronic output that has been heard during the holiday Season. Our sales results prove that a sizeable portion of the growing Christmas hobby will appreciate and will buy, Christmas music that is honestly entertaining and in good taste. We’re on the road to play here, we think this new release will be a well received LP that will help audiences discover the music that makes up the annual Christmas stations. Also, with the literally millions of people who have the Christmas tunes done ‘live’ in recent years, we feel that the broadcast community can make a demand and sell for this music.

The performing group on this new release LP is the Shawnee Choral Ensemble, conducted by Earl Willhoite, has been recording on the Shawnee Press Romance Record label for the last ten years. Made up of outstanding singers from the area around Stroudsburg, Penn sylvania, the Shawnee Chorus is well known to thousands of professional church and school musicians all over America. Along with the Shawnee Yuletide Chorus, whose Christmas lights “Sleep, My Little Jesus,” the Shawnee Choir has recorded more than 50 Shawne Press choral publications on 30” LP albums which have been performed through a promotion service for choirmasters.

Givens-Sode Expands

NEW YORK—The newly-formed Givens-Sode Enterprises, which consists of Givens-Sode Communications and personal management offices, has announced a new relocation and expansion.

The relocation move will see the Michigan City, Indiana, Givens-Sode branch shift to 814 16th Ave., So., in Nashville, with other branches set up in Milwaukee and Toledo. The Nashville offices will be headed by Chuck Givens and Richard Sode, while the Toledo office will come under the direction of Tom Surber and the Michigan branch will also be run by Moyer Malone.
Currently have:
Four Albums on the charts
(including #1 Whipped Cream & Other Delights)
One Huge Single
Taste of Honey

They also have:
A brand new single

Zorba the Greek
B/W
Tijuana Taxi A&M 787

We thought you should know about all this...
Toledo—Ortronics, a manufacturer of automotive loop tape cartridges and playback systems, has announced that it has moved its manufacturing plant and administration offices from Opelika, Ala., to the Toledo, Ohio area. The firm has taken over 42,000 square feet of space in the Willis Day Industrial Park in Northwood, a Toledo suburb, it has an option to expand into an additional 88,000 square feet of space. The new location will have facilities for automotive and industrial tape player and 8-track stereophonic tape duplication—two major policy areas of the company's varied tape products.

Keith Wilson, president of Ortronics, stated that the move to Toledo was made necessary by a greatly increasing demand for the company's products in both the automotive and the industrial markets. The 8-track stereophonic auto tape player continues to create the production demands of the company's varied tape products.

Wilson said that several other factors were also involved in the decision to move. He pointed out that Cissone Electronics, the company's research and development division, has long been based in Toledo and the move has made possible a closer liaison between research and manufacturing.

The president also said: "From Opelika

Serendipity Singers Score

NEW YORK—Hilly Crystal, production co-ordinator of the Ford Caravan of Music, called the Serendipity Singers' recent 13 day tour "the most successful tour ever conducted by Ford in its three year history."

The group, who completed their tour on Dec. 5, were completely sold out in 13 of the 17 dates they played and were over 95 percent sold out on the other four dates.

Crystal stated that the group attracted not only the college audiences in the towns they played, but the local populace as well.

Rubinson Named Pop A & R Producer at Col.

NEW YORK—David Rubinson has been promoted to a pop A&R producer for Columbia Records, according to Bill Gallagher, vice-president of the label.

In his new position, Rubinson will be responsible to Gallagher for recording artists as assigned. He will have the added duty of developing album ideas with artists.

Rubinson joined Columbia in 1964 as a management trainee and was shortly promoted to associate producer. Since joining the company, he has produced the LP's "In One Hand and Out the Other" by Jack Burns and Avery Schreiber and "Boots—An Anthology of Negro Music in America" by Voices, Inc. In addition, he was associate producer of the Columbia Records Legacy sets: "John Fitzgerald Kennedy...As We Remember Him" and "The Mormon Pioneers," and produced a special album on "His Holiness Pope Paul VI—Mission to the United Nations, October 4, 1965."

Prior to his affiliation with Columbia, Rubinson was with Capitol Records. Last year, he produced the off-Broadway show, "The Cradle Will Rock."

Hickory enjoys peak year-end action

NASHVILLE—Hickory Records and Acuff-Rose are winding up 1965 with the hottest activity of the entire year according to Wesley Rose, head of the Acuff-Rose complex. Hickory is currently on the market with the two highest-acclaimed to associative producers. These are the Newbeats' "Run Baby Run," which sells out its title from the group's smash single, and Donovan's "Fairies Tales," the second Hickory LP release in just over a year's time.

On the singles front, the hottest current action is being enjoyed by Bob Moore's initial release for the label, "Shokian." Another big action single is Bill Carlisle's country-based "What Kind of Deal Is This," a novelty song which is now being played by most of the country stations.

On the publishing front, Acuff-Rose is now scoring heavily with Don Gibson's "Watch Where You Go-In," which has moved high on the country charts. In the pop area, MGM's record of Connie Francis' "Jealous Heart," is another Acuff-Rose song. Also enjoying action is A-R's "I Fought the Law," by Bobby Fuller on the West Coast-based Mustang label. During his recent trip to the Orient, Rose was given the red carpet treatment by the Japanese disc and publishing fraternity and found the record business atmosphere there highly stimulating. Rose hopes soon to conclude arrangements for the expansion of Acuff-Rose interests in Japan. In addition, Rose is currently discussing future bookings there for the Newbeats and other assorted pop and country names on the Acuff-Rose roster.

South Mountain's Catron to Europe

NEW YORK—Stan Catron, general manager of South Mountain Music, will leave on a week-long European trip in January. He will visit England, Italy, France and the Scandinavian countries.

The purpose of the trip will be to consolidate South Mountain's new sub-publishing agreement with Hill Range in England and to expose the firm's new product to foreign artists.

In Italy, Catron will have conferences with Johnny Porta, head of the record division of CIG International, regarding the appearances in that country by Donna Fuller. The lark is managed by Catron.
We’ve got another one of those wonderful-type hits that everybody can play and everybody will buy!

CALL ME
CHRIS MONTEZ
A&M 780
NEW YORK—Bob Schwall of Sam Fox Publishing has reported that the score from the new Broadway hit, "Man Of La Mancha," was enthusiastically received by A&R men.

In addition to the cast album on Kapp Records, singles have been released by the Harry Simeone Chorale, Jimmy Smith and the Boss Guitar Quartet. Other sessions by major artists have been scheduled for Dec.-Jan.

In order to follow up with air play on the album and other records, Dave Bernstein, who produced the album, has been hired by the publisher. He will be in charge of contacting all radio personnel both on the national and local level.

Gil Friens Returns From A&M European Trip

LOS ANGELES—Gil Friens vice-president and general manager of A&M Records, has returned from a five-week visit to Europe where he met with the representatives of companies in nine countries that release records for A&M.

These included Pye in England, Decca in Sweden, Denmark, Germany, Holland and Belgium, Pathe Music in France and CCL in Italy.

The purpose of the tour was to discuss the release, distribution of the Tijuana Brass, the We Five, and Lucille Starr.

Friens commented that due to the tremendous success of the Tijuana Brass in the U.S., A&M's European affiliates have been anxiously awaiting the group's recorded efforts on the continent. Immediate release of the TJB's two best-selling albums, "Whipped Cream And Other Delights" and "Going Places," and the smash single, "Taste Of Honey," are presently being initiated by all of the label's affiliates.

Friens also had meetings with many bookers and promoters in Europe to discuss major concert appearance for Herb Alpert and the Tijuana Brass. Tentative plans are for the Brass to make their first European tour in the middle of 1966.

Nippon Columbia Cuts Trio Los Panchos LP

NEW YORK—Nippon Columbia, the Japanese licensee for Columbia Records, has recently concluded a special recording session with one of Mexico's leading vocal groups, Trio Los Panchos, who are under contract to CBS Mexico.

The session, which took place in Mexico City late last month, was delayed due to the illness of group leader Alfred Hill, who had recently undergone surgery and was detained in the hospital. Tatsuya Nakazaki, the New York representative of the Nippon Columbia Record division, was on hand to assist with the recording.

The new album, the group's 25th for the Japanese firm, consists of four Japanese and eight Spanish songs, all of which are recorded in Spanish.

The trio, which will perform at the Chateau Madrid in New York in mid-December, will leave for Japan in March to do a six-week performance tour.

Also due for a Western Hemisphere visit is Shin Kugimoto, general manager of the label's parent firm, Nippon Columbia Musical Enterprises, who will be arriving in the U.S. this week (15) for a two-week stay to discuss the possibilities of booking Columbia artists for guest appearances in Japan next year. Already booked for a cherry blossom performance in Japan in 1966 is Percy Faith and his troopers.

Among the artists sponsored by Kugimoto who have gone successful performances thus far in the past are Rudolf Serkin and Andre Kostelanetz.

Crying Time/When My Dreamboat Comes Home

Hey

We Gotta Sing

Just a Kid Named Joe

I Can't Let Go

River's Invitation

Please Don't Hurt

Some Sunday Morning

Hava Nagila/Sugar Blues A Go Go

500 Percent More

Falling In Love In The Fall

After Today Has Ended

Parmient Farm

That Darn Cat

He You Don't Know Me

Friends & Lovers Forever

Midnight Affair

Burning Fire

Skoal Can

Everything Is Gonna Be Alright

Can't Get Over The Bossa Nova

All I Need Is Your Love

New Additions to Top 100

18—We Can Work It Out

59—A Must To Avoid

69—Second Hand Rose

74—I Was A Very Good Year

76—Day Tripper

81—Crying Time

83—Jenny Take A Ride

86—Careless

88—There Won't Be Any Snow

95—Mountain Of Love

96—Your People

97—Sweet September

98—The Men In My Little Girl's Life

88—Billy Stewart (Chess 1948)

95—Billie Stewart (Chess 1948)

96—Little Milton (Checker 1728)

97—Lou Rawls (Casablanca 13456)

98—Little Milton (Casablanca 13456)

99—Little Milton (Casablanca 13456)

100—Follow Your Heart

Cash Box—December 18, 1965
PROUDLY PRESENTS
THE
BIGGEST SONG OF THE YEAR!

"MICHELLE"

b/w

"ELAINE"
16809

BILLY VAUGHN
his Orchestra & Chorus

THE NATION'S BEST SELLING RECORDS
**New Sherman's Disney Deal; Team Forms Indie Co.**

HOLLYWOOD—Robert B. Sherman and Richard M. Sherman, whose musical score for “Mary Poppins” copped a number of Oscar honors last year, have signed a new non-exclusive 3 year contract with Walt Disney as composers and lyricists. Manager Mike Conner negotiated the deal for the writers to have three months off each year to do outside projects.

In addition to the signing of the new Disney deal, The Sherman brothers and Conner announced the formation of MBD Productions. The company will be a vehicle for recording independent songs written and composed by the brothers and any outside properties that they will undertake. Their first single is entitled "You'll Walk in the Sun" by actor-singer Dean Jones and has been leased to Valentian Records and will go into national release immediately.

**Second Streisand TV Solo Set For March**

NEW YORK—Barbra Streisand's second TV show, a concert at Carnegie Hall on Dec. 25 and start preparing for the TV show, the program will be taped in January, and will be scheduled to air on CBS during the last week of Jan.

The singer-actress will leave her role in “Fancy Girl” on Dec. 22 and start preparing for the TV show. She will be accompanied by her full orchestra, and will be the only guest artists on the show.

**Getz & Dionne Warwick Set For Carnegie Shot**

NEW YORK—Stan Getz and his Quartet and Dionne Warwick will star at a concert at Carnegie Hall on Dec. 10 at 8:30 P.M. Also on the bill will be organist Joe Mooney. The concert is being produced by Gary Kayva, in conjunction with Seven Winds Productions.

---

**Top 5 in R&B Locations**

1. I Got You
   - James Brown (King 6015)
2. Hold In The Wall
   - J. Wilkes & All Stars (Soul 5013)
3. See Saw
   - E. Winters (Atlantic 1167)
4. Rescue Me
   - Fontella Bass (Checker 1100)
5. C. Rider
   - Bobby Powell (Whit 714)

**Dj’s & Distrs:** Please take notice, let us hear from you.

All inquiries: Record Publicity Services
Suite 520, 6 Beacon St., Boston, Mass.
Mike Douglas Could Have Sleeper Hit Of The Year

NEW YORK—Mike Douglas, host of the popular morning talk show, has announced plans to record a new album. The album, which is expected to be released in the spring, will feature a mix of pop, country, and R&B tunes.

Doshawns Management Formed

NEW YORK—Doshawns Management has been formed by Bill Down, who is the head of the firm. The company is headquartered in New York City.

The new management company has signed several artists including Co-Op, a band that is currently riding high on the charts. For the upcoming year, the company is expected to release several albums featuring these artists.

IYB Productions Has New Offices

NEW YORK—IYB Productions, a prominent record label, has moved to new offices in New York City. The new location is expected to provide more space for the company to expand and accommodate its growing roster of artists.

BSR (USA) Limited Moves To Larger Headquarters

NEW YORK—In an expansion move necessitated by increased sales of its phonograph record changers and tape recorders, BSR, which as its full name is The BSR Company, has moved to its new 125,000 sq. ft. headquarters in Orangeburg, New York. This is especially designed to facilitate the company's increased distribution throughout the U.S.

BSR, which is the American distributing affiliate of British based BSR (BSR, Limited), manufactures record changers, tape recorders, and related equipment. The new headquarters building will enable BSR to handle its increased volume of business.

Youngblood Music Adds New Writers

NEW YORK—Youngblood Music, Cloud Nine Productions' publishing subsidiary, is expanding its catalog with the addition of three experienced writers to the firm's management team.

Arnold Appears With Dallas Symphony

DALLAS—On Dec. 11, RCA Victor recorded Arnold at the Dallas Symphony Orchestra. The performance, a pronounced concert effect, took place in the Memorial Auditorium. Bill Walker conducted the Dallas Symphony for Arnold's portion of the program.

Grand Opening—At the recent grand opening celebration at Polk's Arlington Heights, Chicago, RCA Victor's wattmeter Al Hirt put in a personal appearance at the record department and the onslaught of fans that ensued is seen in this pic. Hirt's latest LP effort is in a seasonal production filled "Sounds of Christmas."

TRO Searching For New Tunesmith Teams

NEW YORK—The Richmond Organization, whose eclectic roster ranges from soul and jazz, including Pete Seeger, Bill Evans, Lead Belly, Shel Silverstein, Anthony Newley and Les Crane, is considering adding Mike and Al Leslie, among others, is initiating a new drive on songwriter teams. The most recent entry, now getting a strong promotional buildup by TRO, includes Carl & Claws, individually known as Carl Sigman and Claus Opperman.

"Thunderbird" To Open In 400 Theatres

NEW YORK—The fourth James Bond film, "Thunderbird," starring Sean Connery, will open on Dec. 9, in some 400 theatres during the Christmas-New Year holiday season, it was announced by UA veep James R. Velde.

The film, which stars Sean Connery, and co-stars various leading English actors, is expected to be a major hit.

Youngblood Music

Among the writers recently added to its staff is Carmen Taylor, who is known for his work on "The Flying Nun." He penned "My Son," which is currently on the release label.

The company is also working with writers on an exclusive basis and has recently published songs by Neil Diamond, Anzalone, and others.

The firm's latest LP effort is in a seasonal production filled "Sounds of Christmas."
Neophonic Ready For Second Season

HOLLYWOOD—The Los Angeles Neophonic Orchestras will begin its second season at the Music Center on Jan. 19, with a radio program conducted by studio musician and host Stan Kenton of the 3-piece jazz orchestra. This concert, the first to be broadcast from the Music Center's new Bell Box, will be conducted by Bob Cooper, William Jolly, Leonard Niehaus, Oliver Nelson, Mort Stevens, Earle Hagen, Artie Shaw, Spoder, Ijoy Holman and Multigan.

Kenton is President of the Internationa1 Academy of Contemporary Music, sponsors of the Neophonic, said that his series will differ from the first in that all the works will be original and composed especially for presenters, includin the Neophonic. Last year several of the compositions had been performed pre

Neophonic will re

tinue the same as last year—four cellos, five trumpets, five French horns, two trombones, one string bass, tuba, guitar and piano.

Capital Records recorded five of the works from last season's Neophonic concerts and will release them in an album titled "Stan Kenton conducts the Los Angeles Neophonic Orche

stra" the first week in Jan.

Engaging rumors of a Neophonic debut several other cities approached Ken
ton expressing interest in establishing the Neophonic in their city. Authorities were reported that he was asked by Lincoln Center to help establish a permanent Neophonic. Heads of the New York Committee are Skitch Henderson and Anthony Ross.

Other cities with committees that are interested in establishing Neophonic Orchestras are London, with Phil Solomon as head of the project, and Chicago, with a Neophonic head. Kenton will also conduct Neo

phonic recordings for Radio Copenhagen with the Danish Radio Orchestra.

Verve/Folkways—DGG

(Continued from page 9)

The label along.

A lower cost taste of the quality of DGG's products has been given to en

nucts through various social re-

leases. For instance, a $17.98 Bee
tone release of the "Mozart Piano Concerto" conducted has sold some 30,000 pack-

ages. There is also a KL series devoted to folk and country music. The

new recording of "Bach's Magnificat in C" is a recording sponsored by the DGG's Archive series is being off-

ered on a five disks for the price of

three. "Jazz at the New York" sampler campaign is now in progress that features a four-disk set of Paul Desmond and an Archive set at $2.98 each or $5 for both.

DGG, The Sponsor

DGG spreads its message around the release of a weekly radio show on WOR- New York each Sunday, which features albums of DGG material, three spot announcements for two DGG Material, two mentions of two retail shops each week, and a survey of its power to draw customers into retail outlets. This was made around 10th broadcast. DGG is committed to a "No Retail Sales" policy and an unusual step of subsidizing a Monday night concert series in Milwaukee, Long Beach, and Chicago. The Publicity Review the 12 attractions scheduled to appear through May, 1966.

Product Selection

Schoenberg's "Wozzeck" first two

years to a grip of Polydor's headquarters in order to determine the kinds of classical music offered by the British flag. Some of its DGG merchandise that Schoenberg adheres to the idea that the selection of product not readily available on other labels, in addition to standard repertoire. Oversize that have rare or non-existent LP coverage are a prime source of DGG product. The latest in this area in the recent release of an over version of Alben's "Wozzeck" starring Evelyn Lear, Dennis Fisher-Deskaun, among others.

Herb Alpert and his Tijuana Brass

Cash Box—December 18, 1965
SMASH MASTER PURCHASE FROM TEXAS!

by CHARLES CHRISTY & the CRYSTALS

BREAKING FOR TOP 10 THROUGHOUT SOUTHWEST
NOW HANNA-BARBERA NATIONAL RELEASE

Produced by Christy Productions, Fort Worth, Texas

HBR 449 OPEN UP YOUR HEART—PEBBLES & BAMM-BAMM

HBR 454 I SEE THE LIGHT—THE FIVE AMERICANS

HBR 453 BIG BRIGHT EYES—DANNY HUTTON

HANNA-BARBERA RECORD SALES INC.
3400 CAHUENGA BLVD., HOLLYWOOD, CALIFORNIA
213-4661371 (CALL COLLECT)
Above, left to right: Hal Neely, Don Pierce and B. B. Springfield.

NEW YORK—Following several days of negotiation and conferences at the Starday offices in Madison, Ten­nessee this week, label prexy, Don Pierce and vice-general manager Hal Neely announced that Bob Destiny, presti­mous mail order record specialist of Montreal, will establish a Canadian branch of the Country Music Record Club. The operation will be separate from Destiny’s present record activities, pursuant to a licensing agreement between Starday’s Country Music Record Club of America and the Canadian firm, and will be known as the Country Music Record Club of Canada, Ltd.

Destiny claims to be the largest mail order record and album dealer in the Canadian market, having developed extensive mailing lists and direct mail sales handling all labels. Destiny in an interview stated that he has long recognized that Country Music sells best by mail order because so many Country Music fans live in rural and remote areas where shopping and availability is somewhat limited. Don Pierce added that this deal with Destiny was a very large arm and expanding big city and industrial area markets will be the basis of a company which is also very adaptable to a record club solicitation.

The Starday Country Music Record Club of Canada will utilize the same approach, offering labels from all companies, and giving bonus and premium offers as its U.S. counterpart. The golden bronze membership lapel pin, personalized membership cards, the “Golden Classic” Albums that are exclusive to club members, the R.F.D. Folkways news and photo bulletins that have proved to be so successful with Starday’s Country Music Record Club will be the same for both clubs. Many of the labels that make up this club albums will be made available to the Canadian club members, as the special bonus premium to induce new members to join.

Sparton Records of Canada, located in London, Ontario will continue to manufacture, stock and distribute the firm’s complete catalog and singles line to the regular trade in Canada as well as supplying Starday press­ings to the newly formed club and to the Capitol Record Club of Canada, which Starday has numerous Starday albums in their club.

Pierce and Neely stated that they are now considering offers to expand the licensing and franchising of the Record Club.

Jack Lewis joins Monte Kay Artists

NEW YORK—Jack Lewis, ret. A&R director for RCA Victor, United Artists, and Colpix records, has joined Monte Kay, head of the Monte Kay Artists, for an executive position.

In addition to independent record production, Lewis will act as recording consultant for clients of the outfit and will work with the firm in all areas of management. “Jackie Lewis is one of the most creative, talented, and knowledgeable men in the business,” said Monte Kay. “He will enable us to offer clients the sound and quality of work more than ever necessary today with the increasing importance of record­ing. He is a man of long years of experience working creatively in the music business. Jackie brings to us the respect and affection of hundreds of people in our business with whom he has worked during his long career.”

Lewis started in the music business in Hollywood and the American Guild of Artists and Managers, and is currently president of the American Guild of Artists and Managers. He has negotiated contracts with many artists, including Kathy Diclin of California Music, and his long-time presence on the West Coast made him a valuable addition to the Monte Kay Artists organization.

Ramat Enterprises Sets Prod. Deal With Old Town

NEW YORK—Ramat Enterprises, a Bloomfield, N.J.-based indie produc­tion outfit, has signed a production agreement with Old Town Records for the coming year. Although the terms of the agreement, “He’s My Boyfriend” by Krisis Anderson, is currently being rushed released by the label.

Country Music Record Club into sever­al foreign countries, using the time­tested and successful order pull tech­niques developed by the major labels.

Another large TV mail order creation is the album promotion of Mal­colm Smith, a New York mail order specialist, which offers 25 Country artists and their records for a $1.00 order. RCA Records is offering a country music album via mail order for $1.00 featuring the best Country Names on the Victor label. The title of the album is "Country Nights" Columbia and Starday are all expand­ing their country music sections. Ac­cording to Pierce, Neely and Destiny seemed to make the point that the creation of the new RCA program Music in any and all market places the faster will be the conversion of more and more record buyers to “a country music record buyer” and a greater percentage of the record dol­lar going for country music.

Miller Int’l Sets Heavy Ad Campaign For German Company

NEW YORK—Dave Miller, the di­rector of Hilbert International Schall­pattten G.m.b.H. of Germany, an­nounced that his company, a German-based firm has launched one of the biggest newspaper advertising cam­paigns ever in the music industry in the promotion of LP’s on the continent.

In fifteen major cities, the leading daily wills carry a series of 1 1/2 and 1 1/2 page ads to the consumer pushing the German names. The ads will run for the five consecu­tive week-ends ending the day Christmas buying season. The budget for Dec. alone exceeds D.M. 11,000.

Sommerset retains at D.M. 9.50 (U.S. $1.00) while the Europa label sells at D.M. 5.00 (U.S. $1.25). Both labels are standard four-color fronts with big type and large point cardboard jackets in Cryovac.

AF Cross—Promotes "Thunderball” Tune

NEW YORK — Audio Fidelity is opening up its promotional guns full­blast for a new single, “Mr. Kiss Kiss,” by Gladys Knight and the upcoming film “Thunderball” directed by Glen Grainger.

The label will attempt to create an image of the singer as a woman of woman. Special color sleeves have been made for the deck showing her in a sleeveless and unbuttoned coat, Naumen, will be doing the promotion tie-in with the press and their raincoat, which retails for $29.10 and will be signed to dealers and stores across the country. In addition, the label will send out butane gas light­ers to radio stations across the coun­try.

Rod McKuen Opens At The Bitter End

NEW YORK—RCA Victor singer-composer Rod McKuen made his New York debut at the Bitter End last week and was greeted by an audience that called him back for encore after encore. McKuen, who is the author of a selection from the many, many songs he has written, must deliver, makes you wish that all songwriters could perform, so that their feelings of despair could come to life. The husky voiced McKuen is not the world’s greatest singer, but he should be heard. He ranges from soft flowing ballad to a powerful presentation of what is undoubtedly one of the funniest songs, the “Pro­test Waltz,” a little ditty that had the audience rolling.

McKuen’s talent with the pen is un­sual. There are millions of people who have an opportunity to see, in person, the performing talent that is Rod McKuen. McKuen’s repertoire consists of a line of material and effervescence in its per­formance, which has the audience with applause. The comic break in the evening is provided by well known funnyman Howie Strobel.

For Finn — RCA Victor recently held a reception and dinner in honor of retiring David J. Finn, manager of record distributor relations. Finn announced in July that he would retire on Dec. 31, 1966 and the 250 people who turned out for the dinner and the guests of others who telephoned their congratulations were testament to his popularity. From Sunny Jim’s Restaurant, a tribute to Susie Hammond and Donald Burkheimer, manager of pop aor narrated a film titled “Saga of Dave Finn.” In this series of photos we have (top pic, left to right) Susie Hammond, a Banana; Manager G. H. Cooper and one of his clients; Manager M. P. C. Mayor; Manager A. M. Odorizzi. In the mid­dle shot are RCA exec v.p. and con­troller Howard L. Watts and Eddie Arnold and in the bottom photo, Wego Norman Racusin congratulates Finn while Mrs. Finn and Burgess sits in the background.

Cash Box—December 18, 1965
A VERY GOOD YEAR

Cash Box TOP 100

ATTACK
THE TOYS
DYNOVOICE-214

JENNY TAKE A RIDE
MITCH RYDER AND THE DETROIT WHEELS
NEW VOICE-806

SANDY
RONNIE AND THE DAYTONAS
MALA-513

HARLEM NOCTURNE
THE VISCOUNTS
AMY-940

A TIME TO LOVE
LOU JOHNSON
BIGTOP-101

A LOVER'S CONCERTO
THE TOYS
DYNOVOICE-209

BELL RECORDS 1776 Broadway, New York, N.Y. 10017
NEW YORK:
The announcement of the cancellation of Steve Lawrence’s TV show has brought the singer a deluge of offers from across the country. According to Lawrence’s manager, he has already been contacted by 20 different producers. The upcoming song, “The Chance I Breakdown,” was already being recorded last week in Los Angeles. Lawrence, who seems to be enjoying his return to his hometown, Boston, to promote his latest album, is expected to release a duet with Bob Dylan in the near future.

Bobby Vinton will do a forthcoming recording which will be taped on Jan. 9. The chanter will travel from Glendale, California, to Miami Beach, where he is scheduled to do ten shows. His other show is Sandy Nelson’s instrumental stand of “A Lover’s Concerto,” which has been released as a single off Nelson’s “House Beat” LP. 

Lark Jean Martin at the Penthouse. The singer, who has taken a break from the CBS TV series, “The Danny Kaye Show,” has returned from the West Coast. John Gary has signed for a series of nitty gritty dates, which will fill the space scheduled by the canceled “Danny Kaye Show.”

Lovely Day,” which has been recorded at the Latin Quarter. The Bararians are on the road promoting their latest album. The group is due to go to San Francisco next week.

Production on Harry Belafonte’s CBS-TV musical, “The Stroll,” has stopped because of the show. The show, which is a musical trip through Harlem during the 1920’s, months they labored away before auditioning for Valiant Records. Accepted into the Four Star fold, their first single, a Bob Dylan composition titled “One Too Many Mornings” was released six weeks ago. Habitudes of the Ice House stormed the record shops and several hundred copies were sold in the Glendale-Pasadena area. And just this week, the gangsta radio station, KRLA, started to play the side. Valiant effort, it appears, is on the increase. The show’s producer, who wrote the Association’s success story, it’s rather late to suggest you want to catch the band at the Ice House. They have just moved to the Forum Club in Montclair. If musical plans to open a Crescendo Room at the Gaslight Club. Julian Pertman, new national promo manager for Joe Franklin TV shows, is planning a tour promoting “The Cole’s Tribute to My Brother, Nat,” and the first show is set for “My Heart Is Calling” by the Magnificents.

CHICAGO:
Gospel queen Mahalia Jackson is on the west coast and will remain there for the holidays. She and Columbia producer Irv Townsend are cutting new records for the coming year. The deal Martin TV in several coming months. Since Martha Scott, star of “The Subject Was Roses,” Brendon O’Dowd an

Cash Box—December 18, 1965
It's the new "Winter Wonderland"!

"SNOW BELLS"

by WINIFRED ATWELL

It's here—direct from England—
a sensational instrumental single
that DJ's are acclaiming from coast to coast.
Get set to be snowed under by sales!

ON COLUMBIA RECORDS®
GATHERING NO MOSS—The Rolling Stones recently crossed the U.S. in a series of concerts and gathered no moss, but lots of fans, publicity and tons of cash. The five long-haired Englishmen were mobbed, attacked, cheered and followed every foot of the way by hordes of screaming fans. During the course of the tour the group's single "Get Off My Cloud" hit the number one spot on the charts and their new LP "December's Children (And Everybody's)" took off like a rocket. The boys have a new single currently on the market titled "As Tears Go By," which was pulled, by popular demand, off the new LP.

Mira To Distribute Mack IV Records

LOS ANGELES—Randall Wood's Mira Productions will distribute producer Jimmy Mack's new Mack IV Label. The first record to be released will be "What Is Soul" b/w "I Lost My Baby" by the Purys. Mack produced the pair of McEachin-Harlin penned tunes, which are published by Romp Music and Brujen (BMI).

TOP 100 LABELS

<table>
<thead>
<tr>
<th>Label</th>
<th>Rank</th>
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<td>ABC Paramount</td>
<td>47, 81</td>
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<tr>
<td>A &amp; M</td>
<td>1, 43</td>
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<tr>
<td>Amy</td>
<td>66, 85</td>
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<tr>
<td>Atlantic</td>
<td>69, 70</td>
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<td>Black Bear</td>
<td>9</td>
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<tr>
<td>Cameo</td>
<td>73</td>
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<tr>
<td>Capital</td>
<td>16, 18, 41, 58, 76, 97</td>
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<tr>
<td>Carnival</td>
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<tr>
<td>Challenge</td>
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<td>Checker</td>
<td>21, 96</td>
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<tr>
<td>Coast</td>
<td>99</td>
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<tr>
<td>Crest</td>
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<tr>
<td>Columbia</td>
<td>6, 8, 26, 55, 62, 69, 84, 100, 100</td>
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<tr>
<td>Decca</td>
<td>17, 99</td>
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<td>Dial</td>
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<td>Diamond</td>
<td>33, 72</td>
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<td>Dot</td>
<td>28</td>
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<td>Dynorama</td>
<td>77</td>
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<tr>
<td>Epic</td>
<td>4, 25, 44, 86, 97</td>
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<td>Fontana</td>
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<td>Gentry</td>
<td>53, 92</td>
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<td>Hickory</td>
<td>22</td>
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<td>Imperial</td>
<td>57, 75</td>
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<td>Kama Sutro</td>
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<td>Kapp</td>
<td>64</td>
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<td>Kellmac</td>
<td>95</td>
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<td>King</td>
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<td>Liberty</td>
<td>30, 60</td>
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<td>Landen</td>
<td>39, 67, 82</td>
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<td>MGM</td>
<td>27, 37, 54, 59</td>
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<td>Mercury</td>
<td>61</td>
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<td>Minnow</td>
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<tr>
<td>Motown</td>
<td>5, 19</td>
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<tr>
<td>Mercury</td>
<td>26</td>
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<tr>
<td>New Voice</td>
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<td>Parrot</td>
<td>42, 45, 90</td>
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<td>Press</td>
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<td>Philips</td>
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<td>Philips</td>
<td>7, 14</td>
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<tr>
<td>Pure Soul</td>
<td>29</td>
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<tr>
<td>RCA Victor</td>
<td>15, 38, 52</td>
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<tr>
<td>Red Bird</td>
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<tr>
<td>Roulette</td>
<td>88</td>
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<tr>
<td>Roadster</td>
<td>75</td>
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<tr>
<td>Scepter</td>
<td>11, 79</td>
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<tr>
<td>Smash</td>
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<tr>
<td>Tamla</td>
<td>23, 49, 87</td>
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<tr>
<td>United Artists</td>
<td>24, 91</td>
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<tr>
<td>Volt</td>
<td>80</td>
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<tr>
<td>Word</td>
<td>71</td>
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<tr>
<td>Whole</td>
<td>78</td>
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<tr>
<td>White Whole</td>
<td>46</td>
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</tbody>
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Williamson And Stephens Buy Interest In Twin Oaks

NASHVILLE—Slim Williamson and Ott Stephens have purchased 50% of Twin Oaks Publishing, a Nashville firm owned by Cal Veal of Modesto, Calif. Williamson will take over management of the company from his Nashville office. Veal, who wrote such tunes as "Penny Candy," "Better Time A Coming," "He Stands Real Tall," "The Pillow That Whispers," etc., will continue to write for the company. He will also handle all west coast activities including the developing of new writers for the company.

The firm's Nashville address is 831 Eighth Ave. S., and its west coast address will be 2517 Brenner Way, Modesto, Calif.

Jamaica, Hello For Astrud's Shadow' LP

NEW YORK—Astrud Gilberto is on hand at the debut of her MGM/Verve LP, "The Shadow Of Your Smile," in Kingston, Jamaica, B.W.I. In a tie-in with a local charity, "Nuggets for the Needly," the songstress journeyed to the island last Sat. (11) for four days of promotion and publicity. MGM/Verve's distrib there, George Benson, arranged the junket. The performer is accompanied by Sol Handweger, the label's publicity chief.

In Person' LP Waxed By Maharis

NEW YORK—Singer-actor George Maharis has waxed an "In Person" LP for Epic at New York's Pipsa Hotel, where he is currently appearing for a three-week engagement. Joe Sherman, who serves as conductor/arranger for the singer at the Plaza, produced the album in conjunction with Manny Kemel, executive producer of Epic A&R. Sherman recently signed a contract with the label as arranger-conductor of the Arena Brass.

Maharis, who is having a very successful stint at the nightspot, recently scored a success on a two-week tour in South America.
SHAPING UP TO BE ONE OF THE BIGGEST RECORDS OF 1966!

Jay & the Americans

sing

"Sunday And Me"

A MEANINGFUL SONG, A RARE PERFORMANCE, A HIT—COAST TO COAST!

Bobby Goldsboro

sings

BROOMSTICK

★ COWBOY★

UA 948
produced by Gerry Granahan

UA 952
produced by Jack Gold

on

the growing giant
EMI Anticipates Strong Showing for 2nd Half of '65
LONDON—Sir Joseph Lockwood, board chairman of Electrical & Musical Industries (EMI), said last week at the firm’s annual general meeting that the provisional unaudited results for the six months ended Dec. 31, 1964 would be announced early in the new year. He noted that he had every confidence that these figures should reach the same level as for the corresponding period last year—40% million. However, Sir Joseph emphasized that provisional figures for any interim period of a financial year do not necessarily give an accurate forecast of the actual result for the full year.

In his review published in Nov. Sir Joseph said, “It is impossible to forecast the seasonal pattern of our business for any one year. Although in 1963 about 24% of our total sales were earned in the first six months, in fact, over the past five years, on average, some 60% of our profits have been earned in the equivalent period. Throughout the world the record business in particular tends to have a peak Oct. to Dec.”

Dick Bowman Upped To Liberty's Tape Div.
LOS ANGELES—Dick Bowman has been appointed to the post of sales manager of the Los Angeles records division of Liberty Records. The appointment was made by Robert Blodsoe, general manager of the division.

Bowman has been with Liberty for five years and was promoted from his position as Southern District sales manager. He entered the record industry in 1952 as a district salesman for Decca Records in Cincinnati, and he serviced Dayton and Columbus as well. After four years with the label, Bowman joined Hit Record Distributors in 1956, working in sales and promotion. In 1960, he joined Liberty, where he has been involved with sales and promotion, working closely with the firm’s independent distributors.

Roulette Signs Al Hibbler
NEW YORK—Al Hibbler has signed an exclusive recording pact with Roulette Records, it was announced by the Lee Magid personal management.

The firm has also reported that their newly acquired act, the Two People, is scheduled to appear on two West Coast TVers, “Shivaree” and “4th Street West.”

Vet Personal Manager Lou Zito is now associated with the firm in New York. He formerly managed the Tommy Dorsey, Charlie Spivak, and Gene Krupa orchestras.

Shifrin To Engand
NEW YORK — Jerry Shifrin, sales manager of Cameo/Parkway Records, was scheduled to leave last Sat. (11) for a 1-week stay in London. He’ll confer with Pye Records execs and two big C/P attractions, the Sound Orchestral and the Ivy League Three.

Correction
NEW YORK—A photo caption involving Joe Sherman’s deal with Epic Records was incorrectly noted that Sherman had penned the score for the film. “Toys In The Attic.” Actually, Sherman wrote a tune “inspired” by the film. George Duning wrote the soundtrack music.

'64-'65 Concert Season: Facts & Figures
NEW YORK—Broadcast Music, Inc., has released its sixth annual concert season scoreboard for 1964-65, which includes summer concerts for the first time. Survey covers a cross-section of U.S. and Canadian orchestras, with 5,544 concerts tallied by BMI. The concerts were surveyed by BMI, in association with ASOL, (the American Symphony Orchestra League), under the direction of Ulysses Kay, the composer and BMI consultant on contemporary music. The 281 orchestras reporting gave 1,400 performances of 2,217 individual titles during the entire 1964-65 season, including summer concerts.

The works of 688 composers were performed last year. Of them, 167 were standard composers (working before 1900), and 521 were 20th-century composers (working from 1900 to date). Works written since 1957, and thus in their first period of copyright protection, were tabulated separately. In this category, 492 composers (258 of them American) had 2,721 performances of 771 titles.

America’s Top 10 Writers
The 10 most-performed, living, American-born composers (listed alphabetically) who write specifically for the concert hall, were Samuel Barber (455), Paul Creston (318), Aaron Copland (248), Duke Ellington (195), Leonard Bernstein (164), Leonard M. Klein (155), Aaron Copland (154), Samuel Barber (151), Erich Wolfgang Korngold (150), and Richard Rodgers (148).

EMI anticipates strong showing for second half of '65.

Playboys Play Around—Gary Lewis and the Playboys recently traveled to Hawaii to play two concerts at Honolulu’s HIC. In the top shot Gary is being greeted by some of his many fans at Honolulu’s International Airport. In the middle pic the boys are seen while at an autograph session in a local department store. And the bottom shot shows Gary at KORL, with local deejay Tex Sax and Joanne Okimage, the Hawaiian wmine who won all-islands beauty contest and a trip to Hollywood as Gary’s guest.

PHOTO CREDITS: B&H PICTURES, INC.; BILL CLARK; WIDE WORLD PICTURES; HEADLINE PICTURES; JERRY SHIFRIN; DECCA RECORDS; JOHN J. McGRAW, JR; ESA, INC.

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THE BIG LP FOLLOW UP TO
"HUNGRY FOR LOVE"
by THE SAN REMO GOLDEN STRINGS
featuring their current hit single
I'M SATISFIED
CONTACT YOUR LOCAL DISTRIBUTOR TODAY
THE SAN REMO GOLDEN STRINGS
Hungry For Love
RIC-TIC SLP-901
Cash Box—December 18, 1965

Dance Suite, presented by a single orchestra on tour, Walter Piston, Gunther Schuller and William Schuman.

The BMI survey involved analysis of the official season programs of 28 major orchestras, 22 metropolitan opera companies, 10 community orchestras and 39 school and youth orchestras.

Orchestras Play More
The 3,584 concerts they presented included subscription concerts, 342 tour concerts, 450 young people’s concerts, 176 special concerts, and 292 summer concerts. The number of concerts given per orchestra rose 12.1% from the previous season—excluding summer concerts, which were not surveyed last year. Young people’s concerts, which offered the greatest proportion of this increase, rose 29.2% and touring concerts were up 64.8%.

Subscription concerts continued to be the mainstream of the concert season, with no significant change. The great increase in youth and touring concert activity is bringing concert music to new audiences previously unreached.

The concerts surveyed performed 103 world premieres last year. Sixty of them were first performances of American works.

The six works written for the concert season since 1957 which were most performed last year were Dance Suite by Cameron McGray, Béla Bartók’s “Overture,” 11th Symphony No. 5 by Serge Prokofiev, Morton Gould’s “Pavanne” and Symphony No. 5 by Gustav Mahler.

Claude Debussy’s “La Mer” was the most-performed 20th-century concert work, followed, in order, by Ermanno Wolf-Ferrari’s “Overture to ‘The Seer’” Symphony No. 2 by Jean Sibelius, Cameron McGray’s “Dance Suite,” excerpts from Tchaikovsky’s “Romeo & Juliet,” excerpts from Kikinova’s “Kiki’s” by Anatol Lifson and Maurice Ravel’s “Daphnis et Chloe” Suite No. 2. “The Prokofiev composers most performed last season, according to the BMI survey, were Beethoven, Mahler and Wagner; these same five composers were most performed during the 1963-64 season.

The five most-performed pre-1900 works were Tchaikovsky’s “Nutcracker Suite” No. 2, excerpts from Haydn’s Symphony No. 94, excerpts from Bruckner’s “Carmen,” “Roman Carnival” Overture by Hector Berlioz and Symphony No. 4 by Brahms.

The BMI survey tallied a total of 2,317 titles performed during the past season, 745 were pre-1900, with 9,136 performances, and 1,472 titles were written since 1900, with 5,472 performances. In the “Since 1957” category, 771 titles were performed for a total of 2,721 performances.

Detailed reports of the 1964-65 survey, including charts and diagrams, will be released by the public relations department of BMI, 580 Fifth Avenue, New York, N. Y. 10017.
IN THE SINGLES RACE OF 1966
KEEP AN EYE, EAR AND TRAFFIC COUNT ON...

FAN CLUB MAILING ADDRESS: BOX 2829, HOLLYWOOD, CALIFORNIA
KEITH ALLISON
THE GIRL CAN'T HELP IT / SWEET LITTLE ROCK 'N ROLLER

ANOTHER SINGLES WINNER FROM

WARNER BROS. RECORDS

Cash Box—December 18, 1965
KATHY KIRBY

"WHERE IN THE WORLD"

Released on: PARROT RECORD 9805
Published by: MARIBUS MUSIC INC.

AN ASSOCIATE COMPANY OF
DICK JAMES MUSIC INC.
1789 BROADWAY — Suite 1200
NEW YORK, N. Y. 10019

SWEET SEPTEMBER
Lettermen — Capitol
Tom Tedesco — Imperial
Buddy Merrill — Accent

NEVER DREAMED I COULD LOVE SOMEONE NEW
Kay Starr
(Capitol)

MILLS MUSIC, INC.

ONE YEAR ANNIVERSARY—The first anniversary of Metro Records distributors' recent holdings in New York. Toasting Metro branch manager Dave Seidman are (left to right) Irv Stimler, director of branch operations; Seidman; Mort Nasatir, president of MGM Records; and Tom White, director of administration. The MGM owned branch in New York racked up favorable sales for the past year. Two other company-owned branches in Chicago and Los Angeles also enjoyed equal success.
The Big Year-End Issue

of Cash Box

"THE WORLD OF RECORDING ARTISTS 1965"

A complete report on the Top Artists,
Top Records, Top Songs & Top Publishers of 1965

DEADLINE: DEC. 16
(ISSUE DATED DEC. 25)

Make sure your message is in this Edition
Rumor has it that the law has finally caught up to several of our big country names, who will be shipping off to prison just before Christmas. The lineup of artists nabbed includes Bette West, Carl & Pearl Burton, the Willis Brothers, Ernest Ashworth and the Duke of Paducah, who will be checking in at the Kentucky State Reformatory in LeGrange, Ky., to put on a special Christmas program of country music at the institution. Unfortunately, if the show is as good as it looks, the artists may be kept around for a while.

A joint literary effort by Columbus waxer Billy Walker and agent-promo Vic Lutlin will be offered for public consumption early next year. Essentially, the book will discuss the past and present status of the country-business and serve as a guide to the aspirants who hope to break into the field. As of this date, neither the publisher nor the title has been decided upon.

On the radio scene, KRKA-Sacramento was another anothertime spectacular, this one set for Jan. 6 at the Sacramento Memorial Auditorium. Roy Clark, Hank Thompson & the Brazos Valley Boys, because of the audience reaction to their stint of a year ago, will be back to headline the event, which will also feature Freddie Hart & the Heartbackers, Tommy Collins, Wynn Stewart and Maxene Andrews. The station's previous shows have played to packed houses, the outlet is looking forward to a large turnout for this one. Back toward the East, WEEP-Pittsburgh recently held its own Grand Ole Opry package at the local Civic Arena, co-sponsored by Sponsored Events, Inc., and saw a crowd of over 12,500 on hand. As a result of the show's success, another is scheduled for Jan. 24, and will feature Ferlin Huskey, George Jones, Charlie Carson, Lotta Lynn, Dee Reeves and Grandpa Jones, among others.

Down in the Longhorn State, KOKC-Austin program director Max Gardner has been selected by the Jimmy Klein Talent Agency to receive the firm's first Klein Award for being "America's Number One Country Music Disk Jockey." The award was presented at a special ceremony during a country music spectacular held at the Municipal Auditorium in Nov. The show featured George Jones, Marty Robbins, Hank Snow and Don Gibson.

Another station, WELE-Daytona Beach, Fla., has joined the growing rank of full-time country stations and is requesting to be added to label mailing lists. The station would also appreciate receiving taped station IDs or taped concerts from artists.

In an announcement by Bill Williams, promotions director of Radio Station WSM, it was revealed recently that four of the 12 Country entertainers who left the Grand Ole Opry last year will return in 1966. The four include Johnny Cash, Kitty Wells, George Jones and Billy grammer. Minnie Pearl is thought to be inclined to return, but no reports regarding this have been confirmed. A dozen artists left the Opry last December as a result of failing to meet the requirement for 20 personal appearances annually. In addition, to those mentioned, others include Don Gibson, the Jordanaires, Parson Young, Ferlin Husky, Justin Tubb, Stonewall Jackson and Ray Price.

Ernest Ashworth dropped up to our office last week in the midst of a swing through the Northeast, but now he's appearing at special spots in the New York area. He's pretty excited about his new single, the title of which will be released shortly.

We hear that Carl Smith headlined entertainment activities Dec. 5 in Dallas, Tex., at the Fourth Annual National Cuttin' Horse Association Cuttin' Horse Futurity. The Futurity boasts of being "the richest cutting horse event in all time" and had more than 90 horses competing for a total purse of $50,000 and a championship prize of nearly $6,000. Entrants came from 25 states and Canada, traveling a total of more than 40,000 miles to participate.

The first leading of a master recording in the new Cedarwood Sound Studios has been announced by Roger Stovme, studio manager. The master recording was leased to Dot Records through Noel Ball, Dot representative. The session, produced by John Denney, featured Sweet William and The Reeves doing "Bring Home for Christmas" backed with "I Can Hear My Baby." The Dot Record is due for release next week.

Happy birthdays, past and coming, to a few of our country people, including Country Jody who celebrated on Dec. 10, Jimmy Dickens who'll chalk another year on Dec. 19 and Skeeter Willis who will birthday on Dec. 29.

KITTIE WELL<br>COUNTRY ROUND-UP<br>1 MAKE THE WORLD GO AWAY (Paisant—BMI) Eddy Arnold (RCA Victor 8679) 1
2 BUCKAROO (Chron—BMI) Back Owens (Capitol 5517) 2
3 GIDDY UP GO (Raymond—BMI) Red Sovine (Starday 737) 3
4 HELLO VIET NAM (New-York—BMI) Johnny Wright (Decca 31821) 4
5 IF I TALK TO HIM (Browne—BMI) Connie Smith (RCA Victor 8663) 5
6 MAY THE BIRD OF PARADISE FLY UP YOUR NOSE (Chapman—BMI) Little Jimmy Dickens (Columbia 43388) 6
7 FLOWERS ON THE WALTZ (Southwind—BMI) Shuter Bros. (Columbia 43315) 7
8 TAKE ME (Milan—BMI) George Jones (Musicor 1117) 8
9 WHAT WE'RE FIGHTING FOR (Brown—BMI) Don Dudley (Capitol 72500) 9
10 ARTIFICIAL ROSE (Moule—BMI) Johnny Neumeier (Decca 31841) 10
11 ENGLAND SWINGS (Moule—BMI) Roxy Miller (Smash 2010) 11
12 MORE THAN YESTERDAY (Michalek—BMI) Slim Wilmott (Imperial 66190) 12
13 SITTING ON A ROCK (Chappell—BMI) Warner Mack (Decca 31853) 13
14 IS IT REALLY OVER (Goings—BMI) Jim Reeves (RCA Victor 8683) 14
15 WATCH WHERE YOU'RE GOING (Goings—BMI) Don Gibson (RCA Victor 8678) 15
16 BEHIND THE BEAR (Carter—BMI) Johnny James (Capitol 5944) 16
17 LITTLE BUDDY (Al Gallico—BMI) Claude King (Columbia 43416) 17
18 WHITE LIGHTNIN' EXPRESS 16 (Goings—BMI) Roy Drusky (Mercury 73471) 18
19 KANSAS CITY STAR (Brown—BMI) Roxy Miller (Smash 1998) 19
20 HAPPI TO BE WITH YOU (Goings—BMI) Johnny Cash (Columbia 43420) 20
21 LIVIN' IN A HOUSE FULL OF LOVE (Al Gallico—BMI) David Houston (Epic 9831) 21
22 A-11 (Goings—BMI) Johnny Paycheck (hilltop 3007) 22
23 WOMEN DI FUNNY THINGS TO ME (Goings—BMI) Del Reeves (United Artists 943) 23
24 HANK WILLIAMS' GUITAR (Goings—BMI) Freddie Hart (RCA Victor 6949) 24
The United Artists brand is covering the charts.

**COUNTRY TOP 50**

**Cash Box**

1. MAKE THE WORLD GO AWAY
   - Eddy Arnold (RCA Victor 8197)
2. MAY THE BIRD OF PARADISE FLY UP YOUR NOSE
   - The Fabulous Man Band (Capitol 4344)
3. HELLO VIET NAM
   - Johnny Wright (Crest 8151)

**Cash Box Top 100**

**Cash Box**

1. MAKE THE WORLD GO AWAY
   - Eddy Arnold (RCA Victor 8197)
2. MAY THE BIRD OF PARADISE FLY UP YOUR NOSE
   - The Fabulous Man Band (Capitol 4344)
3. HELLO VIET NAM
   - Johnny Wright (Crest 8151)

**United Artists Records**

**DEL REEVES**

WOMEN DO FUNNY THINGS TO ME

Produced by Kelso Herston
UA 940

**GEORGE JONES & MELBA MONTGOMERY**

BLUE MOON OF KENTUCKY

UA 941

**JOHNNY DARREL**

AS LONG AS THE WINDS BLOW

Produced by Kelso Herston
UA 943
Britain's latest musical, "Charlie Girl," opens at London's Adelphi Theatre this week (15), starring Anna Neagle, Hy Hazel and Joe Brown. The original cast album is being released by CBS on the 13th. Picture taken at the recording session shows, left to right: Front row: Hy Hazel, A & R manager Reg Warburton, Anna Neagle and Joe Brown. Back row: left to right, M. D. Kenneth Alwyn, with David Heneker and John Taylor, who wrote the music and lyrics (Published by Britannia Music). David Heneker, whose smash musical, "Half A Sixpence," is currently playing on Broadway has been associated with many top British musicals including "Irma la Douce," "Me Me An Offer," "Expresso Bongo," etc., etc.
ARGENTINA's Best Sellers

This Week

1. **Shame And Scandal In The Family (Fernata)** by Shawn Elliott, Luis Dinamarca (Music Hall); The VIP'S (Ala-Nicky); Frank Pourell (Odeon); Jim and Jerry, Lance Pecilva (Odeon Pops); Juan Mantilla (Philips); Genesis (Disc Jockey)

2. **Es Amor** by (Aznar-Viern-M-Korn) Frank Pourell (Odeon); Carlos Arevalo (Disc Jockey); Luis Milena (Disc Jockey); Elio Roa (Polydor)

3. **Que C'es Triste Veneza (Aznar-Viern-Fernata)** by Charo Aznarez, Lucio Milena (Disc Jockey); Juan Raman (RCA); Los Cinco Latinos (Music Hall); Elly Neri (Fernata); Vincente Moore (Polydor); Jose Antonio (Microfon); Nettor Fabian (Odeon); Luis Ordóñez (Ala-Nicky); Claudio (Odeon Pops); Gino Bonetti (Microfon)

4. **La Polleta Amarilla** by Tulio Enrique Leon, Nilo Estrada (Odeon); Sena Lopez (CBS); Los Martinicos (Music Hall); Peter Bello (Disc Jockey); Los Claudiaus (Polydor)

5. **Ho Capito Che Ti Amo** by Radio Record-Fernata) Luigi Tenco (Fernata); Lucio Milena (Disc Jockey); Gino Bonetti, Jose Antonio (Microfon); Wilma Goine, Javier Solis (CBS); Claudio Fabre (Music Hall); Los Claudiaus (Polydor); Claudio (Odeon Pops)

6. **A Casa D'Trene** by (Biferi-Fernata) Nico Fidenco (RCA); Los Claudiaus (Polydor); Los Trea Impactus (Okeon); Bobby Castro (Music Hall); Lucio Milena (Disc Jockey); Afro Ventura (Fernata)

7. **Un Bacio E Tropo Poco (Fernata)** by Mina (Fernata)

8. **La Luna Y El Mar** by El Agucero (Melagraf) Cuarteto Imperial (CBS)

9. **No Quisiera Quererte** by Horacio Guarany, Los Frontoneros (Philips); Palito Ortega (RCA); Los Claudiaus (Polydor); Rosamel Ayra, Jorge Soledad (Disc Jockey); Luis Ordóñez, Tito Eliax (Ala-Nicky); Los Guachos, Ramona Galarran (Odeon); Julio Molina Cabrall; Trovadores del Norte (Music Hall); Roberto Yanes, Mario Jecena (CBS); Los Aricaus (London)

10. **Help!** by (Northern-Fernata) The Beatles (Odeon Pops); Los Claudiaus (Polydor); Los Claudiaus (Polydor); Gino Bonetti (Microfon)

11. **Je Me Suis Souvent Demande** by (Korn) Richard Anthony (Odeon Pops)

12. **El Magico (Korn) Palito Ortega (RCA)

13. **Rio Mamore** by (Melagraf) Cuarteto Imperial (CBS)

14. **Malvolio** by Hector Velez (Disc Jockey); Lucio Milena (Disc Jockey); Los Claudiaus (Polydor)

15. **Enrique Iribarri** by Surco reports that negotiations with the Italian labelVida(Disco) have been completed. The French company executives have been very happy with the negotiations, which will see a series of three releases by Enrique Iribarri, Calvina-Pereira and Hector Mave, for immediate release. Calvo expects very much from the first, a single with Nito Mores, son of Mariano Mores, in support of the campaign. The theme is "Nuca Va Mora" by Armando Basso.

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17. **No Quisiera Quererte** by Horacio Guarany, Los Frontoneros (Philips); Palito Ortega (RCA); Los Claudiaus (Polydor); Rosamel Ayra, Jorge Soledad (Disc Jockey); Luis Ordóñez, Tito Eliax (Ala-Nicky); Los Guachos, Ramona Galarran (Odeon); Julio Molina Cabrall; Trovadores del Norte (Music Hall); Roberto Yanes, Mario Jecena (CBS); Los Aricaus (London)

18. **Help!** by (Northern-Fernata) The Beatles (Odeon Pops); Los Claudiaus (Polydor); Los Claudiaus (Polydor); Gino Bonetti (Microfon)

19. **Je Me Suis Souvent Demande** by (Korn) Richard Anthony (Odeon Pops)

20. **No Quisiera Quererte** by Horacio Guarany, Los Frontoneros (Philips); Palito Ortega (RCA); Los Claudiaus (Polydor); Rosamel Ayra, Jorge Soledad (Disc Jockey); Luis Ordóñez, Tito Eliax (Ala-Nicky); Los Guachos, Ramona Galarran (Odeon); Julio Molina Cabrall; Trovadores del Norte (Music Hall); Roberto Yanes, Mario Jecena (CBS); Los Aricaus (London)

FRIDAYS FUTURE—That is the future of lark Carol Friday, who was snapped while singing in the early 1960s for a producer Jean Vanoldo, who is getting exclusive representation rights for the songstress' records in the Benelux countries. The seventeen year old singer will soon be the subject of an intensive European promotion campaign and bright hopes are held for her future.

ARGENTINA (continued)

John Foster, and some other local versions are expected in the next week. Another Italian title is "No Al Capito Niente," whose Spanish lyrics are being prepared by the name Castellanos.

Richard Castelblanco of Ediann info that singer Roberto Rane (CBS) has cut some new songs for a record to be available in Argentina and "Relax... Relax." Both were known here in the original version of (Continued On Next Column)

CASH BOX—December 18, 1965——International Section
IT'S A WALKOVER!

THE BOYS WHO MADE THAT SMASH-HIT SINGLE "MAKE IT EASY ON YOURSELF" BRING YOU EASY SALES AGAIN WITH THEIR FIRST LP:

INTRODUCING THE WALKER BROTHERS FEATURING MAKE IT EASY ON YOURSELF

US presentation on Smash MGS 27076 Stereo SRS 67076

European presentation BL 14562 Stereo 843 495 BY

Stroll to sales success with the Walker Brothers

PHILIPS One world of music on one great label
**Great Britain's Best Sellers**

<table>
<thead>
<tr>
<th>Week</th>
<th>This Week</th>
<th>Last Week</th>
<th>On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 Great Britain</td>
<td>The Sound Of Music (Soundtrack)</td>
<td>Kwyet Kinks (The Kinks)</td>
</tr>
<tr>
<td>2</td>
<td>2 Raindrops In My Heart</td>
<td>A Lover's Concerto—The Toys (Stateside)</td>
<td>Andrew &amp; Beechwood</td>
</tr>
<tr>
<td>3</td>
<td>3 :I-2-3-Len Barry (Brunswick)</td>
<td>5 My Generation—The Who (Brunswick)</td>
<td>Fabulous</td>
</tr>
<tr>
<td>4</td>
<td>4 London In September</td>
<td>7 A Lover's Concerto—The Toys (Stateside)</td>
<td>Ardmore &amp; Beechwood</td>
</tr>
<tr>
<td>5</td>
<td>5 I Feel Like I Need A Change</td>
<td>8 Wind Me Up—Cliff Richard (Columbia)</td>
<td>Ardmore &amp; Beechwood</td>
</tr>
<tr>
<td>6</td>
<td>6 Tangerine</td>
<td>9 The River—Emerson, Lake &amp; Palmer (Columbia)</td>
<td>Peter Maunder</td>
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<td>7</td>
<td>7 The Night Of The Matsuribayashi</td>
<td>10 Get Off My Cloud—The Rolling Stones (Decca)</td>
<td>Mirror Image</td>
</tr>
<tr>
<td>8</td>
<td>8 Live For Life</td>
<td>11 / The Sixties</td>
<td>Sounds Of The Sixties (Decca)</td>
</tr>
<tr>
<td>9</td>
<td>9 What A Wonderful World—Louis Armstrong</td>
<td>12 The Who—Tommy (Columbia)</td>
<td>Brian Hyland</td>
</tr>
<tr>
<td>10</td>
<td>10 I Love It When—Elvis Presley (RCA)</td>
<td>13 Hits Of The Seventies</td>
<td>Northern Songs</td>
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<tr>
<td>11</td>
<td>11 April Love Hang On—Four Seasons (Philips)</td>
<td>14 Long Time Ago</td>
<td>Local copyrights</td>
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**Top Ten LPs**

<table>
<thead>
<tr>
<th>Order</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Sound Of Music—Soundtrack</td>
<td>Richard Rodgers &amp; Oscar Hammerstein II</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>2</td>
<td>Music From The Films Of Stanley Kubrick</td>
<td>Stanley Kubrick</td>
<td>Columbia</td>
</tr>
<tr>
<td>3</td>
<td>Help—The Beatles (Parlophone)</td>
<td>The Beatles</td>
<td>Parlophone</td>
</tr>
<tr>
<td>4</td>
<td>In Our Heads—The Rolling Stones</td>
<td>The Rolling Stones</td>
<td>Parlophone</td>
</tr>
<tr>
<td>5</td>
<td>Highway 61 Revisited—Bob Dylan</td>
<td>Bob Dylan</td>
<td>Columbia</td>
</tr>
<tr>
<td>6</td>
<td>Elvis Presley—Elvis Presley—Presley (RCA)</td>
<td>Elvis Presley</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>7</td>
<td>Albatross—Andy Warhol</td>
<td>Andy Warhol</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>8</td>
<td>Mann Made—Mann And Henderson</td>
<td>Mann And Henderson</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>9</td>
<td>Everything's Coming Up Dusty—Dusty Springfield (Philips)</td>
<td>Dusty Springfield</td>
<td>Philips</td>
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<tr>
<td>10</td>
<td>We Can Work It Out—The Beatles (Parlophone)</td>
<td>The Beatles</td>
<td>Parlophone</td>
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</tbody>
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**Brazil's Best Sellers**

<table>
<thead>
<tr>
<th>Week</th>
<th>This Week</th>
<th>Last Week</th>
<th>On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 Shame And Scandal In The Family (Fernata)</td>
<td>Shame And Scandal In The Family (Fernata)</td>
<td>Shame And Scandal In The Family (Fernata)</td>
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<tr>
<td>2</td>
<td>2 II Mondo (Ediciones RCA)</td>
<td>Jimmy Fontana (RCA Victor)</td>
<td>Jimmy Fontana (RCA Victor)</td>
</tr>
<tr>
<td>3</td>
<td>3 Elvis Presley—Elvis Presley—Presley (RCA)</td>
<td>Elvis Presley (RCA)</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>4 / 7 We Love You—Donald Byrd (Plaza)</td>
<td>We Love You—Donald Byrd (Plaza)</td>
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</tr>
<tr>
<td>5</td>
<td>5 I'll Be Seeing You—Herman &amp; The Hurricanes</td>
<td>I'll Be Seeing You—Herman &amp; The Hurricanes</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>6 Ticket To Ride (Fernata)</td>
<td>The Beatles (Odeon)</td>
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<tr>
<td>7</td>
<td>7 Festa De Arranho (n. 3)</td>
<td>Eramo Carlos (RCA Victor)</td>
<td></td>
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<tr>
<td>8</td>
<td>8 E Samba (Phil Moore)</td>
<td>E Samba (Phil Moore)</td>
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<tr>
<td>9</td>
<td>9 Isabella (Fernata)</td>
<td>Charles Aznavour (RCA)</td>
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<tr>
<td>10</td>
<td>10 Isabella (Fernata)</td>
<td>Charles Aznavour (RCA)</td>
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<tr>
<td>11</td>
<td>11 Isabella (Fernata)</td>
<td>Charles Aznavour (RCA)</td>
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<tr>
<td>12</td>
<td>12 Every Night—Every Night (RCA)</td>
<td>Every Night—Every Night (RCA)</td>
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**Brazil's Top Twelve LP's**

<table>
<thead>
<tr>
<th>Order</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>Help—The Beatles (Odeon)</td>
<td>The Beatles</td>
<td>Odeon</td>
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<tr>
<td>2</td>
<td>Raindrops In My Heart</td>
<td>A Lover's Concerto—The Toys (Stateside)</td>
<td>Ardmore &amp; Beechwood</td>
</tr>
<tr>
<td>3</td>
<td>Love Me Tender—Elvis Presley (RCA)</td>
<td>Elvis Presley</td>
<td>RCA Victor</td>
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<tr>
<td>4</td>
<td>Water Music—At The English Court</td>
<td>cascade</td>
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<tr>
<td>5</td>
<td>New Moon—New Moon (RCA)</td>
<td>New Moon</td>
<td>RCA Victor</td>
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<tr>
<td>6</td>
<td>Something—The Beatles (Parlophone)</td>
<td>The Beatles</td>
<td>Parlophone</td>
</tr>
<tr>
<td>7</td>
<td>Brazilia—Brazilia (Philips)</td>
<td>Brazilia</td>
<td>Philips</td>
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<tr>
<td>8</td>
<td>Clube Da Esquina—Clube Da Esquina</td>
<td>Clube Da Esquina</td>
<td>Philips</td>
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<tr>
<td>9</td>
<td>Brazil—Brazil (Philips)</td>
<td>Brazil</td>
<td>Philips</td>
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<td>10</td>
<td>Brazil—Brazil (Philips)</td>
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<td>Philips</td>
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<td>11</td>
<td>Brazil—Brazil (Philips)</td>
<td>Brazil</td>
<td>Philips</td>
</tr>
<tr>
<td>12</td>
<td>A Garota Do Balneário—Robertos (CBS)</td>
<td>A Garota Do Balneário—Robertos (CBS)</td>
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**Top Six Double Compacts**

<table>
<thead>
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<th>Order</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>Help—The Beatles (Odeon)</td>
<td>The Beatles</td>
<td>Odeon</td>
</tr>
<tr>
<td>2</td>
<td>Raindrops In My Heart</td>
<td>A Lover's Concerto—The Toys (Stateside)</td>
<td>Ardmore &amp; Beechwood</td>
</tr>
<tr>
<td>3</td>
<td>Love Me Tender—Elvis Presley (RCA)</td>
<td>Elvis Presley</td>
<td>RCA Victor</td>
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<tr>
<td>4</td>
<td>Water Music—At The English Court</td>
<td>cascade</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>New Moon—New Moon (RCA)</td>
<td>New Moon</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>6</td>
<td>Something—The Beatles (Parlophone)</td>
<td>The Beatles</td>
<td>Parlophone</td>
</tr>
</tbody>
</table>
Board of Trade figures for September show that manufacturers’ sales of gramophone records valued at £2,207,600 were 7 per cent lower than in Sept. 1964. Home sales were down by 5 per cent although export sales were slightly higher. In the first 9 months of 1965 taken as a whole home sales were nearly one tenth lower than in the corresponding period last year but export sales were 7 per cent higher. Although no figures are available yet for Oct. and Nov., manufacturers and dealers alike report an improvement for these months and everything points to an L.P. Christmas.

Mrs. Bonnie Bourne in London recently visiting Len Taylor of the London office was delighted with the company’s progress during the past 18 months. Their biggest hit during the year has been “To Know You Is To Love You” and many Bourne copyrights have been included on albums by artists such as The Rolling Stones etc. Mrs. Bourne subsequently visited her companies in France, Belgium and Italy. The new Viki Carr single “Unforgettable” on Liberty is published by Bourne and, as always at this time of the year, the company is enjoying tremendous sales via the perennial Christmas song “Mary’s Boy Child.”

Bill Ward of Lawrence Wright Music has acquired from composer Max Harris the theme from the BBC TV series “The Mask of Janus.” Lawrence Wright published the composer’s previous TV theme “Kipling” which won the Ivor Novello award for The Year’s Best TV Theme. Current plus items include “Forgive Me” by Al Martino (Capitol) and “The Clouds Will Soon Roll By” by Dennis Lotis (King).

Ken Howard and Alan Blakley of Axle Enterprises delighted with the reaction to “You Make It Move” by Dave Dee, Dozy, Beaky, Mick and Tich on Fontana published by Lynn Music. The group are attracting considerable attention not only by their single but the unique presentation of their act which combines comedy and acrobatics. Another group managed by Howard-Blakley The Honeycombs leave early in the New Year for a four-week season of cabaret in Rome.

Mr. Ridgeway, Manager of Cavendish and LaFleur music companies reports that during the past year the trend towards revivals of evergreens such as “Solitude,” “Caravan” and “Moonlight” have given the company a good year via greater airtime exposure and royalties.

Scottish singer Andy Stewart just back from a nine-week tour of Canada and U.S.A. Highlight of the tour was his concert at Carnegie Hall. His latest Dr. Finlay is issued on H.M.V.

Top Italian recording star Bobby Solo in London recently with Maestro Marchetti and A & R Manager of Ricordi, Italy. They met with the British group the Yardbirds to find a suitable number for joint presentation at the 1966 San Remo Song Festival.

(Great Britain (Con’t))

Fred Day (Chairman), David Day (Director & General Manager) and Bert Corri (Director and Professional Manager) of Francis Day & Hunter together with composer Les Reed (“Here It Comes Again”) recently returned from a visit to America. They had discussions with Arnold Maxim (President of Robbins Music Corp., New York) and other Stateside publishers and recording executives.

Cyril Shane back from an extended tour of Europe placing Shapiro Bernstein copyrights in various territories reports that some of their numbers are enjoying outstanding success on the continent by artists such as Claude Francois, Sylvie Vartens, Johnny Hallyday, Rex Gildo etc. Copyrights include “Leave A Little Love” “Walk Tall,” “Game Of Love” “I’m Alive” etc. Having completed the best year in the company’s history Shapiro Bernstein is currently in the British charts with “Don’t Bring Me Your Heartache” and “Paul and Barry Ryan (Decca) and “Don’t Fight It” by Wilson Pickett (Atlantic).

Frankie Vaughan just back from Germany opens an extended cabaret season at London’s “Talk of the Town.” Frankie made his west end cabaret debut at the Venue three years ago when he received rave press notices and packed houses. His latest single “Hello Dolly” released on Philips.

E.M.I. hosted receptions for three American artists during the past week.

Firstly organist Jimmy Smith in London for a concert at the Royal Festival Hall and other p.a. dates; secondly the American trio The Toys here to promote their current single “A Lover’s Concerto” (already high in British charts) and thirdly, Major Lance paying his first visit to Britain coincidental with the release of “Everybody Loves A Good Time” (Columbia).

Vie Billings and Buddy kaye under auspices of K.P.M. have formed a new publishing company, Raintree Music Ltd. and Dusty Springfield’s recent hit “In The Middle Of Nowhere” has been transferred from Bush Music to the new company. Richard Anthony has just recorded a French version of the number for release in that market by Pathe Marconi.

Latest recruit to CBS A & R Department in London is 21 year old Irving Martin who has been working as an indie producer. Preliminary reports indicate a British hit for Chad and Jeremy’s “Teenage Failure” penned by Jeremy Clyde and produced by Lor Crane. The duo has had repeated success in the States on a Beatles scale but somehow just haven’t managed to crack the British charts as yet. Jeremy Clyde is currently starring in the British musical “Passion Flower Hotel” and will leave the show for one week to fly to California with partner Chad Stuart to him the first series of Western TV shows “Streets of Laredo” for Universal City Studios of Hollywood.

Cliff Richard remains Top Male Singer in Britain in the Musical Express Poll just published; Dusty Springfield replaces Brenda Lee as World’s Outstanding Girl Singer; Elvis Presley remains World’s Outstanding Musical Personality; The Shadows Top Instrumental; British Vocal Group The Beatles; Best New Group The Seekers; Best R & B Group The Rolling Stones; Top New Doki or TV Singer Donovan and Top DJ Jimmy Savile.

Publisher Fred Jackson excited about first disk for newcomer Steve Martell “When Comes The Time” published by Mason Music. Song penned by Gary Osborne, son of M. D. of Osborne.

Harold Shampan of Filmusic, besides being Executive Producer of “Date-line Diamonds” featuring recording stars Kiki Dee, The Chantals and Mark Richardson, also publishes the score.

Publisher Harold Geller of Lynn Music delighted with the way that the Dave Dee, Dozy, Beaky, Mick and Tich single “You Make It Move” is moving.

(Continued On Next Column)
Cash Box — Australia

HOLLAND

A semi-seasonal single by the Seekers has been released by W & G records; if it features "Lonesome Lady Mandolin" and "Well, Well, Well." We understand W & G made the release to appease some of the parents of the Seekers. It has been disclosed in the local press that the Seekers are set to tour Australia next February; but at the time of writing Cash Box had received no official notice of the tour.

EMI has issued the new single by the Beatles, "We Can Work It Out" and "Day Tripper," it is on the Parlophone label and looks like another big one for the group. The single is said to be issued in the US and Canada and in the US it will feature the "A" and "B" sides of "We Can Work It Out" and "Day Tripper." This is the first single by the Beatles since November 1964.

A new single by the Beach Boys has been released. The latest hit by the "Little Girl I Want You." 

Cee-Poo's, the new Getaway (Que) ny record, has been released. Albert Rien "Soul" has issued his new single, "I'm a Winner." The single is said to be issued in the US and Canada next February.

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The Seekers are currently touring Australia and New Zealand. The group has been promoting their new single, "I'm a Winner." The single is said to be issued in the US and Canada next February.

Jack (the hat) Argent, head of Leeds Music and subsidiary companies, reports that the new single by the Searchers, "Hang On Sloopy," has been released.

Tony Geary, from the recording production division of the publishing house of A. Albert & Son Pty Ltd., reports that EMI, on its Parlophone label, has released an English single by the Australian singer, "The Rain." The single is said to be issued in the US and Canada next February.

A little nine-year-old girl local girl known simply as Lori has made her debut on RCA with "Bang Bo" and "The Dickey Bird Song." The young artist has had quite a deal of press publicity, and has been featured on several national television shows. The backing for her first record was conducted by television maestro Thomas Yoko.

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Veteran French performer Charles Trenet has made another successful appearance in the music-hall in Brussels, Olivier Delvy, who presides over the jury of the “Chanson du demi-siècle” presented the award of this contest to Trenet at a ceremony in the Martini Center in Brussels. Plateau had two finalists in the first Festival of Flemish Hits at Antwerp. Disks cut by the two winners, Reina and Bassa, have had good feedback. They are called “Is dit een Afscheid voor Altijd?” and “Ni enmpie.”

Roland Kluger of the World Music Library spent two weeks in the USA, but never got to see the Screen Gems, Southern Music, Blackwood and Mills Music. He also had very important meetings with the Kapp-management. Kluger, very pleased with the excellent start in the U.S. of Belgian hit “Every Bird” by André Bruggeman, was favorably impressed by the sizeable number of Palette LP’s, which are making a promising debut.

Vogue very good, and on November 7, a “very new” dance record by Sam the Sham and the Pharaohs has made a great impression over here. Polylor has two performers taking part in the Flemish Festival at Antwerp: John Larry (“Let je heid mijn schouder”) and Harry Herman (“Kilk je niet meer in de ogen”).

Belgium Granophone goes on doing excellent business with the low-priced “Encore” series LP’s. The LP “Adamo a Yolande” not only is bestseller at this firm but also is the bestseller in the country. “Yesterday” by Beatles Paul McCartney is soaring on the hitparade while “Un Jour” on Marikal, belonging to hitmaker Marc Aron is distributed by Granophone has reached an enviable position on the scale.

Mrs. Bosmans, who manages Bens Publishing and the Ranch record-outfit went to New York to discuss “My Blue Heaven” and other Rauch-prominents. She was accompanied by his Philadelphia manager Maurice Dumitrusco, who in Belgium represents performers like Clark Richard, Chadha Riva, Roy Orbison and the Sylvester Teens. Philip’s record has appeared in a number of other countries and has a chance, in many of them, of reaching the top of the charts.

Incele-RCA launched simultaneously the successful newcomer “Evie Of Destruction” a second disk by Barry McGuire called “Try to Remember” and “I’ll Tell My Mind.” The EP for Yule Indian by Le Double Cinque “Chante Noel” looks like an excellent value. Two singles by Sylvie are also doing fine, together with an EP by Joselito and one by Chantal Goya.

November 7, a “special” record released for the “World Music Library” is published second in the finals of the Flemish Hit Festival at Antwerp with “Nienandi.” Liliiane was unable to attend due to illness, and her last place finish could very well prove a cause for surprise. Sheila’s “Le folklore Alicant” is still soaring on the hitparade, both in the Flemish country and in the Wallon regions.

The soundtracks of the films “War Lord” and “Blindfold” have been recorded by conductor Gallo’s orchestra and choir under the G.T.A label. These two films will be released next month and we forecast that they will have as great a success as the recordings. Vittorio Inzaina is doing very well with his latest tune “Faccia Tosta” the Italian version of “Is The One.”

Presented by the British Columbia Film Institute, off Jan. 7 a T.V. series with the same title will be performed after the San Remo Festival. Taking part in this show, which is named “Mi-lago di Notte,” will be Adamo who will present his two latest songs, “Letti” b/w “Non Mi Fido” with special guest “Claire Di Meo Ciaoie.” “Claire CIari will sing “Serenata Italiana.” Fino Donaggio will do “Una Casa In Città” and also with Giorgio Melendes, “Una Cosa Di Sei.”

The series “Stasera All’Opera” on 45 giri records has been released. The price of each record is Ll 5. 700. The series contains opera passages sung by very well known men such as Benigno Gigli, Caruso, Callas, Corelli, Rech, Di Stefano, Del Monaco, Tito Schipa and conducted by von Karayan, Serafini, and many other important conductors. The launching of the series “Invito Alla Musica” is in preparation on a monthly basis.

This past week a new record company “Eske Records” was organized by the publisher Bildo Music. Representatives in Milan are Attilio Gandolfi and Via Marconia.

On Nov. 22 a new record by the Rokes has been released. It is called “Grazie ATe” and “La Mia Città.” In the course of a few days the deck has exceeded 60,000 in sales.

“C’Te” Una Strana Espressione Nel Tuoi Occhi” by the Rokes, has sold 104,285 copies.

This past week a second record by singer Ricky Shayne “Vi Saluto Amici Moda” c/w “Non Ha Prezzo L’Amore” was put on sale.

**Italy’s Best Sellers**

*This Week*  
Week Week On Chart

1 Lo Notte; Adamo EMI Italiana, Published by EMI Italiana  
2 Il Silenzio D’alba/Barclay, Published by Durium  
3 Il Silenzio D’alba/Barclay  
4 La Ragazza Del Clan; I Bibelli/Clan, Published by Clan  
5 Ora S/O Plage/Mire  
6 Tappo; Emelie/Emelie Cetra, Published by Usignolo  
7 Pip/Superficiali/Strippe/Paradiso; Rita Pavone/RCA  
8 La Casa Del Signore; I. Seo/Ricordi, Published by Ricordi  
9 Un Grosso Scando; S. Distë/EMI Italiana, Published by EMI Italiana  
10 —Ragion Per Non Amarti; A. Barrier/RCIA Italiana, Published by EMI Italiana  

*Denotes Original Italian Songs.*

**JAPAN**

JAPAN's Best Sellers

This Last Week

Week Week On Chart

1 Beatles—The Beatles (Odeon)  
2 Ventures—The Ventures (Liberty)  
3 The Sound Of Music—Sound Track (RCA)  
4 Presley Golden Hits—RCA (Toshiba)  
5 Best Of Brothers Four—the Brothers Four (CBS)  

**ALBUMS**

**LOCAL**

This Last Week

Week Week On Chart

1 Aishita Aishite Aishiebattanoyo—Miyocho Taisuru & Mahina Stars (VICTOR)  
2 Namida No Renraku-—Harumiy Miyalo (Columbia)  
3 Hoshi No Tsuki—Hiroshi Shima (Toshiba)  
4 Kagen No Ojousan—Kazuo Funuki (Columbia)  
5 Futari No Shinyo—Kazuo Funuki (Columbia)  
6 Kobura Wa Minna Koito Ya—Yukio Hashi (VICTOR)  
7 Akai Glass—I. George (Telechik)  
8 I Kyoukakutei—Sakurako Koyama (Toshiba)  
9 Sakaba Keita—Keiko Matsuyama (Toshiba)  
10 Cocktail Koute—Barve Satake (King)  

**INTERNATIONAL**

This Last Week

Week Week On Chart

1 Poupee De Cire Poupee De Son—France Gall (Philips) Sub-Publisher/Suirhais  
2 Namida-Kun Sayonara—Johnny Tillotson (MGM) Kyu Sakamoto  
3 Il Silenzio—Nino Rossio (Globe) Jorge Jovin (Odeon) Hiroshi Shima  
4 Karelia—The Feednads (Philips) The Spotnicks (Polydor) Sub-Publisher/OM  
5 The Sea—The Ventures (Liberty) Sub-Publisher/Toshba  
6 Las Plau—Claude Ciari (Odeon) Groeme Blettent (Philips) Los Angeles Pub.  
7 Hino—The Beatles (Odeon) Sub-Publisher/Toshba  
8 Catch Us If You Can—Dave Clark Five (Odeon) Sub-Publisher/  
9 Yesterday—The Beatles (Odeon) Sub-Publisher/Toshia  
10 Paradise Go Go—Byrds—Bobby Wood (Philips) Sub-Publisher/Shinko  
11 Dizzy Miss Lizz—The Beatles (Odeon)  
12 Forgetting Begonia The Francis (RCA Paramount) Sub-Publisher/  
13 Action—Freddy Cannon (Warner Bros.) (RCA Paramount) Sub-Publisher/Seven Seas  

**FRED JACKSON**

and THE FANFARE MUSIC GROUP

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It is interesting to note the comments of the various record man
as they reflect on 1965. A typical comment is that of Knox Coupland, manager
director for RCA Victor: "In general the record industry in
Canada during 1965 has experienced a remarkable recovery. And
considering the sales impact of the Beatles which occurred during 1964 and
notoriety of the Rolling Stones, it is remarkable to see how
Canada, this is indeed an encouraging situation. I think that it would be
of interest to notice that very few people did not expect 1965 to be as good a year as
1964 and were pleasantly surprised. In addition, 1965 seems to have been a
year that Canadian talent came into its own." He details the RCA Victor
singles which were sold in Canada by Carl Tappesco, singer/songwriter
by the Big Town Boys, particularly "Put You Down" and the fact that
Stu Phillips was signed to an RCA Victor contract by the parent company in the
U.S. at the end of 1965. 

Additionally, the program's
in Toronto, originates by the Canadian conductor, who still
in the top ten, above the top eighteen French-language
languages. It is a cross Canada survey, as the program is carried on
no less than ninety-six stations affiliated with the CBC's French Net. The show originates from CBC-Toronto. Tule's, the leader on the latest chart available is the
Pathé outing by Adamo, "Mes Mains Sur Tes Hanches." It is enjoying its sec-
ond week in Canada. French hit parade. Votes collected from the
program's vast audience are compiled and from there are broadcast
in Toronto. Votes reportedly reach the program from eight Canadian provinces,
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Jim Corbett, in a snub to the B.B.W. tallied by Red Sovine, "Giddypup Go."
It's a chart topper wherever country sounds are heard. Best pop artist of the past year,
was, as it were, "The Duck," way up on the Boxer chart at CFPM-Montreal.

In answer to the question, what has been the hit song of the year in
Canada, Bruce Patenaude is reported to have the above legend.

Another luminary on the Canadian record scene, Phil Anderson, president of
Arc Sound Studios, was quick to vouch for the better in the Canadian recording industry.
Phil told CB that his
statement was based on the fact that Canadian artists are now recog-
nized as being the equal of any artist who can turn out best selling singles and albums.
Phil went on to say that Arc's spacious new studio with greatly improved facilities and equipment has enabled the company to record far more Canadian talent than ever before and this was a predominant fac-
ator in the success of Arc singles. W. R. (Bill) Billham, Arc's V.P., underlined the
importance of Canadian artists being recorded from the beginning in these
major recording facilities. All at the firm feel that the fantastic reception of
such outstanding artists as Terry Black and Catherine McKinnon—both
Canadians—justifies Arc's investment in Canadian talent. Although Arc is still a long way off, there is high hope among all of this country's record men that Canada's centennial year will represent the biggest boost ever to
the Canadian Record Industry.

Jacques Seignette at Judder Records in Montreal reports on the good
European activity of rock singer Donald Latrec in making his recent single, "Action" on the Fontana label in France has been a front runner in all of Europe. Even then, the single is up some 50%. As at the end of Septem-
ber, for him to cover two American items, plus two pieces of original material at his next session. He will work with some of the best known American con-
ductors in an effort to turn out the record. Still with the French-language scene in Canada, Jacques Gauthier tells CB that he is the producer/host of a French television poll radio program. He was one of the top eighteen French-
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The Duck," way up on the Boxer chart at CFPM-Montreal.
The German Pop Music Festival, which for 5 years was under the sponsorship of Gema, the record industry and German TV, is now dead, but from it has sprung a new and more promising one. In a recent meeting of the Festival committee, at a meeting held recently in Hamburg, it was decided that the Festival would be replaced by a new one, the European Festival of Pop and Jazz. Gema, of course, was not invited to this new festival, but the Festival committee, which includes representatives of record companies and television networks, reported that Gema chief Erich Schulze resigned as president of the Festival committee. At a meeting held recently in Hamburg, it was decided that the new Festival would be called the European Festival of Pop and Jazz. The Festival will start in May and will last for four weeks, with performances in Berlin, Hamburg, and other major cities. The Festival will feature many top artists from across Europe, including many young and up-and-coming performers. The Festival will also feature workshops and seminars for musicians and industry insiders. The Festival will be held in collaboration with the German Association of Phonogram Producers (Gema) and the German Radio and Television Broadcasters (RBB). The Festival will be broadcast live on national television and will be streamed online. The Festival will also be supported by the German Ministry of Culture.

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A long time ago, businessmen borrowed a word from the weatherman and have been using it rather liberally ever since, in a related but figurative sense. That word—‘barometer’—is industry’s term for a standard or set of standards used to measure the financial condition of a man’s firm and his trade and even more important, to try to peek into the future and determine just how his business is going to look in the years to come.

At the end of each year, Cash Box offers its own “barometric reading” on the condition of the coin machine industry—our annual Year End Review.

The 1965 Cash Box Coin Machine and Vending Year End Review will bow during the week of Dec. 25th. Often referred to as our “holiday” issue, the Review offers a much more serious service than mere expressions of good cheer. It will provide the trade with skilled “barometric” standards by which they might gauge the growth of their individual firms within the industry and help make their forecasts into the future much more plausible.

Drawing upon a statistical analysis of the quantity and dollar volume of overseas purchases of American-made juke boxes, amusement pieces and vending machines during the third quarter of 1965 (found in next week’s Review), the trade will easily be able to determine the popularity and soundness of the export market and more reasonably project the growth in that area.

A sneak preview of the results compiled by our research department on the amount of money spent for American equipment by the rest of the world during the months of June, July and August—over $12 million—is mighty encouraging. While this figure is down from the $14.6 million gained by American exporters during the second quarter, the average amount spent for each of the three quarterly periods of 1965 comes to a healthy $13 million. Judging from this show of strength, it is reasonable to project at least another $12 million for the final 1965 quarter, which, when added to the amount for the previous quarters, brings the total for 1965 over the $50 million mark—for the first time in the history of our industry—and $8 million over 1964.

The Review also offers an in-depth “white paper” report on the names, faces and events which characterized the coin machine and vending trade and made headlines during 1965. Our studied opinions on these events will capsulize the year into a fact-filled summary article, making interesting, valuable and even required reading for every member of the trade. The report will refresh the reader’s mind as the year’s events are laid out before him and possibly enlighten him with some development he might not have known or has forgotten.

These and other features of the Cash Box Year End Review will provide the operator, manufacturer and distributor with the tools necessary to combine with his own knowledge and produce a plausible barometer for him to see where he stands, where his industry stands and just about where they’ll both be going in 1966. Don’t miss it!
NEW YORK—Directors of the Wurlitzer Company have recommended a stock split, subject to shareholders approval of an increase in the company’s capitalization, to enable it to apply for listing of its common stock on the New York Stock Exchange. Details of the plan were revealed by R. H. Hearst, Wurlitzer’s general sales manager, following a directors meeting, Thursday, December 2, in Chicago.

Wurlitzer’s shareholders have been called for a special meeting Thursday to vote on an increase in the common stock authorized from 1,000,000 shares to 1,750,000 shares. The increase is to be accomplished by a stock dividend at the rate of one additional share for each share held of record on January 11, 1966, would increase outstanding shares to approximately 1,300,000.

“We wish to increase public ownership of Wurlitzer stock and take the necessary steps to list our stock for trading on the New York Stock Exchange,” Mr. Hearst said. “Our Company’s growth has been steady and substantial over the years. The directors now feel the time has arrived to make the common stock of Wurlitzer available to the public. We believe keyboard musical instruments available through the facilities of the national and local music trade is confident that this move will meet with the approval of our shareholders who will be asked to consider this necessary step at the company’s switch meeting at their meeting on January 5.”

In its most recent fiscal year Wurlitzer reported a profit of $1,097,271, equivalent to $2.14 per share, on sales of $24,468,302, an increase of 24.9 per cent over sales of $19,426,687 in the previous year. The current regular quarterly dividend is 25c per share, or $1.00 annually.

It was indicated that, following the stock split, the board of directors would establish the regular quarterly dividend on the increased shares at 25c per share, equivalent to 87.5¢ per share annually.

Ames For Wurlitzer East

NORTH TONAWANDA, N.Y.—R. H. Hearst, Wurlitzer sales manager, announced the appointment of Marshall A. Ames as sales manager for the eastern district following December 1.

Ames has been representing the Wurlitzer Company in Southern California as a sales representative for the Los Angeles branch. His most recent position was as vice president of sales for the M. J. Stailey Company, Coin Machine, aged 47, by education and experience was with Vendator Corporation; Ames Music & Vending; and Badger Sales Company. Many of Ames’ friends on the west coast will remember him in the early days of the television as a staff announcer with the ABC Television network in Los Angeles and as an announcer on radio stations.

Location "Trouble-Shooting" Featured At Seeburg Service School For Electra

CHICAGO—More than 50 operators and service personnel from operating companies attended a service school class at Seeburg’s "Trouble-Shooting" school on the Seeburg "Electra" coin-operated phonograph, which was recently scheduled to be on display in the city. Harold Schwartz, director of the Music Division, advised that the local Seeburg distributor has been consistently enjoying this fine atmosphere where new and seasoned service personnel are instructed about music and service equipment.

The class was conducted by Robert (Rob) Moulder, Seeburg’s chief of the field engineering department. Representing World Wide Distributes were: Schwartz, Nate Feinsteint, Harry Wolf, Lou Kass, one service staffs Sam Di Pierso, Joe Mason and Larnell Grou.

Included among the operators and service personnel in attendance were: Wayne Dunning of Racine, Wis.; Jerry Mesko, Ray Hocman, Chet Pippin and Harold Higle, all of A & H Enter- tainments; S. B. Stack of Reinus & E. Lee, Apex Amusement Co., Niles; Mario Cantin and Joe Mendino, North Shore Music, Lake Forest, Ill.; and Troy Ray and John Voisin of the Seeburg distributor in Chicago, Ill.


New Jersey Coin Op Council Votes to Endorse MOA Juke Copyright Proposal

NEW BRUNSWICK, N.J.—The New Jersey Council of Coin Machine Opera- tors has unanimously endorsed a proposal to the Copyright Law.

The recommendation of this proposal was submitted to the Judiciary Committee of the U.S. House of Representatives and Senate on November 19th. After some details are worked out with the government agencies, it will be presented at a later date.

"MOA initiative in proposing legislation that is practical and fair could eliminate our offensive position; due to the works of the operators and their agencies and their annual legislative efforts," stated Jersey Council secretary-treasurer Dick Steinberg.

"All music operators and distributors should study the summary attached and give it active support, because it is a alternative that the operator can live with," he added.

A Summary of the Copyright Royalty Proposal

(1) There would be a statutory royalty of 1½¢ per program righted song which would be paid by the operators of amusement machines as a royalty for use on such machines.

(2) The royalty would be imposed upon the operators under the exclusive public performance rights granted to the copyright holder by Section 106(a)(4). Under this provision the copyright owner or his licensees and automatic phonograph operators would be given the right to perform copies of the music on automatic phonographs. Certificates identifying operators so registered and their machine numbers will be issued to the Copyright Office.

(3) Quarterly payments, accompanied by statements of account, would be submitted by every operator or manufactured to cover one or more automatic phonographs.

(4) Infringement and remedial sanctions would be made applicable to the nonpayment of royalties if not uncoupled within 30 days after notice of default, and to willful violations.

(5) Term "Operator" would be defined to include all those who jointly, severally or individually or in any other manner are subscribers or distributees of such a direction or other assignee.

The annual Seeburg School con- ducted over several sessions, featuring world-renowned artists and attracting vast audiences, Fisher pointed out. Last year’s con- cert, a recital by the National Ballet Company of Washington, D. C., brought an attendance of 2,500 stag- ing Seeburg’s "Trouble-Shooting" has been approved by the Federation of Jewish Agencies, which savors the school with funds from the Allied Jewish Appeal.

Rosen, in his introduction, that Rosen had undertaken to head the planning for next year’s concert. "His vast experience in communal affairs and his leadership in the community are an assurance that the concert under his direction will be a great success," the school presi- dent noted.

Rosen is a member of the Schecter School board. He is a leader of the coin machine industry’s activities on behalf of charitable and religious causes.

He is a member of the board of the Philadelphia committee for Israel Bonds, and has been honored by the Jewish National Fund of Argentina. He is also active in the welfare work of the Golden Sliper Square Club and 32 Carat Club, in Hat Zion Temple, the Har Zion Lodge and the Agudath Israel, and the Zionist Organization.

Cash Box—December 18, 1965
Bad Weather & Good Ideas; Blackpool Show Comes Through

BLACKPOOL, ENGLAND — When the 5th annual Northern Amusement Equipment and Coin Operated Machine Exhibition opened its doors at the Winter Gardens, Blackpool, on November 30, the day coincided with some of the worst winter weather that the United Kingdom has experienced in a long while. Reports of gale force winds and snow-blocked roads reached the Northern Summer playland from the reports and exhibitors during the first morning wore the long faces of those about to attend a wake at the nearest funeral parlour. If a toast was to be made at that time no doubt it would have been to "Absent Friends."

The British coin man is a hardy soul, however, and if he wants to invest his money in buying new equipment it takes more than blizzards to stop him. By the time the exhibition closed its doors on the evening of December 2, all the previous signs of depression had turned to appropriate seasonal good-will towards all men and vigorous hand rubbing. Full order books showed that a successful three days had been enjoyed by one and all.

It is generally accepted in the British trade that the club supply line for machines has reached near saturation point so that the next on this year’s offering of machines was on those types which qualify for the arcade, tavern, cafe and other sites to which the public are admitted.

When the Mayor of Blackpool, Alderman Tom Joyce, J.P. opened the affair he said that things had advanced considerably since he looked at ‘What the Butler Saw’ some 50 years ago. Now the machines were here not only for our pleasure but to take something out of our pockets. ‘As long as they provide pleasure for the millions of visitors that come to see us, we welcome them,’ he said.

When the Mayor toured the stands in the Winter Gardens he had a good opportunity of seeing some of the cunning devices which British manufacturers have thought up to make it a pleasure for holidaymakers to have their pockets cleaned out of their loose change. For instance, on the stand of Mayfield Electronics Ltd., he had an opportunity of seeing amusement machines which can cost as much as £1,000.

This company has come up with what should be a sure winner in the form of ‘Torpedo Shoot’ which, as the name suggests is based on the player trying to sink a ship. When he inserts the coin and looks through the ‘periscope’ he sees a ship steering across his sights in the dark. As he presses a button on the periscope handle he gets the impression of a torpedo streaking through the water.

If the player has allowed the right time difference between the torpedo being fired and the ship arriving in the appropriate position a hit is obtained with effective flashes and distant explosion noises. ‘Torpedo Shoot’ is played solely for amusement and variety is achieved by the target ship moving at various speeds.

Mayfield is also famous on the British scene for their multi-coin slot 1d-play race games which give the player a return of up to 121-1 on a winning bet. The latest in this range are ‘Go Kart Speedway’, ‘Monte Carlo Rally’, and ‘Louisiana Stakes’ — the last based on a trotting race. Each of these machines have 20 player positions giving a total of 900 slots and, to win, the correct colour or number of a racer has to be chosen.

‘Coppers and Robbers’ was another new game from this company. A rd coin is dropped through a slot on the top of the machine and as it falls it bounces off pins which are hidden by faces of keepers and breakers of the law. It ends up in a slot at the bottom of the frame and when a slot is filled it automatically fills with the weight of the coins which are dropped out to the player. The beauty of this game is that there are no moving parts involved for servicing — the coin doing all the work.

Ruffler and Walker were another company to show a novel 1d-play payout game whose simplicity of operation will make it a popular feature with arcade owners. Called ‘Ringo’ it is based on the rolling of a 1d coin down a chute in an effort to get the coin to cover a spot on the play-field. The white circles on the play-field are worth 2d, 6d and 1 shilling and when a successful play has been made the whole playfield rotates on its axis and slides all the coins towards the player. His appropriate winnings are paid out and the remaining coins are paid into the cash box. There is a knock on the front of the case whereby the player can raise or lower the coin chute for the purpose of rolling the coin far or near and by pressing another button he can rotate the play-field to clear it if he feels there are too many coins obstructing his play.

The secret of ‘Ringo’ is the use of photo-electric cells which are placed below the circles and these can be set for pay outs in three different positions. Either the coin has to be exactly in the centre of the white circles; or, the coin may be slightly touching the inner part of the coloured outer circle; or, with full latitude, pay out will be made as long as the coin is contained anywhere within the total circle. Executives of Ruffler and Walker said that export sales for this machine were going well.

Ruffler and Walker are, of course, also the main distributors in Britain for all Rock-Ola music equipment and

(Continued on page 63)
British Coin Comes Through at Trade Show

(continued from page 62)

their stand carried a full range of these machines.

Amusement Equipment Co. Ltd, produced no less than five new models of 1d play machines and also an American-manufactured dodgem car which they are marketing in the United Kingdom. It is the Auto Skooter Car from Lusse Brothers which is made by Philadelphia Manufacturing Co. Ltd. It is of tough fibre glass with cast aluminium legs and is fitted with two large head-lights, two sidelights and four large rear lights. The amusement machines are the Princess fruit machine (made by Ameco); and the Orbit; Money Wheeler to Play Alone, and Match-A-Fruit (all from Broenex).

Whittaker Bros (Shaw) Ltd are the manufacturers of a British dodgem car but also specialise in animal kiddie rides. They had a large and colourful selection of these and they now make use of children's music during the action. Whittaker have also produced a multi-coin slot 1d play racer called Le Mans.

The latest of the 50 stands at this year's exhibition and a great many of them showed various types of mechanical fruits and electric upright which had been modified in one way or another to meet the requirements with the latest laws governing the siting of machines in public places. This means that they can only pay 12 shillings in cash or an award of five shillings, which has to be exchanged for goods.

Juke boxes, which are still as much the bread and butter of an operating organisation in Britain as they are in any other part of the world were also much to the fore. Photographic Equipment Ltd., of London, who were recently awarded the Seeburg distributorship for the United Kingdom, showed the latest Electra equipment as well as the Discodrome Junior. Both these models were sited in a special darkened section of the stand which showed their individual stanzas in the best possible light. In the cheaper range Photophone still distribute the Franco-Swiss, Jupiter, Ditilburn Equipment Ltd., the sole U.K. distributors for the Wurlitzer phonographs introduced the new 3000 to the British Trade for the first time. Also on the stand was the F-100, which is manufactured in West Germany and which can now be used in conjunction with a remote control wall box. AMF equipment was on the stand of Koromaties Ltd and the latest juke box to come from NSM, Bingen, West Germany, was shown by Loeven Automaten (Promotion and Service) Ltd in a nearby hotel. This box is called the Let Kiss, after a popular dance on the Continent and is of modern design with selection buttons on its flat top. The Let Kiss is a 100 selection box and comes in a variety of colours.
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the Cash Box 1965

Coin Machine and Vending

Year End Review

Dec. 25, 1965 Issue

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Candy's Boyer: Look to the Young for S and Ideas

ALTOONA, PA.—The young people of this country represent the key to what will happen to the candy industry in the near future, according to R. J. Boyer, executive vice president, Boyer Bros. Inc.

Boyer, whose firm manufactures Mallo Cup, Peanut Butter Cup, Smoochle, and Cup O'Coconut, all in the bar good goods field, believes that the influence of young people will be felt both in the increased consumption of candy and in the direction the industry will take in the future.

"We've already had pretty strong proof of this candy upswing," Boyer said. "Our sales have risen steadily this year until they are approximately 26% over last year's. The demand keeps right on.

"This year we have completed an addition to our plant that makes it possible to increase our production 50%, and we're installing a new machinery that speeds up our packaging process considerably. Even at that, we have to work fast in order to keep up with the demand, and I believe we're going to have to work even faster.

"I don't mean to ascribe all of this steady increase to the children of the country," Boyer said, "but I do believe that two facts should be recognized. First, 50% of the people in the United States are now under 22 years of age; and second, more parents are realizing the nutritional and energy-building value of candy.

"In all this speculation about future sales and customers, however, we should not and do not look at young people as merely a faceless mass of consumers and potential consumers. We believe that the industry must cultivate these young people as sources for creative ideas. They will not only consume; they will produce and sell. They have a multitude of good ideas and plans just waiting for encouragement. It certainly won't hurt us to find out what these ideas are.

"With its major market centered in people under 25—80 million now, and increasing—the candy industry cannot afford to dismiss lightly their desires and preferences. We ought to find out more about what they are thinking and how they want things presented to them. And we must learn how to tap their creative thinking."

Auto Canteen Elects Coninx and Rogers V-Ps.

CHICAGO—The election of Frank L. Coninx and James O. Rogers as vice president and general sales manager of Automatic Canteen Company of America was announced here by Patrick L. O'Malley, president.

Coninx, who will be in charge of all Canteen food operations, was previously administrative assistant to John Farr, vice president, operations. A veteran executive in the vending industry, Coninx was with Automatic Canteen from 1938 to 1955. In 1956 he joined Nationwide Food Service as a vice president in the vending division. According to Farr, Canteen will now proceed with its acquisition of Nationwide.

Rogers, who will direct Canteen's restaurant management division, most recently has been director of food service sales. Prior to joining Canteen in 1962, Rogers was vice president and manager of operations for Harding-Williams, Inc., a food service company.

On Location: Rock-Ola's Pneu-Vend

LAUREL, MD.—Laurel Industries, one of the largest independent full line vending operators in the country, has found a market for expansion in the can cold drink vending field according to Colonel E. D. Harris, company executive.

"At present Laurel has several hundred can vendors of different makes on location but since the introduction of the two new Rock-Ola Pneu-Vend can vendors, Laurel has begun to place these Rock-Ola units on new locations." According to Harris, a recent survey conducted by his company indicates that the Alexandria, Virginia, Baltimore, Maryland, and Washington, D.C. areas have potential for several thousand vendors and "because of the success we have had with the new Rock-Olas, we hope to use as many of these as possible."

Orrin McLeod, senior operations manager for Laurel Industries, also is a staunch promoter of the can vending business. In a recent interview while checking new locations, McLeod said "the ease of loading the Rock-Ola vendors, the cleanliness and dependability and the fact that the whole vending cycle is accomplished with just one moving part has converted us." The giant capacities of the machines, 319 and 120 cans respectively, greatly reduce service stops and makes for a greater overall gross profit from each location, McLeod said.

One of many new locations installing can vendors is the Dodson Testco Station in Rockville, Maryland owned by John Dodson Jr. Dodson was high in his praise for can vendors, saying that they are ideal for service stations because the customer always receives the same drink, there are no bottle deposits to bother with and no broken glass on the station's drive-away plus, because of the 15c sale price, his commission amounts to extra profit each week.

Harris foresees greater expansion in the can vending business outside the soft drink field in the field of food and semi-food vending. In addition to the regular locations, Harris predicts new locations such as schools and cafeterias opening up as new outlets for further expansion.

American Tobacco: Sales, Stocks & Uncle Sam

NEW YORK—The American Tobacco Company's sales will exceed one billion dollars for the fourteenth year in a row; Robert B. Walker, president and chairman of the board, made this statement in an executive announcement.

Citing a new high in filter cigarette sales (23%) for the year, Walker said that the income was derived from tobacco sales only, rather than from unrelated products in subsidiary companies. Cigarette sales, he said, accounted for ninety-five percent of the year's gross, while cigars and pipe tobacco made up the other five percent.

Walker also attacked the notion that smoking is dangerous to health and expressed his disagreement with the Federal law requiring a health warning on cigarette pack, saying, "I believe that it is no more justified than a similar labeling on automo- biles, for example. The theory alleging a casual relationship between smoking and various human ailments has not been proved, as a number of distinguished and impartial scientists have testified."

He reported that the company's preferred stock was retired, while voting a dividend increase of 2 1/2 cents per share of common stock. He also announced the opening of a re- search laboratory in Richmond, Virginia, and outlined plans for the company's moving to its own building, with completion set for 1967.

ARA: the Medicare Market — and a New V-P

PHILADELPHIA—Medicare, when it goes into full effect, will open a new market to the vending industry; William Fishman, president of Automatic Retailers of America, has predicted.

"The additional nursing personnel will change from a Mom and Dad to a bigger organization, and the hospital as we know it today will become a more intensive type of institution. The new will come into being a complex of hospitals with nursing homes clustered around them. The need for better food service emerges as a new, unknown, already maintaining complete dietary departments in some hospitals, ARA offers a mixture of dietician staff, manual food service and automatic machines," he said.

PHILADELPHIA—Fred W. Sarks, New York State and New England general manager for Automatic Retailers of America, Inc., has been elected a corporate vice president of the food service and vending company.

Sarks, with headquarters in Rochester, directs ARA service to industrial, institutional and government clients through personal dining programs, automatic merchandising and combinations of the two. The 1,600 employees in his area include dietitians, chefs, vending route men, food service workers and specialists.
NEW YORK—While the faces of famous actors gazed down from the walls, Rowe Mfg. debuted two new products for its distributors in a specially-written and performed stage show at the Lamb's Club, second home for Broadway stars of the past ninety years.

The distributor sales meeting bowed the new Rowe "Band Stand" phonograph and "Wall-Ette" wall box with grease paint and song, banter and soft-shoe. The audience included the Rowe Manufacturing executives and the majority of their distributors from their national chain, plus many European distributors, here for the first time, on the 12th of November.
After the show, Jack Harper, Rowe president, spoke to the assembly and at one point scanned the portraits of Lambs Club members, saying, "Those people were successful because they gave their audiences what they wanted, and that's what we are doing. What the operator wants is a juke box that makes money. He's going to get it with the 'Band Stand' and the 'Wall-Ette.'"

President Harper

Harper reviewed the past sales year and praised John Shelly, regional manager for England, and vice-president Paul Hunger, Rowe's man-in-Europe, for "making significant advancements for us in new and growing markets." Hunger, in turn, addressed the meeting and told them, last January's meeting, that kept under wraps until research and engineering skill could make it "trouble-proof," received an enthusiastic reception on its unveiling. The Rowe AMI Wall-Ette, according to Joe Barton, sales manager, is the first remote system to deliver rich, honest stereo sound. "It utilizes unique phasing techniques and angled speaker placement to project sound out, and around, to surround the listener. The result is a superior sound quality and coverage."

"Speed-of-service" Barton says, "is extraordinary. Its design saves a minimum of 5 minutes a box to change title slips and collect money. A single key opens the hinged housing cover and can be lifted off hinge pins for removal. A flip-out title page makes replacement easy. The unitized selector and speaker assembly is removed with two screws and 2 plug connections. If repairs are necessary, assembly can be replaced in 90 seconds. For counter or bar installations, the Rowe Wall-Ette can be completely serviced from the rear."

Complete Wall-Ette package includes Rowe AMI Model HFG remote-controlled hide-away unit for installations not large enough for full-size phonograph; Model C-10 stepper and power unit; Model MAB Money Meter, a plug-in unit totaling nickels, dimes, quarters and half-dollars from phonograph, and Model 201-12796 counter bracket, a rigid steel design to provide firm footing.

At the closing of the morning session, Patrick O'Malley, President and Chief Executive Officer of Automatic Canteen Company of America, the parent company, welcomed the assembled distributors from here and abroad, summing up past performance and future goals.

The afternoon session spotlighted the introduction of the "Band Stand." "This new phonograph," Fred Pollak emphasized, "was designed to complement the new Rowe-AMI Wall-Ette in contemporary styling, design and sound. Through research and engineering skill, the rich Stereo-Round of the Diplomat has been stepped up to even greater depth. The personal involvement of "being there" in the midst of real, big band sound is even more apparent with the Bandstand. The side panels of vinyl steel, perforated in the side speaker area, eliminates speaker grilles for a smoother, look. The lower speaker grille is also of vinyl clad steel for appearance and strength."

An animation area is a special feature of Bandstand and an exclusive identification area has been created for operator's name plate. The reflective surfaces on the animation frame are pre-plated steel. The front plate covering animation windows is acrylic plastic which provides a harder surface to resist scratching from wiping cloths. The fluorescent lamp, previously located under the selector, has been re-located to a new position on outside of door, to replace the three small lamps. Fluorescent light shield comes off easily by removing two nuts, for lamp replacement. Pushbuttons are of tough, long-wearing extruded plastic.

Climaxing the meeting, entertainment personalities who will be promoting the new phonograph and wallbox were introduced: dance master "Killer Joe" Fino of the discotheque set, Sy Zentner, whose big band arrangement of "Lazy River" was a hit, and the NBC "Hallabaloo" dancers.

The excitement we've felt here," said Harper, will be picked up and carried throughout our distributor network. "We're going for top sales in '66."

Among the U.S. Rowe distributors and members of their sales forces who attended the festivities in the Lambs Club were: Eddie Ginsburg of Atlas Music, Chicago; Herb Rosenthal of Banner Specialty in Pittsburgh; Ozzie Truppman of Bush International, whose branch offices blanket the State of Florida; Dean McMurdie of the R. F. Jones organization; Joel Kleinman of Pioneer Sales and Service, Milwaukee outlet; Mr. and Mrs. Jack Beas and Harry Mosesly of the Roanoke Vending Exchange; Dave Rosen of David Rosen Inc., Philadelphia; Abe Green, Morris Rood, Irv Kempner, Nate Sugarman and Leo Wolberg of Runyon Sales, New York, Comm. and New Jersey distributor; Ed Shaffer of the Shaffer Music Co., Cincinnati, Cleveland, Columbus and Detroit outlet; Wolf Lebovitz of Southern Amusement's Memphis office; and Irwin Margold and Marshall Caras of Trimmount Automatic Sales in Boston.
A HOLIDAY GIFT FOR THE TRADE FROM ROWE—Timing the release of their new brand Band Stand phonograph and Wall-Ette wall box for the holiday season, Rowe Manufacturing has come up with a two-one punch for music operators. Distributors throughout the country are pleased with the new units, many of them having already held pre-release previews for some of their customers. Apparently the customers are equally pleased with the looks, performance and location possibilities of the new wall units, judging from the jubilant tones of distributors we’ve spoken to over the phone last week. Many report excellent initial sales, orders. Helping their distributors insures that “The Big Change Is To Rowe” during 1966, the Rowe executive force has enlisted the services of RCA’s St Zentner, Grammy Award winner and big band maestro. Together with the Rowe promotional swing along with Killer Joe Piro, the fabled disquemaster, and a number of fine kids on the Horn, they also show, who trace the Rowe machine on their popular NBC TV. The new AMI Model 20 phonos and Wall-Ette were introduced to the world-wide Rowe distributor family at New York’s Long Island Coliseum, Friday, Nov. 12th. In the comfort and bliss of an actors’ retreat, the distrubs enjoyed a truly first-rate presentation, highlighted by the proud, grateful and encouraging words from the factory brass and a musical and dramatic presentation created and staged by Rowe by the Jam Handy Organization. From the opening moments until a gala banquet evening, the Rowe family of distrubs heard the word, saw the new equipment and came away inspired. Rarely has such excitement been generated in the course of a single day.

ROWE RAMBLINGS—After hearing the good word, and receiving the new equipment on the showroom floor, some of the Rowe distrubs discussed a few notes on their plans for introducing the Band Stand and Wall-Ette to their operator customers. Ozzie Truffuman down at Bush International showed the new machine to his Florida area ops during December. 6-11 at the 28th St. showroom in Miami. Si Wolf, up at Bush’s Jacksonville office, set up an attraction in his type display of the same ops. Both men say reaction has been extremely good and claim “ones especially like the faster mechanisms and new design.”... Charles McDowell and Wolf Amusement’s Southwestern Animation’s Memphis office has a new type display there and will show the phonos to their customers Dec. 13-14. ...Irv Margold at Trimount Automatic Sales in Boston says operators from his area who’ve seen the new equipment are especially excited with the new Wall-Ette. ...Jack Bess’s Roanoke Vending Exchange hosted many ops to premiere showing of the new Rowe phonos and chatted up plenty of orders. For information concerning operator showings in your area, contact your local Rowe distributor.

HERE AND THERE—Joe Ash of Active Amusement is happy to report that last month’s sales of Rock-Ola equipment broke all previous records for the coinop since he’s been in the music business. ...Two new singles to keep your eye out for are: one being readied for juke boxes by ICA’s Coronado (title of this) and the other being kept under wraps by his old friend, Larry Flickstein of Pool-Art Vending Corp., of Brooklyn that a new side will soon be forthcoming from the Yo Yo’s, Decca. Also the MAM group which he manages, and should make some action for music ops.

ON COIN ROW—Mike Munves has the big one—the All-Tech slot ear raceways, four models, and selling fast, brother Joe reports, The Sebring, four by ten feet worth of copper tracks, formica sides and double wood construction, is a two-track equi-distance model with a clicking system mounted on the back. Joe displayed it at the recent IAAP convention in Chicago, where it drew “lots of attention and lots of orders.” Other slot-car raceways which Mike and Joe have on hand are the Challenger 100 (12’ x 4’), the Big Ben 150 (12’ x 54’), and the Titan 220 (18’ x 55’). Joe reports that Duke Kane Ski ‘N Shore has also been a hot item for them, ...The staffers at United East Coast Corp. were bundled up in sweaters the other day as they loaded Mavericks for delivery to ops—cold winds blowing. ...Louis Welberg, R吩一位's ace, introduced us to Hi Brill, and his wife Fay, operators of AAA Amusement and Dusio Amusement; they keep things hopping in Hurleyville and Liberty NY. ...and blonde Runyon Sales staffer Sandy Rasztitzky, said, with a shy smile and a sparkling ring, that she’s engaged, as of Thanksgiving. ...Louis, busy as ever, greeted Ray Knows of Arrow Sore-Well, Ed Goldberg of Archie’s Amusement, Howard Herman of County Amusement and Mac Pollay of Casino Music, announced that a Rowe service class on the new “Wall-Ette” wall box stepper unit will be held Thursday, December 16, at seven sharp in the PM. Conducted by Art Serbin, Rowe field service engineer, the session will take place at the Runyon Sales Co. office in Springfileld, New Jersey.

MOA AND MEDICARE—At the MOA convention last September, the associa- tion held a special meeting on Juke box programming and invited all visiting record companies to sit in. Epic Records liked what they heard so much that they released their largest number of little LP's in history, ops grabbed 'em up and now everybody’s happy. Epic national sales di- rector Mort Hoffman thanked the MOA board of directors for sparking the action and for the new business it’s brought. More power to both! ...Now that Medicare’s here, says ARA prez William Fishman, Poppins’ nursing home will disappear. ...A dentist in the Midwest, concerned about juvenile delinquency in his hospital, cleaned out and fixed up, his hospital’s recreation center for the kids of the neighborhood, including a pizza oven, a stove to pop corn and a refrigerator for cocones. That’s for eating. Next they brought in a pin-ball game, a pool table, a ping pong table and a slot-car track. That’s fun. How, what’s the fun in judging phonos and records but they wanted something more. The dentist and his wife even went to Chicago to see about buying a second-hand Wurlitzer juke. They dropped into a local distrub for a look and liked what they saw, but alas, they were a little short of money. So they made a happy compromise, they bought a Wurlitzer discobetheque kit, complete with wall banners, and keepin’ out of mischief.

Cash Box—December 18, 1965
Chicago Chatter

Presidential parents in Chi's Colonnwe are Sally President Bill O'Donnell and Nicky President Rose, husky son, Bill Jr., and this whole Academy football team trounced powerhouse Chicago Vocational High School in Mayor Daley's Soldier Field victory Dec. 4, return the city championship to the Catholic Parochial division. Young Bill is planning to matriculate at Notre Dame University as a member of Ara Parseghian's Fighting Irish football squad. Meanwhile, on the coinop front, Herb James informs that both "Trip" regular play model and "Trip" add-a-ball amusement games are enjoying excellent acceptance all over the United States and in Europe. Everyone at Bally Mfg. Co. is pleased with this accomplishment.

We observed during a recent visit at Midway Mfg. Co. that all bands are burning the so-called midnight oil these days, and hope to have the shuffle alley ready for delivery. While there we chatted with Iggy Wolverton, Hank Ross, Bob, Carl Zimmer, of Carl Zimmer Vending Co., in South Bend, Indiana, is a visitor at Empire Coin Machine Exchange last week. With him was Phil Meisel, owner of the swingin' boat club in South Bend. They were greeted by Empire Coin owner Gil Rittig vice pres George Joe Robbins, Jack Burns, and genial Bill Milner.

There is no doubt after chatting with Alvin and Nate Gottlieb and Judd Weinberg, out at the D. Gottlieb & Co. plant, that Gottlieb's "Paradise" two-player flipper amusement game is one of the best of the year saleswise. Sales according to Alvin, reflect the exceptional money making opportunities in most locations.

Target date for the actual release and full production planning for Chicago Coin's new "Texas Ranger" rapid fire machine gun (and target) amusement game is this week, and Phil Schwartz reflected the thinking of Sam Wolberg, Sam Gensburg, Jerry Koci, Avron Gensburg, Harry Glick and himself when he asserted that this one piece of equipment will draw heavy sales as with Chicago's "Preacher" basketball, "Gold Star" pick shuffle alley, and "Par Golf" novelty amusement games. Edward G. Doris, executive vice president of Rock-Ola Mfg. Corp., happily advised last week that Laurel Industries, in Baltimore, Md., one of the largest independent full line vending companies on the East Coast, is ready to venture into the coin cold drinking business, and is utilizing Rock-Ola "Preu-Vend" can vendors. The firm, which has a hefty market in Baltimore, Alexandria, Va., and Washington, D.C., is headed by Colonel E. D. Harris.

Dennis Ruber, co-head of D & R Industries, informs that with Richard Uttman off on vacation he is diving in brass, during a very busy period just before Thanksgiving. .. During Dublin past week Sam Berger's allegiance week Dusty Hoblheim is holding down the fort, Berger and his wife, Frances, are on the business, business, Hoblheim is readying a sales junket when he will blanket Michigan and Indiana calling and opening new accounts.

Music operators are pouring into Atlas Music Co. this week to look over the new Rowe-AMI "Band Stand" phone and "Wall-Ette" wallbox. On hand to greet them are Prexy Edie Ginsburg, Vice Prexy Sam Gersh, Joe Kline, Stan Levin, Sam Rubber, and read men Bill Field and Chuck Harper, . . . Lou Cohn, All-Tech Industries' sales chief, was a visitor to Chi last week. . . . MOA execs Lou Casola and Chint Pierce were in town this past week to meet with Fred Graner and Richard Clark, execs of Life Insurance Co. of Des Moines. MOA Prexy Red Wallace was unable to attend the session due to pressure of business.

More than 50 operators and service people attended a school school class on Seeburg's "Electro" phone, Dec. 1, at World Wide Distributors, hosted by Nate Feinstein, Harold Schwartz, Howie Freer and Roy Giocenda. Bob Moulton, Seeburg's chief of services engineers, conducted the class activities. . . . Frank L. Coninx and James O. Rogers were upped to vice presidents, Music Canteen by prexy, Patrick L. O'Malley, this week. Coninx will be in charge of all Canteen food operations, and Rogers will direct Canteen's Restaurant Management Division. . . . When we chatted with old friend of Garrison Sales Co. in Phoenix, Arizona, last week we learned that his son is now stationed on the aircraft carrier Independence, and was recently off the coast of South Viet Nam near the heavy action.

BAND STAND

and new Rowe AMI

Wall-Ette

at

W.B. Music Company, Inc.

2900 Main Street

Kansas City 8, Missouri • (816) 535-5715

The BIG CHANGE is to Rowe

SEE AND HEAR THE NEW

Rowe AMI

BAND STAND

and new Rowe AMI

Wall-Ette

at

Southern Amusement Dist.

628 Madison Avenue

Memphis 3, Tennessee • (901) 525-3609/5804

SEE AND HEAR THE NEW

Rowe AMI

The BIG CHANGE is to Rowe

Cash Box—December 18, 1965

69
MILWAUKEE — Joel Kleinman and Sam Cooper, co-heads of Pioneer Sales & Services company, distributors in Wisconsin for Rowe AC Manufacturing Company, held service school classes featuring the new Rowe-AMI coin-operated phonograph and “Wall-Ette” wallbox for Wisconsin Music operators in the firm’s showrooms in this city, Tuesday evening, November 30, and in the Holiday Inn in Green Bay, Wisconsin, Thursday morning, December 2. The latter session was a combined breakfast and service school class.

Kleinman added that emphasis was placed on location “trouble-shooting” during both service school sessions by Henry (Hank) Hoevenaar, of the Rowe-AMI field engineering staff, who conducted both classes for Pioneer Sales.

Paul Huebsch, midwestern regional sales manager for Rowe AC Mfg. Co., represented the factory in an executive capacity. Also on hand for Pioneer Sales & Services were: Bob Manthei, Dan Karoshik, Dick Saulg, Ralph Langan, and the rest of the Pioneer sales and service dept. staff.

ROANOKE, VA — On Sunday, December 5th, a showing of the new Rowe AMI Model “0” (Bandstand) phonograph was held by Roanoke Vending Exchange, Inc. in their showrooms here. Paul Huebsch, regional sales manager for this area from Rowe Manufacturing was present. Host for the showing was Harry D. Mossely.


SEE AND HEAR THE NEW
Rowe AMI
BAND STAND
and new Rowe AMI
Wall-Ette
at
J.H. Lynch Company, Inc.
1601 South Gayoso
New Orleans, Louisiana • (504) 866-9657

SEE AND HEAR THE NEW
Rowe AMI
BAND STAND
and new Rowe AMI
Wall-Ette
at
Southern Vending Company
1405 Turtle Creek Blvd.
Dallas, Texas • (214) 741-1351

SEE AND HEAR THE NEW
Rowe AMI
BAND STAND
and new Rowe AMI
Wall-Ette
at
Sparks Specialty Company
842 N. Highland Ave. N.E.
Atlanta 6, Georgia • (404) 873-4954

Cash Box—December 18, 1965
The BIG CHANGE is to Rowe AMI BAND STAND

The phonograph with big-time Saturday-Night style. The one that puts big band sound in Stereo Round® and moves the fun-loving, free-spending crowds into your locations.

An unbeatable combination of elegance, excitement and enhanced stereo sound makes Band Stand top-draw everywhere. Its handsome come-hither looks prompt the first play, but its great, room-filling Stereo Round Sound is what keeps them coming back for more.

*U.S. Patent No. 3153120

and

BAND STAND Discotheque

The swinging big beat package that keeps you in tune with the times and puts the go-goers in that profitable let's-play-it-again mood.

Where there's room to swing, Band Stand Discotheque is a resounding success. For two big reasons: A pair of high-efficiency, high-power auxiliary speakers that magnify the already famous sound of Stereo Round, and, the greatest programming flexibility around! Band Stand lets you keep on top of the pops. Holds up to 200 selections—singles, or albums, or both—and can be modified to program fewer selections depending on location preference.
The BIG CHANGE is to Rowe

The first remote selection system to deliver real, 100%, two-ear, you-are-there stereo!

New Rowe AMI Wall-Ette

You've never heard such rich, honest stereo sound before from a remote wall unit. The reason? New 30° Stereo Round speaker system. Utilizing unique phasing techniques and angled speaker placement, it projects sound out and around to surround the listener.

The result? Far superior sound quality and coverage that invite more play, bigger pay, every day! And Wall-Ette is faster, easier to install and service—great little merchandiser, too. Has many exclusive features that make service a cinch and keep lost play time to a minimum.

Make more money with music... make room for the BIG CHANGE. See and hear it at your Rowe Distributor.

Rowe sets the standards in vending equipment, bill changers, music systems.
The BIG CHANGE is to Rowe
SEE AND HEAR THE NEW Rowe AMI
BAND STAND and new Rowe AMI Wall-Ette

K.C. Sales and Service
1926 University Ave., St. Paul 4, Minn. (612) 645-9184
Pioneer Sales and Service
3110 W. Fond du Lac Ave., Milwaukee 16, Wis. (414) 445-9340

Trimount Automatic Sales Co.
40 Waltham Street
Boston 18, Mass. • (617) 542-9480

The BIG CHANGE is to Rowe
SEE AND HEAR THE NEW Rowe AMI
BAND STAND and new Rowe AMI Wall-Ette

Rowe AMI BAND STAND
Rowe AMI Wall-Ette

ATLAS MUSIC COMPANY
Established 1934

2122 N. WESTERN AVE., CHICAGO, ILL. 60647
(312) ARmitage 6-5005
We took the Harbor Freeway this week to Circle International's new address on Hill and, among other things, watched a window painter draw the new Circle logo along with Season's Greetings from Dean and employees. And, after a brief meeting with Dean, headed back along Pico, passing the tenants and abandoned aloft of the former R. F. Jones offices. Hill Gray told us that the new spot is actually a little smaller than the former daytime residence but it appeared even larger to us. Hy Weinerman of the Discothèque Plastic Co. on Pico has a three dimensionalbridal conversion kit which modernizes your Seeburg LPC-1s. It comes in nine striking colors and can be installed, we understand, in five minutes on location. According to Hy, the sales have been "unbelievable" with loads of distributor inquiries as well. If interested you may contact Hy at 2685 W. Pico and the phone number is 213-388-5035.

...Five of the biggest stories of the year are the amazing sales of the Tijuana Brass albums and singles. According to Buddy Robinson the biggest Xmas items are the Tijuana albums-there are five different ones available and four of them are on the Cash Box top 100 chart—two in the top five. The new single titled "Theme From Zorba The Greek" also looks like a smash. . . . Stan Larson at Stavo Distributors of Stavo's Pet, 5 pin ball game with additional ships on route from the factory. Bud Laurie, sales manager for Williams in Chicago, is planning a trip to LA at the end of this month. Preo Struve, we hear, is back in town for a couple of weeks before returning to Salt Lake for the holidays. And Stan would like us to announce that he's happy with his new secretary. Jo Anne Griggs, of the office are Frank Negri who's in the desert area and Cliff Nugent who's covering the northern part of the state—both calling on ops. Business is "just beautiful" according to all at the Warner Factory Branch here with Henry Hibbard, factory auditor, in town from No. Tomawanda. Marshall Ames, we hear, has been transferred and appointed regional representative for the N.Y. territory. . . . A sample shipment of the new Bally "Trios" pin game arrived at Paul Laymon's and, we're told, met with immediate op acceptance. Jim Wilkins Jr. is now working part the hal Laymon's, helping out durmills. . . . The "All Tech" automatic timer pool table, which has met with such immediate response at Coin Machine Service, is back in stock with the arrival of the second shipment. Mary Miller says they've continued to expand and have acquired 1200 feet of additional space which is being used as a warehouse. The firm is now handling a new line of cue sticks made of teak hand in the handle. It can separate into two parts and it's also available in aluminum. CMS will remain open until nine thru the end of this month. Jimmy Darren, who regards for Reprise, dropped in and bought some equipment for his home and, according to Mary, Nannette Fabray and her husband also bought some equipment. George Gitler reports a sudden pick up in used equipment, especially bowlers at Simon Diat. We hear that Jack Simon is back from a combined business-pleasure trip to Chicago . . . Laenhagen traffic heavy with a special booking for the Mondo Hig's. According to the Solle girls, Barbara Stresisand's "A Second Hand Rose." . . . It's always nice to visit with Bob Portale at Advance Automatic. For one thing the firm has the finest free coffee along phonowor. But they've got Chicago Coin's "Gold Star" shuffle, "Par Gold" and Preview bowls and demand items. Bob is planning a trip to the Bay area and will be spending a few days at the S.F. branch. . . . Ops in town recently included: Mr. and Mrs. Oscar Taylor-Newberry Park, Lloyd Barrett-Pomona, Harry Drucker-Upland, John Ketchis-Long Beach and Harold Sharkey-Huntington Park.

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California Clippings

Mr. and Mrs. Glen Boschel, Hayward, Wise, in town for the day picking up parts and records . . . Mr. and Mrs. Myron Morrow, River Falls, in town for the day picking up parts and records . . . Art Berg, Fairmont, making a trip to the cities for the day making the rounds . . . Mr. & Mrs. Hank Krueger in town, Hank taking care of some business and Mrs. Krueger getting in some Christmas shopping . . . Joe Weber, Blue Earth, in town for the day making the rounds . . . George Berg reports a sudden pick up in used equipment, especially bowlers at Simon Diat. We hear that Jack Simon is back from a combined business-pleasure trip to Chicago . . . Laenhagen traffic heavy with a special booking for the Mondo Hig's. According to the Solle girls, Barbara Stresisand's "A Second Hand Rose." . . . It's always nice to visit with Bob Portale at Advance Automatic. For one thing the firm has the finest free coffee along phonowor. But they've got Chicago Coin's "Gold Star" shuffle, "Par Gold" and Preview bowls and demand items. Bob is planning a trip to the Bay area and will be spending a few days at the S.F. branch. . . . Ops in town recently included: Mr. and Mrs. Oscar Taylor-Newberry Park, Lloyd Barrett-Pomona, Harry Drucker-Upland, John Ketchis-Long Beach and Harold Sharkey-Huntington Park.

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Upper Mid-West Musings

Mr. and Mrs. Glen Boschel, Hayward, Wise, in town for the day picking up parts and records . . . Mr. and Mrs. Myron Morrow, River Falls, in town for the day picking up parts and records . . . Art Berg, Fairmont, making a trip to the cities for the day making the rounds . . . Mr. & Mrs. Hank Krueger in town, Hank taking care of some business and Mrs. Krueger getting in some Christmas shopping . . . Joe Weber, Blue Earth, in town for the day making the rounds . . . George Berg reports a sudden pick up in used equipment, especially bowlers at Simon Diat. We hear that Jack Simon is back from a combined business-pleasure trip to Chicago . . . Laenhagen traffic heavy with a special booking for the Mondo Hig's. According to the Solle girls, Barbara Stresisand's "A Second Hand Rose." . . . It's always nice to visit with Bob Portale at Advance Automatic. For one thing the firm has the finest free coffee along phonowor. But they've got Chicago Coin's "Gold Star" shuffle, "Par Gold" and Preview bowls and demand items. Bob is planning a trip to the Bay area and will be spending a few days at the S.F. branch. . . . Ops in town recently included: Mr. and Mrs. Oscar Taylor-Newberry Park, Lloyd Barrett-Pomona, Harry Drucker-Upland, John Ketchis-Long Beach and Harold Sharkey-Huntington Park.

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Happy Birthday This Week To:

Werbaneth Takes Prize In D&R Contest

CHICAGO—Dennis Ruber and Richard Uttanoff, co-heads of D & R Industries Company, a rapid rising coin machine parts supplier, located in this city, announced this past week that John Werbaneth, of Pittsburgh, Pa., a sales representative for D & R, covering Pennsylvania, New York and Ohio states, was the first prize winner in a sales contest conducted by the firm over the past several months. The contest closed only last week.

A very close second place runner-up was D & R's Dean Rogness, who is responsible for sales and contact work in Wisconsin, Minnesota, Iowa and Missouri, Rogness resides and works out of Minnesota.

Ruber explained that appropriate compensation for the winner has been provided for by him and Uttanoff.

At the conclusion of the sales contest Uttanoff departed for a two week vacation in sunny Florida.

Production In Full Swing At New Dynaball Plant

CHICAGO — Dynaball, Inc., headquartered in Skokie, Ill., has recently completed an expansion move to a new, larger plant building, located at 8040 North Ridgeway Avenue; and is presently in full operation and production. Sam Berger, president, advised this past week that this eventful move and overall expansion of the firm was necessitated by greatly increased business and a rapid growing new customer roster acquired over the past year or so.

Plant Mgr. Andrews checks out some work.

Cash Box—December 18, 1965
CONFIDENCE & EVIDENCE OF A CHRISTIAN MINISTRY... Now in glorious full-color!...Its message: Why I believe in the Bible and Christian b绀...It's packed with lesson material, teaching helps, and mimeographed charts...It's the complete Bible course designed for the church...But it's available only from your local Christian nursery school, Bible school, or church.
Once Upon A Time:
Marshall McKee Tells
How It All Began

THE MARSHALL McKEE STORY—
Marshall, as many know, is Ron Pepple's partner in Northwest Sales Company of Seattle, Wurlitzer distributor. What most people don't know is how or when Marshall entered the coin-operated business. The story came to light when Bob Bear, Wurlitzer manager of sales and Gary Sinclair, West Coast sales manager, visited Northwest Sales recently.

The two visitors noticed a Model 412 Wurlitzer Phonograph in beautiful condition on the sales floor. Their comments evoked the following story from Marshall:

"Once upon a time when I was in High School in Hubbard, Oregon, I started buying pin games . . . and built up to operating a route of twenty-five locations after school and on weekends. The year was 1936 (no comments on my age) . . . and coin-operated phonographs were really getting popular. So I decided to add music to my business. I purchased one Wurlitzer Model 412 . . . and have been buying Wurlitzer ever since. From this first phonograph, I graduated to more . . . and expanded my route, graduated from High School and purchased another route . . . (lapse of several years) . . . . and merged with Ron. We're now partners in Northwest Sales Company here in Seattle, Ron and I travel all over the Northwest including Alaska . . . and to Hawaii. Sort of a built-in climate control business."


Joe Munves, sales ace of arcade king Mike Munves demonstrates the All-Tech Sebring coin-operated slot car raceway at the Munves showrooms on Tenth Avenue. Joe says it's one of the hottest items on the market today. The action on the tracks is controlled by two squeeze guns that shoot electric power to the racing autos. Lap clocks add a challenge to the game.

Set your sights on
American

"The World's Finest"
Imperial Shuffleboard
and you zero in on higher profits.

American's 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.

American Shuffleboard Co.
210 Paterson Plank Road, Union City, N.J. (201) UN 5-6633
(Los Angeles Office—1423 Southwestern Avenue)
A Bit Of The Old West
In New Mexico Brings
Wurlitzer Sales Manager's
Trip To Colorful Close

LAS CRUCES, N.M.—Robert H. Bear, Wurlitzer manager of sales, recently completed a two week swing through the Mid-West, Southern and Western States, as well as the North-west. One of his stops was with Mr. & Mrs. Alfred D. Harper, (Consolidated Music Company, Inc.) Las Cruces, New Mexico.

While there, Alfred and Electra took Bear to one of the best known historical spots in the area. No "professor" was tinkling the ivories, but there was a Wurlitzer phonograph in The William Bonney Room of La Posta in the sleepy little town of Mesilla, New Mexico. Part of the building was the Mesilla Jail in the 1870's. The same jail where Billy was Bonney, alias the Kid was jailed on five different occasions, and another part of this unique restaurant was once the capitol of the Territory of Arizona and New Mexico. It was later the courthouse where Billy the Kid was tried and sentenced to hang. This section now houses the Billy the Kid bar.

The drawing of the Kid was made from a rare photograph taken at Fort Smith, Texas, showing that Billy had —believe it or not—adenoids.

Alaimo Rocks It, Supremes Swing It on Little LPs.

NEW YORK—Heading off the Little LP releases for the week is Steve Alaimo, taking the teen set where the action is. The ABC-Paramount chanter, backed by stompin' rock orchestrations, gives rhythm readings to "Personality," "500 Miles," "Papa's Got A Brand New Bag," "Blowin' In The Wind," "Sweet Little Sixteen" and "Where The Action Is."

Enter the Supremes, with their smooth versions of songs made famous by the Beatles, Gerry and the Pacemakers and the Dave Clark Five, from their Motown album, "A Bit Of Liverpool." The girls romp through "Can't Buy Me Love," "Bits And Pieces," "You've Really Got A Hold On Me," "Because," "How Do You Do It" and "You Can't Do That."

Elvin Jones and his jazz talk about "Dear John C.," "Smoke Rings," "Love Bird," "This Love Of Mine," "Ballade" and "Everything Happens To Me," all from his "Dear John C" Impulse album.

Alaimo Rocks It, Supremes Swing It on Little LPs.

Cash Box—December 18, 1965
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**Classified Ads Close WEDNESDAY**

Send all copy to: CASH BOX, 1780 Broadway, New York, N.Y.
NEW LEVEL OF LISTENABILITY

- The stereophonic sound of a Wurlitzer 3000 is so superior that it simply charms coins right out of patrons' pockets. Result? It has demonstrated itself to be the most profitable juke box on the market today. Your Wurlitzer Distributor can prove it. Give him that opportunity TODAY. Tomorrow you can start enjoying high earnings from your route.
give us just \(30\frac{1}{2}\) inches...

and we’ll give you...

THE STARLET MODEL 429 with • STEREO
  • MONOURAL • 100 SELECTIONS • 33\(\frac{1}{2}\)
  • 45 RPM INTERMIX • BIG SOUND • A.V.C.
  • BEAUTY • STYLING • TWO 12" SPEAKERS
  • DISPLAY PANEL • PERSONALIZATION

Compact, yet with the big sound and famous Rock-Ola engineering... the Starlet for 1965 introduces Rock-Ola’s newest sensation in sound reproduction. Distinctive cabinet styling combined with anodized aluminum trim make the Starlet a location pleaser anywhere.

THE PRINCESS ROYAL MODEL 424 with • FULL DIMENSIONAL STEREO • MONOURAL • 100 SELECTIONS • 33\(\frac{1}{2}\), 45 RPM or 7" LP’s INTERMIX • BIG SOUND • A.V.C.
  • PERSONALIZATION • FEATURED ARTIST • TRANSISTORIZED AMPLIFIER

A compact, stylish stereo-monaural phonograph of unusual beauty and design, the Princess Royal brings all of the engineering features of the big phonographs within the space requirements of any location.

...or give us 40\(\frac{1}{4}\) inches, and we will give you the finest phonograph ever built.

The prestige Grand Prix has been completely redesigned with an all-new profile for 1965... we call it the Grand Prix II. This profit-proved, 160 play stereo-monaural phonograph offers famous Rock-Ola engineered simplicity in a superbly designed cabinet to meet the requirements of your most demanding and discriminating locations. Mech-o-matic changer plays 33\(\frac{1}{2}\) or 45 RPM records and 7" LP albums in any intermix.


ROCK-OLA

music products for profit for 30 years