

RIAA's Gold Disks For '63: 27 Albums, Only 2 Singles

NEW YORK—Twenty-seven albums and just two singles releases qualified for gold record awards from the Record Industry Association of America (RIAA) during 1963.

The top LP award-winner was Columbia Records with 12, followed by nine awards for RCA Victor. Warner Bros. was third with 3, Mercury, London and Philips got one each.

The two gold disk singles were "Hey Paula" by Paul & Paula (Philips) and "Sugar Shack" by Jim Gilmer and The Fireballs (Dot).

Gold disks are given to singles which sell at least 1 million copies; LP awards for a minimum of \$1 million in factory sales.

Columbia's 12 gold disks are for: "West Side Story," soundtrack; "Glorious Sound of Christmas," Eugene Ormandy & The Philadelphia Orchestra; "Viva," Percy Faith; "Time Out," Dave Brubeck; "I Left My Heart in San Francisco," Tony Bennett; Andy Williams' "Days Of Wine & Roses" and "Moon River & Other Great Movie Themes"; Handel's "Messiah," Eugene Ormandy & The Philadelphia Orchestra; "Christmas with Conniff," Ray Conniff; "The Lord's Prayer," Mormon Tabernacle Choir; "Porgy & Bess," soundtrack; "Folk Song Sing Along," Mitch Miller.

Col Acquires "Fall" Track, Big 3 Gets Pubbery Rights

NEW YORK—Columbia Records is leasing the soundtrack score to the new Samuel Bronston film spectacle, "The Fall of the Roman Empire," according to Irv Townsend, vp of west coast operations.

The music, by famed Hollywood clemmer Dimitri Tiomkin, is being published by the Leo Feist wing of The Big 3 (Robbins-Feist-Miller), which has handled previous scores by Tiomkin (e.g. "The Alamo," "High Noon") and film music from other Bronston epics (e.g. "El Cid," "King of Kings"). Tiomkin is pacted to Columbia as a performer.

The film, which opens in New York on Mar. 26, stars Sophia Loren, Alec Guinness, James Mason, Stephen Boyd, Christopher Plummer, Mel Ferrer, John Ireland, Omar Sharif and Anthony Quayle.

Both Columbia and The Big 3 will provide music print and disk exploitation on the flick.

Victor's gold disks winners are: Elvis Presley's "G.I. Blues," "Elvis' Christmas Album," "Girls, Girls, Girls"; Harry Belafonte's "Calypso," "Belafonte Returns to Carnegie Hall," "Belafonte," "Jump-Up Calypso"; "Exodus," soundtrack; "Season's Greetings from Perry Como."

The Warner Bros. gold-record winners are: "The Music Man," soundtrack; Peter, Paul & Mary's "Movin'" and "In The Wind." Mercury got a gold disk for "1812 Overture" with Antal Dorati & The Minneapolis Symphony; Philips came through with "The Singing Nun," "Soeur Sourire," and London scored with "Exodus," Mantovani.

JFK Tribute Singles In English & Italian

NEW YORK—IBC Records, a subsid of the Italian Book Co. of New York, has made an unusual dual-language singles release in memory of President John F. Kennedy. A number, J. F. Kennedy's Hymn & Prayer" is performed by tenor Tony Del Campo in English on one release, and in Italian on another. On both disks, he is supported by the St. Angela Hall Chorale under the direction of Sister Marie Cecilia C.S.J. The Italian Book Co. is located at 145-147 Mulberry St.

Kaye & Kessler Merge

NEW YORK—Buddy Kaye and Danny Kessler have announced the merging of their operations into three new corporations: Kingsley (ASCAP), Keywest (BMI) and Kessler Management.

The latter has personal management agreements with Adam Wade, The Four Coins, Big Dee Irwin, Jerry Jackson and Billy Duke.

Kaye, with his partner Philip Springer, penned the English lyrics to "Non Ho L'Eta Per Amarti," which took top honors at the recent San Remo Song Festival when sung by 15-year old songstress Gigliola Cinquetti. The tune is published here by Chappell.

Jo Stafford Making Religious LP's At Capitol

HOLLYWOOD—Jo Stafford will record a series of religious LP's for Capitol Records, the label announced last week.

The songstress, who has been a free-lance disk artist of late, inked an exclusive pact with Capitol for religious diskings. Her first for the label, "Jo Stafford's Sweet Hour of Prayer," is set for release Mar. 30. Capitol's exec producer Lee Gillette will supervise her recording sessions.

Six Music Men Named To Berklee's Adv. Comm.

BOSTON—Six personalities in the field of music and one in education have been named to the newly formed national advisory committee of the Berklee School of Music in Boston.

They are band leader Stan Kenton, pianist Dave Brubeck, composer Allan Hovhanness, composer Norman Leyden, conductor and composer Henry Mancini, Marshall Stearn, director of the Institute of Jazz Studies and Charles Suber, president of National Educational Services.

The school, known for its pioneer achievements in modern American music, recently announced the addition of a new four-year program leading to the degree of Bachelor of Music, first of its kind in the world.

ALBUM PLANS

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

ABC-PARAMOUNT

12½% discount on all albums, including ABC-Par and Impulse! Expires: March 31.

ATLANTIC & ATCO

"Period of Adjustment:" 12½% discount on all LP's. 30-60-90 billing. Expires: March 31.

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 billing. No expiration date.

DECCA-CORAL-BRUNSWICK

"Up Front Counts More with Decca-Coral-Brunswick:" special incentive on LP product. See local distrib for details.

LIBERTY-IMPERIAL-DOUBLE L

Discount program on all album product. See local distrib for details. Expires: Feb. 15.

LONDON

Complete catalog available at discounts, dated billing, ad allowances, etc. Contact local distrib for full details. Expires: Mar. 31.

MERCURY

"Parade of Stars"-10% discount on all albums (except "Storyteller"). Dating is available to qualified dealers. Expires: Feb. 29.

MERCURY-WING

"Five Plus Four Plan:" Part 1: pop albums under normal pricing program; Part 2: classical LP's on the basis of one free with four. Expires: March 1.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

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

PHILIPS

"Stage III:" 10% discount on entire catalog. Expires: Feb. 29.

PRESTIGE

All labels on a 10% discount until further notice. John Coltrane albums (Prestige 7000 Series) are available on a buy 12 get 4 basis until March 31.

REQUEST

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

ROULETTE

"Profit More in '64:" 15% discount on all albums. No termination date announced.

SIMS

15 new LP's on a buy-10-get-3-free basis. 100% exchange privilege. No expiration date announced.

SMASH

"1964—A Smash of a Leap Year:" 12½% discount on all Smash and Fontana albums.

STARDAY

"The Wonderful World of Country Music Sales Plan:" 15% discount on all regular-priced merchandise. 10% discount on Starday's economy line of seven LP's listing at \$1.98. 100% exchange privilege, dated billing and coop ads available from distrib. Described as a winter plan.

TAMLA-MOTOWN-GORDY

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

VEE JAY

10% discount on LP's.

**NINO TEMPO
&
APRIL STEVENS
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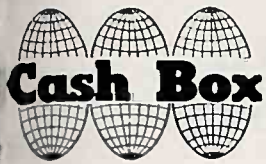
**"THE BOY WITH
THE BEATLE HAIR"
THE SWANS**

C 302

Golden Music Box Award For Trini In Germany



BERLIN—Trini Lopez is shown holding his Golden Music Box Award and a copy of his latest best-selling LP on Reprise during his recent trip to the city of Berlin. The award was given to the singer-guitarist by Ariola Records, the German distributor of Reprise. The chanter also cut his first German disk for Ariola.



TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bull

Abigail Beecher	32	Leaving Here	71
A Fool Never Learns	15	Little Boxes	85
A Letter From Sherry	29	Live Wire	44
Anyone Who Had A Heart	18	Long Lonesome Blues	77
As Usual	40	Louie, Louie	23
Baby Don't You Cry	71	Love With The Proper Stranger	81
Bird Donce Beat	54	Miller's Cave	57
Blue Winter	47	My Bonnie	49
Bye Bye Barbara	56	My Heart Cries For You	80
California Sun	10	My True Carrie Love	60
Can Your Monkey Do The Dog	45	Navy Blue	14
Charade	61	Nitty Gritty	65
Come On	27	Oh Baby Don't You Weep	31
Comin' On	75	Out Of Limits	8
Daisy Petal Pickin'	54	Pain In My Heart	93
Dawn (Go Away)	4	Penetration	35
For You	9	Pink Dominoes	89
Forget Him	38	Please, Please Me	24
Fun, Fun, Fun	39	Popsicles & Icicles	42
442 Glenwood Avenue	51	Puppy Love	82
Girl From Spanish Town	88	Rip Van Winkle	69
Glad All Over	43	Roberta	76
Going Back To Louisiana	98	Saginaw, Michigan	100
Going Going Gone	30	See The Funny Little Clown	17
Gonna Send You Back To Georgia	41	She Loves You	2
Good News	20	Shelter Of Your Arms	26
Harlem Shuffle	55	Shimmy Shimmy	62
Have You Ever Been Lonely	87	So Far Away	63
Hello Dolly	68	Southtown U.S.A.	33
He's A Good Guy (Yes He Is)	78	Stardust	70
He Says The Same Things To Me	59	Stay	79
He'll Have To Go	73	Stop And Think It Over	12
Hey Little Cobra	7	Surfin' Bird	37
High Heel Sneakers	36	Talking About My Baby	13
High On The Hill	97	Tell Him	99
Hoochie Koochie	16	Tell Me Baby	91
I Can't Stand It	95	That Girl Belongs To Yesterday	53
I Didn't Know What Time It Was	92	There I've Said It Again	21
I Love You More And More Each Day	22	Um, Um, Um, Um, Um, Um	6
I Only Want To Be With You	19	Understand Your Man	86
I Want To Hold Your Hand	1	Vaya Con Dios	46
I Wish You Love	34	Way You Do The Things You Do	96
I'll Make You Mine	90	What Kind Of Fool (Do You Think I Am)	11
I'll Remember (In The Still Of The Night)	67	What's Easy For Two	50
It's All In The Game	72	Who Do You Love	28
(It's No) Sin	25	Why Do Fools Fall In Love	94
Java	5	Woman, Love And A Man	83
Kissin' Cousins	52	Worried Guy	66
		Wow Wow Wee	48
		You Don't Own Me	3
		You'll Never Walk Alone	58
		Young And In Love	84

Jubilee Deck Answers Beatles

NEW YORK—Jubilee Records has rushed into release, "Only Seventeen" by a newly-signed female vocal group The Beatle-Ettes. The disk is an "answer" to the Beatles "I Want To Hold Your Hand."

Steve Blaine, general sales manager for the label, reported that the disk was test-played on New York's WINS on Feb. 11, and went into pressing the following morning.

2 Beatles To Clef 6 Tunes For U.A. Flick

LONDON—Producer Walter Shenson has commissioned six new songs from Paul McCartney and John Lennon of the Beatles for his next United Artists film which rolls Mar. 2.

The tunes will be performed by the Beatles and will be included in a soundtrack album to be released by Capitol Records in July when the flick debuts.

Okeh Bows New Lance LP

NEW YORK—Okeh Records has announced the release of a new album by Major Lance tagged after the chanter's top 10 single, "Um, Um, Um, Um, Um, Um."

The new LP also includes Lance's earlier hit singles, "Hey Little Girl" and "Monkey Time" along with such items as "Mama Didn't Know" and "It's All Right." The set was produced in Chicago by Carl Davis.

Capitol Inks McKuen

NEW YORK—Capitol Records has signed singer-writer Rod McKuen to an exclusive disk pact. An album of McKuen-composed songs will be the program of his first LP for the label, due Mar. 30. McKuen, who wrote the recent Kingston Trio hit, "Ally, Ally Oxen Free," has written over 300 songs, 70 of which were cut by artists last Jan. alone. Besides his musical talents, McKuen also acts and is an author.

First Time Out



HOLLYWOOD—As Shorty Rogers conducts, Columbia's recently-inked lark, Linda Lloyd, checks the score for her initial single release, "I'm Gonna Love That Guy" b/w "Cock-Eyed Optimist." Session, which was produced by Ed Kleban, took place in the label's Hollywood studios.

Imperial Puts Stars In New LP Sessions

HOLLYWOOD—Imperial Records features such strong performers as Fats Domino, Ricky Nelson, April Stevens and Sandy Nelson in new LP issues. In addition, there's a re-packaged date, "Bo Rhambo's "Diane" formerly called "Enchanted Melodies").

The names of the other albums are "Million Sellers" (Ricky Nelson), "Million Record Hits" (Fats Domino), "He's A Drummer Boy" (Sandy Nelson) and "Teach Me Tiger" (April Stevens).

L.A. NARAS Increases Membership

LOS ANGELES—Les Brown, president of the Los Angeles chapter of NARAS (National Academy of Recording Arts and Sciences) has announced a sharp increase in chapter membership for Jan. '64.

The newly added members are Jackie Barnett, Fred Bock, Richard A. Bogert, William C. Brown, Charlotte Cromwell, Bud Dashiell, Earl Gaines, Harvey Geller, Nathan Kaproff, Hal Levy, Harry J. Martin, Hank McGill, Ted Randal, Robert H. Rolfe, Sylvia Ruderman, Joe Saraceno, Murray Spivack, Irwin Zucker, and Shelley Berman and Billy James who transferred from the New York chapter.

Mercury Music Moves Into Pop Arena

NEW YORK—Milton F. Feist, president of Mercury Music (SESAC) and its associated firms, Beekman Music (ASCAP) and Merrymount Music (BMI), has announced the appointment of Richard D. Nirenberg as director of the new pop music operations for the three firms.

Nirenberg, formerly with WCBS Radio, assumes his duties this week (17).

The Mercury, Beekman and Merrymount publishing firms have heretofore concerned themselves predominantly with serious music. The appointment of Nirenberg will see a broadening of the scope of operations to include TV, movie and legitimate theater music, as well as the initiation of a pop and standard catalogue.

To further these ends, Nirenberg has announced a program of research in addition to an "open-door" policy as regards composers and lyricists.

The headquarters for the three firms will remain at 17 West 60th Street in Manhattan.

New Quarters For Music Tapes

CHICAGO—Musictape Inc., has announced it will move into greatly expanded quarters at 230 N. Michigan Ave., effective Feb. 17. Peter Fabri, firm prexy, said the company has grown from three labels and 24 tapes to more than 200 catalog items involving 15 labels.

Ambassador Darin



HOLLYWOOD—Bobby Darin was recently appointed permanent national Heart Ambassador for the American Heart Association at a press conference in his Hollywood offices. Darin's first act as Ambassador was to crown the "1964 Heart Fund Queen" of the L. A. County Heart Association, Marcy Sharon Milan, 17, who is fully recovered following open heart surgery in 1961.

Monument's Foster Buys Nashville's Philips Studios



FRED FOSTER

NASHVILLE—Fred Foster, president of Monument Records, has purchased the Phillips Studios in downtown Nashville. No purchase price was announced, a six figure price was reported.

The studio, opened in Jan., 1961 by music man Sam Phillips, will be re-named the Fred Foster Sound Studio, and will be managed by Bill Porter, formerly chief engineer at RCA Victor and Columbia-Bradley studios, also in Nashville.

The studio has been the scene of recording dates by such stars as Paul & Paula, Fats Domino, Johnny Cash, Tommy Roe, Jerry Lee Lewis and Charley Rich. Numerous transcriptions for the Armed Forces Radio Service have also been produced there.

Atco Markets Coasters' Single From "Apollo" LP

NEW YORK—There's a big singles hit in an LP from Atco, the label's execs feel.

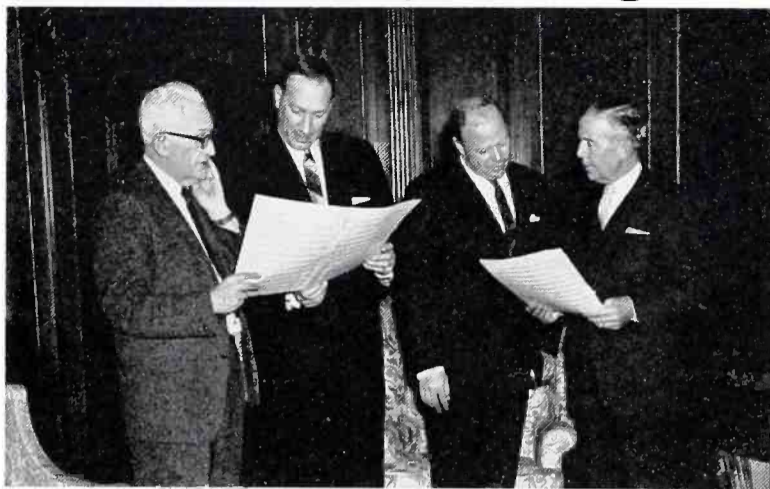
Diskery's long time comic attraction, The Coasters, perform an item called "T'Ain't Nothin' To Me" on "Appollo Saturday Night," a "live" LP with other Atco performers.

According to the label, deejays around the country are show-casing the LP by playing The Coasters' performance. As a result of listener demands for a single, the label added, the selection was rush-released, and Bob Kornheiser, Atco's national sales manager, is currently filling orders.

ELVIS PRESLEY	IT HURTS ME	RCA VICTOR
ELVIS PRESLEY	KISSIN' COUSINS	RCA VICTOR
THE SAPPHIRES	WHO DO YOU LOVE	SWAN
THE BEATLES & TONY SHERIDAN	MY BONNIE	MGM
THE BEATLES & TONY SHERIDAN	THE SAINTS	MGM
MILLIE FOSTER	OLE FATHER TIME	TCF
DEMETRISS TAPP	IS THIS THE BEGINNING OF THE END	BRUNSWICK
DEMETRISS TAPP	LET GO OF MY HEART	BRUNSWICK
LOU JOHNSON	IT AIN'T NO USE	HILLTOP
JOHNNY CASH	UNDERSTAND YOUR MAN	COLUMBIA
THE FOUR SEASONS	GOODNIGHT MY LOVE	VEE-JAY
JIMMY McGRIF	LONELY AVENUE (Parts I and II)	SUE
THE CRICKETS	LONELY AVENUE	LIBERTY
THE SWANS	THE BOY WITH THE BEATLE HAIR	CAMEO

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Vincent Youmans Manuscripts Given To Library Of Congress



WASHINGTON, D. C.—The first gift to the Library of Congress of some of the original manuscripts of the American composer, the late Vincent Youmans, was recently made by his children, Vincent M. Youmans III and Mrs. Preston Collins. The above pic was taken in the office of the Librarian of Congress during an informal ceremony when Mr. Youmans presented to Dr. L. Quincy Munford, Librarian of Congress, his father's manuscripts of "Tea For Two," "I Want To Be Happy," "Carioca" and "Kinda Like You." The manuscripts will be placed in the collections of the Music Division. Standing (left to right) in the photo are Dr. Harold Spivacke, chief of the Music Division of the Library of Congress, Robert Lissauer, veep and general manager of the Vincent Youmans Co., Youmans and Dr. Munford.

Samuel Chotzinoff Dies; Brought Toscanini To NBC

NEW YORK—Samuel Chotzinoff, who brought Arturo Toscanini out of semi-retirement to lead the NBC Symphony of the Air, died here last week (9) at the age of 74. Death was attributed to pernicious anemia.

Chotzinoff, at his death music consultant to NBC, was a pianist, music critic and playwright. As a producer of the famed NBC TV opera series, he got Gian Carlo Menotti to write the series' annual Xmas standby, "Amahl & The Night Visitors."

Back in 1936, Russian-born Chotzinoff was asked by David Sarnoff, head of RCA, the parent company of NBC, to go to Italy and try to convince Toscanini that he should come out of semi-retirement and lead what was to be the NBC Symphony Orchestra. He astounded the musical world by successfully completing the task.

He retired as musical director of NBC nine years ago at the mandatory retirement age of 65, but was retained as a musical consultant to the station. He started producing NBC-TV operas in 1951.

Chotzinoff is survived by his widow, a sister of violinist Jascha Heifetz, a son and daughter and a sister.

Mel Shayne To Nashville For Tillotson Folk Find Dates

NEW YORK—Mel Shayne, head of Tandree Productions, this city, went down-Nashville-way last week to cut Johnny Tillotson, the star MGM songster, and new folk find Anita Sheer, recently pacted to Tandridge, for disk dates. Tillotson's sessions will be included in his next single and LP release. The folk lark is making her disk debut.

Mrs. Ralph Peer Marries David Henry Morris

SAN FRANCISCO—Mrs. Ralph Sylvester Peer was married to David Henry Morris in San Francisco on Tuesday, Feb. 4. The bride is the widow of Ralph Peer, the publishing executive. Morris is a retired Royal British Navy Commander from Hong Kong, where he is known as the Grover Whalen of Hong Kong, since he greets all foreign dignitaries. He is also a journalist and author. After nuptials at City Hall, a reception was held in the Royal Suite of the Mark Hopkins Hotel.

Ary Barroso Dies; Wrote Brazil

NEW YORK—Ary Barroso, the Brazilian pop composer, died last week at the age of 60. One of his compositions, "Brazil," became an international favorite. Many of his other songs were introduced in the U.S. by the late Carmen Miranda, who performed them in her Hollywood films. Barroso also wrote music for Walt Disney, including Disney's cartoon character, Joe Carioca. He also wrote some 500 marches and sambas for Brazil's pre-Lenten Carnival season, now taking place.

Strand Buys Kiddie Label

PHILADELPHIA—The Strand label, which recently moved from New York to Philly, has purchased the Kiddie Korner kiddie disk line. At present, there are 12 LP's in the KK catalog. Deal also includes jackets, stampers, labels, art work, separations, etc.

Marketed at 99¢ for each LP, the KK line will be available for the months of Feb., Mar. and April on a buy 1000-get-300-free basis.



SURE SHOTS

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

- "KISSIN' COUSINS"
ELVIS PRESLEY RCA Victor 8307
- "BIRD DANCE BEAT"
TRASHMEN Garrett 4003
- "HELLO DOLLY"
LOUIS ARMSTRONG Kapp 573
- "STARDUST"
NINO TEMPO & APRIL STEVENS Atco 6286
- "BABY, DON'T YOU WEEP"
"MY HEART CRIES FOR YOU"
RAY CHARLES ABC-Paramount 10530
- "HE'S A GOOD GUY (YES HE IS)"
MARVELETTES Tamla 54091
- "STAY"
FOUR SEASONS VeeJay 582
- "LOVE WITH THE PROPER STRANGER"
JACK JONES Kapp 571

The Searchers — They Have England's Top Selling Single



THE SEARCHERS

NEW YORK—Over in England—or in the U. S. for that matter, bucking the Beatlemania tide is quite an undertaking.

But, a vocal-instrumental quartet called The Searchers has met the challenge by currently standing tall with England's best-selling single, "Needles & Pins."

The standout showing, which Kapp Records recently issued in a deal with England's Pye label, is not the group's first number 1 side in England, but has clearly established it as a sure-fire teen attraction (the Kapp release is already making noise here). The boys' first number 1 side ("Needles" is their second) was "Sweets for My Sweet," which Brian Epstein, manager of The Beatles, dubbed, on a British TV program, the best record of 1963.

Pye reports that some 500,000 copies of "Needles" were in teen hands after its first two weeks on the charts. In addition to the group's singles performances, which include two other successes, "Sugar & Spice" and "Ain't Gonna Kiss Ya," they have scored on the LP and EP charts. LP release, "Meet The Searchers," reached number 2 on the English charts, bowing to a Beatles LP for the top spot, while in the latter area, an EP of "Ain't Gonna Kiss Ya," reached number 1 (its success prompted a release of the hit single). Rounding out a hit catalog so far of two LP's and two EP's are "Sugar & Spice," an album, and "Sweets for

My Sweets," an EP. "Sweets for My Sweets" didn't get off to the fast start of "Needles." It was released by Pye in June, 1963, but lay dormant for weeks. A factor not in the side's favor was that the boys were in Germany at the time and couldn't make p.a.'s on its behalf. However, on their return they appeared on the TV'er, "Thank You Lucky Stars," and the disk shortly started its climb to the top of the charts.

Together for their entire show business career, the foursome originally was the back-up group for Liverpool singer, Johnny Sandon.

The crew is composed of Tony Jackson, 23, lead singer and bass guitarist, born in the now famed "teen-sound" area, Liverpool; Chris Curtis, 22, drummer and vocalist, born in Oldham, Lancs.; Mike Pender, 21, lead guitarist and vocalist, born in Liverpool; and John McNally, 22, rhythm guitarist and vocalist, born in Liverpool.

Since their first disk, the boys have been working non-stop. They appeared on the sell-out Roy Orbison tour, have worked with Tommy Roe and Bobby Rydell, and also appeared on top TV and radio shows. They will make their film debut this year in a special sequence for the film, "Saturday Night Out," the theme song of which they will perform in the effort (they've also recorded it). Bookings are also set for Germany, Sweden, France, Israel and Australia.

NO. 1 Singer in Holland ANNEKE GRONLOH

SOON DEBUTING IN U.S.A. ON

LONDON

SALES! SALES! SALES!

Bobby Lord

SINGS

LIFE CAN HAVE
MEANING

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Perkins Upped at CRDC

HOLLYWOOD—William B. Tallant, Jr., vice president and national sales manager of Capitol Records Distributing Corp., has announced the appointment of Jack Perkins as regional manager.

Perkins, who joined CRDC in 1946, had been sales manager of the CRDC Newark sales branch and prior to his Newark assignment he had served CRDC as sales manager of the Cincinnati branch, manager of the Scranton credit office and regional credit manager in Dallas and Los Angeles.

Ben Savoia, currently sales manager of CRDC's New York Branch, will also act as manager of the Newark sales branch. Both Perkins and Savoia's offices will be at the New York branch.

Kleger To MGM As Classical Promo Head

NEW YORK—Jerry Schoenbaum, head of MGM Records classical division, has announced the appointment of Dave Kleger as national promo manager for MGM's Deutsche Grammophon line. Kleger was most recently classical product manager at Columbia Records. He succeeds Jack Romann, who has left the company.

George Beverly Shea Sings At Presidential Breakfast

NEW YORK—George Beverly Shea, one of RCA Victor's best-selling religious artists for many years, performed at the annual Presidential Prayer Breakfast at the Mayflower Hotel in Washington, Feb. 6. The annual affair was highlighted by the attendance of President Lyndon B. Johnson, members of his cabinet, and hundreds of government representatives. Billy Graham was the principal speaker.

Shea, who was invited by the Presidential Prayer Breakfast committee, has a current Victor LP titled, "The Earth Is The Lord's," and will have a new one in April, "Hymns Of Sunrise And Sunset."

Cortland Signs New Vocal Team

CHICAGO—Earl Glick, executive vice president of Cortland Records, has announced the packing of vocal-instrumental group, Phil DeMarco and The Valiants. Glick stated that the group's popularity in and around the Chicago area prompted Cortland to rush release their first single, "Come On Let's Go."

Plans are underway for an extensive personal appearance tour to introduce the group nationally.

A Backstage Chat



NEW YORK—Bernadette Castro, who opens this week at the Living Room (17) and will also have a new disk out on PPX tagged, "Tell Them For Me," chats with Jerry Vale in the chanter's dressing room at the Copacabana.

Herb Rosen Named Philips' Eastern Promo Manager

CHICAGO — Herb Rosen has been named eastern promo manager for Philips Records.

Rosen, whose appointment was announced by Lou Simon, national sales manager, has been with the label since its inception in 1962. He moved over to Philips from the Mercury Records' operation, which he joined in 1959.

Before getting the new post, Rosen was an A&R man as well as being involved in promotion, and previously served as Philips' artists relations manager.

As eastern promo head, he will be devoting full time to the promotion of Philips product in New York, Newark, Boston, East Hartford, Philadelphia and Balt.-Washington.

Col's Teo Macero To Perform His Music At Cooper Union Concert

NEW YORK—Teo Macero, Columbia Records' pop A&R producer, will perform his own music at Cooper Union, this city, on Fri., Feb. 21. The music features unaccompanied soloists in its first part, which is entitled "Solar Cycle." The second section, entitled "Quest," presents the music heard in "Solar Cycle" performed together in various combinations by the soloists.

In addition, choreographer Anna Sokolow will present several short solos during the "Quest" section with Barry Ulanov narrating a number of his poems.

The concert will feature Max Pollikoff playing violin, Don Butterfield on tuba, Eddie Bert on trombone, Hector Stratta, Columbia's manager of international A&R, playing piano and Macero on alto sax.

Macero, whose A&R duties include recording such jazz giants as Miles Davis, Dave Brubeck and Thelonious Monk, as well as such pop artists as Andre Kostelanetz, The Brothers Four and the Banjo Barons, is a prominent figure in music circles. His composition "Fusion" was performed several years ago by Leonard Bernstein and the New York Philharmonic at Carnegie Hall. His ballet "63," with choreography by Anna Sokolow, was performed in 1963 by the Juilliard School of Music's dance department and received high critical acclaim. Macero also wrote "Session 59" for Juilliard and it was performed in 1959 with choreography by Miss Sokolow.

In 1957 and 1958, Macero received Guggenheim grants for musical composition. Last spring, he spent three days in Calif. performing his works with various groups as well as lecturing at San Jose State College. He is well-known in Israel, where his compositions have been brought to public attention by Miss Sokolow.

In addition to his myriad musical interests, Mr. Macero has filmed a documentary entitled "Six, Six, Six," which observed the construction of the New York skyscraper known as 666 Fifth Avenue. The film won numerous prizes in Europe and the United States. He also filmed a short documentary, "Bridges."

In April, the "Quest" section of the Cooper Union concert will be performed at the YMHA in Manhattan, and also at Bennington College in Vermont.

Sims Back With San Remo Tunes

NEW YORK—Lester Sims of Daffodil Music has returned from Europe, where he attended the San Remo Festival. He picked up some San Remo entries for the U.S., the names of which he will announce shortly.

Arthur Prysock And Friends



LOS ANGELES—A few of the many friends that showed up for Arthur Prysock's California Club opening are pictured with the chanter on opening night. The group includes (left to right) J. W. Alexander of Sar Records, Tommy Smalls of KDAY, Sam Cooke, Prysock, and comic Timmie Rodgers. Seated on the floor are Bill Mercer of KGFJ and Johnny Brantley of KBLA.

CMA Winds Up 1st Meeting Of '64 In Palm Springs

PALM SPRINGS—The Board of Directors and Officers of the Country Music Association (CMA), held their first quarterly meeting here last week at Gene Autry's Melody Ranch.

As the first order of business membership chairman, Connie B. Gay, announced three new organizational members: Country Music Record Club of America, Red River Songs and Vidor Publications. Gay appointed co-chairman to recruit organizational members as follows: Ben Rosner of RCA Victor for the New York area; W. E. "Lucky" Moeller of the Denn-Moeller Agency for Nashville; and Dick Schofield of KFOX-Long Beach for the west coast area.

Lifetime memberships in the CMA were closed at 50 in 1959. Since that time many have requested this type of membership. The Board passed a resolution to extend the number of lifetime members from 50 to 200.

A resolution was adopted commending the ABC-TV web for its recognition of country music and the continuation of the Jimmy Dean Show and telegrams were sent to the show's producers.

Capitol's Country Artists Give Royalties To DJ's Widow

HOLLYWOOD—Some of the top artists in the country music field—Buck Owens, Merle Travis, Roy Clark, Joe and Rose Lee Maphis, Johnny Bond, Tommy Collins, Glen Campbell, Jean Shepard and Roy Nichols—announced that they are turning over the royalties for Capitol's LP, "Country Music Hootenanny," to the widow of disk jockey Cousin Herb Henson.

Until his death, shortly after the release of the album in Nov., Henson had the distinction of having the longest sponsored TV show in the country.

The album is a "live" recording of the festival that was held in Bakersfield's Civic Auditorium celebrating the tenth anniversary of Henson's Bakersfield, Calif. TV show. Ken Nelson, executive producer for Capitol, took a recording crew to the auditorium and recorded, in addition to the previously mentioned performers, the Trading Post Band conducted by Joe Maphis.

"Kissing" Is An E. B. Marks Tune

NEW YORK—Last week's Pick of the Week review of Bobby Darin's "I Wonder Who's Kissing Her Now" did not contain the true publisher of the song. Evergreen is published by E. B. Marks Music.

The Liverpool Beat

THE BEATLE THE BUDDIES

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"FOOTBALL SEASON'S OVER"
CP 721

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COUNTRY D.J.

REGIONAL RECORD REPORTS

ACE BALL KHEM

Big Spring, Texas

1. Widow Maker (Jimmy Martin)
2. B. J. The D. J. (Stonewall Jackson)
3. Begging To You (Marty Robbins)
4. A Little South Of Memphis (Frankie Miller)
5. D. J. For A Day (Jimmy Newman)
6. Before I'm Over You (Loretta Lynn)
7. Last Day In The Mines (Dave Dudley)
8. Peel Me A Nanner (Roy Drusky)
9. Hanging Around (The Wilburn Brothers)
10. Saginaw, Michigan (Lefty Frizzell)

JIMMY SIMS WSWN

Belle Glade, Florida

1. Begging To You (Marty Robbins)
2. Last Day In The Mines (Dave Dudley)
3. A Week In The Country (Ernest Ashworth)
4. D. J. For A Day (Jimmy Newman)
5. Five Little Fingers (Bill Anderson)
6. How Much Can A Lonely Heart Stand (Skeeter Davis)
7. Maple On The Hill (Jo & Rose Lee Maphis)
8. Peel Me A Nanner (Roy Drusky)
9. Every Part Of Me (Eddie Bond)
10. Going Through The Motions (Sonny James)

DON MACLEOD KVEC

San Luis Obispo, California

1. The Morning Paper (Billy Walker)
2. All Right (George Morgan)
3. Begging To You (Marty Robbins)
4. Saginaw, Michigan (Lefty Frizzell)
5. Molly (Eddy Arnold)
6. That's Why I Sing In A Honky Tonk (Warren Smith)
7. Understand Your Man (Johnny Cash)
8. Stop The World And Let Me Off (Bobbie Owens)
9. Five Little Fingers (Bill Anderson)
10. Tadpole (Tillman Franks)

TED KIRBY WXLJ

Dublin, Georgia

1. Peel Me A Nanner (Roy Drusky)
2. Another Bridge To Burn (Jimmy Dickens)
3. Going Through The Motions (Sonny James)
4. The Pillow Talk Whispers (Carl Smith)
5. Yours Forever (Nell McBride)
6. Bad, Bad Tuesday (Tom Tall)
7. B. J. The D. J. (Stonewall Jackson)
8. The Standin' (Bill Goodwin)
9. Love's Gonna Live Here (Buck Owens)
10. I Closed My Eyes And Saw The Light (Del Reeves)

CARTER M. WAID KARS

Belen, New Mexico

1. Peel Me A Nanner (Roy Drusky)
2. Bad, Bad Tuesday (Tom Tall)
3. You'll Drive Me Back (Faron Young)
4. Five Little Fingers (Bill Anderson)
5. Going Through The Motions (Sonny James)
6. Last Day In The Mines (Dave Dudley)
7. There's More Pretty Girls Than One (George Hamilton IV)
8. D. J. For A Day (Jimmy Newman)
9. Saginaw, Michigan (Lefty Frizzell)
10. Old Records (Margie Singleton)

BOB NORRIS KASH

Eugene, Oregon

1. Last Day In The Mines (Dave Dudley)
2. Saginaw, Michigan (Lefty Frizzell)
3. Old Records (Margie Singleton)
4. Widow Maker (Jimmy Martin)
5. All Right (George Morgan)
6. This White Circle (Kitty Wells)
7. I'll Always Love You
8. Molly (Eddy Arnold)
9. D. J. For A Day (Jimmy Newman)
10. The Morning Paper (Billy Walker)

HAPPY HARVEY KTLW

Texas City, Texas

1. My Tears Don't Show (Carl Butler)
2. Begging To You (Marty Robbins)
3. All Right (George Morgan)
4. Cajun Stripper (Rusty and Doug)
5. Your Heart Turned Left (George Jones)
6. You'll Drive Me Back Into Her Arms (Faron Young)
7. Jealous Hearted Me (Eddy Arnold)
8. Peel Me A Nanner (Roy Drusky)
9. Ninety Miles An Hour (Hank Snow)
10. Before I'm Over You (Loretta Lynn)

KLOK

San Jose, California

1. Begging To You (Marty Robbins)
2. Ninety Miles An Hour (Hank Snow)
3. B. J. The D. J. (Stonewall Jackson)
4. Last Day In The Mines (Dave Dudley)
5. Love's Gonna Live Here (Buck Owens)
6. Saginaw, Michigan (Lefty Frizzell)
7. When You Need A Laugh (Patsy Cline)
8. There's More Pretty Girls Than One (George Hamilton IV)
9. Big City Girls (Carl Belew)
10. Peel Me A Nanner (Roy Drusky)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"THAT'S ALL THAT MATTERS" "BURNING MEMORIES" (2:26)
(2:18) [Pamper BMI—Cochran] [Cedarwood BMI—Tillis, Walker]

RAY PRICE (Columbia 42971)

Ray Price has enough good things going for himself to score with either side or both of this new power-packed entry. One side, "That's All That Matters," is a tender, slow-moving, shufflin' oldie about a man who claims he doesn't care about the previous men in his girl's life. The other end, "Burning Memories," is an easy-going chorus-backed tale of heart-break read by the chanter with all of his expected sincerity. Eye 'em both.

"ALONG WITH YOU" (2:02) [Lancaster BMI—Drusky, Vendore, Young]

"WHEN THE SUN GOES DOWN" (2:30) [Travis BMI—Mack, Maddox]

ROSE MADDOX (Capitol 5110)

The vet hit-making lark should move up the charts in no time flat with this bright success candidate tabbed "Along With You." The tune is a high-powered happy blueser with a honk tonk beat on which the thrush makes a plea for some solo time with her guy. "When The Sun Goes Down" is sentimental, slow-moving bluegrass-flavored tear-jerker in the best country tradition.

"BALTIMORE" (2:27) [Acuff-Rose BMI—B. & F. Bryant]

"LEAST OF ALL YOU" (2:10) [Marson BMI—Smith, Loden]

SONNY JAMES (Capitol 5129)

Sonny James, who is currently coming off "Going Through The Motions," is a cinch to duplicate that success with this new Capitol outing tabbed "Baltimore." The tune is a lively, high-powered, rhythmic singing and recitation affair about a guy who wants to go back to his home town a la "Detroit City." The flip, "Least Of All You," is a tender, dual-track romancer with an effective shufflin' beat.

"FOLLOWED CLOSELY BY MY TEARDROPS" (2:10)

[Northern ASCAP—Tobias, Evans]

"YOU NEVER WANT TO LOVE ME" (2:24)

[4 Star Sales BMI—Belew]

HANK LOCKLIN (RCA Victor 8318)

Hank Locklin seems destined to add this newbie called "Followed Closely By My Teardrops" to his long string of impressive chart triumphs. The side is a catchy, chorus-backed country weeper with an infectious pop-styled twangy beat. Tune's a natural for heavy airplay. The flip, "You Never Want To Love Me," is a slow-moving, shufflin' western-flavored chorus-backed romancer with a warm south-of-the border flavor.

"THEY'RE ALL GOING HOME BUT ONE"

[M. M. Cole BMI—Davis, Taylor, McAdory]

"WALKIN', TALKIN', CRYIN', BARFLY BEATIN' BROKEN HEART"

[Tru BMI—Tabb, Miller]

JOHNNY WRIGHT (Decca 3159)

Johnny Wright, pulled some coin last time out with "Snow White Dear," and this new release called "They're All Going Home But One" looms as a potent follow-up stanza. The side is a contagious, chorus-backed uptempo ditty on which the chanter, the Tenn. Mt. Boys tell the story of an unusual Peck's Bad Boy. The attractive coupler is a tradition-styled, bluegrass-flavored lament dished-up in a soulful fashion by Wright.

JIMMY LOUIS (Chart 1060)

(B+) "EACH TIME YOU CROSSED MY MIND" (2:30) [Yonah BMI—Anderson] Jimmy Louis could create plenty of excitement with this tender, medium-paced, chorus-backed country tear-jerker all about a guy who wants to keep himself from thinking about his ex-gal. Eye it.

(B) "OLD NORTH STAR" (2:45)

[Yonah BMI—Smith, Hughey] This time out the chanter offers a fine, sentimental song-and-recitation chorus-backed tale of religious conviction.

SHIRLEY RAY (Epic 9661)

(B+) "I'VE DONE IT" (2:07) [Cedarwood BMI—Wilkin, Swan] Shirley Ray can have a quick chart-rider on her hands with this first-rate, shufflin' chorus-backed romancer about an independent type of chick who keeps her promises. Deejays should come out in droves for this side.

(B+) "HURTIN' THE MOST" (2:44) [Cedarwood BMI—Wilkin] Slow-moving, shuffle-beat tradition-styled hillbilly weeper rendered with authority and poise by the lark.

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COUNTRY TOP 50



COUNTRY ROUND UP

	Pos. Last Week
1	6
2	1
3	4
4	2
5	3
6	8
7	5
8	10
9	7
10	15
11	9
12	16
13	14
14	12
15	23
16	13
17	26
18	28
19	11
20	22
21	25
22	17
23	18
24	30
25	19

	Pos. Last Week
26	34
27	20
28	36
29	21
30	37
31	32
32	30
33	39
34	24
35	41
36	27
37	43
38	29
39	45
40	31
41	46
42	—
43	33
44	38
45	—
46	40
47	48
48	—
49	44
50	42

KBER-San Antonio recently presented its first Grand Ole Opry show of the 1964 season at two shows in the Municipal Auditorium. The talent included Webb Pierce, Skeeter Davis, Grandpa Jones, Jimmy Dickens, Stonewall Jackson, Carl Smith, plus Slim Whitman. Veteran promoter A. V. Bamford, who owns and operates the outlet sends along words that

pleted a two-week engagement at the Navajo Hogan Club in Colorado Springs where they played to a packed house every night. The group will be headliners at the White Horse Bowling Academy in Trenton, New Jersey this weekend, after which they will return to Nashville for another series of sessions at Bradley's for Decca.



WEBB PIERCE



JIM REEVES



MARTY ROBBINS

audience to the show was enthusiastic. KBER was a pioneer in introducing country music and entertainment to the Alamo City and is the only full-time featuring country music in the metropolitan.

KPCN-Dallas has been going great guns with the good country sounds. Recent guest stars on the outlet included Webb Pierce, Hank Williams, Jr., Audry William, Howard Crockett and Gene Hensley.

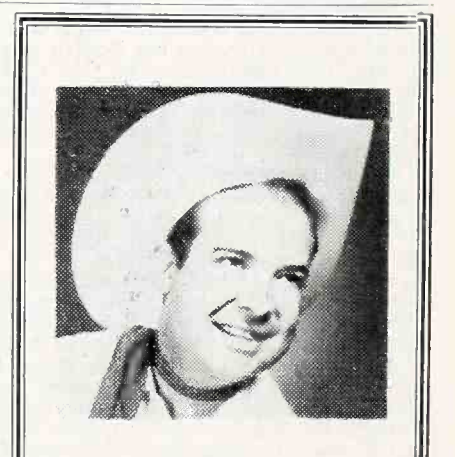
Johnny Rebel put aside his guitar long enough to play his first straight role as a night club owner in a "Mr. Novak" segment for MGM's TV series. Johnny left last week for conferences with the producers of a Broadway show slated for the fall of '64 called "Cool Off." Before returning to Hollywood and a skit on the Red Skelton Show, Johnny and the Yankees will spend two weeks in Nashville where they'll complete a new album.

Jim Buck, manager of KIOX-Bay City, Texas, sends out an urgent s.o.s. for country records. Jim sez the station is trying to join the ranks of country outlets but is being hindered because they don't have a wax library.

Walt Breeland types that Eddie Noack's new Allstar release "You Can't Keep A Good Man Down" is being enthusiastically received across the country. Copies of the deck and Wiley and Jessie Barkdull's "I'll Always Love You" will be mailed promptly to those who write on their station's letterhead to Walt at 8708 Ruthby St., Houston, Texas.

Jack Reno will go to WHOW, 5,000 watter, all country in Clinton, Illinois effective March 1. Jack has just completed his Army tour of duty. He also records for Fono-Graf and had a click a while back with "Blue."

Sheb Wooley has signed an exclusive booking pact with the Wright Talent Agency in Nashville. Joe Wright infos that he has Sheb set for dates in Texas-New Mexico area in Feb., northwestern U. S. and Canada in March and southeastern states in April. Also, the chanter's itinerary for Feb. includes a shot on NBC-TV's "Truth Or Consequences" show on the 18th.



Another Smash from
Joe Carson
to follow "Helpless"

"Double Life"

Liberty #55664

Four Star Music

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Spring Valley, Calif.

Earl Perrin of Buena Vista Productions writes in word that his firm has moved its main offices to Suite 207 of the Mayer-Central building in Phoenix, Arizona. Buena Vista still maintains a branch office at the Buena Vista Hotel in Safford, Arizona and also one in Chicago. The firm exclusively manages and books Bobby Barnett whose current release on Sims Records, "Worst Of Luck," is riding currently the charts. Bobby is working numerous personals throughout the West. Bobby and his band will initiate the first country and western music ever to play the plush Spanish Trail Motor Hotel in Tucson on Feb. 18th.

WHOW-Clinton, Illinois and its staff including Uncle Johnny Barton and Johnny Harford recently presented a full day's schedule of Jimmy Martin records beginning with his first King efforts and going right up to his present chart-rider of "Widow Maker." Special guest on the show was Barbara (Mrs. Jimmy) Martin, who told the life story of Jimmy in between records. The show was a whopping success as phone calls and mail flooded in to the station. . . . Jimmy and the boys have just com-



GREAT BRITAIN

The Beatles took over the front pages of the national press last week when they returned in triumph from their season at the Olympia, Paris and again when they left to conquer America, where they already have, of course, numbers in the Top 100 including the No. 1 in the singles "I Want To Hold Your Hand" and the No. 1 in the LP chart "Meet The Beatles." During their absence British fans will find consolation in Beatles Ltd., a lavish pictorial souvenir compiled by London photographer Bob Freeman in close collaboration with John, Paul, George and Ringo. Published February 17 and available in record and book shops price 7/6d (\$1).

Another book published by Feldmans and notching up big sales is "How To Write A Hit Song" by Mitch Murray—and he should know having written a string of best sellers including a couple for Freddie And The Dreamers; the half million seller "You Were Made For Me" and "I'm Telling You Now." For Gerry And The Pacemakers he wrote "I Like It" and "How Do You Do It." He also penned Frankie Vaughan's current release on Philips "Gonna Be A Good Boy Now" from the film "It's All Over Town" for which Anglo-Amalgamated are planning a sequel "Pick Of The Pops" to star Freddie And The Dreamers and d.j. Alan Freeman.

L. G. Wood, managing director of EMI Records Ltd., flew to Belgium recently as Guest of Honour at the Annual Chamber of Commerce Dinner (last year's guest was ex-premier Harold MacMillan). Whilst in Brussels Wood visited the EMI Offices of S. A. Gramophone for discussions with managing director John Kirsch.

A new series of LP's launched by Decca on the London label titled "Memories Are Made Of Hits" features top pops of recent years selected from the catalogs of different American labels and sung by the original stars. First three volumes include contributions by Little Richard, Duane Eddy, Jerry Lee Lewis, Ray Charles, Bobby Darin, The Drifters, Johnny And The Hurricanes, Roy Orbison, Del Shannon, Ben E. King and a host of others.

The notable LP's by notable maestros come from Decca. Mantovani and his Orchestra with the Mike Sammes Singers echo their stateside popularity with "Mantovani Manhattan" still in the American LP charts after three months. For film fans Frank Chacksfield's "The Victors And Other Great Themes" transfers from celluloid to wax a miscellany of top screen themes.

Staunch supporter of the Liverpool sound, and especially The Searchers, Lawrence Yaskiel, international A & R manager of Deutsche Vogue paid a return visit to Britain recently to cut a German version of their current No. 1 "Needles And Pins." Their German version of "Sugar And Spices," which Yaskiel recorded in London at the end of last year, is now released on the Deutsche-Vogue label and sold over 5,000 copies within the first three days of release. During his British trip Yaskiel also recorded an LP with Freddie Star And The Starboys (known here as Freddie Star And The Midnites) to be titled "The Iron Door Club" (after the Liverpool club of the same name); "Memphis Tennessee" by The Exchequers and a Country & Western album by Sonny Webb And The Cascades—all to be released shortly in Germany on the Deutsche Vogue label.

EMI moved in on the "Blue Beat" craze with "King Of Kings" by Jamaican Ezz Rico And The Launchers. Issued on Columbia the disk was waxed by Denis Preston of Record Supervision with famous Jamaican alto player Bertie King as M.D. A second Blue Beat single by Ezz entitled "Little Girl" is scheduled for release later this month. Both numbers published by Ardmore & Beechwood.

Publisher Fred Jackson's departure for the United States has been postponed temporarily and his British company, within the Tin Pan Alley group, is carrying on as usual. The firm's latest success is Eden Kane's "Boys Cry" specially written for him by American composer Buddy Kaye and released on Fontana. Jackson is also enjoying success on the continent with "You Can Never Stop Me Loving You" currently No. 1 in Germany with The Bernd Spier recording on CBS.

Before leaving on a two-week visit to the United States Louis Benjamin, managing director of Pye Records, clinched deals for American release of several hot singles from the company's current catalog. Two will be issued on the Chess label Johnny Sandon's "Sixteen Tons" (a hit for Ernie Ford years ago) and Eric Winstone's "Dr. Who"; Hickory has acquired "If You Love Me" by Jackie Trent—all for immediate release. Last, but not least, Colpix has taken the theme from the highly successful Peter Sellers film "Dr. Strangelove" recorded by Laurie Johnson and for release this week to coincide with the film's New York premiere.

After competing in the San Remo Song Festival American singer Ben E. King flew into London for a three week nation wide tour. Promoter Arthur Howes announces an S.R.O. for the package which includes such names as Gerry And The Pacemakers, The Fourmost, Tommy Quickly, The Dennisons and Sounds Incorporated. To coincide with the visit Decca released a new Ben E. King single "Around The Corner" on London.

The many admirers of Big Dee Irwin are eagerly awaiting his arrival in Britain on February 20 when he commences a thirty day tour for promoter Tito Burns. Irwin achieved tremendous popularity over here via his Colpix recording "Swinging On A Star" now in its eighth week in the charts. First made popular by Bing Crosby some fifteen years ago the number has been given a new lease of life by Irwin's distinctive interpretation which is okay by Chappells who publish it. Many TV dates have been lined up during Irwin's stay in Britain. Coincidentally, Pye Records has issued a Big Dee Irwin-Little Eva "Swinging On A Star" E.P. and a single "Donkey Walk" is available on Stateside.

Roncom Music is very happy to have Kenny Ball's latest Pye single "Caterina." There have been 23 recordings of the copyright since it was first published in 1961, the most popular being by Perry Como. The activities of Roncom's Exploitation manager, Peter Lavender, plus the talents of Kenny Ball should guarantee "Caterina" being a hit the second time around.

The Oriole LP's "This Is Mersey Beat" Volumes 1 and 2 are to get immediate Stateside release on the Columbia label. The albums feature tracks by various Liverpool groups including Robb Storme And The Hurricanes; Earl Preston And The T.T.'s; Faron's Flamingos, etc.

Britain goes native. With the pulsating rhythm of the Blue Beat already in their veins Britain's teenagers have taken to the 'Zulu Stamp' from Natal, South Africa. This latest craze looks like it will stampede its way onto the charts. The dance comes from the Stanley Baker film now being shown in London and dancing personality Lionel Blair is giving 'Zulu Stamp' demonstrations in dance halls throughout Britain. "Zulu Stamp" penned and recorded by John Barry is released on the Ember label.

Quickies: After six years as general manager of Feldmans, Ben Nisbet appointed director of the company. . . . American publisher Al Wild of Twangy Music in San Remo and London with Ben E. King. . . . Promoting Anglo/French relations at San Remo British writer Mitch Murray and French recording star Claude Francois. Claude's French version of Murray's British charter "How Do You Do It" sold over 400,000 copies in France. . . . Next single by Freddie And The Dreamers "Over You" on Columbia published by Feldman. . . . Top teen French singer Francoise Hardy makes British



TOP 100 LABELS

ABC-Paramount	11, 13, 27, 74, 80	Marc	5
Alco	70	Mercury	3, 30, 51, 5
Atlantic	46, 73, 82	MGM	47, 49, 66, 77, 8
Best	35	Montel	1
Cameo	38, 62	Motown	50, 7
Canadian American	67	Muscor	5
Capitol	1, 22, 39, 60, 94, 99	Okeh	
Chattanooga	42	Parkway	16, 5
Checker	36	Philips	4, 1
Chess	83	RCA Victor	5, 20, 52, 57, 59, 61, 6
Coed	72	Reprise	2
Columbia	7, 15, 23, 85, 86, 88, 100	Riviera	1
Congress	65	Roulette	6
DCP	92	Scepter	1
Decca	9, 40	Smash	48, 8
Dot	29, 54	Soundstage 7	3
Everest	34	Spokane	9
Epic	21, 25, 43	Stax	4
Era	89	Sue	63, 9
Garrett	37, 64	Swan	2, 2
Gordy	44, 96	Tamla	7
Hi	75	United Artists	17, 9
Kapp	81	VeeJay	24, 7
King	31	Volt	9
LeCam	98	Valiant	7
Liberty	90	Wand	4
		Warner Bros	8, 3

In answer to numerous requests for such a service CASH BOX will run the Top 100 Labels feature on weekly basis. It has been designed primarily as an aid to our international readers desiring a capsule summary of labels they carry and their representation on the CASH BOX Top 100. Feature can also be a handy order for distributors, racks, dealers and one-stops ordering disks by labels.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Artist/Title
1	1	4	Needles And Pins—The Searchers (Pye) Metric
2	4	4	I'm The One—Gerry & The Pacemakers (Columbia) Pace
3	2	6	Hippy Hippy Shake—Swinging Blue Jeans (HMV) Ardmore & Beechwood
4	9	4	As Usual—Brenda Lee (Brunswick) Jewel
5	3	11	Glad All Over—Dave Clark Five (Columbia) Ivy
6	16	2	Diane—The Batchelors (Decca) K.P.M.
7	12	2	5-4-3-2-1—Manfred Mann (HMV) K.P.M.
8	5	10	Twenty Four Hours From Tulsa—Gene Pitney (United Artists) Arch
9	10	4	Don't Blame Me—Frank Ifield (Columbia) Campbell-Connelly
10	6	10	I Want To Hold Your Hand—The Beatles (Parlophone) Northern Songs
11	19	2	I Think Of You—The Merseybeats (Fontana) Robbins
12	8	8	Stay—The Hollies (Parlophone) Lorna
13	7	12	I Only Want To Be With You—Dusty Springfield (Philips) Springfield
14	—	1	Baby I Love You—The Ronettes (London) Belinda
15	17	3	I'm In Love—The Fourmost (Parlophone) Northern Songs
16	—	1	I'm The Lonely One—Cliff Richard (Columbia) Eugene
17	14	5	Do You Really Love Me Too—Billy Fury (Decca) Shapira Bernstein
18	13	8	Swinging On A Star—Big Dee Irwin (Colpix) Chappell
19	11	5	We Are In Love—Adam Faith (Parlophone) Poser
20	—	1	Anyone Who Had A Heart—Cilla Black (Parlophone) Aberbach

Great Britain Top Ten LP's

1	1	With The Beatles—The Beatles (Parlophone)
2	4	How Do You Like It—Gerry & The Pacemakers (Columbia)
3	2	Please Please Me—The Beatles (Parlophone)
4	3	West Side Story—Soundtrack (CBS)
5	5	Meet The Searchers — The Searchers (Pye)
6	7	Freddie And The Dreamers—Freddie And The Dreamers (Columbia)
7	6	Born Free—Frank Ifield (Columbia)
8	—	The Shadows Greatest Hits—The Shadows (Columbia)
9	—	Sugar And Spice — The Searchers (Pye)
10	—	Trini Lopez At P.Js—Trini Lopez (Reprise)

Great Britain Top Ten EP's

1	3	The Rolling Stones — The Rolling Stones (Decca)
2	1	Twist And Shout—The Beatles (Parlophone)
3	2	The Dave Clark Five—Dave Clark Five (Columbia)
4	—	All My Loving—The Beatles (Parlophone)
5	6	The Beatles Hits—The Beatles (Parlophone)
6	5	The Beatles No. 1—The Beatles (Parlophone)
7	7	The Big Three At The Cavern The Big Three (Decca)
8	4	Sweets For My Sweet — The Searchers (Pye)
9	10	How Do You Do It—Gerry & The Pacemakers (Columbia)
10	8	Peter, Paul And Mary — Peter, Paul And Mary (Warner Bros.)

GREAT BRITAIN (Continued)

bow on Pye with "Catch A Falling Star." . . . Tommy Quickly's new Piccadilly single "Prove It" penned by Gerry Marsden of Gerry And The Pacemakers and published by Pacer Music. . . . Duke Ellington kicks off a 14 day tour with a concert at the Royal Festival Hall Feb. 15. . . . Columbia A & R manager Norrie Paramor and Australian singer Patsy Ann Nobel currently in Paris to cut some disks in the Pathe Marconi studios. . . . EMI's International Commercial Division Manager, Ron White also in Paris for meetings with Pathe Marconi executives.



MEXICO

Cash Box president and publisher Joe Orleck and his wife Pauline arrived at Mexico City for a visit that lasted a week. Orleck met such people of the Mexican record industry as Bernard C. Ness and David Crump, president and general manager of RCA, Armando de Llano and Héctor Mejía, general manager and advertising manager of CBS, Juan Campo, vice president of Panamericana de Discos, S.A., Bruno Vogt and Leandro Espinoza, sales manager and advertising chief of Peerless Records, Rogerio Azcárraga, president of Orfeon Records, Mario Freidberg, general manager of Discos Importadora, S.A., Constantin TH. Metaxas, Fritz Hentschel and Guillermo Buerckle, general manager, marketing manager and sales manager, respectively, of DUSA (Philips Records) and some publishers as Luis Martínez Serrano, general manager of PHAM, Mario Alvarez and Mario de Jesús, general manager and assistant manager of EMMI, Homero Costas, president of CAMPEI and Mario Freidberg, general manager of Fermata Mexicana, Mexi-music and Teocali.

Orleck's general impression was the records and publishing industry is getting along very well and that México has one of the best futures in the world. He suggests more promotion of our music in foreign countries, the same for our artists. Both could be very popular in the world, he said.

Orleck also was informed about the next Annual Congress of Record Producers in Latin America, which will take place in México City the second week of April, with the assistance of the most important people of the record business in Latin America and some guests from Europe and the United States. This congress promises to be the most important ever held.

Great singer Johnny Mathis is supposed to make his debut in México City February 20 at Terrazza Casino night club. Johnny may record some songs in Spanish at DUSA, the company that represents Mercury in town.

Baby Bell broke her contract with RCA and signed an exclusive contract with Musart Records on which she recorded the songs "Ven Conmigo" (Come With Me) and "Loquita Por Ti" (Crazy About You). This last song was written specially for Baby by Paul Anka.

"Gloria" and "Linda" were recorded at Orfeon Records by Los Dominic, one of the most popular vocal groups in Mexico. Los Dominic are touring through the country and maybe will perform in foreign countries.

Brazilian show of Carlos Machado is now at the Señorial night club. The most applauded act is the one on where they present the original Brazilian rhythm section.

Bill Haley released his fourth long play at Orfeon Records. This one includes the new "surf" rhythm and songs like "Yakity Sax," "Washington Square," "Moving and Grooving," "Baby Elephant Walk," "You Can't Sit Down," "She Thinks I Still Care," "Dance Around The Clock," "Memphis," "Water Melon Man," "The Combo King's" and "Je Me Sens Bien." Bill Haley is performing very often on TV musical shows.

A new record was released by Oscar Madrigal, one of the most popular young singers in México. He sung at Gamma Records "Ya Me Voy" (You're No Good) and "En Secreto" (I Adore Him). Oscar is doing two pictures and soon will start his first tour through Latin American countries.

Musart Records released the big smash hit "I Want To Hold Your Hand" on the original version of The Beatles. The same song will be released at Gamma Records with the group of The Liverpools.

Campei Records announced good sales of its first long play made by Eartha Kitt, on which she sings in Spanish songs like "Guadalajara," "La Bamba," "Incertidumbre," "Bésame Mucho," "Currucú Paloma," "El Pecador" and some others with the arrangements and orchestra of Ramón Márquez.

Fermata Mexicana got the publishing rights to México's top hit "Dominique," which has around ten different versions.

Jacqueline Fellay made her debut on records at Musart, singing in Spanish two songs composed by Gilbert Becaude.

Mexico's Best Sellers

- 1 Dominique—Los Dominic (Orfeon)—Singing Nun (Philips)—Angélica María (Musart)—Queat Garay (Peerless)—Luis Perez Meza (Cisne)—Hermana Alegría (CBS)—Chuck Anderson (CBS)—(Fermata Mexicana)
- 2 Si Supieras—Sonora Santanera (CBS)
- 3 El Martillito (If I Had A Hammer)—Trini López (Reprise)—Los Mabers (Musart)
- 4 Magia Blanca—Hnos. Carrión (CBS)—Trio Venezuela (Velvet) (Grever)
- 5 Quiero Quedarme Aquí (I Want To Stay Here)—Steve Lawrence—Eydie Gormé (CBS)—Los Dominic (Orfeon)—Los Yorsys—Lena y Lola (Musart) (Brambila)
- 6 Enamorado—Ray Barreto (Gamma)—Los Yorsys (Musart)
- 7 En La Revancha—Sonia López (CBS)
- 8 Gracias—Connie Francis (MGM)—Lucho Gatica (Musart)—Flor Silvestre (Musart)—Javier Solís (CBS)
- 9 Recuerdos De Ipacarai—Neil Sedaka (RCA)—Monna Bell (Gamma) (Fermata Mexicana)
- 10 Mas (More)—Enrique Guzmán (CBS)—Neil Sedaka (RCA)—Rafael Vásquez (RCA)

Tony Hatch Song Is Britain's Entry In "Eurovision Song Contest"

LONDON—This year's "Song For Europe" heats to select Britain's entry for the Eurovision Song Contest in Copenhagen on March 21, took place last week with the honor going to Tony Hatch for his composition "I Love The Little Things" published by Welbeck Music.

With a total of 87 votes it was a decisive victory. The runner-up "I've Got The Moon On My Side" by Mitch Murray was way behind with 43 votes. Third came "Beautiful, Beautiful" by Hal Shaper; fourth "Choose" by Lionel Bart; fifth "Ten Out Of Ten" by Leslie Bricusse and sixth "It's Funny How You Know" by Norman Newell and Philip Green.

The event, which was televised by the BBC, lacked much of the competitive excitement attendant in previous

years when the songs were all sung by different artists. However, Matt Monro nominated by the BBC to take the winning song to Copenhagen, more than justified his selection as Britain's Ambassador of Music. The winning song was chosen by 16 viewer juries throughout the British Isles—each jury comprising 12 members with one vote each.

Tony Hatch (24) started his professional career in a music publisher's office, subsequently joining Top Rank Records as assistant recording manager. He later moved to Pye Records, where he has been a & r manager for the past four years. Hatch hits include "Look For A Star"; "Messing About On The River"; "Sugar And Spice" and "Forget Him."



GERMANY

Although the Beatles have yet to show their power in the German charts, American music is having a revival. For the first time in a long time, American tunes have captured 5 spots in the German top ten. One great reason for the big push is Trini Lopez who has two discs in the top 6 and his recordings are tremendously in demand. Ariola also reports that the LP from Trini at P. J.'s is selling like a single. The Johnny Tillotson hit "You Can Never Stop Me Loving You" is now heading the charts in the Bernd Spier German version. Italy's top star, teenager Rita Pavone holds down second place with a German tune written by Werner Muller. Germany's Conny has the number 3 slot with a German tune about the three musketeers, and fourth place is in the hands of Trini with his "America." A German comedy number just right for the carnival season by Paul Kuhn is fifth, with Trini Lopez showing up at 6th place with his "If I Had A Hammer." Elvis Presley has by far the strongest sales on "Bossa Nova Baby" to make it 3 English language vocals in the top 10. Eighth place is held by Austria's Peter Alexander with a German tune, 9th place was captured by England's Cliff Richard with his German sung version of "Lucky Lips" and Gitte from Denmark has the number ten slot with a German tune. That's how the pop situation looks in Germany during the second month of the new year.

Rita Pavone kicked off her second German dinking with a 15 minute stint in German TV a few weeks ago. The lass is already a top favorite here although she had only made one German record until now. Her first platter is in its 11th week of top 10 action.

Trini Lopez was awarded the "Golden Musicbox" by Ariola Records as the best selling foreign artist for the label. Trini who has sold over 1/2 million records in Germany was awarded the prize during his only appearance here in Berlin on February 16. The last award for the "Golden Musicbox" was made to Chubby Checker during his tour here last year. Trini will soon be making his first German language record. TV wise, the 2nd German TV has recorded a "Trini Lopez Show" for later showing and Trini will appear in the popular "Hits of the month" show on February 27th.

Bert Varell of Edition Marbot reports that The Roland Trio, which has made a name for itself through the number "Come With Me to Wuppertal" will make its first U.S. tour soon. First stop for the group will be Chicago.

Rudi Schroeder of Will Meisel Music reports that he is hard at work pushing the new Paul Anka waxes.

Teldec has released a new Elvis Presley single of "Mexico" culled from his LP "Fun In Acapulco."

Peter Lach of Capriccio Music is hard at work on "Dominique" in German and French by Soeur Sourire which is beginning to move here and the LP "Bach's Greatest Hits" by the Swingle Singers which is an absolute best selling LP at present.

Paul Siegel of HiFi Music is busy pushing "Tender Years" by Ciska Peters in German, Johnny Hallyday in French and Brook Benton in English. Bosworth Music reports that it has two top discs from the U.S.A. represented here including "For You" by Rick Nelson and "Whispering" by Nino Tempo & April Stevens.

Austron Records has signed former Polydor warbler Britta Martell and former Metronome singer Hans Uwe Schneider to exclusive contracts.

The San Remo tune "Sole Sole" (Sun, Sun) has been recorded here by Margot Eskens of Polydor and Will Glahe for Decca in German reports Hans Gerig, the publisher of the tune.

Two record company heads had recent birthdays. Deutsche Grammophon director Helmut Haertel, who is also the president of the German Record Industry Organization celebrated his 60th birthday, and Hans Lieber, director of Telefunken-Decca celebrated his 65th birthday.

Karlheinz Busse reports that the winner of the San Remo Festival, 15 year old Gigliola Cinquetti has been signed to an exclusive contract by his Italia Record Production firm. The Italian waxing will be out in a few days and she has already cut a German version of the tune.

August Seith of Chappell/Seith Music reports that he is swinging in the charts with Trini Lopez' "America," he is also riding on the flip side of the Lopez hit "If I Had A Hammer" with "Unchain My Heart."

Another flip side by Elvis Presley and Bill Ramsey of "Witchcraft" is also showing up here. Teenage idol Gerd Boettcher has waxed a modern version of the Toselli Serenade called "Tschau-Auf Wiedersehen" which is already in the top 30 disks here.

Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	3	Das Kannst Du Mir Nicht Verbieten (You Can Never Stop Me Loving You)—Bernd Spier—CBS—Edition Accord
2	2	11	*Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone—RCA Victor—Rolf Budde Music
3	4	8	*Drei Musketiere (Three Musketeers)—Conny Froeboess—Electrola—Metronome/Froeboess/Budde
4	6	3	America—Trini Lopez—Ariola/Reprise—Chappell/August Seith
5	5	10	*Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii)—Paul Kuhn—Columbia—Paul C. R. Arends Music
6	9	11	If I Had A Hammer—Trini Lopez—Ariola/Reprise—Ludlow/Hans Gerig Music
7	7	5	Bossa Nova Baby—Elvis Presley/Bill Ramsey/Ted Herold—RCA Victor/Columbia/Polydor—Aberbach Music
8	8	4	*Nachts Hoer' Ich Alle Uhren Schlagen (At Night I Hear All The Clocks Strike)—Peter Alexander—Polydor—Hans Gerig
9	3	15	Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music
10	—	1	*Nur Ein Bisschen Glueck (Just A Little Luck)—Gitte—Columbia—Hans Gerig Music

*Original German Copyright

Austria's Singer At Eurovision

VIENNA—Singer Udo Juergens will represent Austria at the Eurovision Song Contest in Copenhagen on March 21. He will sing "Warum nur, warum" (Why Now, Why) a song composed and written by himself. Juergens is recording for Deutsche

Vogue, handled in Austria by Centrocord in Vienna. The Austrian delegation to Copenhagen will also include orchestra-leader Johannes Fehring, who will conduct the orchestra during the Austrian number.



ARGENTINA

Johnnie Camacho is the new artistic director of RCA, replacing Ricardo Mejia, who held the post for three years. Camacho arrived from Los Angeles a few days ago, and is very well known in all Latin American countries and Spain.

The Carnival dance parties and special TV programs have attracted many artists from other countries. Some of the names on top of the bills these days are Bobby Rydell, Brian Hyland, Los Teen Tops, Mexican chanter Dyno, Peruvian orchestra Sonora de Nico Estrada and others. Rydell comes from Italy, while Brian Hyland has been performing lately in the States, and the Teen Tops in Mexico. Bobby will appear at the Escala Musical dance parties, and was offered a cocktail party at the Alvear the day of his arrival, February 7.

More about RCA: Cuno Frederich plans to travel to Italy very soon to arrange visits of Italian RCA artists to Argentina during 1964. Names would be Edoardo Vianello, Nico Fidenco and others. It is almost sure that Rita Pavone will be here next June-July, but Frederich wants to complete a Italian music promotional plan including personal appearances of the other artists. The first "Italian Music Festival" selection LP, including all them, was a complete success, and now RCA is preparing the second one.

Luis Calvo of Sicamericana (Music Hall) reports very interesting news: his label has arranged the representation of CGD Internazionale, of Italy, in Argentina, Chile, Bolivia and Paraguay, and thus will release here its labels Acuario, CGD, Junke Box, GC, Derby and California. At the same time, CGD will release in Italy MH product. The diskery continues enjoying the success of Trini Lopez, who's back in the charts again with his first two singles, "Unchain My Heart" and "If I Had A Hammer," which already appeared on them months ago. MH has now put to sale a new single, containing "Kansas City" and "Lonesome Traveler." Folk singer Carlos Vega Pereda has been inked by Radio Splendid for a series of appearances starting in March. Pereda has been performing on Channel 10, Montevideo.

Everybody at CBS continues being very impressed with the success obtained by Leo Dan, currently in the charts with his three first recordings, and big advance sales for the fourth one. The titles are "Te Pido Que Me Guies" and "Maria Isabel" and it is a real "sure shot." Dan is now appearing on Radio El Mundo and TV Channel 9, in the "Sabados Continuados" TV Monster, and of course dance parties in Buenos Aires and Rosario.

Other CBS artists, Los Tres Sudamericanos, are back in town after their long European trip. The label is preparing a new single by them, "Loddy Lo" and "Sun, Pizza and Love" and a cocktail party to the press and disk jockeys.

Domingo Ramos of Odeon is busy preparing a big "Beatles party" for the local music world. It will take place next month or early in April as part of the big promotional campaign the British group is receiving in Argentina. Recently the morning newspaper "Clarín" printed a three page article in its Sunday edition devoted to these artists, and most magazines in Argentina are competing to get new materials about them, and will have available their two LP's for the "Beatles Party," according to Ramos.

More about Odeon: the diskery is releasing a new album by the late Edith Piaf, with selections from several of her previous ones. There is also a new LP by Cuban songstress Olga Guillot, with tunes penned by Maria Grever, and one by Werner Muller: "Stereo Sensationen."

Ricardo Castelblanco of Edami informs that Miguel Calo has recorded for Odeon "Quien lo Habia de Pensar" with his tango orchestra. The same tune has been waxed by the Trio Tequendama for new label Yulmar, located at Carlos Pellegrini 861, Buenos Aires. The flip side of the Tequendama waxing contains "Danza Negra," an old cubmia controlled also by Edami.

Mauricio Brenner of Fermata informs that Los Mac Ke Mac's, recording for Ariel, have cue "Cariñosa," a local product, in English, under the title of "Don't Be Sorry." "Cariñosa" has been for several months among best selling records in Spain. "O Mio Signore," the new Vianello hit, has been recorded by Juan Ramon, in Spanish. The original version was released by RCA. Juan has also cut "Por Culpa Del Horoscopo" and "Pamela," featured in Pepe Biondi's film "El Desastrologo," which premiered in Mar del Plata.

Michael Davis of Ariel informs that his label will release a recording by Frank Ifield in Spanish very soon. Ifield's recordings are selling very well, according to reports, and the label believes that this new one will increase his force. Ariel is also selling well the Brian Hyland releases, and especially his "Warm Kisses" LP. Hyland's latest release is "Let Us Make Our Own Mistakes" and "Nothing Matters But You." As we reported above, Hyland is currently in Buenos Aires.

Enrique Iriberry of Surco informs that his label is releasing "Voices of South American Birds," an album recorded in Brazil by Johan Dalgas Frisch and released with great success in that country by Copacabana. The recording was dubbed to Spanish by Jorge Omar del Rio, in Buenos Aires. On the United Artists side, there is a new album by Leroy Holmes and his orchestra, with 10 Latin American standards sung along in Spanish and English.

Eduardo Piovano of Disc Jockey informs that his label is working on the promotion of "Amarraditos," winner of the recent Odol song contest, cut by Rosamel Araya. There is also a selection LP with songs by Juan Ramon, Rosamel Araya and others, titled "El Mas Aplaudido."

Producciones Fermata has released an album recorded by Brazilian artists Miltoninho, Rossana Toledo and Agostinho Dos Santos in Spanish, with several Brazilian and Centro-American standards and new tunes. There is also another LP recorded by violinist Perez Dworecky with classical music, including pieces written by Tchaikovsky, Dvorak, Villa Lobos and others.

Julio Korn Publishers are working on the promotion of the Spanish lyrics of "America," obtained for representation through an arrangement with Grever of Mexico and Schirmer of the States. The Trini Lopez recording is selling very well, and JK expects to get some more soon. The pubbery has also the rights to "Cartas de Un Soldado," the recent Domenico Modugno production.

Mario Kaminsky of Microfon—currently in the States—reported before his departure that his label will release a new album by Johnny Tillotson containing his biggest hits in Argentina. His latest waxing, "Judy Judy," has been selling well.



BELGIUM

Peter Plum of Peter Plum Publications will stay in New York for two weeks starting Feb. 29. During a friendly meeting with his close and capable collaborators, Plum told Cash Box about his pleasure to see again his many friends in New York, but it makes no doubt that this active and progressive publisher will have more to expose in the States upon his practical and realistic ideas about successful exploitation in Benelux.

Ardmore-Beechwood has the rights on three Trini Lopez songs: "Rosita," "Where Can My Baby Be" and "Only In My Dreams." They are even the exclusive editors of the two first songs by Adamo's sister Delizia, written by Adamo himself "Prends Le Chien" and "Monsieur Le Professeur," on the H.M.V.-label.

The Special Classic Action by Polydor had an unexpected and very big success even more than the Herbert von Karajan-action before. Worth mentioning is the LP "Super Party," on which appears all the Polydor-hits of the moment, Flemish, French, English and Dutch as well. And . . . "Alleen," as we predicted, is on the top now, and this for the third week.

Belgium's Best Sellers

FLEMISH

- 1 Alleen (John Larry/Polydor/Passe Partout)
- 2 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 3 She Loves You (The Beatles/Parlophone/Belinda)
- 4 Maria Elena (Los Indios Tabajaras/RCA/World)
- 5 Vous-permettez Monsieur (Adamo/Pathé/Ardmore and Beechwood)
- 6 La Mamma (Charles Aznavour/Barclay/Peter Plum)
- 7 I Want To Hold Your Hand (The Beatles/Parlophone/Vedette)
- 8 This Land Is Your Land (Trini Lopez/Reprise)
- 9 Sixteen Tons (Lou Neefs/Moonglow)
- 10 Le Train Des Neiges (Petula Clark/Vogue)
- 11 Ik Lees In Je Ogen (Lou Neefs/Moonglow/Intervox)
- 12 Verlaten Hart, Gebroken Hart (Will Tura/Palette/Top)

WALLOON

- 1 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 2 La Mamma (Charles Aznavour/Barclay/Peter Plum)
- 3 Maria Elena (Los Indios Tabajaras/RCA/World)
- 4 Ma Biche (Frank Alamo/Barclay)
- 5 Tchín, Tchín (Richard Anthony/Columbia/Southern)
- 6 Le Train Des Neiges (Petula Clark/Vogue)
- 7 Vous-permettez Monsieur (Adamo/Pathé/Ardmore and Beechwood)
- 8 Va Pas Prendre Un Tambour (Françoise Hardy/Vogue International)
- 9 Je Suis Perdu/Je Fais Serment (Robert Cogoi/Philips/Primavera)
- 10 C'est Bien Jolie d'Être Copain (Le Petit Prince/Barclay)
- 11 J'en Suis Fou (Dick Rivers/Pathé/Ardmore and Beechwood)
- 12 Si J'Avais Un Marteau (Claude François/Philips/Essex)

Argentina's Best Sellers

- 1 *Sin Timon (Korn) Palito Ortega (RCA)
 - 2 *Fanny (Mundo Musical) Leo Dan (CBS); Dany Montano (Music Hall)
 - 3 *Marisa (Mundo Musical) Leo Dan (CBS)
 - 4 *Deci Por Que No Queres (Korn) Palito Ortega (RCA); Leo Dan (CBS); Los Dukes (Music Hall); Tito Alberti (Philips); Los Portorriqueños (Polydor)
 - 5 Desencadena Mi Corazon (Korn) Trini Lopez (Reprise); Ray Charles (Ariel); Donald (Music Hall)
 - 6 *Celia (Mundo Musical) Leo Dan (CBS); Andy Macia (Disc Jockey); Dany Montano (Music Hall)
 - 7 Cuore (Aldon-Fermata) Rita Pavone, Violeta Rivas (RCA); Blanquita Silvan, Lucio Milena (CBS); Juan Ramon (Disc Jockey)
 - 8 Se Mi Voui Lasciare (RCA Italiana-Fermata) Michele, Marty Cosens (RCA)
 - 9 *Amarraditos (Korn) Luis Ordoñez (CBS); Rosamel Araya (Disc Jockey); Los Nocturnos (Music Hall); Fetiche (Music Hall); Chico Navarro (RCA)
 - 10 If I Had A Hammer (Fermata) Trini Lopez (Reprise); Brothers Four (CBS); Lalo Fransen (RCA)
 - 11 *El Sombrero De Paja (Korn) Chico Navarro (RCA)
 - 12 Esos Locos Dias De Verano (Comet-Fermata) Nat Cole (Capitol); Danielo (Odeon Pops); Dyno (Music Hall); Sonia (Philips); Jolly Land (RCA); Juan Ramon (Disc Jockey)
 - 13 Cuando Llega El Verano (Edami) Ricardo Roda (CBS); Siro San Roman (Music Hall); Carlo (Philips); Franco Greco (Odeon Pops); Los Azurros (Music Hall); Los Jockers (Feniz)
 - 14 *Sabor A Nada (Korn) Palito Ortega (RCA)
 - 15 Sabor De Sal (RCA Italiana-Fermata) Gino Paoli, Horacio Molina (RCA); Sonia (Philips); Juan Ramon (Disc Jockey)
- *Local product



Rita Pavone Clicks In Germany

HAMBURG — Italian lark Rita Pavone, who scored solidly on the German charts with her first German language disk, is pictured during her recent TV spectacular here. Her second deck in German, just released, is already on the Teldec sales charts. The disks were produced by Werner Muller.

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CANADA

Strong deejay support has been noted for the new Paul Anka single on RCA Victor. "From Rocking Horse To Rocking Chair" is Paul's best outing in many a moon. It won instant favor with spinners and listeners alike in Paul's home town, Ottawa, something that has not happened with an Anka single in some time. Regional action continues to increase daily on the Tommy Leonetti single, "Soul Dance." The RCA Victor single has been very big in the Montreal-Ottawa area, and now shows well on playsheets from such widely separated areas as CKY-Winnipeg, and CHOW, Welland. The CKCK list from Regina indicates the Leonetti side is getting extensive air exposure in that city. Other big winners from RCA Victor include "Good News" by Sam Cooke, "He Says The Same Things To Me" by Skeeter Davis and another two-sider for Elvis, "It Hurts Me" b/w "Kissin' Cousins." Los Indios Tabajaras will do very well with another ultra smooth instrumental outing, "Always In My Heart."

Bill Fisher over at Allied has some happening sides to keep him busy. Just back from a trip across the Canadian west, Bill reports that "I Am A Berliner" by Johnny Kaye, the Perry Como sound alike, is off and running in several key western centres. Bill reports some flip side action on another new single of his at CKRC, Winnipeg. "Needles and Pins" is supposedly the big side on a newie by a group billed as The Searchers, but Bill says the action side at CKRC seems to be "Saturday Night Out." Al Pascal, P.D. at CKDM, Dauphin, Manitoba indicates that another big side from the Allied folks is making considerable chart noise in his area. "Pigtails" by a British based outfit, The Saints, is the one that has CKDM listeners on the move to their nearest retail outlet.

The Dave Clark Five, on Capitol in Canada, are scoring heavily with their outing "Glad All Over." It's on numerous station charts and is rapidly following the Capitol product of The Beatles to the top of the charts Canada-wide. The two biggest albums at Capitol of late are The Beatles' latest, "Twist And Shout," and a new set featuring The Shadows entitled "Dance On With The Shadows." Paul White claims the latter is just about the smoothest sound around these days.

"Hey Bobba Needle" b/w "Tzena Tzena" by Chubby Checker continues to sell very well in Toronto and Montreal. It would be nice to take our place among the hit makers of the World by getting this Checker pairing well underway in Canada before any action develops Stateside.

Among the blockbuster singles out of Quality currently, "Navy Blue" by Diane Renay on 20th Century-Fox and "Hootenanny Express" by The Canadian Sweethearts on Quality from A & M, are right on top of the parade. Dale and Grace are rising rapidly on charts everywhere with "Stop And Think It Over," while Johnny Mathis sounds better than he has for a great many releases on his new Mercury outing, "Bye Bye Barbara."

Musimart in Montreal, Canadian distributors for the red hot Vanguard label, has made some additions to key executive posts. Ginette Murphy, one of the top distaff record types in this country, or any other for that matter, assumes the role of national promotion with the firm. Ginette will also supervise French product sales with the firm. Ginette comes to Musimart from the music library at CJAD, Montreal. She has two single smashes to deal with right off the bat. "You Were On My Mind" by Ian and Sylvia is going to bring the great duo right back to the top of the country's best seller lists where they belong. Another great folk-oriented single on Vanguard that has Ginette waxing enthusiastic is the latest by The Rooftop Singers, "Sail Away Ladies." Another development at the exec level in Musimart has its Toronto operation being headed up by Spencer Berg, recently arriving on the scene from a sales post with London in Toronto. Meanwhile, in the Montreal H.Q. of the firm, Denis Lapointe, one of the real veteran record men, assumes new duties on the sales side of the picture at Musimart. Denis brings to his post a wealth of experience and warm friendships acquired over the years in his dealings with dealers and deejays across Canada. Ginette indicates that Musimart will play host to the trade at a reception (18/2) in Toronto for the team of Ian and Sylvia.

The Compo people are in high gear of late with smash after rolling off the lines almost daily. "All My Trials" by Dick and DeeDee will have the outstanding duo all over the Country's airwaves in practically nothing flat. Jackie Wilson returns to chart form with his latest, "I'm Travellin' On." The Devotions driving version of "Rip Van Winkle" has the rock jocks flipping, while the sensational new single by Jay on Coral is finding favor everywhere. It could well develop into a two sieder with honors pretty much a toss up between the two sides at this writing, "I Rise I Fall" will probably have the chart staying power to make the artist's Coral debut highly successful, but don't disregard "How Sweet It Is," completely. The new Patsy Cline outing has won instant favor with C&W fans. Patsy's great reading of "Your Kinda Love" appears as if it will go both pop and country routes in double quick time. Paul Tessier, promo man from Compo, told us in a recent visit that the Corrine Bucci outing on Decca. "Wildwood Flower" is getting more and more air exposure very day, while the Connie Hall newie, "I Reserve The Right" is also showing signs of being big for the Decca folks. Phil Rose's division at Compo is very active in the C&W picture currently with a pair of U.A. outings that seem destined for the top of the Country adder. "Power Of A Lie" by James O'Gwynn is in hot pursuit of the outing by label mate, George Jones, "Your Heart Turned Right."

New Capitol cookies that are stirring up lots of sales action, just in case the Beatles slow down to something less than a million sales a month, include Jewies by The Beach Boys, "Fun Fun Fun" b/w "Why Do Fools Fall In Love." The former is an instant smash while deejays who remember fondly the hey day of Frankie Lyman and The Teenagers have been giving air time to the flip side on occasion. The Beatles may never win any beauty contests (this is written during their Ed Sullivan TV appearance) but they'll continue to keep the record business, generally, red hot for a while. Wayne Newton has a pair of goodies on his most recent Capitol outing, "I'm Looking Over A Four Leaf Clover" b/w "Dream Baby," it's still a toss up as to the big side, but one way or another, Wayne seems sure of another high wide and handsome chart ride.

Dennis Corrie, music director of Winnipeg's CKY, really took Valentine's day seriously. He got married on Feb. 14.

RCA Victor Plant Managers from every corner of the World held their third annual meeting in Montreal (10 and 11/2). This marked the first time that the conference was held at the Montreal head office of RCA Victor. Part of the convention was spent in the RCA Victor pressing plant at Smiths Falls, Ontario, some one hundred and fifty miles west of Montreal. The assembled RCA Victor plant toppers inspected the firm's new "R-38" manufacturing technique, hosted by Smiths Falls Plant Manager, Jim Supple. They were asked to inspect the system and to evaluate it with a view to adopting it for use in their home plants.

The long awaited release of the Jillianne Harris album has had to be pushed back some two to three weeks as Stuart Scharf, guitarist on the session, had to fulfill other commitments that kept him busy until late in



JAPAN

Pat Boone is making his first tour of Japan in March, promoted by Kyodo Kikaku Production. He will arrive on March 12, and perform at Kosei-nenkin Hall, Tokyo, on the 13th and 15th and 16th in Osaka, on 17th in Kyoto, and in other cities for about a week. Nippon Victor is releasing three disks featuring Pat to celebrate his visit: "All Hits of Pat Boone," 3 stereo LP albums, including his hit numbers since his debut in 1955; "7 Stereo LP Set," including standard numbers, screen themes, jazz numbers, musicals, country and westerns, Hawaiians, and gospels; and a single "Angel Talk" b/w "I Need Someone."

King Records held a big party on Jan. 28 for the celebration of the winning of big prizes of our recording world, including the Grand Prize by "Konichiwa Akachan," with about 700 guests attended.

Eddie Condon and his All Stars, well known here as the top class Dixieland band, are starting their tour at Kosei-nenkin Hall, Tokyo, on March 23, promoted by International Art Rotary.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	
1	1	Washington Square—Village Stompers (Epic); Spike Jones (Liberty); Paradise King (Toshiba);—Sub-Publisher/Toshiba
2	3	Dominique—The Singing Nun (Philips)
3	2	Be My Baby—Ronettes (Phills); Johnny Deerfield (Columbia); Mieko Hirota (Toshiba); Yukari Itoh (King);—Sub-Publisher/Shinko
4	4	Let's Make A Memory—Cliff Richard (Odeon);—Sub-Publisher/Shinko
5	6	Drownin' My Sorrows—Connie Francis (MGM);—Sub-Publisher/Shinko
6	9	Memories Memories—Joanie Sommers (W.B.);—Sub-Publisher/Taiyo
7	10	Live Young—Troy Donahue (W.B.);—Sub-Publisher/IMP
8	8	I Left My Heart In San Francisco—Brenda Lee (Decca);—Sub-Publisher/Toshiba
9	—	Princess Princess—Johnny Tillotson (Cadence)
10	5	Lana—The Velvets (London);—Sub-Publisher/Folster

JAPAN'S BEST SELLERS

This Week	Last Week	
1	1	Yumeo Sodate-yo—Kyu Sakamoto (Toshiba)
2	4	Wakai Ashita—Kenji Kitahara (Columbia)
3	5	Wakai Utageo—Y. Hashi & S. Yoshinaga (Victor)
4	6	Sutekina Asu ga Kitto Kuru—Kiyohiko Matsunaga (Toshiba)
5	7	Gakuen Hiroba—Kazuo Funaki (Columbia)
6	2	Kon-Nichiwa Akachan—Michiyo Azusa (King)
7	3	Utsukushii Judai—Akira Mita (Victor)
8	8	Nakamatachi—Hunaki Kazuo (Columbia)
9	9	Deкаи Seiyume—Michiya Mihashi (King)
10	10	Shiroi Konofuku—Yukio Hashi (Victor)

LP BEST SELLERS

This Week	Last Week	
1	1	I Left My Heart In San Francisco—Julie London (Liberty)
2	3	Best Of Mitch Miller—(Columbia)
3	2	Mitch Miller Screen Mood—(Columbia)
4	4	Blue On Blue—Bobby Vinton (Epic)
5	5	My Fair Lady—(Columbia)

Israel's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	6	Don't Talk To Him—Cliff Richard (Columbia)
2	2	7	Sweet Impossible You—Brenda Lee (Arton/"Hed Arzi")
3	3	8	You'll Never Walk Alone—Gerry & Pacemakers (Columbia)
4	6	5	I Want To Hold Your Hand—The Beatles (Parlophone)
5	5	5	Whispering—Nino Tempo & April Stevens (Atlantic/"Hataklit")
6	1	4	Needles And Pins—The Searchers (Top Hits/"Hataklit")
7	4	6	Secret Love—Kathy Kirby (Decca)
8	11	4	Lonely Lonely Lonely Me/As Usual—Brenda Lee (Arton/"Hed Arzi")
9	7	9	Washington Square—The Village Stompers (Epic)
10	12	3	For You—Ricky Nelson (Arton/"Hed Arzi")
11	14	3	Hello Love—Julie Grant (Top Hits/"Hataklit")
12	16	3	Swinging On A Star—Big Dee Irwin (Colpix)
13	9	5	24 Hours From Tulsa—Gene Pitney (Musicor)
14	15	3	I Only Want To Be With You—Dusty Springfield (Philips)
15	8	5	Geronimo—The Shadows (Columbia)
16	19	2	Glad All Over—The Dave Clark Five (Columbia)
17	18	2	You Were Made For Me—Freddy & The Dreamers (Columbia)
18	—	1	The Boy You're Kissin'—Mark Wynter (Top Hits/"Hataklit")
19	13	15	It's All In The Game—Cliff Richard (Columbia)
20	—	1	You Don't Own Me—Lesley Gore (Mercury)

CANADA (Continued)

February. "Puppy Love" by Barbara Lewis is one of the hottest singles at London lately, while "It's No Sin" by The Duprees is doing very well in all Canadian markets. "Penetration" by The Pyramids, "Vaya Con Dios" by The Drifters and "Little Boy" by The Crystals, continue to gain daily, Canada-wide.

Veteran radio newsman Franklin Armstrong long a fixture at Toronto's CKEY, and more recently Ottawa's CKOY, has relocated to CFCF Radio and Television in Montreal.

There's a new Vicky Baker single just getting started at London. The label's Hal Ross expects the pairing, "Yutta-Tutta" b/w "I Am What I Am" to do as well as her debut outing for London, "No More Foolish Stories." Stories was a regional success in the singer's home town, Montreal. It also did well in Ottawa and Toronto through concentrated air exposure.



ITALY

The 14th edition of San Remo Songs Festival, had its conclusion on the stage of the well known Casino, Saturday, Feb. 1, but now the most important battle is fought on the record stage. During the week, in fact, we have found out the actual winner of the contest, and it seems that the record buyers are not in accordance with the Festival juries, which declared Gigliola Cinquetti (CGD) and Patricia Carli (CGD International) winners with their performance of the melody "Non Ho L'Eta' Per Amarti." First in fact, in record sales is the Bobby Solo's (Ricordi) disk of "Una Lacrima Sul Viso," which he interpreted along with the American pop talent of Frankie Laine (CBS).

We must note that the performance of Bobby Solo on the Casino's stage was effected in "playback" since he was ill during the final night, and he "sang" while his record was played. Therefore, correct decision of the organizers of the contest was that his performance was considered out of competition. It's certain that without this incident his performance would have received a lot of votes. In any case, and this is the most important thing, ten days after the conclusion of the contest, he is first in the record sales in our country. This is a demonstration of the strength of the event that more than in the past year, has been followed by all the public, young and old, women and men, girls and boys, in Italy. It seems to be really enthusiastic about the Festival, thanks to the participation of foreign talents, which for the first time have taken a part in it. And thanks first of all, to the active co-operation of the whole Italian music industry, the event has returned to be the greatest event in the pop field of our musical year.

Also note that during these days, according with information received by many of the principal record shops all over Italy, the whole public requests only the San Remo songs records, while the sales of the previous top selling disks are quite unimportant.

Second in the list of the best selling San Remo disk is the tune "Quando Vedrai La Mia Ragazza" as sung by Little Tony (Durium) and Gene Pitney (CGD International). We don't know exactly how many copies the Bobby Solo disk sold until now, but let's refer the results in sales of the disk of Little Tony's "Quando Vedrai La Mia Ragazza," which title is second on the list. Krikor Mintangian prexy of Durium referred to Cash Box that the Little Tony version sold more than 150,000 copies until February 6. We are not informed of the sales of the Gene Pitney version, to note that the song is also published by Durium. Of course, the song had a further promotion since Little Tony presented it last week in the pop TV show "The Dreams Fair" and after in the first spectacle of a new TV series by Gornj Kramer.

Third title on the list is "Ogni Volta" penned by Roby Ferrante and sung by him along with the top talent of Paul Anka. The Paul Anka disk is strongly selling nearly as much as the title that precedes it. Paul Anka himself revealed to the public an extraordinary strength during his performance of the San Remo stage, and the public present in the hall was under the strong impression that he would have been the winner.

Fourth on the list is the composition winner of the 1964 edition, "Non Ho L'Eta' Per Amarti" recorded by Gigliola Cinquetti and Patricia Carli. Gigliola Cinquetti as well Patricia Carli, for the first time on the best selling list: Gigliola was revealed by the Castrocaro contest, held last summer, by the same organizers of the San Remo contest, (her impresario and manager is Gianni Ravera, a principal of the San Remo organization). Her victory, supported by the talent of Patricia Carli, was a big surprise, and this is confirmed by the sales of her disk, which, as indicated, is fourth on the list.

The best selling list of the week continues with "Un Bacio Piccolissimo," as sung by Robertino and Bobby Rydell. "Sabato Sera," sung by Bruno Filippini and The Fraternity Bros. "Che Me Ne Importa A Me," recorded by Domenico Modugno and Frankie Laine; "Stasera No No No," sung by Remo Germani and Nino Tempo And April Stevens, followed by Fabrizio Ferretti singing "La Prima Che Incontro" along with The Fraternity Bros., and "Motivo D'Amore" as sung by Pino Donaggio and Frankie Avalon, finishing with "Ieri Ho Incontrato Mia Madre," recorded by Gino Paoli and Antonio Prieto.

But as a conclusion of our words about the San Remo contest, let's say that it served to reveal along with the talent of the young winner Gigliola Cinquetti, the good talent of two other young artists whose names were not so known before their performances on the San Remo stage: we refer to Bobby Solo, and to Fabrizio Ferretti; both revealed big strength and we are sure that their names will from this time forward often appear in the top hits list.

The young film actress Marisa Solinas will soon debut as songstress on the record scene, under the label of EMI Italiana. Marisa has in fact signed a contract with EMI, according with the announcement given to Cash Box by Francois Minchin, general manager of the company. The actress debuted on the film screens taking part as a protagonist to an episode of the motion picture, "Boccaccio 70." After she played many roles in numerous films, she will be the protagonist of a film on Edith Piaf's life.

Thanks also to the great attention given to them by all the Italian press, and thanks to a good documentary presented on our TV screens, The Beatles have reached in Italy, too, an extraordinary success, entering immediately the charts. The Beatles disks are distributed in Italy by Carisch. Their top selling record is "Please Please Me," but one after the other all the waxings of The Beatles released in Italy are climbing the charts fast. Carisch issued until now, four singles and one album. To note that for the first time after many years, original English numbers are becoming popular in Italy: "Please Please Me" is sub-published by the publishing firm Cielo Girl, owned by Virgilio Panzuti.

With The Beatles coming from England, one of our top artists, Ricky Gianco left for London, where he recorded four new titles that will be soon released on our market. The titles of the four new compositions penned by Ricky himself, are "Non Ti Potro' Scordare," "Yum Yum," "Dimmi Perche'," "Se Per Te E' Finita." "Yum Yum" is inspired by the Columbia film "Under The Yum-Yum Tree," and this is also a new dance created by Ricky Gianco, who in the Columbia studios in Rome filmed a performance of the new song that will be programmed as an introduction to the film "Under The Yum-Yum Tree" in the different cinemas of Italy, and will be strong promotional means for the new song and dance created by Ricky.

Benito Vassura also informed Cash Box that Ricky will leave for the States the next month, where he will perform at the Peppermint Lounge in New York. When in the States, Ricky will also take part in a pop TV show. In the meantime, Vesuvius Records, has immediately released in the US the first two singles of Ricky containing "Ti Cerchero'," "Prima Di Tutto," "Il Tramonto" and "A Mani Vuote."

Bruno Filippini, the young talent of the new firm MRC, whose prexy is Alberto Carisch, will take part in Barcelona, (Spain) in the TV program "Los Amigos Del Lunes," where he will perform the same tune he presented on the San Remo stage: "Sabato Sera."



AUSTRALIA

A distinguished visitor to these shores recently was Harvey L. Schein, vice president and general manager of international operators of Columbia Records, USA. Schein was inspecting the plant and distribution set-up of Australian Record Company, the CBS outlet in this country and during his stay Schein visited the ARC operations in Sydney and Melbourne. A. W. T. (Bill) Smith managing director of Australian Record Company, hosted a reception to Schein which was attended by all fields of the industry.

Victorian distribution of Festival Records (and allied labels) has been taken over by Michaelis, Hallenstein & Co. Pty. Ltd. The range was formerly handled by A. P. Sykes; which will continue in record distribution with several independent labels.

RCA is expanding its roster of local recording talent. Recent additions are The Tolmen with "Don't Book Me Officer" and Pam Oakley with "I Want To Be A Surfer Girl." RCA is also making giant strides with the latest single of Digger Revell, "My Little Rocker's Turned Surfie."

With Marty Robbins scheduled to arrive in Australia on February 19, Australian Record Company is rush releasing his new CBS single "Girl From Spanish Town" c/w "Kingston Girl." The fact that stations are already playing import copies of the disk, together with Marty's visit, should add up to another good hit throughout Australia for this popular artist. To launch the promotion campaign for Robbins' visit to Australia, the Le Garde Twins, who are responsible for the tour, held a breakfast at Sydney's "Chuck Waggon Restaurant" for disk jockeys, press and TV personalities. Highlight of the breakfast was a personal phone call from Marty Robbins which was amplified to enable all in attendance to listen in. Marty expressed gratitude for the opportunity to visit this country to at long last meet his Australian friends.

Popular Al Martino continues on his happy hit way in Australia with his latest Capitol release through EMI, "I Love You More And More Every Day" c/w "I'm Living My Heaven With You." Both sides are catching enormous airplay and should soon begin showing out on dealer lists. Martino has already had three great hits in a row here in "I Love You Because," "Painted, Tainted Rose" and "Living A Lie"—all of which enjoyed national popularity here.

Radio Station 3KZ (Melbourne) has embarked on a regular series of disk-jockey programs entitled "The Mersey Beat" which will be hosted by its star D-J Stan Rofe. As the title indicates, the session is devoted to "Liverpool Sound" records, the majority will of course be English productions.

The Surfaris, who recently completed a successful personal appearance tour of Australia with Roy Orbison, look set for top notch sales with their latest album release on the Festival label "Hit City '64." The set, released in both stereo and mono, contains some of the material the boys performed during their Australian concerts.

One of Australia's leading disk jockeys Geoff Haynes, of Station 3 UZ (Melbourne) was involved in a motor accident recently. His sports car was badly damaged but Geoff luckily escaped with cuts and bruises; a nasty laceration about the mouth resulted in Geoff receiving several stitches. This is about the worst thing that could happen to a disk-jockey and it resulted in Geoff being off the air for a spell, his programs were handled in his absence by Dick Heming, John Vertigan and Stewart Jay. John Vertigan joined 3 UZ after being quite a time in radio in Tasmania.

This issue marks the first appearance in our best-seller list of the debut record for an Australian girl who records under the name of Little Pattie. She appears in equal number ten spot with "He's My Blonde Headed Stompie Wompie Real Gone Surfie Boy," which is on the HMV label. Also in equal ten position is "Surfin' Bird" by The Trashmen. It marks the first chart appearance of EMI's Stateside label in Australia.

Ray Bull, general sales manager of Australian Record Company, reports that the new single by Andy Williams, "A Fool Never Learns," is quickly heading for smashville and current airplay on the record supports Ray's belief all along the line.

RCA believes it has a hit in February for March—Little Peggy that it! The young artist is doing the turntable rounds in a big way with her version of the Paul Anka song "I'm Watching) Every Little Move You Make."

Australia's Best Sellers

- 1 I Want To Hold Your Hand (The Beatles—Parlophone) Leeds Music
 - 2 I Saw Her Standing There (The Beatles—Parlophone) Leeds Music
 - 3 She Loves You (The Beatles—Parlophone) Leeds Music
 - 4 You Don't Own Me (Lesley Gore—Philips)
 - 5 As Usual (Brenda Lee—Festival)
 - 6 Glad All Over (Dave Clark Five—Columbia) Reg Connelly Music
 - 7 Secret Love (Kathy Kirby—Decca) Allans Music
 - 8 Please (Frank Ifield—Columbia) Chappell & Co.
 - 9 Daisy Petal Pickin' (Jimmy Gilmer—London) M.C.P.S.
 - 10 "He's My Blonde Headed Stompie, etc. (Little Pattie—HMV) Castle Music
 - 10 Surfin' Bird (The Trashmen—Stateside)
- *Locally Produced Record

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	—	1	Una Lacrima Sul Viso: Bobby Solo/Ricordi, Frankie Laine/CBS Publisher by Ricordi
2	—	1	Quando Vedrai La Mia Ragazza: Little Tony/Durium, Gene Pitney/CGD International. Published by Durium
3	—	1	Ogni Volta: Paul Anka/RCA, Roby Ferrante/RCA Published by RCA Italiana
4	—	1	Non Ho L'Eta' Per Amarti: Gigliola Cinquetti/CGD, Patricia Carli/CGD International, Published by Sugarmusic
5	—	1	Un Bacio Piccolissimo: Robertino/Cemed, Bobby Rydell/CGD International Published by Curci
6	—	1	Sabato Sera: Bruno Filippini/MRC, Fraternity Bros./CGD International, Published by Southern
7	—	1	Che Me Ne Importa A Me: Domenico Modugno/Fonit, Frankie Laine/CBS, Published by Curci
8	—	1	Stasera No No No: Remo Germani/Saar, Nino Tempo & April Stevens/Saar Published by Leonardi
9	—	1	La Prima Che Incontro: Fabrizio Ferretti/R.I.F.I., Fraternity Bros./CGD International, Published by Kramer
10	—	1	Ieri Ho Incontrato Mia Madre: Gino Paoli/RCA, Antonio Prieto/RCA Italiana, Published by RCA Italiana

All titles are original Italian compositions.



HOLLAND

French composer **Henri Sauguet**, famous for his Ballet "Les Forains," conducts the **Lamoureux Orchestra** in a new performance of his Ballet-music for Philips' Modern Music Series. The LP features the prize-winning Greece-born pianist **Miss Vasso Devetzi** who plays, with a Russian Broadcasting orchestra, Sauguet's First Piano Concerto. The Concerto has an affinity with Ravel and even Gershwin.

Hans Tecker, label-manager for classical repertoire handled by Phonogram, reported a new release on the Dutch market of half a dozen Argo-LP's and some EP's of this fine British label. Tecker told Cash Box that he would like to stress the growing interest of the musically and literary educated people in Holland for this extraordinary label, dealing only with English culture of this century and the period up till Handel. Among new releases, he reported a Mass by **William Byrd**, Three Canticles by **Britten** and "A Child Of Our Time" by **Tippett**.

Ten years ago, **Luis Alberto Del Parana** and his ensemble **Los Paraguayos** made their first recording for Philips' Phonographic Industries in Holland. Since then, a splendid series of records followed, hits most of them, and Luis and his group were honored with the special attention and gratitude of the Dutch Royal Family. This month, a special Philips-album was released: "Felicitades" (Congratulations) with many new compositions of the popular Paraguayan group.

Otto Vriezenberg of Phonogram told Cash Box the following nice inside-story: a couple of months ago, officials of American record-companies in alliance with Philips Holland (among them **Quincy Jones** of Mercury) visited this country on business-purposes. They were confronted with the recent hit "Catootje," an old Dutch folk-song, of which they saw a "live"-performance. It resulted in the American recording by **Robert Farnon's Chorus and Orchestra**: "Gina Gina Don't You Cry," released now in Holland also on the Philips-label.

Brass band lovers were enchanted with the Jubilee-EP of the Philips' Brass Band (Eindhoven Facio tries) on the occasion of the Band's Fiftieth year of existence. The program features happy, rollicking arrangements of world-famous marches like "Alexander's Ragtime Band," "Happy Days" and "The Yellow Rose of Texas."

"Blues by Byas" is the title of a new EP-recording for Philips of the American Negro tenorist **Don Byas** who has settled down in Amsterdam with his Dutch wife. Don, who is very popular here among jazz-lovers, is accompanied by **Rudd Jacobs**, bass, **Rob Madna**, piano and another American living in Holland, **Wally Bishop** on drums.

Among new American hit-material released by Phonogram early February are the following hits: "Snow-Flakes and Teardrops" by the **Angels** (Philips), "24 Hours from Tulsa" by **Gene Pitney** (United Artists), "You Don't Own Me" by **Lesley Gore** (Mercury) and "Anyone Who Had A Heart" by **Dionne Warwick** (Fontana).

Bovema's Imperial-artist and regular contributor in the classical area of the company's "Gramophonehouse-news," **Paul Chr. van Westering** has been awarded a Visser-Neer-landia-Prize 1964 for his children's songs. The award was presented officially on February 15 in the Hague. Imperial has van Westering's children's choir "Klokje Klinkt" under its wings as well as the composer's solo-organ recitals.

Among **Bovema's** new Capitol releases, an attractive series of **Tennessee Ernie Ford**-singles really stand out. In the jazz area the magnificent **Huddie Ledbetter**-LP deserves special notice, while the label keeps on heavily plugging buyer's interest for **Hot Rod-and Surf** music.

Warner Bros. rushed out the **Marketts'** rapidly rising "Out Of Limits" in Holland.

"Candy Dancer" on **RCA Victor** by the **Black Arrows** is not only successful in the Netherlands, but will be released in Australia, New Zealand and Denmark as well. The latest version of "Dominique" and the very strong Scandinavian topper "Drinamarch" was recently released by **RCA** in Holland; a recording by the **Beale Street Jazzband**. Within one week, this record was released in Italy, Japan, Finland and Denmark. There is an enormous interest for the record debut of **Liesbeth List**. This charming young girl has been a pupil of the famous Dutch entertainer **Toon Hermans**. Both radio and television have paid much attention to **Liesbeth**, who has a strong personal style. No wonder that her first record, "Ik Loop Alleen"/"Stem In De Regen," has been welcomed enthusiastically by everyone. Last December and January Holland was honored by the presence of **Peggy March**. **Peggy** stole the hearts of the Dutch public with her appearances on radio and television, and made a record on **RCA** in the Dutch language: "Als De Zilveren Maan"/"Speel Niet Met Mijn Liefde." It is unnecessary to say that with this record she once again proved to be the favorite star of many Dutch fans.

The **Elvis Presley** movie "Fun In Acapulco" runs presently in the Netherlands. **Elvis'** "Bossa Nova Baby" and "Witchcraft" remain continuously at the Dutch hit parade. To the delight of many fans, **KRO Television** will broadcast the **Belgium Paul Anka** show. **Rita Pavone's** popularity is still growing tremendously. **RCA** just released her first LP, a collection of many successful recordings.

The popular British quartet, the **Beatles**, on **Parlophone** (**Stibbe & Co.**), has become a rage now over here. **Leeds Holland** (**Basart N.V.**) is preparing a "Beatles Song Album," including the following songs: "I Want To Hold Your Hand," "From Me To You," "Please Please Me," "All My Loving."

Holland's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	1	Pour Moi La Vie Va Commencer (Johnny Hallyday/Philips) (World Music Brussels)
2	2	2	Nimm Deine Weisse Gitarre (Gert Timmerman/Telefunken) (Les Ed. Int. Basart/Amsterdam)
3	3	3	This Land Is Your Land (Trini Lopez/Reprise) (Les Ed. Int. Basart/Amsterdam)
4	6	6	Dominique (The Singing Nun/Philips) (Editions Altona/Amsterdam)
5	4	4	Spiegelbeeld/Tes Tendres Années (Willeke Alberti/Philips, Johnny Hallyday/Philips) (Francobel/Brussels; sole agency: Editions Altona, Amsterdam)
6	5	5	If I Had A Hammer/America (Trini Lopez/Reprise) (Les Ed. Int. Basart/Amsterdam)
7	10	10	I Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basart/Amsterdam)
8	7	7	Tous Les Garçons Et Les Filles (Françoise Hardy/Vogue) (Les Ed. Int. Basart/Amsterdam)
9	8	8	Maria No Mas (Cliff Richard/Columbia) (Holland Music/Amsterdam)
10	9	9	Maria Elena (Los Indios Tabarajas/RCA) (Holland Music/Amsterdam)



SCANDINAVIA

DENMARK

Hartkopps Musikforlag, now located at **Vibevej 31, Copenhagen NV**, has began to handle **Disneyland** and **Buena Vista** in Denmark. With the **Disneyland** programs on TV being very popular in Denmark, the company, headed by **Christian af Rosenborg**, expects a great success for the new labels. Among the first releases, here on the label called **Walt Disney**, can be mentioned "Castaways," "Pinocchio," "Rex Allen Sings And Plays," etc.

New sheet music from **Imudico A/S** includes "Bye Bye Birdie," "No'et sjovt," a Danish song with lyrics by **Aase Gjødsbøl Krogh** and music by **Otto Hæning**. Same publisher has also released orchestra folios of "Vom Stadtpark dis Laternen," and "Gartenzwerg-Marsch," with Danish lyrics ("Lejrliv") by **Ida and Bent From**.

FINLAND

Suzie, 17, Dutch-Swedish record idol recording for **Sonet** in Sweden and for weeks on the charts in Denmark and Sweden with her "Johnny Loves Me," flew into Helsinki for appearances on the popular bandstand program "Nuorten tanssihetki" on TV. **Antti Einiö** of **Scandia Music**, handling **Sonet** in Finland, told Cash Box that her "Johnny Loves Me" has began showing promise at the Finnish markets, and might very well end up as a top seller. **Einiö** said that 1963 was the best year in Scandia's history, and 1964 started very promising with the company having not less than six of the Top 20 on the local charts.

SWEDEN

There will be many international artists touring Sweden and appearing in the Swedish Folkparks (amusement parks of which there is one in almost every city or bigger spot throughout the country). Some names are already mentioned, such as **Paul Anka**, **Emile Ford**, **Bibi Johns**, **Woody Herman**, **Tex Beneke** and **His Glenn Miller Ork**.

Sammy Davis Jr. will give a p.a. in **Stockholm** on April 25, **Chris Folcker** of **Berns Restaurant** told Cash Box. **Folcker** recently returned from the United States, where he was looking for talent in end of '63. For February, **Berns** has the **Metronome** recording artist **Siw Malmkvist** as top attraction with a mixed program, as far as quality is concerned.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	10	She Loves You (The Beatles/Parlophone) Multitone A/S
2	2	7	I've Got A Lovely Bunch Of Cocoanuts (The Sunbeams/Manu) Imudico A/S
3	4	4	Du Skal Bare Ta' Det Roligt (Gitte/HMV) Imudico A/S
4	6	8	Dominique (The Singing Nun/Philips) Wilhelm Hansen, Musik-Forlag
5	3	13	Johnny Loves Me (Suzie/Sonet) Sonet Music
6	7	4	Be My Baby (The Ronettes/London) Belinda (Scandinavia) AB
7	5	6	I Want To Hold Your Hand (The Beatles/Parlophone) Multitone A/S
8	9	4	Beautiful Dreamer (John Leyton/HMV) Southern Music AB
9	8	11	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
10	10	12	Drina (Marš na Drini) (Jörgen Ingmann/Metronome) Stockholms Musikproduktion

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	I Want To Hold Your Hand (The Beatles/Parlophone) Edition Lyche
2	2	5	Dominique (The Singing Nun/Philips) Norsk Musikforlag A/S
3	4	3	Glad All Over (Dave Clark Five/Columbia) Norsk Musikforlag A/S
4	9	2	Hippy Hippy Shake (The Swinging Blue Jeans/HMV) Imudico A/S
5	3	15	She Loves You (The Beatles/Parlophone) Edition Lyche
6	8	2	Jeg Går På Skole (Ich Geh' Noch Zur Schule) (Wenche Myhre/Triola) Egil Monn Iversen A/S
7	5	3	Maria Elena (Los Indios Tabarajas/RCA Victor) Southern Music AB
8	7	17	Detroit City (Bobby Bare/RCA Victor) Cedarwood (Scandinavia) AB
9	—	6	500 Miles Away From Home (Bobby Bare/RCA Victor) Bens Music AB
10	6	11	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	7	I Want To Hold Your Hand (The Beatles/Parlophone) Sonora Musikförlags AB
2	2	5	Glad All Over (The Dave Clark Five/Columbia) Ehrling & Löfvenholm
3	3	5	Beautiful Dreamer (John Leyton/HMV) Southern Music AB
4	—	1	Hippy Hippy Shake (The Swinging Blue Jeans/HMV) Edition Odeon
5	—	1	Swinging On A Star (Big Dee Irwin/Colpix) Reuter & Reuter
6	4	19	She Loves You (The Beatles/Parlophone) Sonora Musikförlags AB
7	5	10	Diggety Doggety (The Streaplars/Odeon) Edition Odeon
8	6	7	I Like It Like That (Larry Finnegan/Sonet) No publisher
9	9	4	Dominique (The Singing Nun/Philips) Nordiska Musikförlaget
10	8	2	Go Back To Daddy (Pat Wayne/Columbia) Edition Odeon *Local copyright

"The Best in Scandinavia . . . Bens"

A MORE SERIOUS VIEW

**The Cigarette Operator
and the Teenager**

Cigarette sales from vending machines were off from 6% to 9% last week judging from an informal survey conducted among cigarette vending operators and as sales slipped, attendance at the current NAMA Operation Alert meetings, now being staged around the country, increased. It is natural, therefore, to assume that should cigarette sales continue to fall off, interest in the Operation Alert meetings will continue to grow. Nothing could be more logical.

While we are tempted to criticize cigarette operators for not hearing the word more than one year ago when NAMA made its first Operation Alert nationwide tour, we should be thankful that the campaign was launched when it was and that many operators have adopted the 6-point self-regulation program.

Following actions taken by municipalities and hospitals throughout the country this past month, plus legislative proposals aimed at cigarette vending, and outright restrictions on smoking by private firms, anyone and everyone in the cigarette business has already felt the effects of the smoking-health report where it hurts most, in the pocketbook.

Operation Alert never claimed that it would ward off supporters of the smoking-health theories which offer evidence that smoking affects the health, nor did it guarantee cigarette operators immunity against loss of business as an end result of the eventual Surgeon General's Report, which was but a written request from the White House at the time Operation Alert was being launched.

It did, however, promise cigarette operators that unless they placed their house in order, the repercussions emanating from attacks on cigarette sales to minors would place each operator in an unenviable position. The operator with a machine located in or nearby teenage locations today is indeed a foolhardy soul. Everyone knew that there was little the industry could do to prevent any losses which would come about from the expected health report. The object of Operation Alert, and its continued aims today, is to save the operator further and possibly far greater losses which could come about if he was accused of being the prime reason for teenage smoking.

In addition to checking out locations in which minors may have access to the machine, it behooves every operator to post the 'Minors Are Forbidden' stickers on every machine he owns. A friend of ours who is interested in the operator's welfare carries them in his pocket and uses them when he sees fit. It is amazing how many decals he uses in the course of a week. And it is also astonishing to note how many machines still do not carry the name of the operator, one of the steps in NAMA's self-regulation program.

In addition, the operator might ask the location owner to police the machine when he can. A single outright refusal to a teenager coming from the lips of the location and the word will spread like wildfire. Finally, cooperate with the committees established to help the enforcement of the above steps. We attended the Operation Alert meeting held in New York City last week and the absence of smiling faces was a noticeable one.

NY Ops Set June 6 Save Date For UJA Banquet

■ Statler-Hilton
Expects 500

NEW YORK—The 1964 United Jewish Appeal—Coin Machine Division's victory dinner, honoring Brooklyn operator Harry Siskind, will be held June 6, beginning at 7:30 PM, at the Statler Hilton Hotel, the Division's executive committee announced last Wed. night.

Chairman Irving Holzman, of United East Coast Distributors, reaffirmed his intention to press for Richard Nixon's presence at the dinner as guest speaker. Other names mentioned during the course of the meeting as possibilities for the guest speaker slot were Acting Surrogate Judge Maximilian Morse, New York State Speaker of the House Joseph Carlino, and Attorney General Robert F. Kennedy.

One hundred of the Statler Hilton's rooms have been reserved by the committee for the use of those who might wish accommodations the night of the affair. The committee urges all who may desire to spend the night at the hotel to notify the hotel directly at least one month in advance in order to insure rooms during the expected deluge of visitors to the 1964 World's Fair which opens April 22. Special room rates will be \$10 for a single

Bilotta Calls For N.Y. State Unity

NEW YORK—Johnny Bilotta, President of Bilotta Enterprises, made a plea Wed. night at the meeting of the executive committee of the Coin Machine Division of the 1964 United Jewish Appeal for all members to campaign for a greater number of upstate operators to attend the Division's victory dinner June 6.

The Newark, New York distributor disclosed to the committee his desire to consolidate the upstate and New York City ops in the U.J.A. Coin Division through a common interest, citing the victory dinner in honor of Harry Siskind as an excellent opportunity to draw the two factions closer together. "After all," he said, "we operate in the same state under the same rules."

Many upstate ops have contributed to the U.J.A. drive in the past, both from the New York State Coin Machine Association and the New York Operators' Guild, and a closer cooperation between state and city would make the UJA Coin Division more productive than ever.

and \$15 for a double. Cards detailing all pertinent information will be sent to guests by the committee well in advance.

Among the guests at the meeting, which was held in UJA headquarters, were: Mr. and Mrs. Harry Siskind; Irving Holzman, Ed Barnes, Aaron Sternfeld, Myer Parkoff, Dave Sachs, Harry Brodsky, John Bilotta, Carl Pavesi, Albert Denver, Ben Chicofsky, Harold Kaufman, Sid Mittelberg, Max Weiss, Alan Kookler, Joseph Albino, Edward Adlum and Marty Toohey. Date of the next meeting was set for March 4 at UJA headquarters, 220 W. 58 St.

Celler Bill Cost Forces Legislative Dues Raise To MOA Members

■ \$35 Administration Fee Stays, Legislative
Dues Based On Number Of Machines

CHICAGO—In order to place the Music Operators of America, Inc., on a more realistic financial base, the MOA Board of Directors has issued a formal across-the-board increase in membership dues.

President Lou Casola said that the heavy expense of the continuing legislative battle over the current copyright law (Celler Bill HR 7194) has made the dues increase necessary.

The legislative dues have been increased based on the number of machines owned by each operator-member. Administrative dues (\$35.00) remain the same. The Board decided that this system would be the one most fair to all concerned.

Operators with 50 or less machines will pay \$15.00 per year, plus the administrative dues payment of \$35. Ops with 51-100 phonos will pay \$40.00 plus \$35 administrative. Ops with more than 100 phonographs will pay legislative dues of \$65.00 plus the



LOU CASOLA

fixed \$35.00 fee for a total of \$100.00 per annum. Associate members (distributors, jobbers, wholesalers) will pay a total of \$100.00 per year.

Grange Promises "Greatest Convention"

CHICAGO—MOA Managing Director Fred Grange sent a form letter to members of the trade last week stating his attitude toward MOA, its problems, and his plans to help the Association continue to move forward. "My aim . . . is to further the best interests of MOA . . . and the industry." He asked for suggestions from the membership if it will help MOA attain its prospective goals.

"I shall continue the membership promotion program started by my predecessor and I shall give every assistance to . . . the legislative committee." Grange succeeded former manager Bob Blundered who is now with the Nat'l. Parks Association.

Grange stated that he is working on the forthcoming October 14-16 Convention to make it "the greatest ever." He also said that the central headquarters in Chicago is being overhauled to make it function more efficiently.

Earl Kies Re-Elected Pres. Of RMSA

■ Cites Receptive Mood
Of Illinois Tax Men
During New Talks

CHICAGO—Seventy-five music operator members from this area attended a general meeting of Recorded Music Services Association (RMSA), Thursday evening, January 30, in the Water Tower Inn. First up on the agenda was the annual election of officers. The session was highlighted by addresses to the members by Fred Granger, managing director of MOA; and Eugene Corrigan, of the Illinois Tax Department, who previously attended the Illinois Coin Machine Operators' Association (ICMOA) meeting in Springfield. Granger was also on the dais there.

The new slate of officers for RMSA includes: Earl Kies, who was re-elected to the presidency; Sam Greenberg, vice president; Dan Gaines, vice president; Moses Proffitt, vice pres.; and Louis Arpaia, secretary-treasurer. Directors are: Frank La Maskin, Charles Sacco, Victor Lucas and Vince Angeleri.

Kies advised that after Corrigan's turn on the dais there was an hour-long question and answer period. It was finally decided that Corrigan meet with the officers and directors of RMSA to try to iron out some of the pressing tax problems the operators in this area are plagued with.

Kies stated that much has been gained thus far by operator contact with Illinois tax officials.

"There is," he said, "a much more receptive mood prevalent in all of our

Phila. Accepts Rosen Bid For Game Room

PHILADELPHIA—Dave Rosen has been awarded a contract by the City of Philadelphia to equip and operate a coin-operated amusement room at the Philadelphia International Airport, it was announced here last week. Rosen operates coin machine and vending routes in the area and is also the Rowe AC distributor for this territory.

The game room will be operated and serviced by Bill Simpson of the William Simpson Company, a coin machine operating firm in which Rosen is a partner.

Rosen is supervising plans for the airport game room. "I expect to apply all of the techniques of 'showmanship' in selling this room to airline transients," said Rosen in a discussion last week. "I believe it will be a showcase for the coin machine industry," he said.

The room, which will be attended by uniformed employees, will be located near the airline ticket sales counter, the most advantageous location in the terminal.

Rosen also expects his Chicago factories to use the location as a means of testing new equipment, not yet in production. "We should get a good cross-section opinion of the new machines coming off the factory lines," stated Rosen, "in view of the large number of passengers arriving from all over the country."

Rosen has already started plans for a "Hollywood" opening, complete with stars, dignitaries, and civic officials.

discussions and negotiations. We are certainly very optimistic."

Granger made it a point to let the operators know that he wants their support and advice at all times. His main concern at this time is to become better acquainted with music operators all over this country.

Williams Ships "Oh, Boy!" 2-Plyr.

■ Adjustable To
3 Or 5 Ball Play

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Corporation, in this city, announced the introduction this past week of "Oh Boy," a new Williams two-player, flipper-type amusement game, which is reportedly easily adjustable for three or five ball play to serve the individual location's needs.

Stern and Jack Mittel, Williams Electronic's sales manager, unveiled this new two-player amusement game to the Cash Box reporters during a visit last week in the firm's showroom, revealing the striking attractiveness of the unit. "Oh Boy" is contained in a superbly high-styled cabinet, with a colorful playfield and lightbox. The competitive nature of this game was amply spelled out by Mittel. He said that this new game is one of the fastest action skill shooting two-players ever created by Williams Electronic's engineers.

"Oh Boy" has new drum units in the backbox for faster scoring tally, a new coin switch, and the new Williams fingertip control latch-lock playfield, for simplicity and ease in servicing the playboard mechanism.

Mittel explained the playing and scoring features on the playfield and lightbox of "Oh Boy" in detail. He stated that the five center bumpers advance scores when lit. Furthermore, the four bumpers score 10 points when lit. The fifth bumper scores 100 points when lit.

The "Eject" hole at the center of the playfield scores 50 points plus 100 points when it is lit. Two shooters at the bottom of the playfield return the ball into play for additional scoring through side roll-over lanes that score 50 points when lit.

In other scoring features six roll-over lanes on the playfield score 10 points, or 50 points, when lit. Two roll-over buttons light the jet bumpers for 10 points, and side roll-over lanes for 50 points. There are two flippers at the bottom of the playfield, two rebound kickers, and twin coin chutes. "Oh Boy" has the Williams "Number Match Feature." The playfield has the extra durable "Plastikote" finish.

Mittel stated in conclusion that indications are, based on initial sales to domestic markets and export markets, that this newest Williams two-player flipper-type amusement game is destined to be one of the biggest sales getters of this year.

CIGARETTE VENDING SALES OFF 6 PER CENT

NEW YORK — Cigarette vendors across the country began to feel the first financial effects of the "Smoking and Health" report, during the past month, as state and local tax departments reported losses in cigarette tax revenues, from the overall sale on cigarettes.

A Cash Box telephone survey of cigarette machine operators in the metropolitan area indicated that overall sales for January were off on the average of six per cent.

New York State reported a 4.7 per cent deficiency in tax revenue with their January sales off by 10 million packs while in some sections of New York City, a 16 per cent tax loss was recorded.

A significant rise in the sales of cigars and pipe tobacco were in evidence in the reports of New Hampshire and some other eastern states. These same states also reported drops in cigarette sales from 5.2 per cent in one, to 16 per cent as in New York.

Spokesmen for several large tobacco companies, while refusing to disclose their exact January figures, admit to losses as compared with January of 1963.

Keeney's 'Colorama' Enters German Mart

COLOGNE—J. H. Keeney & Company recently held the official presentation of their first amusement machine—"Colorama"—made exclusively for the German market. The showing was held in the Carlton Hotel.

Mar-Matic Sales Ltd. of London, distributors of Keeney products in Europe, sponsored the showing. Anthony D. Cole, newly appointed European representative for Mar-Matic Sales Ltd. described the Keeney "Colorama" as a two-player flipper with a patented "magic spot," which changes color and scores extra points when the ball in play rolls through the gate lit with the same color as the "spot".

Cole cited a special carry-over in feature in the game's name—as appropriate targets are hit, the name's letters fill in, and when completed, al-

Katz Selling 'Flitstone Car'

ISLAND PARK, N.Y.—Charlie Katz, veteran coin machine sales representative, has returned from a northeast trip for Amusement Rides and Service, Inc., new kiddie ride mfr. A ride—"Flitstone Car"—is one of three rides Katz will sell. He has exclusive national rights on "Flitstone". A coin-operated horse—"Happy Joe"—was released by the firm last month. Katz stated that Redd Distributing Co. in Watertown signed to sell the rides in New England.

low a free game, thereby increasing player appeal.

Cole, and other representatives of Mar-Matic Sales, met with prominent German distributors during the Carlton presentation in an effort to name a German importer. Those at Keeney have high hopes that "Colorama" will mark their entrance into the German flipper market.

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The Gentlemen From Sweden Stop By



LONDON—During A.T.E. time in London, one of the more active booths at the giant trade show is the *Cash Box* stand, a literal center of activity for the duration of the Convention. European Director Neville Marten meets and greets coinmen from all over the world during this trade show, renewing many acquaintances made earlier in the *Cash Box* offices on Bond Street here. A visitor is never denied assistance in his quest for an individual or perhaps a machine. Foreigners arriving in London for the first time would do well to

make their first stop *Cash Box*, the sign of hospitality and information.

Among the hundreds who visited *Cash Box* booth at the A.T.E. show were several gentlemen from Sweden pictured above, including Mr. Sver Siltberg (second from left), Mr. C. Danneman (second from right) and Mr. Gyllenpalm (far right). Danneman distributes Gottlieb and Seeburg in Sweden. Gyllenpalm is with AE Big Bronco there. Neville Marten is on the far left, and the young lady in the center is Marten's secretary Miss Dorris Land.

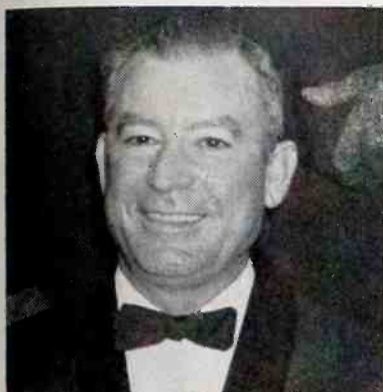
'Joe's Place'



CHICAGO—Night club and television stars Louis Prima, his wife Gia Maione and sax man Sam Butera paid a call on Joe Marsala (far left), Vice President, Seeburg Music Division, at his office, or "Joe's Place" as it has been christened. Prima is displaying his latest album "Prima Show in the Casbar" which features Miss Maione

and Butera. Sam Butera holds his latest album release "Thinking Man Sax." Both albums are on the Prima label and are available on Seeburg Little LP disks. Stan Jarocki, Advertising Manager of The Seeburg Sales Corporation is standing at the right. The LP console is a standard fixture at "Joe's Place."

MOV Names Legislative Committee To Hold Annual Nov. 20-21



GIL BAILEY

RICHMOND—The Music Operators Of Virginia held a regularly scheduled meeting on January 26 at the John Marshall Hotel here and agreed to hold their annual convention at this same hotel, on November 20 and 21.

President Gil Bailey was officially installed as President after being elected to the post at a meeting last October. The Association also named a Legislative and Advisory Committee with Robert Minor, Chairman. R. L. Lumpkin, Ashland, serving on the committee. Jim Donnelley, Norfolk distrib rep; Charles Holbrook, Lynchburg; and Jack Bess, Richmond, also serve on the Committee.

A Membership Committee was named headed by Chairman M. L. Holland of Roanoke. George Rollo, Newport News; J. M. Cathron, Norfolk; and Wm. Showalter, Harrisburg, are on the Committee.

Jack Bess, Roanoke Vending Exchange, reported on the recent MOA Directors Meeting held last month in Chicago.

Kaye Ships Professional 'Continental'

■ 4½ x 9 Ft. Pool Table
Features 5 Color Combos

BROOKLYN, N.Y.—Irving Kaye, President of the Irving Kaye Company Inc., manufacturers of coin-operated pool tables, released the firm's latest model—"The Deluxe Continental"—last week and advised the trade that the new 4½ x 9 foot professional model was available in five color schemes.

The color combinations are: light blue-royal blue; cocoa-beige; emerald green-sea green; cardinal red-pink; and pumpkin-white. The colors are the most radical ever used to decorate Kaye's tables, and are far removed from any colors used in the decor of pool tables on the market today.

The table features nine-inch polished aluminum casters, formica finish, and a new innovation which permits the table to be leveled without being raised.

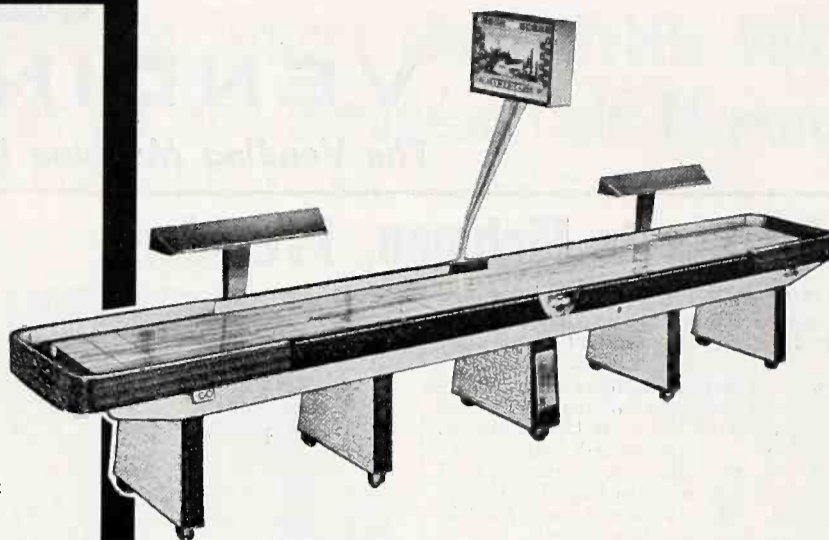
In addition to the "Deluxe Continental," the Kaye line includes the "Deluxe Eldorado" series "Mark I"

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For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.



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New officers installed to posts in MOV are: Harry Fake, 1st VP; R. L. Lumpkin, 2nd VP; and Ken O'Connor, Sec.-Treas.

Diamond Coin Machine Exchange Inc. exhibited the new Wurlitzer "2800" phonograph. Jack Bess, Rowe AC distrib sponsored a Saturday evening hospitality suite at the hotel for early arrivals. The meet was held Sunday, Jan. 18.

Due to the sudden death of a close friend of President Gil Bailey, R. L. Lumpkin opened the meeting and conducted it until Bailey arrived later in the afternoon.

MOV is a consistent supporter of MOA and a prime example of aggressive association leadership in the field of legislation, public relations and high level trade practices.

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2—WURLITZER 5250 WALL BOX. Ea.	\$79

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SEEBURG E-2 Cig. Clean, working. Not shipped . . .	\$165
CORSAIR "30's" Clean, working. Not shipped . . .	\$135



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Seeburg Displays At Australian Show



MELBOURNE—Seeburg Automatic Products, Pty., of Sydney, Australia, recently presented its entire line of music and vending machines at the Melbourne Hotel Exhibition, Melbourne, Australia.

The above photo shows Seeburg's exhibit area where the line of machines was advantageously displayed.

John McKeon, General Manager of Seeburg Automatic Products, Pty., is seen in the photo at the right as he greeted a customer to the exposition.



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TO THE
MARCH OF DIMES

Cash Box—February 22, 1964

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

ARA Elects Fishman, President

PHILADELPHIA — Automatic Retailers of America, Inc., elected William S. Fishman president at a board meet last week. Davre J. Davidson, former president, continues as chairman of the board of directors and chief executive officer of the company.

Fishman was advanced from executive vice president at a meeting of ARA's board of directors here. The company recently moved its corporate headquarters to Philadelphia.

ARA provides food and refreshment services through dining rooms, cafeterias, dietary departments and vending operations. Clients in 40 states and Puerto Rico include business offices, industrial plants, schools, colleges, hospitals, government installations and public locations.

Davidson and Fishman were instrumental in forming the company in 1959 when their respective vending organizations—Davidson Brothers in California and Automatic Merchandising Co. of Chicago joined to make up the nucleus of ARA. Since that time, numerous acquisitions followed, including that of Slater Food Service Management, Philadelphia, the country's leading institutional food service company. The ARA headquarters in-



WM. S. FISHMAN

clude the Slater building and a new four-story addition adjoining it. This facility will be officially dedicated in April.

Fishman, a graduate of the University of Illinois, is a pioneer in food service and vending. He is past president of the National Automatic Merchandising Association. A native of Indiana, he recently moved with his family to Philadelphia.

Sked Management Heads For Council Meets

CHICAGO—Four management development authorities from the Indiana University Graduate School of Business Administration will research, develop and conduct the "vending profits" session at the upcoming series of one-day NAMA State Council Annual Meetings.

The four experts also are directors of the school's nationally renowned Executive Development Program through which more than 300 management training programs have been conducted in recent years for leading corporations, associations and the U.S. government, according to Gilbert H. Tansey, NAMA state council secretary.

Tansey additionally announced that NAMA President Carl Millman, Automatic Merchandising Corporation, Milwaukee, Wis., and NAMA Senior Vice President J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis, Ind., will alternate as luncheon speakers at the meetings.

Heading the "task force" of "outside" management experts is Dr. William L. Haerberle, professor of management and director of executive programs.

Other members of the group are Dr. Malcolm L. Morris, assistant professor of business administration; Dr. William G. Panschar, associate professor of marketing, and Dr. Jack R. Wentworth, associate professor of business administration.

While the group will work as a team on the research and development of the program, individual members will take turns making the presentation at the meetings.

Their presentation will deal with the "how to's" of building, evaluating and assuring vending profits and will follow the premiere showing of a new NAMA legislative action slide film, "Achilles Had His Heel."

These two afternoon sessions along with the luncheon program and a sponsored hospitality "bull session" will complete the NAMA-conducted part of the state council meetings.

Morning sessions, from 9:30 a.m. to 12 Noon, will be devoted to individual state council activities.

The afternoon meetings begin at 2 p.m. and end at 5 p.m.

The NAMA state council meetings replace the former annual "regional" conferences conducted by NAMA since 1945.

In all, NAMA will participate in 14

Hospitals Ban Cigs

NEW YORK—The cigarette vending machine has been placed on trial in a large number of eastern hospitals, in the wake of the United States Surgeon General's report, and many machines have either been moved to obscure locations or placed near anti-smoking signs.

The harshest reaction to the report thus far has been the Pennsylvania Department of Health's outright ban on cigarette sales in their four state operated tuberculosis hospitals. Another hospital in Rhode Island carries signs along its walls which read: "We do not sell cigarettes. We love you too much."

The majority of doctors, however, do not believe they have the right to flatly deny cigarettes to a patient. They are attempting to discourage cigarette sales and smoking by less rigorous methods such as the circulation of anti-smoking literature to all patients and personnel in their hospitals.

Most hospitals prefer the less austere approach to the problem, believing total prohibition to be an infringement upon the patient's rights, and there is little indication at this time that any more than a handful of vendors will be asked to remove their machines entirely.

New Products



CINCH INSTANT SHOE SHINE VENDOR MODEL 125, capacity 125 shoe shine packets, mechanical, 6 1/2 x 4 x 19 1/2. Redd Dist. Co., 80 Coolidge Hill Rd., Watertown, Mass.

meetings of its affiliated state councils and other state vending groups, plus two area meetings between March 21 and June 20.

World Wide Holds 2-Part School On Hot Drink Machines

■ Troubleshooting And Sanitation Covered

CHICAGO—World Wide Distributors, of this city, held a novel two part service school for vending operators in the firm's northwest side showrooms, on Wednesday, February 5, and then concluding Wednesday evening, February 12. The Feb. 5 session covered the vital "Trouble Shooting & General Maintenance" aspects in the servicing of Seeburg coin-operated coffee and hot drink vending machines. The final phase of this two part service school was concerned with "Brewer and Sanitation" problems.

Irving Ovitz, of World Wide, advised that the visiting operators and their service personnel (students) were invited to trouble shoot the equipment (on location) being studied during the sessions, in order to help sharpen up and improve their general maintenance experience with this Seeburg vending equipment.

During the first phase of this trouble shooting session many nagging servicing problems were solved "with great satisfaction."

On hand, along with Ovitz for World Wide, were: Harold Schwartz, Howard Freer, Don Garapolo, Leo Lewis, Richard Jeschke and Ted Dadal.

Vending operators in attendance during the Feb. 5 session included: Max Gimpel, Al Pastin, Ray Manthly II, Richard Manthly, Duane Taylor, Kenneth Cunningham, Don Hesch, John Young, Andy Masko and Christy Pappas.

Also, Joe Salemi, Ed Kus, Mr. & Mrs. John Nutt, Ray Musmarski, Larry Kaplan, Leon Hamilton, Dale Hamilton, Doryn V. Edgar, George Orloff and Ray Stimac.

Among the vending people on hand for the Feb. 12 session were: Bernard Lieberman, Ed Nemsic, Elmer Guran, Larry Givant, Mr. and Mrs. Ed Kantor, Lou Dommer, Dean McGinley, Dick Schwinkendorf, Harry Luding-



IRVING OVITZ

ton, Jack Bryant, Don Corona and Bill Sciaratti.

Session was conducted by Ed Jorgensen of Seeburg. Also on hand from Seeburg was Al Gitlitz, regional vice president.

Canada Dry Sales Climb

NEW YORK—Canada Dry Corporation reported today (Tuesday, January 28, 1964) that sales of company products during the nine months ended December 31, 1963 reached \$103,216,439, a record for any similar period. This compares with sales of \$92,357,184 for the same period of the year before.

Net income for the world-wide beverage company was \$3,641,550, equal after provision for preferred stock dividend requirements to \$1.48 per common share on each of the 2,355,675 common shares outstanding. For the nine months' April 1-December 31, 1962 period, based on the company's previous fiscal year, net income before special items and after preferred dividends came to \$1.37 per common share on the 2,355,669 common shares then outstanding.

NAMA Committee Meets



CHICAGO—The NAMA Convention Committee met two weeks ago (CB Feb 15) to discuss the floor plan arrangements for the forthcoming October 17-20 Convention scheduled to be held at Chicago's McCormick Place. The committee is pictured above. Left to right, they are: K. C. Melikian, Rudd-Melikian, Inc., Warminster, Pa.; Tom Drohan, Lily-Tulip Cup Corporation, Chicago, Ill.; David Howle, Rock-Ola I.V.I Corporation, Chicago, Ill.; Robert Thompson, Pepsi-Cola Company, New York, N.Y. (for Edward C. Finneran); Walter Sherman, Continental-APCO, Inc., Westbury, L.I., N.Y. (for M. B.

Rapp); George H. Rausch, Mason, Au & Magenheimer Confectionery Mfg. Co., Inc., Mineola, L.I., N.Y.; Sidney J. Schapiro, committee secretary and NAMA director of exhibits; R. R. Saloman, CONEX division of Illinois Tool Works, Inc., Des Plaines, Ill. (chairman); Maxine Kosivas, NAMA secretary; John Granshan (Chicago), Dixie Cup Division of American Can Company, Easton, Pa. (for Vern Mahoney); Robert Breither, The Seeburg Corporation, Chicago, Ill.; Fred Kuekes, Payne Products Company, Ann Arbor, Michigan; Ruth Kruskopf, NAMA office manager.

Wurlitzer Skeds '2800' Service Schools All Week Long In Bilotta NYS Outlets

Peteet To Conduct Classes

NORTH TONAWANDA, N.Y.—Hank Peteet, Field Service Engineer for The Wurlitzer Company, has planned a week-long service school on the 1964 Wurlitzer '2800' phonograph, to be conducted in three of the Bilotta Distributing outlets in Albany, Newark and Syracuse, beginning this week, Monday, Feb. 17.

The Albany sessions are scheduled to begin Monday, Feb. 17 and continue into Tuesday. Bilotta's Albany Manager Bob Catlin will host the school. The Peteet session moves to Syracuse on Wednesday and stays until Thursday, where Jack Shaw-



HANK PETEET

cross will host the school held in the firm's new Syracuse showrooms.

Friday the '2800' classes will be held in Bilotta's Newark, N.Y. showrooms where Bilotta will host the school. He will be on hand also in the firm's other two offices earlier in the week.

The 'Ten Top Tunes' and the 'Album Program' will be highlighted, according to Bilotta, since the '2800' is "the only phonograph which offers both types of programming."

Peteet conducts schools in Wurlitzer showrooms in the east regularly, covering the seaboard states and some territory inland.

Mar-Tab Buys Roberts

MIAMI — The Don Roberts Nassau Island Company, located in West End and Freeport, Grand Bahama Island, Bahamas, has been purchased by Mar-Tab Vending, a division of Miami-based Castlewood International Corporation.

Sol Tabb, president of Mar-Tab, said the new firm will be known as the Bahama Island Company and has more than 100 vending machines in operation on the island. It will operate as a Mar-Tab subsidiary.

With the acquisition of the Nassau company, Mar-Tab became the exclusive vending machine distributor in West End and Freeport.



DINNER TIME IN VEGAS No matter what you hear about Las Vegas, people do take time out to eat. And that's exactly what Seeburg Regional P Leo Simone, and Pres Struve of the Struve Distributing Co. (Salt Lake City-Denver) did last week before taking to the road and calling on ops in the Clark County, Nevada area. Judging from the smiles though, it is possible that lucky winnings may have paid for the meal.

Redd's 'Cinch' Vendor Licking In US-Orient

WATERTOWN, MASS. — Redd Distributing Company's 'Cinch' instant shine vendor has met with immediate sales success in certain US markets and in Okinawa and Tokyo, following its initial release two weeks ago, according to Redd prexy Sid Redd. The machine has a capacity of 15 Cinch Instant Shine packets which sell for 10¢ each. Product costs ops

Johnson Fare Box To Use Distribs

CHICAGO — General Sales Manager Harry Griesemer, Johnson Fare Box Company, has announced that he will devote full time to a new distributing plan for the firm's Audit-In-Route unit which is currently being sold through company salesmen. Griesemer's first objective will be the establishment of a national distributor organization for the sales and service of the system.

Seeburg Orders More Mobile Units For US and European Coin Markets

Claffey Keeps Vans Moving Cross-Country



THE SEEBURG ROAD SHOW Seeburg VP Ed Claffey (left) and Carl Carlman VP Operation and Planning check out road map before sending latest Seeburg Mobile Unit on sales calls.

CHICAGO—The Dodge Motor Home Corporation announced last week that it had completed delivery on six 26½-foot mobile units to The Seeburg Corporation. President Ray Frank of Dodge advised Cash Box that each vehicle was a self-contained motor home fully equipped with facilities for the installation of Seeburg's complete phonograph and vending machine lines.

Seeburg has been using the mobile unit to merchandise and sell its equipment ever since the advent of the "LP Console" almost two years ago. The units have traveled the country in cooperation with Seeburg distributors and operators of Seeburg equipment. Demonstrations and sales presentations are made "on location" via the vehicles.

The vehicles were originally designed for family vacations, a la trailer style, but Dodge has found a profitable market with industrial firms who take their sales departments to the road for additional business.

Seeburg's Edward Claffey, Vice-President of Sales, organized the mobile unit plan to solve the difficulty of transporting and demonstrating Seeburg equipment. The vehicles' riding qualities assure protection of the electronically-sensitive Seeburg machines.

Two of the latest models—which incidentally feature the largest fiberglass body in automotive history—were recently shipped to Europe. Two more will be sent shortly making a total of four mobile units traveling the European coin machine routes.

There are twelve mobile units on the road for Seeburg in the U.S. Orders are expected on at least ten more shortly.

The display space inside the van is decorated to simulate a location. The space was originally designed to house eight persons who might live in the trailer. A complete dining booth, as it appears in a location, is set-up to show off the Seeburg 'Consolette' wall phonos.

Each vehicle carries an 'LP Console,' a 'Consolette,' the Seeburg 'Encore' foreground music unit, and a cigarette vending machine. Other equipment is added when necessary.

Two Seeburg sales reps staff the vans and work with Seeburg distributors in demonstrating and selling the equipment in every city in the country.

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- 3 Easy installation is just one reason why more and more operators are turning to Tape-Athon for music systems. Here's more — *Low investment, High return, No Collections, No Rat-race Service Calls, No "Fees" or "Permits," Custom Background Music, and Really Satisfied Customers.*



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Shuckman Named Allied Jewish 'Man Of Year'

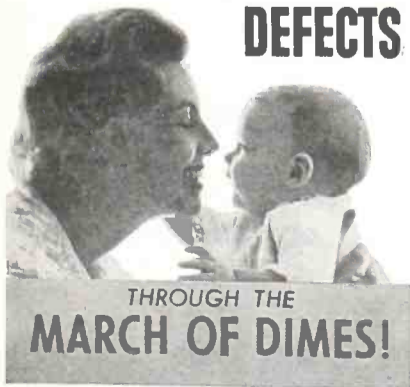


PHILADELPHIA — David Rosen, president of David Rosen, Inc., Rowe AC distributor, announced the selection of Morris Shuckman (seated left) for "Man of the Year" by the Coin Machine Division of this city's

Allied Jewish Appeal. Over 1000 persons attended the coin division's annual dinner at the Wynne Hotel in honor of Shuckman, secretary of the Globe Consumer Discount Corp.

Chairman of the Coin Machine Division is Joseph Silverman, executive secretary of the Amusement Machines Operators Association of Greater Philadelphia. Seated right is Isadore Goldberg, Globe president.

Fight BIRTH DEFECTS



THROUGH THE
MARCH OF DIMES!

New Inland Credit VP

NEW YORK—Oscar Dane, President of Inland Credit Corporation, has announced the promotion of Louis J. Nicastro, to the post of Vice-President in charge of the Equipment Finance Division of the firm.

Nicastro has been a specialist in the field of finance and has been with Inland for nine years. Inland recently moved to new offices located in New York's Pan-American Building.



Eastern Flashes

Harry Siskind is calling the hotel the Statler-Siskind already. The coinman will be honored at the UJA Victory Dinner June 6, and by that time, Conrad Hilton may be willing to change the name(!) So far, Siskind has signed the hotel for a Saturday eve affair, usually the toughest date to set. In addition, he has managed to have the hotel hold 100 rooms, many at special \$10 rates, for guests wishing to stay over. Finally, a gratis suite of rooms for the Guest of Honor and you can bet the finest food and hors d'oeuvres you've ever tasted. Wait'll he starts with the entertainment. The evening should be a milestone in NYC industry history. In the meantime, get busy and send money. The UJA-Coin Machine Division goal is again \$30,000. The exec committee is working hard and promises 500 or more (Siskind says 'more') at the shindig.

We attended the Operation Alert meet at the Americana earlier in the week and Tiny Weintraub and Nash Gordon had their hands full. The Chelsea Room was too small to hold the crowd of cig ops who attended. About 150 jammed the room, could've held 200. The pressure is on, and like the man says, the interest grows greater.

Dave Rosen got the okay from the City of Philadelphia to build a game room in the Intl Airport. "It'll be a showplace," states Rosen, who is growing rapidly these days.

Hank Peteet will conduct service schools at Bilotta's three outlets this week (Albany, Newark and Syracuse) and "the chief" will attend each of Peteet's demonstrations, that should keep him off the road for five full days.

Upstate ops had a meeting in NYC last week (Thursday) to discuss several matters of interest to everyone in the State. . . . Ted Seidel (The Champ) is moving as smooth as ever. He told the one about fighting the blind boxer last week. Next week, the ukelele. Comes March, maybe the Palace(?)

Irving Kaye joined Bally's Bill O'Donnell on that London sojourn and watched the reaction of European ops to the Bally 'Slot Machine' line. The game was a hit at the A.T.E. and Kaye expects the Chi factory to make the necessary revisions before shipping it to the export market. The Irving Kaye plant is busy shipping its own product—the new "Continental"—the firm's professional 4½ x 9 foot table, complete with five different color schemes. According to Kaye, the table can be leveled without being raised. Howard Kaye, who runs the plant when Irv's away, told us they're shipping now.

Look for an announcement on the licensing and US manufacturing of the French-made 'Scopitone' movie-music machine next week. Plans are set to go ahead with the deal and the principals will make the news next week.

Joe and Pauline Orleck, at the Eden Roc for 10 days, should have met Fran and Al Bodkin, who stayed at the same hotel. Sol Tabb called here in NYC asking for the name of the hotel so he could have dinner with the Cash Box prez. Earlier in the week, Joe told us he spent the evening with Tony Bennett and the Columbia Records execs. What a way to combine business with pleasure(!)

Harold Kaufman, Musical Distribs head, attended the A.T.E. on a last minute decision. He left Friday, stayed 1½ days, flew to Paris (to see if it has changed in 20 years) and left again hours later for the USA. "It was a valuable experience," stated the newcomer to the export field who enjoys fine acceptance overseas.

Last week we opened an envelope that carried a strange message and we reprint the message in its entirety here, in the hope that you experience some of the reaction we did, upon reading it. It reads: "Guess who won the belly bumping contest at a recent Father-Son spaghetti dinner at the Chi Phi Fraternity House, at the Stevens Institute of Technology? You guessed it—Irv (Belly-Bumping) Kempner, of Runyon Sales Co." There was no signature on the notice. Later, a note from Moder Amusement arrived reading: I have mailed to you a letter received from Irv Kempner's son. Though it might be of interest for your Eastern Flashes Column. The note was signed by Max Klein. (Everybody has a press agent these days!) Imagine, Irv belly-bumping at this stage of the game? Whassa matter Kempy, you once were known as the kissin' salesman.

Abe Lipsky couldn't make the Hialeah trip to All-Tech last week but plans to meet later in the month. . . . Charlie Katz is selling the 'Flitstone Car' a new kiddie ride, for Amusement Rides and Service Inc. Si Redd took the line on. Katz will travel the nation with the ride, his exclusively.

Mar-Tab, Sol Tabb's firm, bought the Don Roberts Nassau Island Co., and is now an exclusive distrib for West End and Freeport, in the Bahamas.

Look for six more Seeburg mobile units to come off the line within the next few months. Four, in Europe, are racking up the milage, too.

Harry Koepple, minding the Albert Simon store, while Simon, Al D'Inzillo and the production crew give the new models the once-over before shipping.

Music Ops of Virginia have named a Legislative Committee to help MOA's counterpart battle the Celler Bill. Gil Bailey is Pres. of the MOV and expects to see progress made this spring.

Cig ops tell us sales in the metro area are off about 6%. . . . John Bilotta in town for a Tenth Avenue visit, a meet with UJA execs, and an association meeting, then back home.

Chris Christensen and his right hand man Jim Donnelly, are flying around the territory in a new 'Bonanza' airplane. Landed in NYC the other day, closed a deal, flew back that night. No waiting for reservations, either.

Sandy Moore is reconditioning equipment for Kiddielane, keeping production lines on his 'Happy Joe' horse moving, manufacturing a fibreglass cue stick, and awaits the return of Gabe Forman from Tokyo, before going into production on a 6-pocket pool table.

Bert Betti has rule cards for a new 6-pocket game innovation called 'Elimination'. Fisher's Bill Weikel worked the idea up after hearing about it a year ago.



Chicago Chatter

Prominent coinbiz returnees from the record breaking 20th annual A.T.E. Show in London are very lavish in their praise and optimistic predictions for the future growth of the overseas trade show. Bill O'Donnell, president of Bally Mfg. Co., spelled it out when we queried him t'other day. He said that the enthusiasm shown there was ample assurance that the 21st annual showing in '65 will be far bigger in every way. Bill and Herb Jones are pleased that Bally Mfg. is a big supporter of A.T.E. . . . Sam Stern, prexy of Williams Electronic Mfg. Corp., has been an annual attendee for several years. He is delighted over the "mushrooming success," and says it will be even greater in importance with every succeeding year. . . . Since Art Weinand, J. H. Keeney's president, was still on the European Continent at press time we chatted with Clayton Nemeroff, who was equally lavish in praise over this year's success in London. He stated that the fine reception of Keeney amusement equipment in Maury Sykes' Mar-Matic Sales exhibits definitely heartened Weinand and other Keeney principals.

Coinman Herb Bidenkap, who recently lost his father, was struck again by tragedy when his mother, Mrs. Florence A. Bidenkap, died last Monday, Feb. 9. . . . Reports from Ed Doris and George Hincker, at Rock Ola Mfg. Corp., indicate that record sales on "Rhapsody II" and "Capri II" phonos and Rock-Ola vending machines are forging ahead in all markets. While at the plant we chatted briefly with Dr. Dave Rockola, Dave Howle, Frank Doyle, Les Rieck, Art Ehlert, Art Janacek, Jack Barabash and Hugh Gorman.

There were big doings at the huge Seeburg plant last weekend. Visitors converged on the factory from all over the country, and were greeted by Del Coleman, Jack Gordon, Bill Adair, Tom Herrick, Ed Claffey and Stan Jarocki. . . . The action continues at a heavy pace at First Coin Machine Exchange. Prexy Joe Kline reports that Wurlitzer's "2800" phono is more popular among local operators now than it was when it was first introduced several weeks ago. Sam Kolber and Fred Kline are busy handling export shipments. . . . Congrats and Cash Box accolades to Irv Kupcinet, whose popular TV panel show, via WBKB, is now in its sixth year.

Rowe AC Mfg. prexy Jack Harper and vice president Fred Pollak returned to the firm's Mart offices from a recent visit to the Whippany, N. J. plant. Regional manager Hans Von Reydt is in town visiting with Fred Pollak and Paul Hubsch.

We bid welcome to Ralph Wyckoff, who now heads advertising at Chicago Dynamic Industries. Mort Secore infos that Lou Wolcher's Advance Automatic Sales was named t'other day to handle distribution of ChiCoin's amusement equipment in Southern California. Lou, Bob Portale, et al were busy this week setting up a branch at 1105 West Pico Blvd. in Los Angeles. Lou huddled with Sam Wolberg, Sam Gensburg, Mort Secore and Ralph Wyckoff over thick steaks to close the deal. Another big ChiCoin appointment was Joe McCormick's Musical Sales, in St. Louis, to handle distribution there.

Alvin Gottlieb, of D. Gottlieb & Co., expressed his elation over the terrific sales being garnered throughout this country and in foreign markets with the new Gottlieb "Big Top" 2-player pinball amusement game. Alvin's feelings are definitely dittoed by Nate Gottlieb and Judd Weinberg. . . . Empire Coin owner Gil Kitt and vice prexy Joe Robbins added their words of praise for the fine success of the 20th annual A.T.E. Show in London. Empire Coin is showing terrific growth over these past few years in the mushrooming exporting of amusement and music equipment, chiefly to European markets.

While chatting with Ted Rubey and Estelle Bye of Marvel Mfg. Co., we learned that production of Relays and Switch Assemblies is 'way up, along with such normally popular equipment as electrical scoreboards for shuffleboards. . . . Clayton Nemeroff, sales manager of J. H. Keeney & Co., tells us Keeney's "Colorama" is enjoying excellent sales in this country and abroad. . . . One of the busiest "bees" in this area is Fred Granger, managing director of MOA, who is expanding the assn's. facilities this week. Fred wants very much to get out in the field and meet the multitude of coinmen everywhere just as soon as he can.

Bill Weikel, sales manager of Fischer Sales & Mfg. Co., is promoting "Elimination," a new pool player game which he said will attain great popularity. . . . Atlas Music's Eddie Ginsburg and Stan Levin info that excitement is building up around Bally's new "Monte Carlo" single player, which is due in Atlas Music's floor any hour now. While Bill Phillips is calling on the trade downstate, Chuck Harper is making the rounds in Chi. Bob Fabian and Joe Glykun are making the vending rounds in behalf of Rowe coin-operated vending equipment for Atlas Music Co.

Another busy factory in this area is Midway Mfg. Co., where "Winner" is continuing to prove "just that," according to Hank Ross, "Iggly" Wolverton and Bob Jonesi. . . . The heavy production pattern continues at J. F. Frantz Mfg. Co. Johnny Frantz reports that Frantz counter amusement games are more popular now than ever before. This, he says, is a wonderful indication for the rest of 1964.

The big news at Williams Electronic Mfg. Corp. this week is intro of the new "Oh Boy" 2-player flipper amusement game. A very tired Sam Stern jetted down to Mexico with his lovely wife for a brief vacation last Tuesday (Feb. 10). Jack Mittel took off for Memphis and Nashville to call on the trade.

Jenning's prexy Lou Urban missed attending the A.T.E. Show because of pressure of business. However, he said he is looking forward to taking in the 5 show. He regretted missing the awarding of a silver salver to George Houghtrey, of Coventry, for being the most successful distrib of Jennings fruit machines in the world. Presentation was made by Maury Sykes.

World Wide Distribs' Irv Ovitz infos he enjoyed record attendance at a 2 part service school on Seeburg hot drink vendors (Feb. 5 & Feb. 12) in the firm's showrooms. Also on hand for World Wide were Harold Schwartz, Howie Beer, Don Garapolo, Leo Lewis, Richard Jeschke and Ted Dadal. . . . Clayton Nemeroff infos that Hawaiian distrib, R. F. (Dick) Stenstrom is back on the job after a recent siege of illness. Dick, an ex-Chicagoan, has been active in coinbiz in the Islands for some 15 years. At 34 he is one of the youngest heads of a company.

chicago coin's

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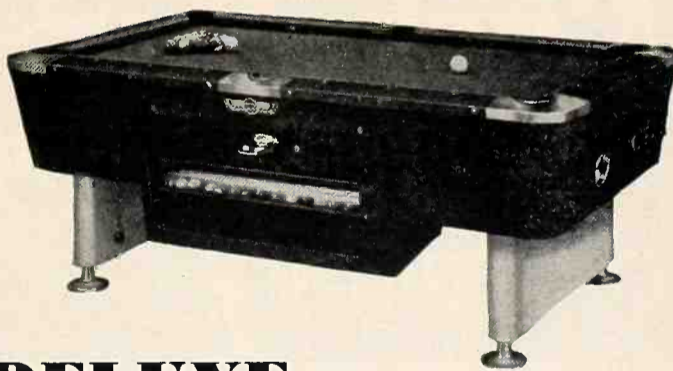
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Fisher's Bill Weikel Offers Rule Cards For New 'Elimination' Game

■ New Pool Game Played By 3 Or 5 Players

McHENRY, ILLINOIS—In an effort to keep the current coin-operated pool table business booming as it has been, the pool table factories continue to promote ways of stimulating play on the tables. The latest idea on new ways in which to play the 6-pocket game has been submitted by Bill Weikel, Sales Manager of the Fischer Sales & Mfg. Co.

The game, called "Elimination," is something Weikel picked up from friends about one year ago, let lie dormant for about that long, and recently re-wrote for distribution to the trade.

Weikel explained that in "Elimination" the players whose numbers are

in the "odd" rather than the "even" category will find playing coin-operated pocked pool equally interesting because of the nature of this new game.

"Elimination" is played by three or five players, each playing individually. 15 balls are racked in a triangle, with no special placement of any of the balls. When three players are in the game, player number one has the balls numbered from one to five. The second designated player has balls six through ten, and the third player has the eleven to fifteen balls. Naturally the above designation of balls is spread out more whenever there are five players in the game.

As Weikel explained it to the Cash Box reporter, the object of the game is for each player to eliminate all balls from the table except his own. Except where noted in "Elimination's" rules, the general rules of pocket billiards as listed in the official rule book apply as well to this game.

The player can shoot at any ball he wishes, including his own. It isn't necessary to call the ball or the pocket. And, the player continues to shoot until he misses.

Weikel said in addition that if a player pockets a ball (or balls) and then fouls by scratching the cue ball in a pocket or off the table, he is penalized by having an equal number of balls in the pocket manually by the next player. If any player scratches while pocketing an opponent's last ball, or balls, he must drop out of the game, and the opponent then plays his set of balls.

Finally, when the player's group of balls are all pocketed he is eliminated. The last player having one or more balls remaining on the table is the winner of the contest.

Rule cards for playing "Elimination" are available upon written request to: Fischer Sales & Mfg. Co., 223 Ridge Rd., McHenry, Illinois.

Coin Machines On Display At N.Y. Antiques Show

NEW YORK—When the 20th Annual Antiques Show opens at Madison Sq. Garden on Feb. 26th, among the 272 exhibits will be a Coin-A-Rama, and behind the stand will be veteran coin machine collector and historian, Fred Freed.

"We'll show vending, amusement, music and gambling equipment along with unusual machines I've collected over the years," stated Freed in an interview with *Cash Box*. One of Freed's machines features the "Chicken-Laying-The-Egg" action, familiar to many veteran coinmen, while another vends cards, just as it did years ago, with pictures of the shady ladies in waiting at bordellos in Mexico. The show continues through March 5. Admission is \$1.55.



California Clippings

Balmy weather and brisk trading keeping distributors and wholesalers hopping on Pico Boulevard this week. . . . At the background music department of R. F. Jones & Co., John Malone reported that the department had doubled their quota during the past month and an accelerated sales program had been initiated, requiring the department to be put on an overtime basis. Chuck Klein hosted a cocktail and dinner party for the sales staff at the Windsor Hotel as a going away party for Roger Feehery of Automatic Canteen Co. of America, who has been spending some time at the local R. F. Jones offices. Fred Marcus, president of the Tele-Norm Corp., in visiting with Chuck this week. Chuck later on in the week took a trip to Santa Barbara calling on operators in that area. Everyone at Jones enthused over Gottlieb's new four player game Ship-Mates. . . . Ben Rosner of RCA-Victor's New York office in visiting Sammy Ricklin at California Music Co., with Victor's new singing star, John Gary. Harold Baloyan joined the staff at California this week. Allan Orland stopped by to buy lunch for Dad, Gabe Orland. Bud Fraser and Bill Mikels of Capitol Records International department in discussing the foreign record market with Sammy. . . . Jim Vesce, chief engineer of the background music division of Amco Music and Vending reported that Mort Drootin, sales manager of the department is making a rapid recovery from his recent heart attack, and is expected back at work shortly. . . . Everyone on Pico extending a welcome to Advance Automatic Sales Co., new distributor who opened offices and showrooms at 1105 Pico Blvd. this week. Jack Leonard, well known local coin machine business veteran, most recently with the R. F. Jones Co., has been named manager of the new distributorship, by Lou Wolcher of Advance Automatic Sales in San Francisco. Lines carried by the local Advance office at present are Chicago Coin and Williams. . . . Lou Wolcher signed with ChiCoin during a stopover there last week. . . . Maxine Williams of Melba Kindig's Melody Music of Long Beach, well known southern California operators, off to Honolulu for a two week vacation. . . . Plenty of excitement at Paul A. Laymon, Inc. this week when a hit and run driver smashed into two automobiles parked in front of the building. The damaged cars belonged to Bill Fritz, parts manager for Laymon, and Don Fabela, freelance service engineer from the Los Angeles area. Jim Wilkens on a business trip to Colton and Riverside. . . . At C. A. Robinson & Co., Hank Tronick reports operators giving an enthusiastic reception to United's new Topper Shuffle Alley. Also United's Bank Pool continues to prove popular with local operators and locations. Ed Boone of Robinson's making the long climb up Mount Pinos every weekend to take advantage of the excellent skiing conditions in local mountain areas. . . . At the Wurlitzer Factory Branch, Clayton Ballard installing a new Wurlitzer 2800 at the Wurlitzer display room in Disneyland. . . . Leonard Hicks covering the Indio territory and Bart Bartholomew calling on operators in the San Diego area. . . . Mr. Javers, local representative of the Cinebox Co., tells us about the most unusual coin operated machine he has seen at the Ports of Call Pet Shop in San Pedro. The deposit of a dime releases corn on the keys of a toy piano, causing a live chicken to peck at the keys and play a tune. The owner of the shop reports an average of eighty 10¢ plays in an afternoon. . . . Visiting operators seen this week on Pico included: Walt Cook of Palos Verdes, Bill Olson, San Pedro, and Lee Wirt, Montebello.



UPPER MID-WEST MUSINGS

Cab Anderson, Hudson, in town for the day making the rounds and picking up parts and records. . . . Stan Woznak, Little Falls, in town for a few hours and after calling on a few distributors homeward bound. . . . Morris Berger, Duluth, in town picking up records and parts. . . . Carl Guscetti, and Jack Weisbrod, LaCrosse, Wisc. spent the day in Minneapolis and then before leaving for home stopped off to visit Carl's son who is teaching in St. Paul. . . . Mr. & Mrs. Russell Gherty, Baldwin, in town for the day picking up their records and parts. . . . Gene Clennon, Austin, spent the last week end in Chicago, taking in the Sportsmen Show. . . . Lou Rubin, Lieberman Music Co. in Chicago over the week end attending the Seeburg meeting. . . . Bill Smilonovich, Hibbing, in town making the rounds and visiting his sister living in St. Paul. . . . Nik, Bob, and Johnny Berquist, Ironwood, in town for the day picking up parts and records. Boys say that the skiing in Ironwood has never been better and that the hotels and motels are filled to capacity each week end. . . . Ice Capades at the St. Paul Auditorium starting Feb. 2nd. . . . Peter, Paul, and Mary at the Minneapolis Auditorium Feb. 22nd. . . . Mr. & Mrs. Lorando Olson, Grand Forks, in town for a couple of days making the rounds and Mrs. Olson getting in a little shopping. . . . Gordon Runnberg, Moose Lake, in town for the day picking up records and parts.

Happy Birthday This Week To:

Martin Loicano, Ft. Worth, Texas . . . Sam Ricklin, Los Angeles, Calif. . . . John A. Ruggiero, S. F., Calif. . . . Thos. V. Williams, Jr., Longview, Texas . . . Thos. L. Brousllette, Vincennes, Ind. . . . Ernest J. Geraci, Chgo., Ill. . . . O. R. Truppman, Miami, Fla. . . . Chas. B. Ervin, Tulia, Texas . . . Gilbert W. Kitt, Chicago, Ill. . . . Harry Siegel, St. Louis, Mo. . . . Paul F. Holt, Columbus, O. . . . Herschel Taylor, Belleville, Ill. . . . Geo. H. Losey, Balt. Md. . . . Robert R. Harpling, Chgo., Ill. . . . Ben Gordon, New Britain, Conn. . . . Herman C. Creswell, Milan, Tenn. . . . Wm. Arrison, Chester, Vt. . . . Wm. N. Warren, Norfolk, Va. . . . Emile L. Protin, Detroit, Mich. . . . Clarence Wm. Sager, Detroit, Mich. . . . Babe Kaufman, St. Highlands, N. J. . . . Del Bern, Fresno, Calif. . . . Geo. Goldman, Balt., Md. . . . Raymond J. Erfle, Phila., Pa. . . . Clarence W. Ansley, El Paso, Texas . . . John R. Workman, Chester, Pa. . . . Norbert R. Boetcher, Green Bay, Wisc. . . . Mitchell Golish, Harrisburg, Ill.

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Diamond Coin Takes To The Air

NORFOLK, VA.—Operators in Virginia, North Carolina and South Carolina will be served via Diamond Coin Machine Exchange's new 'Bonanza' airplane, according to Chris Christensen, President of the Wurlitzer distributing firm here. Christensen bought the airplane last month and has already flown to the major cities of his territory, accompanied by Jim Donnelley, Sales Manager, calling on operators and selling Diamond's phonograph and amusement machine lines.

A quick trip last week brought Chris into New York's LaGuardia Airport for a finance deal in NYC and, according to the coinman, "the two of us made it up and back for \$50.00. Think of the money we're saving while doing a bigger volume!"

Diamond recently introduced the industry's first Mobile Parts Truck which calls on operators in the State of Virginia.

300 Attend Black Hills New Plant Opening



Mrs. Janet Trucano and son Johnny in new exec offices. John's late father, Tony, founded the firm in 1943.

DEADWOOD, S.D.—John R. (Johnny) Trucano, president of Black Hills Novelty Company, recently completed his planned expansion program of the northwestern firm by moving the headquarters to a larger, new building in this city. To celebrate this occasion, an open house was held last weekend. 300 persons attended the gala event. Co-host for the affair was Mrs. Janet Trucano, Johnny's mother, and the widow of the late Tony Trucano, who founded Black Hills Novelty Company in 1943. She is president of Automatic Vendors, the subsidiary company, which is also housed in the new site.

The new split-level building is 116 feet long and 25 feet wide on its upper level, and 40 by 25 feet on the lower level. The companies have a total of 5,250 square feet for use as a shop, offices, and a warehouse, which alone is 54 feet wide by 25 feet.

Non-skid ramps facilitate travel and the transportation of equipment between the three levels of the building. The building, Trucano said, also has fire protection equipment, and serves as the center for three com-



Outside photo of Black Hills plant shows 116 foot length with split-level construction.

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2-PLAYER

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ADJUSTABLE 3-or 5-BALL PLAY

- Five center bumpers advance when lit. Four bumpers SCORE 10 points when lit. Fifth bumper SCORES 100 points when lit.
- Eject hole scores 50 points plus 100 points when lit.
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- Number match feature • Slug rejector

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Joe Kling • Cable: "FIRECOIN"—Chicago

Andy Williams, Joe Williams On Seeburg LP's

CHICAGO—The Seeburg Corporation announced the release of 33 rpm disk material released February 17, to operators.

The "Artist of the Week" selection features the Epic recording "Georgia Gibbs' Greatest Hits."

In the "Little LP" category, Andy Williams rates as the "Pop Vocal" selection, with his Columbia release, "The Wonderful World of Andy Williams." Columbia hits again in the "Pop Instrumental" slot with "Guitar Ramblers" by the group of the same name. RCA Victor's Joe Williams lands in the "Jazz Rhythm/Blues" division with his "Joe Williams at Newport '63," and the "International" section finds Will Glahe with his "Bis Fruh Un Funfe."



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GOTTLIEB'S BIG TOP
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 The Greatest Show on Earth Keeps 'Em Laughing & Playing!

- ★ Hitting targets 1 thru 4 adds one ball to play
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- ★ Hitting lighted center rollover adds one ball
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From Africa To Cleveland Coin, Via A.T.E.



CLEVELAND—Among the recent international visitors to Morris Gisser, President of Cleveland Coin Machine Exchange Inc., were William Chapman and his wife, game and juke box operators from Salisbury, S. Rhodesia. Fresh from a fruitful tour of the A.T.E. Convention, the Chapmans mixed business with pleasure by contracting Gisser to replenish their supply of music and game machines, from his export inventories. Chapman, and his wife, who is actively engaged in the business, have been operating a 500 mile route in the Federation of Rhodesia for a great many years. Their experience has shown that the natives prefer the juke boxes while the game machines are better received by the non-natives.

No Let-Up In Coin Shortage

NEW YORK—A spokesman for the Federal Reserve Bank of New York has placed the increase in the number of vending machines among the main reasons for the current coin shortage in the city. The growth in parking meters, branch banks and the hobby of coin collecting were also cited as contributing toward the city's growing demand for pennies and silver which began in 1959.

The U.S. Mint plans to punch out a record 4.1 billion coins this year in an attempt to offset the shortage

which has forced the Reserve Bank to ration coins to local banks. The mint has petitioned Congress for more funds in order to operate their Denver and Philadelphia plants on a seven day schedule instead of the standard five day basis.

The situation is hardly likely to affect the vending machine or coin business to any significant extent here, but New Yorkers are urged to put whatever coins they might be "hoarding" at home back into circulation. However, the problem will probably persist until new mint facilities are constructed.



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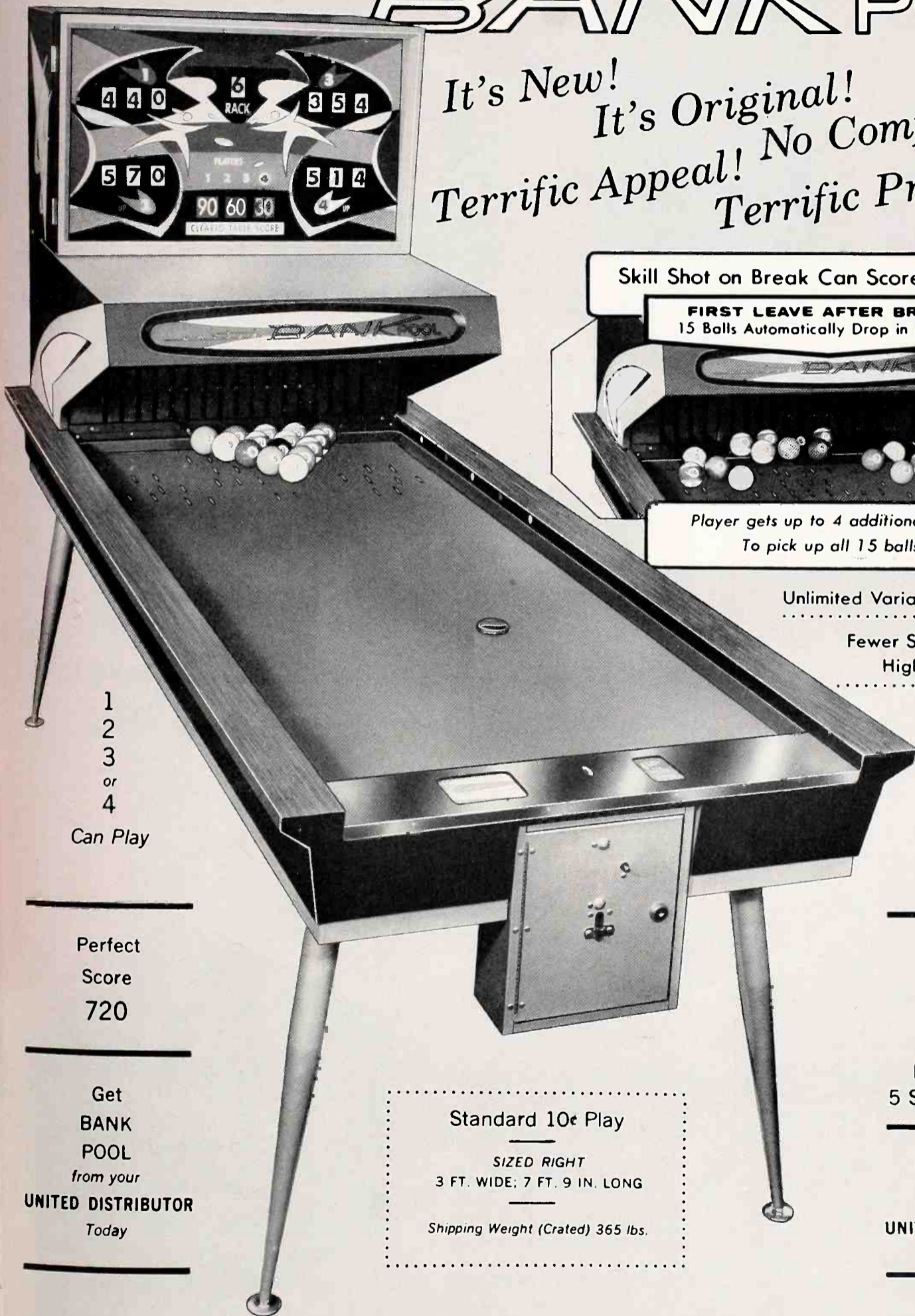
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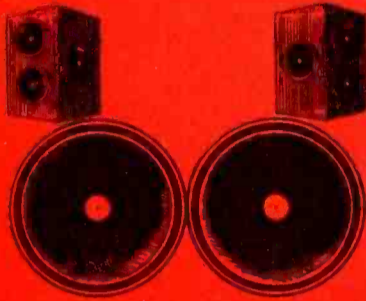
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Rhapsody II



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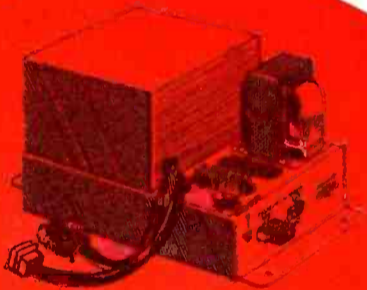
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NEW Common Receiver



Capri II

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We like to chant and rave about our "new and different" features as much as anybody. But we also know that it pays to have some common things in our phonographs, too. "Common" in terms of interchangeability from one unit to the next.

For example, this year, instead of making two separate receiver units for our four new phonographs, we're making only one easy-to-interchange receiver . . . which means simplified servicing, and less inventory costs for everyone concerned.

The same thing goes for the full-dimensional speaker system, Mech-O-Matic changer, "money-counter," tone arm assembly . . . in fact, virtually every component is interchangeable. How about that for top versatility!

It is this kind of design and engineering which has made it common knowledge that Rock-Ola is the big name for top profits!

See the new Rhapsody II and Capri II now at your Rock-Ola Distributor's.

Look to

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Rock-Ola Manufacturing Corporation
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Cash Box

FEBRUARY 22, 1964



Al Hirt, long recognized as a "big" man with the horn, has come up with his biggest side to date in his RCA Victor rendition of "Java." "The King" is shown above reaching for the high notes during the "Java" session. Also steaming for the bearded giant are two LP's, "Honey In The Horn," which features "Java" and which is the second biggest LP in the country, second only to the Beatles; and his latest LP effort "Beauty And The Beard" on which Al makes his singing debut as co-vocalist with Ann-Margret. Hirt has been making his weight felt in show business via extensive nationwide personal appearances as well as many TV dates.

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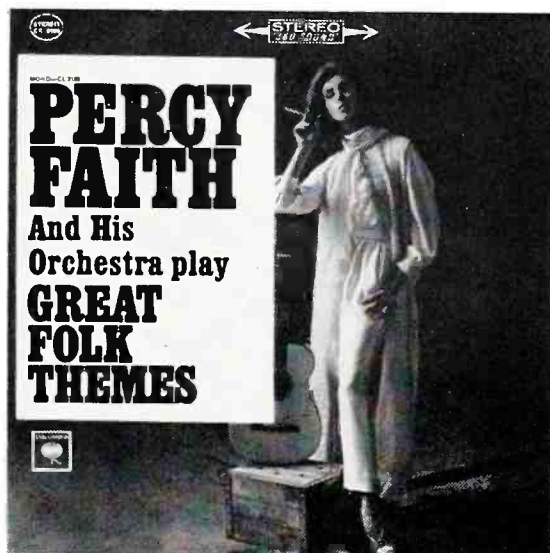
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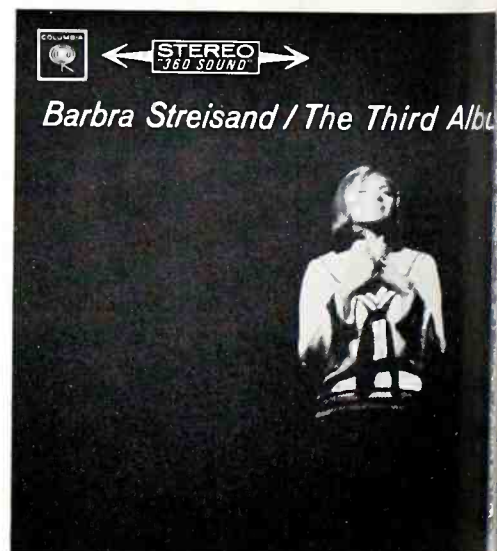
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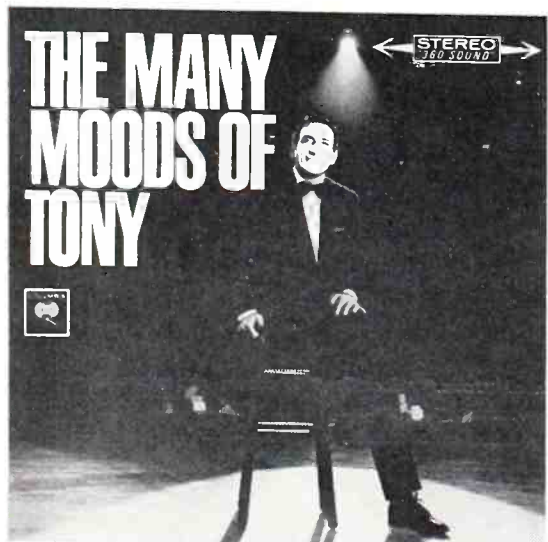
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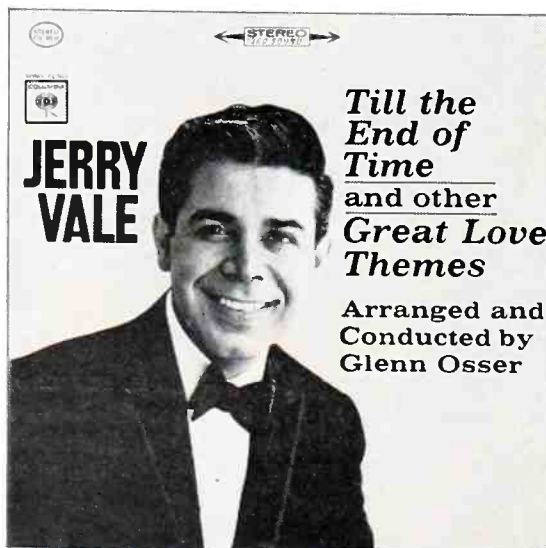
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February 22, 1964

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THEM



What the Beatles have done to the United States during the past week is too much to believe.

It was only two or so weeks ago, in this very same space, that we raved about the group's effect on the then dull and somewhat directionless record market and the spark of life their records breathed into the business. But even at that time, with their Capitol single already in the #1 spot it was impossible to estimate that the number one position was not the end of an historic industry event but just the beginning.

Until last Sunday, when the Beatles appeared on the Ed Sullivan Show, the group was almost unknown (visually speaking) to the American public. Yes, their single and LP were already #1, but the group had to formally meet the American public "live" on TV. Probably in the back of a great many people's minds was the question: "Could they live up to expectations or would they be a disappointment?"

Even as recently as the Thursday before their Sullivan date, when they arrived in the U.S., there may have been doubt. How much of the advance New York radio station bally-hoo was responsible for the huge teen audience greeting the Beatles at their airport arrival? Would this whole bubble burst when they made their TV debut?

Today it is obvious that the Sullivan spot was not the end of the Beatles' story but only the beginning of what may very well develop into the most staggering record industry story of all time.

Not only did America put a stamp of approval on the Beatles, but Americans decided to take the Beatles into their hearts. TV reviewers and critics saw the "good clean fun" aspect of the

Beatles and treated their reviews in this light manner.

Now everyone's with it.

Why did it happen?

As authorities on the record industry, we have been on the phone all week trying our best to explain the reason for this phenomenon to the consumer press starving for anything that mentions the name Beatles. As we see it, the group's appearance, its wild hair cuts and tapered attire is a prime factor. Other key factors responsible were: mass dee jay acceptance of the group; a well co-ordinated and perfectly timed promotion by Capitol Records; the availability of an assortment of singles and a few LP's to give dee jays a wide variety of programming material; the dearth of any fad in the record industry when the Beatles' release was issued; the lack of a new teenage singing idol for quite some time before the Beatles' bow; and some great swinging teen music.

The result is one of those rare American phenomena that comes along only a handful of times in a generation. Beatlemania in the U.S. is made of that same indescribable "stuff" that made Marilyn Monroe, Elvis Presley, Babe Ruth, Charles Lindbergh, Joe DiMaggio and Shirley Temple super stars.

The U.S. press has gone wild for the Beatles. So has the public. Sales of Beatles' records, #1 before their TV debut, have since doubled and tripled their sale. (See other story this issue.) And this report was issued prior to their Feb. 16 and Feb. 23 Sullivan TV dates.

Where this will end no one can predict. The Beatles seem to be the only subject of conversation everywhere you go—both in and out of the business. So let's enjoy it while it lasts. It's jolly good fun.



Cash Box TOP 100

PIN-UP SHEET
FEBRUARY 22, 1964

		Position	2/15	2/8
1	I WANT TO HOLD YOUR HAND (Duchess—BMI)	1	1	1
2	SHE LOVES YOU (Gil—BMI)	3	7	
3	YOU DON'T OWN ME (Merjoda—BMI)	2	2	
4	DAWN (GO AWAY) (Saturday, Gavadima—ASCAP)	10	32	
5	JAVA (Tideland—BMI)	6	11	
6	UM, UM, UM, UM, UM, UM (Curtom, Jolyne—BMI)	4	6	
7	HEY LITTLE COBRA (Vadim, Daywin—BMI)	5	4	
8	OUT OF LIMITS (Wrist—BMI)	7	3	
9	FOR YOU (M. Witmark & Sons—ASCAP)	8	9	
10	CALIFORNIA SUN (Loyd & Logan—BMI)	15	24	
11	WHAT KIND OF FOOL (DO YOU THINK I AM) (Low-Twi—BMI)	9	12	
12	STOP AND THINK IT OVER (Crazy Cajun-Red Stick—BMI)	17	27	
13	TALKING ABOUT MY BABY (Curtom—BMI)	14	15	
14	NAVY BLUE (Saturday—ASCAP)	28	45	
15	A FOOL NEVER LEARNS (Cricket—BMI)	13	13	
16	HOOA TOOKA (Evanston, Woodcrest—BMI)	16	19	
17	SEE THE FUNNY LITTLE CLOWN (Unart—BMI)	26	34	
18	ANYONE WHO HAD A HEART (U. S. Songs—ASCAP)	12	8	
19	I ONLY WANT TO BE WITH YOU (Chappell—ASCAP)	23	20	
20	GOOD NEWS (Kags—BMI)	33	53	
21	THERE! I'VE SAID IT AGAIN (Valiant—ASCAP)	11	5	
22	I LOVE YOU MORE AND MORE EVERY DAY (Robertson—ASCAP)	31	58	
23	LOUIE, LOUIE (Limax—BMI)	18	10	
24	PLEASE, PLEASE ME (Concertone—ASCAP)	43	55	
25	IT'S ALL IN THE GAME (Remick—ASCAP)	24	25	
26	THE SHELTER OF YOUR ARMS (Print—ASCAP)	35	42	
27	COME ON (Fame—BMI)	27	31	
28	WHO DO YOU LOVE (Hill & Range, Palmina—BMI)	37	49	
29	A LETTER FROM SHERRY (Nu-Star—BMI)	29	39	
30	GOING, GOING, GONE (Gil—BMI)	32	38	
31	OH BABY DON'T YOU WEEP (Jim Jam—BMI)	34	40	
32	ABIGAIL BEECHER (Claridge, Halseon—ASCAP)	39	67	
33	SOUTHTOWN, U.S.A. (Gallico—BMI)	20	21	
34	I WISH YOU LOVE (Leeds—ASCAP)	38	56	

		Position	2/15	2/8
35	PENETRATION (Dorothy—ASCAP)	44	63	
36	HI-HEEL SNEAKERS (Medal—BMI)	59	79	
37	SURFIN' BIRD (Long—BMI)	19	14	
38	FORGET HIM (Leeds—ASCAP)	25	20	
39	FUN, FUN, FUN (Sea Of Tunes—BMI)	72	—	
40	AS USUAL (Somos Island—BMI)	22	17	
41	GONNA SEND YOU BACK TO GEORGIA (Zann—BMI)	42	44	
42	POPSICLES AND ICICLES (Dragonwick—BMI)	21	16	
43	GLAD ALL OVER (Campbell-Connelly—ASCAP)	71	—	
44	LIVE WIRE (Jobete—BMI)	56	70	
45	CAN YOUR MONKEY DO THE DOG (East—BMI)	52	65	
46	VAYA CON DIOS (Ardmore—ASCAP)	53	61	
47	BLUE WINTER (January—BMI)	76	—	
48	WOW WOW WEE (Grand Canyon—BMI)	40	48	
49	MY BONNIE (Hill & Range—BMI)	69	80	
50	WHAT'S EASY FOR TWO (Jobete—BMI)	63	90	
51	422 GLENWOOD AVENUE (Merjoda—BMI)	54	66	
52	KISSIN' COUSINS (Gladys—ASCAP)	—	—	
53	THAT GIRL BELONGS TO YESTERDAY (Piteld—BMI)	50	57	
54	DAISY PETAL PICKIN' (Dundee—BMI)	30	18	
55	HARLEM SHUFFLE (Marc Jean, Kenyon—BMI)	36	37	
56	BYE BYE BARBARA (Fisher, Elm Drive—ASCAP)	62	85	
57	MILLER'S CAVE (Jack—BMI)	65	76	
58	YOU'LL NEVER WALK ALONE (Williamson—ASCAP)	41	41	
59	HE SAYS THE SAME THINGS TO ME (Geld-Udell—ASCAP)	58	59	
60	MY TRUE CARRIE LOVE (Comet—ASCAP)	81	—	
61	CHARADE (Southdale & Northern—ASCAP)	60	43	
62	SHIMMY SHIMMY (Thin Man—BMI)	68	78	
63	SO FAR AWAY (Saturn, Five Point—BMI)	67	75	
64	BIRD DANCE BEAT (Wilong—BMI)	86	—	
65	THE NITTY GRITTY (Gallico—BMI)	45	23	
66	WORRIED GUY (B. F. Wood—ASCAP)	80	—	
67	I'LL REMEMBER (IN THE STILL OF THE NIGHT) (Cherio—BMI)	70	77	
68	HELLO DOLLY (E. H. Morris—ASCAP)	—	—	

		Position	2/15	2/8
69	RIP VAN WINKLE (Skidmore—ASCAP)	79	95	
70	STARDUST (Mills—ASCAP)	—	—	
71	LEAVING HERE (Jobete—BMI)	71	—	
72	(IT'S NO) SIN (Algonquin—BMI)	47	50	
73	HE'LL HAVE TO GO (Central Songs—BMI)	82	—	
74	BABY, DON'T YOU CRY (Leeds—ASCAP)	—	—	
75	COMIN' ON (Jec—BMI)	75	81	
76	ROBERTA (Sherman, DeVorzan—BMI)	78	84	
77	LONG GONE LONESOME BLUES (Acuff-Rose—BMI)	83	86	
78	HE'S A GOOD GUY (YES HE IS) (Jobete—BMI)	—	—	
79	STAY (Cranford—BMI)	98	—	
80	MY HEART CRIES FOR YOU (Ross, Jungnickel, Gladys, Massey—ASCAP)	—	—	
81	LOVE WITH A PROPER STRANGER (Paramount—ASCAP)	94	99	
82	PUPPY LOVE (McLaughlin—BMI)	88	83	
83	WOMAN, LOVE AND A MAN (Chevis—BMI)	85	—	
84	YOUNG AND IN LOVE (Robbins—ASCAP)	89	—	
85	LITTLE BOXES (Schroder—ASCAP)	74	72	
86	UNDERSTAND YOUR MAN (Cash—BMI)	99	—	
87	HAVE YOU EVER BEEN LONELY (Shapiro, Bernstein—ASCAP)	84	88	
88	THE GIRL FROM SPANISH TOWN (Marty's Music—BMI)	97	—	
89	PINK DOMINOES (Room 7, Dimondaire—BMI)	91	—	
90	I'LL MAKE YOU MINE (Saima—BMI)	—	—	
91	TELL ME BABY (Sealark—BMI)	—	—	
92	I DIDN'T KNOW WHAT TIME IT WAS (Chappell—ASCAP)	87	92	
93	PAIN IN MY HEART (Jarb—BMI)	66	54	
94	WHY DO FOOLS FALL IN LOVE (Patricia—BMI)	—	—	
95	I CAN'T STAND IT (Saturn, Staccato—BMI)	—	—	
96	THE WAY YOU DO THE THINGS YOU DO (Jobete—BMI)	—	—	
97	HIGH ON A HILL (Sultan—BMI)	100	—	
98	GOING BACK TO LOUISIANA (Le Bill, Marbill—BMI)	—	—	
99	TELL HIM (Beechwood, Edgewater—BMI)	—	—	
100	SAGINAW, MICHIGAN (Tree, Tree—BMI)	—	—	

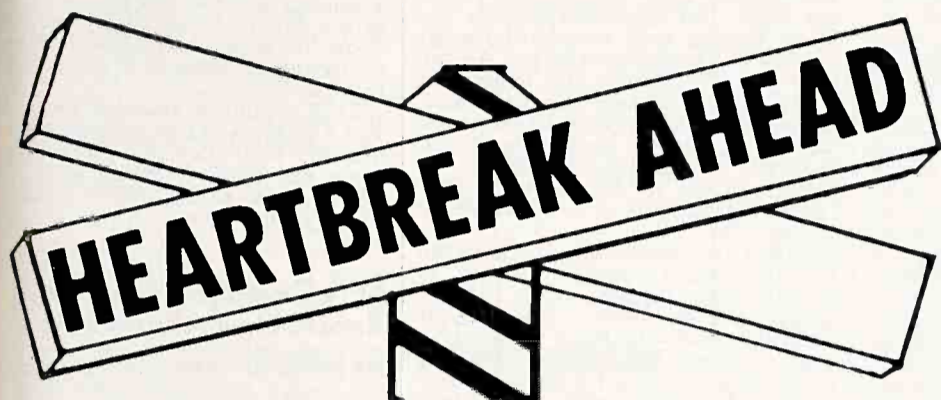
SHARP UPWARD MOVE
BEST SELLING RECORDS
OTHER VERSIONS STRONGLY REPORTED
ALPHABETIZED, TOP 100 IN EACH ISSUE

**FROM THE
HOTTEST
NEW
GROUP
OF 1963 ...**



**COMES THE
HOTTEST
NEW
SINGLE
OF 1964 ...**

THE MURMAIDS



b/w

**"He's Good
To Me"**

Chattahoochee #636

AND FROM THE HOTTEST NEW LABEL OF THE YEAR ...



**THE
NATURALS
"JUST IN CASE
YOU CHANGE
YOUR MIND"**

Chattahoochee #633



**THE
LADY BUGS
"HOW DO
YOU
DO IT"**

Chattahoochee #637



**THE
JULIETTES
"FOR EVER
LOVING
YOU"**

Chattahoochee #634

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Irwin Zucker
West Coast

Jerry Simon
East Coast

A&R

K. V. Fowley



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DeeJays: Extra Copies Upon Request

BEATLES WIN OVER AMERICA

NEW YORK—The Beatles have completely upset the United States. And it will be weeks before the police force in New York City recovers from the effect of the Beatles week-long stay in the big town.

Although the group was big on disks for only five or six weeks prior to their appearance on the Ed Sullivan CBS TV'er, their stint on the show ignited a series of explosions unprecedented in the record industry.

The Sullivan TV show itself set a precedent by doubling its usual rating in the New York area the night the Beatles appeared. The Nielsen rating for the show was 58.8, meaning the percentage of television homes that were tuned to the Sullivan show. Nielsen said that this was the highest rating for an entertainment program in the New York area since it established its instantaneous rating service in 1959.

Beatles In Florida

MIAMI—The Beatles, who left New York last week (13) amid the shouts and screams of thousands of teenagers, got a brief respite during their plane ride to Miami and were then met by an estimated crowd of 10,000 teenagers including 5,000 members of WFUN's 'Beatle Fan Club.' The British rock and roll envoys reportedly turned International Airport into a seething madhouse.

Dade County's Port Authority called the turnout, which tied up traffic in a five-mile radius, the Greatest in Miami history. The mop-haired singers were met by WFUN's "Good Guys" led by Dick Starr, originator of the fan club.

The effect of the TV appearance sent Beatles records (which were already topping the chart) skyrocketing in sales as though they were new records never before available. According to Vito Samela, Capitol's national single sales and promo manager, the Beatles "I Want To Hold Your Hand" will easily exceed the three million unit mark and could top the 4,000,000 figure. The company will not be surprised if the single exceeds 5,000,000 units. According to Brown Meggs, the label's eastern operations manager, the single is currently back ordered quite heavily. The Capitol LP "Meet The Beatles," said Meggs, is well over the 2,000,000 unit mark and as of last Thursday was back-ordered to the tune of 270,000 pieces.

Bernie Binnick and Tony Mamarella of Swan Records which has the Beatles "She Loves You" single, expressed disbelief at last week's orders for the disk. Binnick said last week that orders for his disk during the five business days of last week exceeded 600,000 records. He expects the disk to reach the 3 to 3½ million mark. He is already approaching the two million figure.

The Vee Jay album dubbed "Introducing The Beatles" is back-ordered more than 200,000 according to Randy Wood, president of Vee Jay Records. Both the Vee Jay single of "Please, Please Me" and the MGM single which bills the Beatles with Tony Sheridan on "My Bonnie" are also zooming up the charts.

As far as personal appearances go, the Beatles have been playing to packed-plus houses everywhere they turn. At the Sullivan show thousands were turned away. In Washington, D.C., the nation's capital, the Beatles

played to 8,900 people in the Coliseum. Their two Carnegie Hall appearances the same night last Wednesday saw full houses both shows with hundreds of people sitting on stage enjoying a rear view of the Beatles "live."

Audiences for these appearances were absolutely wild. For their first few numbers on stage the screams were shattering. They were so high pitched and unanimous that you could actually feel the air waves hit you. You had to squint to soften the blow. From then on it was only mildly impossible to hear anything the boys were singing.

The press has hopped on Beatlemania with all its linotype machines. Almost every New York newspaper has been carrying daily front page photos of the boys. Many have been running daily features covering a different Beatle each day.

Visiting the Beatles in the sedate Plaza Hotel was truly a courageous feat. Police were everywhere. Inside the Hotel. On horseback outside the Hotel holding back crowds of youngsters with wooden barricades. As the boys moved through the lobby you could hear the distant shrieks coming closer and as the boys came into view with body-guards protecting them, frenzied youngsters with talons exposed, clawed at the boys. It was literally dangerous to be a Beatle or be near one.

It was also interesting watching the hardened trade people's reaction to meeting the Beatles at a cocktail party in their honor. Everyone, it seemed, wanted the boys' autographs, some even expressing embarrassment at asking for autographs, never having done so before. Dee jays waited in lines to get personal interviews with the boys and throughout the party there was an atmosphere of excitement that we have never seen at any N.Y. cocktail party. It was also packed with hundreds of people.

Although retailers are very happy about the Beatles craze, manufacturers not handling Beatles disks are not so happy. Most previous crazes, not as big as Beatlemania, created traffic resulting in extra sales of disks other than the big hit. But with so much Beatle merchandise available and the frenzy so hot, other big records in many cases have to wait until the youngsters complete their Beatles collection.

Manufacturers also have commented on the tremendous air time devoted to Beatles product, cutting into the time available for new releases.

What has happened to date is really difficult to believe or comprehend. And this may still be in its early stages. The Beatles, at this writing, have yet to make two more appearances on Sullivan's show. One was scheduled for last Sunday, February 16th and another this coming weekend, Feb. 23rd. Can it be bigger than it is now?

Chi Court Stays Capitol's Temporary Injunction On Vee Jay's Beatle Decks

CHICAGO—The effect of a temporary injunction against the sale of Beatles product on the Vee Jay label has been stayed by the Appellate Court in Chicago.

This new development in Capitol action against Vee Jay in the Wind City lifts one of two court orders involving Vee Jay sessions by The Beatles (see below).

The stay, signed by Judges Burke Bryant and Friend, was initially entered on Feb. 5. Capitol petitioned for a re-hearing, but on Feb. 7 the Court re-affirmed its issuance of stay. An appeal by Vee Jay on the Capitol suit was set to be filed last Fri. (14).

In New York, where Capitol's publishing affiliate, Ardmore & Beechwood, has obtained a preliminary injunction against the sale of the Vee Jay album, "Introducing The Beatles," over two selections in the LP a hearing is scheduled this Wed. (19) in the Circuit Court of Appeals. The Court has given the matter preference by having established a special panel to hear the case.

Thus, while the Chicago action let Vee Jay move its Beatles dates, preliminary injunction in New York prevents the label from marketing the LP as long as it contains the two songs in question.

"Fly Columbia" Promo Boosts New Album Sales

NEW YORK—Strong sales activity on albums featured in the "Fly Columbia Records" ad program from the label was reported last week by Mor Hoffman, general manager of Columbia Records Sales Corp.

The campaign, which involved two-month LP release, is aimed directly at local newspapers with full color in-store promo material to support the local ads.

"Dealers from all over the country have been calling our offices," Hoffman noted, "telling us about the additional customer traffic attracted by the unique Columbia displays in their windows."

Promo material includes full-color window, counter and wall units, mobiles, posters, counter cards and browser box dividers, as well as specially designed consumer brochures featuring Columbia's Jan. and Feb. product for use by local retailers as counter give-aways.

New albums by Andy Williams, Tony Bennett, Ray Conniff, Percy Faith, Eydie Gorme, Barbra Streisand and Jerry Vale are among the LP's that have benefited from the program, the label said.

Capitol's Gold Single And Album



NEW YORK—The Beatles are pictured with Alan Livingston, president of Capitol Records, after having received RIAA gold disks for the sale of one million copies of the single, "I Want To Hold Your Hand," and sales totaling \$1 million for their album, "Meet The Beatles."

CB International Award



NEW YORK—The Beatles are shown accepting the Cash Box International Award presented to international artists whose recordings reach the number one spot on the Cash Box Top 100. Making the presentation were Marty Ostrow, CB Editor in Chief (left), and Bob McKeage of Cash Box. George Martin, the group's A&R producer, holds up the award.

Swan Gold Disk For "She Loves You"



NEW YORK—Swan Records awarded the Beatles a gold record for their "She Loves You" deck. Standing (left to right) at the recent presentation ceremonies were Bob McKeage and Marty Ostrow of Cash Box, Paul McCartney, John Lennon, Swan co-topper Tony Mamarella, Ringo Starr, Bernie Binnick, and another Swan topper, George Harrison, Bill Shockett of Malverne Distributors (Swan's Gotham area distrib), and Steve Harris of Malverne. Standing off-camera were Al Hirsch, Shockett's partner in Malverne and Roland Rennie, president of Transglobal, which licensed the record to Swan.

Federal Trade Commission Issues Proposed Trade Practice Rules For Record Industry; Hearings Set For March 13 In Wash., D.C.

WASHINGTON, D.C.—Along with officially setting the date for its trade practice conference, the Federal Trade Commission last week also issued a set of proposed trade rules for the disk industry.

The FTC said that the rules were in line with those suggested by industry members and rules which the Federal agency's staff feel should be considered at its industry-wide hearing, which, it was announced last week, would take place Thurs., Mar. 13 at the Federal Trade Commission Building in Washington, beginning at 10 a.m. Trade sources had previously figured on the Mar. 13 date.

The rules, the FTC pointed out, have not been considered or approved by the FTC, but, as noted above, express guidelines as formulated by the agency itself.

It is following the hearing that the FTC will consider final action with

respect to promulgation of trade practice rules for the industry.

The hearing will be under the supervision of Commissioner Sigurd Anderson.

There is a possibility that the FTC may extend the 1-day hearing to the following Sat. (15), if it feels more testimony is required. Extension of the hearings beyond Sat. is unlikely, since the FTC will begin its hearings on Mon., Mar. 16 on a set of proposed FTC rules for the tobacco industry.

PROPOSED TRADE PRACTICE RULES

[For Hearing to be held March 13, 1964]

Commission Attorney, John B. Benton

(NOTE: THESE RULES HAVE NOT BEEN CONSIDERED OR APPROVED BY THE FEDERAL TRADE COMMISSION. They are a draft of proposed

rules consisting of rules suggested by industry members and rules which Commission staff feel should be considered. This composite of staff and industry proposals is made available to all interested or affected parties for their consideration and for submission of such views, data or suggestions as they may desire to present, due consideration of which will be given by the Commission before proceeding to promulgate final trade practice rules.)

Rules for this industry, if and when finally approved and promulgated by the Commission, will be designed to foster and promote the maintenance of fair competitive conditions in the interest of protecting industry, trade, and the public. It is to this end, and to the exclusion of any act or practice which fixes or controls prices through combination or agreement, or which unreasonably restrains trade or suppresses competition, or otherwise unlawfully injures, destroys, or prevents competition, that the rules are to be applied.

DEFINITIONS

As used in these rules the following terms

shall have the meanings which have been assigned to them below.

INDUSTRY MEMBER: Any person, firm, corporation or organization engaged in the manufacture, processing, sale, or distribution of industry products as here defined. (The individual or firm owning a particular "label" and distributing thereunder shall be deemed the "manufacturer" of such phonograph records. Among those not to be deemed "industry members," and to be excluded from the scope of these rules, are such suppliers as phonograph record pressers, jacket fabricators, and music publishers.)

INDUSTRY PRODUCTS: Phonograph records, magnetic tapes, and similar devices upon which sound is recorded, and accessories therefor such as phonograph needles. (Not included are phonographs, tape recorders, and other devices used for the recordation, production or reproduction of sound.)

RECORDING (noun): Any disc record, magnetic tape, wire, or other such device upon which sound is recorded for subsequent reproduction.

(Continued on page 35)

Victor Bows New LP Series: 'Treasury Of Immortal Performances'

NEW YORK—RCA Victor Records is issuing a new series of "Treasury of Immortal Performances" as part of its regular Red Seal catalog to make available to contemporary collectors a wealth of recording material by great performers of other eras.

The first release contains albums of performances by Arturo Toscanini and the NBC Symphony Orchestra, Pablo Casals and Enrico Caruso. Subsequent releases are planned every second month.

Roger Hall, Victor's manager of Red Seal A&R, said the Treasury releases will "make available to collectors and a new generation of music lovers performances of historic importance by many of the greatest stars earlier years of this century."

He further said that Victor had signed a new five-year contract with Arturo Toscanini, son of the late beloved conductor, which will assure continued release of hitherto unavailable performances by Toscanini and the NBC Symphony Orchestra.

The first Toscanini album, "Toscanini Conducts Overtures," is a two-LP package containing 13 overtures, 12 of which are from NBC Symphony broadcasts dating between 1943 and 1953, and none of which has been available previously on recordings. The works represent such composers as Cherubini, Cimarosa, Gluck, Mozart, Rossini and Brahms.

A collection of Enrico Caruso recordings has been assembled called, "Caruso Operatic Rarities," which contains arias by Caruso never before available on LP's, including four from operas Caruso never performed in opera houses. In addition to arias from the Pucini and Verdi operas with which Caruso was so closely identified, there are selections from such obscure works as Franchetti's "Germania," Gomez's "Salvator Rosa," Rubinstein's "Nero" and Tchaikovsky's "Eugene Onegin."

"The Art of Pablo Casals" presents the cellist in performances of works selected for the cello from the popular repertoire—Saint-Saens' "The Swan," Rubinstein's "Melody in F" and others. The performances were recorded between 1926 and 1928 when Casals was at the height of his artistic powers.

Primitive Sounds Clicking With England's Teeners

LONDON—A primitive, jungle-type sound is catching on in England.

From Jamaica has come The Blue Beat, which is already represented by a number of singles releases. Britain's teeners are also going for an African sound in the form of a dance called "Zulu Stamp." Blue Beat sides include "King Of Kings" by Jamaican Ezz Rico & The Launchers (EMI) and Denis Preston and Jamaican altoist Bertie King (Columbia) and "Little Girl" by Ezz Rico (EMI). Both numbers are published by Ardmore & Beechwood.

The "Zulu Stamp" stems from the Stanley Baker film now being shown in London. Dance personality Lionel Blair is giving demonstrations of the step in dance halls throughout Britain. "Zulu Stamp," penned and recorded by John Barry, was released by England's Ember label.

Several years ago, British teeners took to an African-styled sound, the Kwela. Top disk with that beat was an item called "Tom Hark," which was the main-title of a British TV program.

URGE IMMEDIATE RESERVATIONS FOR HOTEL ROOMS DURING FTC HEARINGS

NEW YORK—Hotel room will be scarce in the nation's capitol at the time the Federal Trade Commission's trade practices conference on Thurs., Mar. 13 (see separate story).

So as to accommodate the disk trade, ARMADA, the distrib organization, has reserved 100 rooms at the mid-town Statler-Hilton Hotel for the convenience of the disk trade.

In addition to the normal run of visitors to Washington, it was learned that a number of conventions will bring many guests to D.C. about Mar. 13. A highway officers meet will number 1,100; a square dance festival will

bring 4,000 and a dental convention will also be held.

Amos Heilicher, president of ARMADA, noted that so much industry interest has been aroused by the FTC-sponsored conference that ARMADA had moved swiftly to assure the trade there will be rooms available for traders on the eve of the hearing, Wed., Mar. 12.

Dealers, distributors, manufacturers or others wishing to assure hotel reservations for the night of Mar. 12 should contact Edgar M. Jones, ARMADA's exec secretary, immediately at 663 Fifth Ave., New York (phone number is Area Code 212 PL 2-9666).

Report Teeners Will Spend \$50 Million In '64 On Beatles-Inspired Products

NEW YORK—Teeners are going to spend \$50 million this year on Beatlemania-inspired products, from Beatle wigs to narrow-legged pants.

Beatles spelled backwards is Seltaeb, which happens to be an English firm formed by The Beatles for their various enterprises. It's a prediction of Nicky Byrne, who operates the firm, that teeners are going to buy such items to the tune of \$50 million.

Beatle wigs are the most natural item to grab the attention of teen-agers. One firm, the Beatles-licensed Lowell Toy Co. of New York, claims it is shipping 15,000 wigs a day and has a back order of 500,000—at a retail price of about \$3 for each hairpiece.

T-Shirts, knit shirts and narrow-legged pants are being turned out by Reliance Manufacturing, which last week claimed 5,000 orders in several hours following a newspaper ad.

The only fly in the ointment in this whole matter, as far as Beatles' royalties on these products are concerned, is the number of firms which are producing Beatle-like gimmicks without authorization from the group and/or are using the generic term "beatles" on their items.

Beatle dolls are also on their way. Remco Industries has rights to manufacture a doll for each member of the group. They're due in the immediate future.

Liberty Beefs-Up A & R Department

HOLLYWOOD—Liberty Records has made an overall A&R expansion and has made new assignments in the dept., according to Don Blocker, exec A&R director.

Under a realignment, "Snuff" Garrett, Liberty A&R man since 1958, continues to specialize in teen sounds and certain album product; Dick Glasser, former general manager of Liberty's various publishing firms, moves in as A&R producer for the label's Dolton subsid, replacing the post recently vacated by Bob Reisdorff (Glasser will continue to cut Liberty's Jackie DeShannon and P. J. Proby).

Blocker has signed musician-producer Dave Pell to a long-term exclusive pact. Pell previously operated as an indie producer for the label.

Buzz Cason, originally assigned to Garrett as his assistant, has been upgraded to a full producer. He will cut The Crickets and Buddy Knox, among others.

Liberty's country music dates will continue to be helmed by Tommy Allsup. On the east coast, Walter Raim, also a Liberty artist, will function as an indie producer.

Blocker, named exec A&R director last Nov., said that the label is continuing its "open-door" policy for publishers, artists and indie producers.

Beatles Mag & Photos Big

NEW YORK—Beatlemania is making in print, too. Manny Wells, head of New York Record Dist., Inc., reported last week that he had shipped over 10,000 "Beatles 'Round the World" magazines and photos in the U.S. Wells said that present sales figures and reaction will result in a shipment of a minimum of 2 million magazines and photos before the month is up. The magazine retails for 50¢ and the photos, 8" by 10" in color, list at 10¢ each.

Wells has distrib rights to the magazine and photos through a deal with Acme Press.

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LOOKING AHEAD

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

- | | | | | | | | |
|----|--|----|---|----|---|----|--|
| 1 | MY BOYFRIEND GOT A BEATLE HAIRCUT
Donna Lynn (Capitol 5127) | 13 | MOLLY
Eddy Arnold (RCA 8296) | 26 | IT AIN'T NO USE
Lou Johnson (Hilltop 551) | 39 | THROUGH THE EYES OF A FOOL
Roy Clark (Capitol 5099) |
| 2 | WILLYAM, WILLYAM/WHERE DID I GO WRONG
Dee Dee Sharp (Cameo 296) | 14 | HE WALKS LIKE A MAN
Jodi Miller (Capitol 5090) | 27 | DON'T CROSS OVER
Linda Brannon (Epic 9640) | 40 | ALWAYS IN MY HEART
Los Indios Tabajaras (RCA Victor 8313) |
| 3 | NADINE
Chuck Berry (Chess 1883) | 15 | OUT OF THIS WORLD
Gino Washington (Wand 147) | 28 | POOREST BOY IN TOWN
Paul Peterson (Colpix 720) | 41 | I'M WATCHING (EVERY LITTLE MOVE YOU MAKE)
Little Peggy March (RCA Victor 8302) |
| 4 | THE LA-DEE-DA SONG
Village Stompers (Epic 9655) | 16 | I'M LEAVING
Johnny Nash (Groove 550030) | 29 | WHITE ON WHITE
Danny Williams (United Artists 685) | 42 | BLUE TRAIN
John Loudermilk (RCA Victor 8308) |
| 5 | NEEDLES AND PINS
Searchers (Kapp 577) | 17 | I'M YOUR HOOCHIE COOCHE MAN
Dion DiMucci (Columbia 42977) | 30 | ON AND ON
Jerry Vale (Columbia 42951) | 43 | HENRY'S INN
Sam Kimble (TOF 728) |
| 6 | I'LL BE THERE (TO BRING YOU LOVE)
Majors (Imperials 66009) | 18 | ALL MY TRIALS
Dick & Deedee (Warner Bros. 5411) | 31 | NEVER LEAVE ME
Stratfords (O'Dell 100) | 44 | HE REALLY LOVES ME
Debbie Rollins (Ascot 2148) |
| 7 | HERE'S A HEART
Diplomats (Arock 1004) | 19 | HOW MUCH CAN A LONELY HEART STAND
Skeeter Davis (RCA Victor 8288) | 32 | CUSTOM MACHINE
Bruce & Terry (Columbia 42956) | 45 | YOU WERE WRONG
Z Z Hill (M&H 200) |
| 8 | THINK NOTHING ABOUT IT
Gene Chandler (Constellation 112) | 20 | SUSPICION
Terry Stafford (Crusader 101) | 33 | WHAT NOW MY LOVE
Ben E. King (Atco 6284) | 46 | GO NOW
Bessie Banks (Tiger 102) |
| 9 | I WONDER WHO'S KISSING HER NOW
Bobby Darin (Capitol 5126) | 21 | I'M TRAVELIN' ON
Jackie Wilson (Brunswick 55260) | 34 | BE MY GIRL
Dovells (Parkway 901) | 47 | THE BOY WITH THE BEATLE HAIR
Swans (Cameo 302) |
| 10 | SHOOP SHOOP SONG
Betty Everett (VeeJay 585) | 22 | PEOPLE/I AM WOMAN
Barbra Streisand (Columbia 42965) | 35 | SNEAKY SUE
Patty Lace & Petticoats (Kapp 563) | 48 | PERMANENTLY LONELY
Timi Yuro (Liberty 55665) |
| 11 | I CAN'T WAIT TO SEE MY BABY/WHO'S GOING TO TAKE CARE OF ME
Baby Washington (Sue 797) | 23 | OUT OF SIGHT, OUT OF MIND
Sunny & Sunliners (Teardrop 3027) | 36 | CURFEW LOVER
Essex (Roulette 4542) | 49 | SANDY
Johnny Crawford (Del Fi 4229) |
| 12 | TRUE LOVE GOES ON AND ON
Burl Ives (Decca 31571) | 24 | BIG TOWN BOY
Shirley Matthews (Atlantic 2210) | 37 | LOOK HOMEWARD ANGEL
Monarchs (Sound Stage 7 2516) | 50 | LET THEM TALK
Runarounds (Tarheel 065) |
| | | 25 | HEY JEAN, HEY DEAN
Dean & Jean (Rust 5075) | 38 | STRANGE THINGS ARE HAPPENING
Little Jr. Parker (Duke 371) | | |

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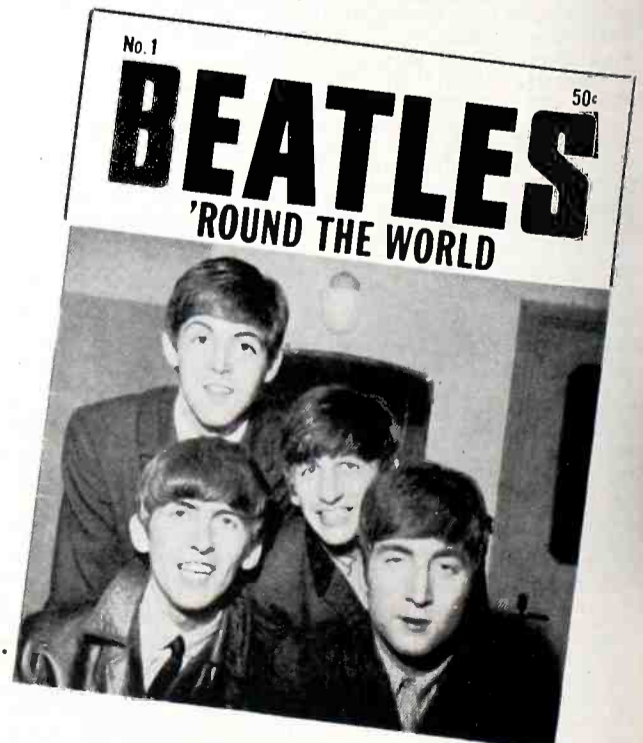
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UA 672



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SMASH!

GARNET MIMMS AND THE ENCHANTERS
"TELL ME BABY"

Even Bigger Than "Cry Baby"!

UA 694



MOVING
UP —
BUT FAST!

DANNY WILLIAMS
"WHITE ON WHITE"

The English Lad Who Is Taking America By Storm!

UA 685



MOVING
UP —
BUT FAST!

DEBBIE ROLLINS
"HE REALLY LOVES ME"

A Wild Sound — Breaking Into The Hit Category!

ASCOT 2148



MOVING
UP —
BUT FAST!

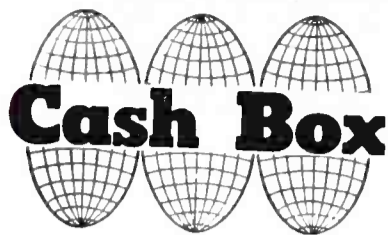
JAY & THE AMERICANS
"TO WAIT FOR LOVE"

The Same Exact Hitmakers Who Had "Only In America" — Do It Again!

UA 693

The Proudest Name In Entertainment





RECORD REVIEWS

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

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

Pick of the Week

"MY HEART BELONGS TO ONLY YOU" (2:42) [Regent-BMI—Daniels]
"WARM AND TENDER" (2:44) [Acacia-ASCAP—Lloyd, Vinton]
BOBBY VINTON (Epic 9662)

Bobby Vinton, who's had top-of-the-chart-success with his revivals, is sure to continue along the same hit trail with this new edition of the years-back biggie, "My Heart Belongs To Only You." The chanter gets smooth support from the Stan Applebaum-led choral-ork backdrop. Another smasher for Bobby. Reverse half is a schmaltzy ballad romancer that should delight Vinton fans.

"OUR EVERLASTING LOVE" (2:31) [Mansion ASCAP—Shuman, Carr]
"MUCH BETTER OFF THAN I'VE EVER BEEN" (2:33)
[Bob Hilliard-Day Rosewood ASCAP—Hilliard, Garson]
RUBY & THE ROMANTICS (Kapp 578)

Ruby & the Romantics are cinches to add to their rapidly-growing string of chart credits with this extremely pretty newcomer. Titled "Our Everlasting Love," it's an ear-arresting bossa nova-styled romancer that sports a tantalizing Mort Garson instrumental showcase. Also keep close tabs on the intriguing teen beat cha cha coupler.

"RUN, RUN, RUN" (2:15) [Jobete BMI—Holland, Dozier, Holland]
"I'M GIVING YOU YOUR FREEDOM" (2:37)
[Jobete BMI—Dozier, Holland]
THE SUPREMES (Motown 1054)

The Supremes, who are coming off a strong chart run aboard "When the Lovelight Starts Shining Through His Eyes," should quickly repeat with "Run, Run, Run." Side's a pulsating, big sounding rocker with some torrid triplet keyboard work backing up. Reverse etching's a tear-compelling cha cha beat opus.

"JAILER, BRING ME WATER" "YOU CAN'T SAY GOODBYE"
(2:07) [T.M. BMI—Darin] (2:10) [Tridon BMI—Lopez]
TRINI LOPEZ (Reprise 0260)

The chanter, who now owns a pair of solid single chart-makers in "If I Had A Hammer" and "Kansas City," can make it three-in-a-row with both ends of his new Reprise stand. One half's the Bobby Darin-penned lyric refitting of the Civil War-based tune, "Jailer, Bring Me Water," that Trini and his choral-ork support pound out with a thump-a-rhythmic excitement. "You Can't Say Good-Bye" is a sizzling, steady driving twist'er that can also bust loose. Take your pick. It's a toss-up for honors.

"A HEARTBREAK AHEAD" (2:27) [Dragonwick BMI—Gates]
"HE'S GOOD TO ME" (2:15)
[Screen Gems—Columbia BMI—Anthony, Albertine]
THE MURMAIDS (Chattahoochee)

The Murmaids, who along with the Chattahoochee label, had their first big chart triumph in "Popsicles And Icicles," can be in for more of the same happy results here. It's another smooth-sounding "Popsicles"-flavored sentimental romancer, this one tagged "A Heartbreak Ahead," that the femmes take for an attractive shuffle-beat cha cha ride. Should be all over the airwaves in no time flat. "He's Good To Me" makes for a catchy, easy-goin' finger-snappin' companion piece.

"LAZY LADY" (2:42) "I DON'T WANT TO SET THE
[Anatole BMI—Domino] WORLD ON FIRE" (2:34) [Cherio
BMI—Seiler, Marcus, Benjamin,
Durham]

FATS DOMINO (ABC-Paramount 10531)

The 'Fat Man from New Orleans' can easily add another pair of clicks to his fabulous hit string. One end's a tantalizing, Domino-penned rhythmic thumper tabbed "Lazy Lady" while the other's a contagious, shuffle beat-ballad (as only Fats can sing it) revival of "I Don't Want To Set The World On Fire." Top notch choral-ork arrangements supplied by Bill Justis.

"CURFEW LOVER" (2:01) [Figure BMI—Carroll, Jackson]
"WHAT DID I DO?" (2:36) [Nom BMI—Mosley, Armstead]
ANITA HUMES & THE ESSEX (Roulette 4542)

The Essex, with Anita Humes in the lead spotlite, can have another big click on the 'vocal hands' via their newest for Roulette. Top half, "Curfew Lover's," a captivating cha-cha twist'er that the artists deck out in ultra-commercial fashion. Watch it take off. More up tempo teen-appealing sounds on the lower end, "What Did I Do?"

TORNADOES (Aertaun 103)
(B+) "PHANTOM SURFER"
(2:23) [Prestige ASCAP—
Morgan, Barclay] The Tornadoes tell
the story of a phantom surfer who
was killed surfing, and his body lost
at sea. Guitars in back drop offer a
strong effect on a "Ghost Riders In
The Sky"-styled opus.

(B) "SHOOTIN' BEAVERS"
(2:15) [Mate BMI—Sanders]
Record opens with a gun shot in a
gambling hall, then goes into a rock-
a-surfin' sound.

THE SALAS BROTHERS (Faro 614)
(B+) "DARLING (PLEASE BRING
YOUR LOVE)" (2:15) [Faro-
BMI—Franklin] This Robert &
Johnny styled sound could bring a
strong reaction quickly. The boys
call for their love to return to them.
Since the advent of the Beatles, the
teeners have gone back a good deal to
the early rock and roll sound, and
this slow fish tempo should take a
ride on the charts.

(B+) "LEAVING YOU" (2:15)
[Padua-BMI—Paniagua] A
strong rock-a-cha beat sung half in
English and the remainder in Spanish.
Should also get spins.

JERRY AND REGGIE (M.O.C.)

● "SHOO SHOO" (2:10) [JEC-
BMI—Arnold-Young-Harris]
The group puts together a strong
instrumental drag sound here. M.O.C.,
the new label in the London-Ameri-
can group, which had a hit with
"Long Tall Texan," could repeat with
this new outing.

(B+) "DREAM BABY" (2:12)
[Combine-BMI—Walker] A
good instrumental version of the old
Orbison hit. Watch for spins here,
too!

JOHN CACAVAS (Murbo 200)

(B) "GIVE A LITTLE WHISTLE"
(1:45) [Bourne ASCAP—
Washington, Harline] Doing an oldie
straight on a singles outing is rare
these days. Happy fact about this
bright chorus reading of the charm-
ing tune from "Snow White & The
Seven Dwarfs" is that the tune is
treated in the manner for which it
was penned. Label is handled by
Bourne Music.

(B) "THAT OLD GANG OF
MINE" (2:45) [Bourne AS-
CAP—Rose, Dixon, Henderson] The
chorus, a nifty one, has that sing-
along flavor on the sturdy.

CESANA (Modern 2000)

(B+) "MY ONLY LOVE" (2:15)
[Modern ASCAP—Cesana]
The maestro-arranger-cleffer has
penned a graceful romantic, which is
performed by a cascade of strings,
part of a large ork set-up. Sound
belongs to the mood-music genre, and
outlets which cater to this type of
programming will be airing it. Disk-
ery is located in N.Y.

(B) "ONCE OVER BRIGHTLY"
(2:24) [Modern ASCAP—Ces-
ana] Cesana's ork spirits are high
here. Both tracks are from an LP,
"Tender Emotions."

LINK WRAY (Swan 4171)

(B+) "THE SHADOW KNOWS"
(2:21) [Florentine & Palmina
BMI—Wray, Fredericks] The open-
ing dialog is taken from the old
Shadow radio program, and the deck
then proceeds with a haunting, dirge-
like combo sound, including mysteri-
ous laughter. Side requires lots of
spins to get off the ground.

(B) "MY ALBERTA" (2:09)
[Florentine & Palmina BMI—
Wray] Pretty tune is performed with
a warm folkish feel.

THE BLEATERS (Guyden 2100)
(B+) "I'M GONNA BE A WHEEL
SOME DAY" (1:55) [Travis
BMI—Bartholomew, Hayes, Domino]
The group gives a swingin' lindy-hop
tempo to the old Fats Domino disk.
A scorned man tells his gal that
someday he will be a big man, and
when that day rolls around, he won't
need her. Look for quick teen reac-
tion.

(B+) "COME AND GET YOUR
BABY" (1:40) [Nujac &
Fame BMI—Penn, Wington] Here's
another lindy-hop sound with good
potential.

THE AUBRY TWINS
(ABC Paramount 10524)
(B+) "HOOT HOOT NIGHT OWL"
(2:18) [Merna BMI—Hunter
Vincent] The Aubry Twins might
have some chart action with "Hoot
Hoot Night Owl." The wax has a solid
R&B sound that could be just what
the teeners would take to.

(B+) "THERE'S SOMETHING
SPECIAL ABOUT MY
BABY" (2:15) [Maurice BMI—Ledo
Hess] Flip has strong Rorettes sound
telling that there's something special
about a gal but the fella can't pin it
down. Watch it.

ED AMES (RCA Victor 8320)
(B+) "IT ONLY TAKES A MO-
MENT" (2:15) [Edwin H.
Morris ASCAP—Herman] The label's
big showtune voice offers the lovely
ballad from "Hello, Dolly!," one of
Gotham's biggest musical hits in
years. The Latinish backdrop tries, in
its good-music way, to reach the teen-
ers. Good-music outlet spins are as-
sured.

(B) "THE TIME HAS COME"
(2:18) [Monsapac BMI—Ra-
leigh, Barkan] This ballad arrange-
ment is even more teen-directed.

JIM ELLER (Chicory 1602)
(B+) "FOR ADULTS ONLY"
(2:42) [Conley ASCAP—Slay,
Crewe] In this lively, interesting rock
sound, a fella tells his gal that there's
much for them to do in a "for adults
only" society. Many teeners will be
in complete sympathy with the theme,
and it's relayed in a session that's
worth their while. London Records
handles the label.

(B) "IT'S AS SIMPLE AS THAT"
(2:47) [Chicory BMI—Storage,
Ricci] Eller, a vocalist with teen
merit, warbles the affectionate against
a good Latin-rock sound.

JOE HARNEL & HIS ORCH.
(Kapp 579)

(B+) "AH! THE APPLE TREE
(When the World Was
Young)" (2:28) [Criterion ASCAP—
Mercer, Phillip] Pianist Harnel and
his ork apply their now familiar Bos-
sa Nova technique (e.g. "Fly Me To
The Moon") to one of the all-time
lovely tunes. Sound probably won't
reach the heights of "Fly Me," but
it's sure to make it with lots of good-
music jocks.

(B) "YOU'RE NOBODY TILL
SOMEBODY LOVES YOU"
(2:45) [Southern ASCAP—Morgan,
Storch] Jazz waltz-time swingin' on
the sturdy.

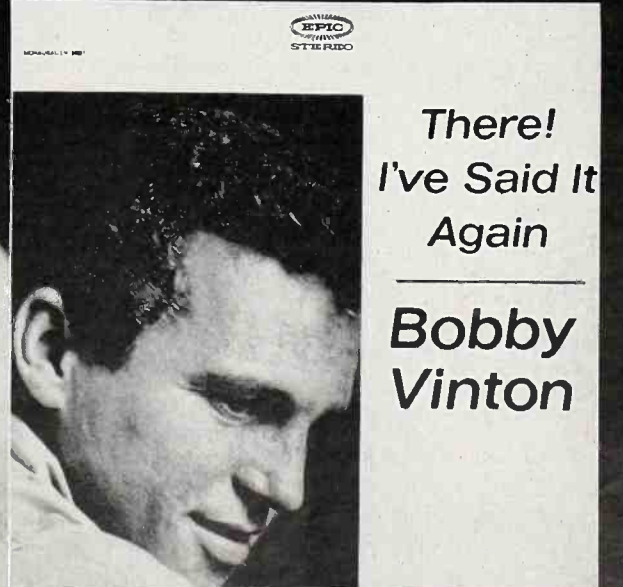
GLENN MOONEY (Fraternity 922)
(B+) "BEEP ALONIA" (2:45)
[Cigma BMI—] A space-ship
contains a bevy of singing femmes in
this cute rock-novelty. Most of the
deck involves dialog between one of
the girls and a fella who happens
upon them. He's taken on a space
ride to their home in Beep Alonia.
(B) "WHY BABY WHY" (2:30)
[Cigma BMI—] Breezy rock-
a-billy attraction.



**JUST
RELEASED!
ANOTHER
#1 SMASH HIT
by
BOBBY
VINTON**

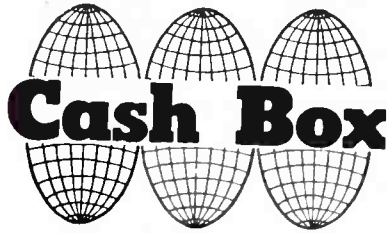
**"MY HEART
BELONGS
TO ONLY
YOU"
5-9662**

**RELEASED BY POPULAR DEMAND!
FROM BOBBY'S SMASH ALBUM**



LN 24081 / BN 26081

EPIC Music Reg. TM. PRINTED IN U.S.A.



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Pick of the Week

"HAND IT OVER" (2:20) [Ludix,
Flo Mar Lu BMI—Mosley]

"LOOK OVER YOUR
SHOULDER" (2:10) [Painted
Desert BMI—Richards, Thomas]

CHUCK JACKSON (Wand 149)

Jackson's return to chartdom should be sparked by both ends of his newest Wand stand. On one end Chuck's at his emotional ballad best as he pounds out an exciting rock-a-cha-cha twist affair tabbed "Hand It Over." Ditto for his potent vocal performance on the most attractive teen beat-cha cha romancer, "Look Over Your Shoulder." Two-sided sales dynamite here.

"SEARCHIN'" (2:30) [Tiger BMI—Leiber, Stoller]

"LOVE LETTERS IN THE SAND" (1:56)
[Bourne ASCAP—N. & C. Kenny, Coots]

ACE CANNON (Hi 2074)

The Ace Cannon-led combo follows its recent chart-rider, "Swanee River," with another hit-bound revival. One half's the years-back Coasters' smash, "Searchin'," that the crew, with alto sax man Cannon in the lead, takes for a tempting staggered beat ride. The lovely evergreen is treated to an ear-appealing, cha cha beat performance on the flip.

"WHERE DOES LOVE GO" (2:57)

[Screen Gems—Columbia BMI—King, Goffin]

"WHERE HAVE ALL THE FLOWERS GONE" (2:44)
[Fall River BMI—Seeger]

FREDDIE SCOTT (Colpix 724)

Scott can make his third big chart ride as follows "Hey Girl" and "I Got A Woman" with a potent new Colpix item. Tabbed "Where Does Love Go," it's a lovely, soft beat cha cha wistful that Freddie puts across with touching sincerity. Superb Garry Sherman arrangement on a deck culled from the chanter's "Freddie Scott Sings" LP. This is a quick beat version of the Pete Seeger-penned anti-war lyric—which clicked for the Kingston Trio a while back.

"JOURNEY TO THE STARS" (2:20)

[Dobo BMI—Wilson, Bogle, Edwards]

"WALKIN' WITH PLUTO" (2:22)
[Dobo BMI—Wilson, Bogle, Edwards, Taylor]

THE VENTURES (Dotlon 91)

It's more than likely that the Ventures will climb back up the hit ladder in the near future. The instrumentalists are in top surfin' form as they drive out a fascinating, fast moving entry that platter spinners and teens alike should go wild for. Underlid's a thumpin' cha cha beat attention-getter.

"STOCKHOLM" (1:58)

"THE GIRL FROM BARBADOS"

[Harry Von Tilzer ASCAP—Cates]

(2:15) [Vogue BMI—Wayne]

LAWRENCE WELK (Dot 16582)

Welk and his instrumentalists are bound to take another trip to chartsville and they can turn the trick with either end (or both) of this new Dot session. One end, "Stockholm," is a harpsichord-spotlighted delighter from the Continental-flavored "Calcutta" school. The other's a Tropical-styled, up tempo charmer labeled "The Girl From Barbados." Both ear-pleasers sport sans-lyric choral chants.

"TAINT NOTHIN' TO ME" (3:35) [Gregmark BMI—Patterson]

"SPEEDO'S BACK IN TOWN" (3:01) [Cotillion BMI—Carroll]

THE COASTERS (Atco 6287)

The Coasters can sneak back to hit territory aboard this 'left field' type novelty. Tabbed "Taint Nothin' To Me," it's a rib-tickling blues ditty that sports an enticing solo job by one of the crew-with some comments along the way by the deep-voiced performer. The deck, culled from the "Apollo Saturday Night" LP, is filled with 'live' laughter resulting from the crew's very funny visual routine. Fellas have some more fun on the high-speed novelty undercut—also from the album.

"I LIED" (2:04) [Arrowhead BMI]

"ALISON" (2:18) [Arrowhead BMI]

JIMMY HOLIDAY (Everest 2338)

Holiday, who made chart news a short-while-back with "How Can I Forget," should again be a topic of disk conversation—as a result of this new Everest stint. It's a bluesy rafter-shaker, tabbed "I Lied," that the chorus-backed songster wails with telling effect. Undercut's an inviting beat-ballad love affair devoted to "Alison." Keep close tabs on this end too!

"FAIR WEATHER LOVER" (2:16)

[B.F. Wood ASCAP—Steward, Townes]

"FOOL THAT I AM" (2:52) [Roosevelt BMI—Diamond]

THE SOLITAIRES (MGM 13221)

The Solitaires, who own a number of past hits, can make it big on MGM with this one. Tagged "Fair Weather Lover," it's a deck loaded with blues-shout strength. Lead voice and fellow warblers do their beltin' stuff against a bright gospel-flavored combo chore-arranged by Chris Townes. There's a strong blues-styled emotional sound on the flip, "Fool That I Am."

DEAN BARLOW (TCF 12)

(B+) "THE GLORY OF LOVE" (2:32) [Shapiro, Bernstein & ASCAP—Hill] The evergreen gets a pleasing blues-styled vocal from the songster. While Barlow eases through the number, some statements by the femme chorus reach a dynamic climax. Could develop into something.

(B) "I NEED YOU SO" (2:31) [Hill & Range BMI—Hunter] Understanding reading of an Ivory Joe Hunter ballad.

CAL & CHUCK (Dore 698)

(B+) "I CROSTA" (2:03) [Meadowlark ASCAP—Chandler] This is part one of a novelty session in which two hip-sounding fellas engage in a series of jokes that stem from the results of "crossing" unusual pairs. Canned laughter is included.

(B) "I CROSTA" (1:44) [Meadowlark ASCAP—Chandler] Additional fun "crossings."

LITTLE WAYNE ANTHONY (Ivy 583)

(B+) "FREEDOM TO LOVE" (2:05) [TM BMI—Darin, Resnick] A catchy tune with Bobby Darin as co-cleffer is brightly displayed by the youthful voice of Little Wayne Anthony and his combo-chorus backing. Could get around.

(B) "HEY NAW" (2:13) [Anthony-Conrad BMI—Gist] This is a good speedy-beat romp.

CHUCK MERRIAM (Cameo 301)

(B) "BROKEN GLASS" (2:01) [Wyncote ASCAP—Appell] There's some fancy organ footwork to this cozy jazz-type swinger. The broken glass idea is conveyed by light tinkling sounds.

(B) "CHUCK'S MONSTER" (2:05) [Kalmann ASCAP—Appell] Foot-stomp bit is part of this rock sound.

BIG BUDDY LUCAS (Lawn 227)

(B+) "LA-JA-MA-DOODLE (This Is My Lucky Day)" (2:20) [Spectorius & Rebecca & Palmina] The blues chanter heads-up a fine fun-blues date, with the songster calling upon all kinds of good luck chants to make his gal take a shine to him.

(B) "BUMP TE BUMP" (2:10) [Spectorius & Rebecca & Palmina BMI—Lucas] Further good-natured blues stuff.

LOU GOSSET (Powertree 145)

(B) "GOODMORNIN' CAPTAIN" (2:45) [Ogram BMI—P.D. Arr. Gosset] Singer Lou Gosset offers his exciting rendition of his own reworking of an old folk-blueser. Overall sound is commercial. Label is based in New York.

(B) "HOOKA' DOOKA', GREEN GREEN" (2:43) [Ogram BMI—P.D. Arr. Gosset] Another P.D. opus is done by the artist.

EARTHER DOSS, JR. (ABC-Paramount 10521)

(B) "I'D DO ANYTHING" (2:19) [Apt ASCAP—Vance, Snyder] The songster effectively portrays the strong come-back-to-me ballad, and he gets some striking instrumentation in the setting. General sound is on the order of some of Ben E. King's cuts.

(B) "WHEN WILL THE HURT BE OVER" (2:22) [Apt ASCAP—Vance, Snyder] Here, the warbler is close to the Johnny Mathis sound.

THE PAGENTS (Era 3124)

(B+) "SHAKE" (1:59) [Padua BMI—Hart] The Pagents come up with an interesting deck tagged "Shake" that has the Gary "U.S." Bonds beat. Disk has what it takes to attract platter spinner attention.

(B) "GLENDA" (1:40) [Padua BMI—Hart] The group reserves the beat on this side with an instrumental sound, ballad style.

TONY BORDERS (Hall 1918)

(B+) "SOFT WIND, SOFT VOICE" (2:35) [Dixiana BMI—Borders, Colvin] Tony Borders does a soft Brook Benton type ballad telling of the love for his gal and his plans to wed her. A catchy tune that can make noise.

(B+) "PASS THE WORD" (2:06) [Fame BMI—Penn, Oldham] On the up-tempo side the artist phones his girl and wants her to pass the word that he's back. Side has an equal chance to rate air play.

NITA HILL (Circle 951)

(B+) "COLD AT NIGHT" (2:36) [Chu-Fin BMI—Masters, Straiton] The gospel singer from Tallahassee does a blues number that has a unique sound. The choral support in the background adds much feeling to the hand clapping beat. Can become a turntable hit.

(B) "ALL THIS" (3:20) [English BMI—Chapel] Deck is a slow blues ballad that makes for pleasant listening.

BUG COLLECTORS (Catch 103)

(B+) "BEETLE BUG" (1:45) [Curb M, Dean, Bamboo BMI—] Here's a cutie. The group does a satire on the latest craze, Beatlemania—predicting that everyone will have the beetle bug. Wax can get turntable spins.

(B) "THIEF IN THE NIGHT" (2:04) [Hatcher, Podior BMI] The story is that a fair maiden stole his heart and love and ran away like a thief in the night. Handclap backing adds folk sound flavor.

BILL CALLAN ORGAN TRIO (Jell 197)

(B+) "MOON RIVER" (2:19) [Famous ASCAP—Mancini, Mercer] Callan runs a fine jazz crew. It does a swingin' reading of the familiar ditty, whose melody begins to take shape about half way down the track. Version of tune that is, for the most part, pretty far out.

(B) "DO DA BUG" (2:20) [Jell BMI—Callan] A Callan original gets a more deliberate swing pose.

JIMMY RICHARDS (Lavette 1006)

(B+) "ANIMAL BALL" (2:45) [Adway BMI—Brown, Richards] Jimmy Richards should garner some r&b spins with this raunchy, low-down, rhythmic affair with a clever Orwellian lyric twist and some effective sound effects.

(B) "I'M BLUE" (2:37) [Adway BMI—Panama, Richards] This time out Richards offers a plaintive chorus-backed tear-jerker with a nostalgic while-back sound.

RAY RIVERA (Neale 101)

(B) "MOJA MOJA POLI POLI" (2:20) [Kramer-Whitney ASCAP—Powell, Bishop] Exotic African-type folk tune is agreeably presented by the songster and his flute-led combo setting.

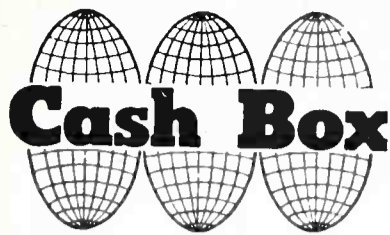
(B) "THERE'S NO RETURN FROM LOVE" (2:15) [Wise ASCAP—Weiss, Rivera] Here, the performer is swingin' in a strictly made-in-America hip fashion.

Nat King Cole

My True Carrie, Love

b/w A Rag, A Bone and
A Hank of Hair #5125





RECORD REVIEWS

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

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

Newcomer Picks

"ROLLING STONE" (2:10) [Excellorec BMI—Riley]

"WORDS WRITTEN ON WATER" (2:18)

[Mansion ASCAP—Shuman, Carr]

THE AVONS (Groove 0033)

Chances are the Avons will be 'calling' on the charts in the near future. Reason is this Groove release that's chock full of the vocal and instrumental ingredients necessary for hitdom. Tabbed "Rolling Stone," it's a sensational rhythm-rock revival of an oldie-done up with a "Heat Wave" excitement. Backing's a pretty, soft beat cha cha affair.

"SUSPICION" (2:27) [Elvis Presley BMI—Pomus, Shuman]

"JUDY" (2:13) [Ironmarch BMI—Stafford, Seago]

TERRY STAFFORD (Crusader 101)

Look for Terry Stafford's name to be riding the national charts in the weeks to come. Chanter's bow on the L.A.-based Crusader label is a striking steady beat thumper, tabbed "Suspicion," that's already kicking up territorial attention. Infectious choral and musical showcase on a deck to get with. The pretty cha cha beat coupler's devoted to "Judy."

"I'M GONNA LOVE THAT GUY" (1:55)

[Bourne ASCAP—Kleban, Rogers]

"A COCK-EYED OPTIMIST" (2:16)

[Williamson ASCAP—Hammerstein, Rogers]

LINDA LLOYD (Columbia 42990)

Newcomer Linda Lloyd can jump into the national spotlight with this ultra-commercial Columbia bow tagged "I'm Gonna Love That Guy." The tune is a lively, uptempo high-powered teen-angled romancer with some top-drawer gimmick instrumental effects arranged by Ed Kleban and Shorty Rogers. Watch it closely. On the flip, "A Cock-Eyed Optimist," the young lark belts out an impressive reading of the "South Pacific" sturdie.

"JUST ONE MORE TIME" (2:26) [Brohum BMI—Barnes, Brown]

"HEY CHILD, I LOVE YOU" (2:28) [Brohum BMI—Barnes, Hunter]

J. J. BARNES (Scepter 1266)

Scepter has latched onto a host master, out of Detroit, that can now step out on the national level. It's an attention-getting rock-a-cha-cha-beat romancer, labeled "Just One More Time," that sports a dandy job by J. J. Barnes and his combo-choral support. Artists also turn in a first rate performance on the feelingful, tho slower cha cha beat coupler.

"IF'N" (2:07) [LeBill BMI—W. Hammond, Jr.]

"THE SEARCH IS OVER" (2:10) [LeBill BMI—W. Hammond, Jr.]

THE UPTOWNERS (Le Cam 123)

The Uptowners are good bets to make the chart grade with their first-time-out stand on the Jamie/Guyden-distributed LeCam label. Side to watch here is "If'n," an infectious stomp'er that the group carves out with solid sales authority. Sock instrumental support rounds out the winner. On the flip the artists shuffle thru a fetching quick beat opus.

"TEN STEPS TO LOVE" (2:15)

[Robin Hood BMI—Kevin, Hart, Carson, Marascalco]

"YOU LIED" (2:05) [Robin Hood BMI—Carr, Joyner, Marascalco]

THE FREEDOMS (Constellation 105)

The Freedoms bow on Constellation with a zany item that could take the wax market by storm. It's a jet-speed, banjo-strummin' romantic affair, tabbed "Ten Steps Of Love," that the artists sock out with loads of teen spirit. There's a taste of the years-back teen beat-ballad sound on the change-of-pace underlid.

"IT ISN'T FAIR" (2:10)

[Word & Music ASCAP—Warshauer, Himer, Sprigato]

"EVERYBODY KNOWS" [Mirsula BMI—Jay]

THE STANDARDS (Glenden 1315)

The Standards debut on the new New York-based Glenden label with a teen beat-ballad approach to a standard that looks like it'll take another trip to hitsville. It's the early Don Cornell success, "It Isn't Fair," that the artists serve up in a shuffle-ballad Duprees-flavored style. Backing's a twist'er with crying towel lyrics.

"BEATLE CRAZY" (2:50) [Southern ASCAP—Stephens]

"THE LITTLE GIRL DRESSED BLUE" (2:08) [Wynwood BMI—Clifton]

BILL CLIFTON (London 9638)

Clifton, who's tasted success in the country dept., can make it big on the pop (as well as country) scene with this London bow. On the deck, tabbed "Beatle Crazy," Bill employs a country-market narrative to tell of 'Beatlemania,' now firmly established among America's teeners. Platter spinners'll dig the effective understated humor about the lid. Coupler's a country-folkish rewrite of "Wabash Cannonball."

EL TEMPOS (Vee Jay 3341)

(B+) "MY DREAM ISLAND" (2:37) [Conrad-BMI—Johnson]

Here's a haunting blues-tinged vocal offering by the El Tempos with a feelingful solo by the lead singer. It's about a Utopia-like paradise for lovers only. Solid listening enjoyment here that could catch on with the spinners.

(B) "MY LOVE GOES DEEP WITHIN" (2:40) [Conrad-BMI—Johnson]

A slow but rhythmic rock affair on this side of the coin.

THE ROLLING STONES (London 9641)

(B+) "I WANNA BE YOUR MAN" (1:44) [Gil-BMI—Lennon, McCartney]

Here's a Beatle-fashioned opus by the Rolling Stones in the same vein as the "I Want To Hold Your Hand" offering by the hit group. It's a fast-moving while-back sounding rock tune that could see some action here and there.

(B) "STONED" (2:10) [Southern-ASCAP—Jagger, Phelps]

A funky-guitar spiced instrumental aimed at those who like their dancing slow and easy.

THE POWDER PUFFS (Imperial 66014)

(B+) "YOU CAN'T TAKE MY BOYFRIEND'S WOODY" (2:00) [Grand Canyon-BMI—Feldman, Goldstein, Gottehrer, Freundlich, Kalina]

The gals declare (in harmony) that their guy's woody (car) is unbeatable. The side sports a pulsating arrangement and a sans-lyric chorus for added effect. The hip dragsters will find it highly danceable.

(B) "WOODY WAGON" (2:19) [Grand Canyon-BMI—Feldman, Goldstein, Gottehrer]

More of the same on the reverse, but without vocal.

GOOGIE RENE COMBO (Class 312)

(B+) "THE CHILLER" (2:17) [Leon Rene-ASCAP—Rene]

Googie Rene, who scored a while back with his "Flapjacks" issue, could spark similar interest with this musical spine-tingler. The organ, strings & rhythm are spotlighted in a novel way. It's unusual enough for the jocks to take notice.

(B) "YOUNG FOLK" (2:00) [Recordo-BMI—Vikki]

A boogie-woogie flavored instrumental with a funky guitar ride. Very pleasant listening.

THE PLAY BOYS (Ace 670)

(B+) "GOTTA FEELIN'" [Cub-BMI—Romeo]

The Play Boys dish up some tuneful and rhythmic harmony on this easy-listening item with a strong folk flavor. A strong melody and good lyrics here could get plenty of action for the deck. It's danceable and the teen set might like it—spinners too.

(B+) "HOW COULD YOU FORGET" [Big B-ASCAP—Stride, Enston]

Here's a lilting rocka-string opus by the crew mixed with a cha cha beat that could capture some attention both from the deejays and the kids.

SIDNEY SHARP ORCH. (Warner Bros. 5417)

(B+) "NEW SUNSET" (2:10) [M. Witmark ASCAP—Thompson]

An ork led by Sidney Sharp gives a commanding theme lots of exciting ork color. It's something you'd expect from a flick soundtrack. Sound, however, is strong enough to come-up with action sans a pic source.

(B) "CONQUEST" (2:05) [Robbins ASCAP—Newman]

Here's fine pomp-and-circumstance from the ork.

VIC DAMONE (Capitol 5138)

(B+) "THE BREAKING POINT" (2:20) [Edwin H. Morris ASCAP—King, Webster]

A hip, smart-lyric ditty is explosively performed by the fine songster and his ork setting. Many may see it as a speeded-up version of Jack Jones' "Wives & Lovers." Many deejays, too, will see a worthy turntable item.

(B) "WHO ARE YOU NOW" (3:00) [Chappell-Styne ASCAP—Styne, Merrill]

Damone turns to his persuasive croon format on a song from the upcoming Barbra Streisand musical, "Funny Girl."

ROY HAMILTON (MGM 13217)

(B+) "THERE SHE IS" (3:10) [Roosevelt BMI—Edwards, Weiss]

Fella comes upon a love he did wrong in this emotional teen-market stand by the vet songster. Beginning about half-way down the artist and his ork accompaniment really pour it on. Could make some headway with the teeners.

(B) "THE PANIC IS ON" (2:42) [Valley BMI—Giant, Baum, Kaye]

More big-sounding teen drama here.

EDW. HAMILTON & THE ARABIANS (Lanrod 1605)

(B) "I LOVE YOU SO" (2:29) [IRP BMI—Hamilton]

Blues artist states a fella's feelings toward a gal against a busy medium-beat backdrop, which has a well-defined softie backbeat bit in addition to chorus chanting. Deck is distributed by Independent Record Producers of Miami Beach, Fla.

(B) "NOW YOU HAVE TO CRY ALONE" (2:40) [IRP BMI—Hendrix]

This end is a more active blues-styled affair.

BOBBY HACKETT (Epic 9660)

(B) "SUNDAY IN MADRID" (3:17) [Roosevelt BMI—Kaempfert, Brusewitz]

"Sunday in Madrid" is usually highlighted by a bullfight, and that's the colorful musical picture conjured-up by the trumpeter and his ork setting. Arrangement is a combination of bullfight music authenticity and American jazz swing. LP source is an album devoted to Bert Kaempfert music.

(B) "SOLDIER IN THE RAIN" (2:19) [East Hill ASCAP—Mancini]

Almost funereal, offbeat reading of the main-theme from a pic of the same name.

MINA (Vesuvius 1076)

(B+) "UN TALE" (3:25) [Daffodil BMI—Tritone, Canfora]

The Italian vocal star, who debuted in the U.S. recently, shows-off her first-rate talent on a fine, big-sounding Italian ballad. Highly attractive ork backing. Deck is likely to come-up with lots of airtime.

(B) "IL TEMPO" (2:32) [Daffodil BMI—DeVita, Testa]

Lark's skill is also apparent in this waltzer, also sung in Italian.

GEORGE GOBEL (Decca 31594)

(B+) "SCARLET RIBBONS (For Her Hair)" (2:51) [Mills ASCAP—Danzig, Segal]

The comic has displayed a warm vocal quality on TV-nitery stints. On this date, he understandingly reads the lovely folk tune, which is associated with Harry Belafonte. There's an inviting gentle air about Gobel's rendition.

(B) "SOON I'LL WED MY LOVE" (2:50) [Phillipa Fallon ASCAP—Fallon]

A similar stand on another beautiful folkish number. It's from an LP called "Lonesome George."



Cry, Loser

Hang your head and cry.
She's gone.
The beautiful promises
Emptier than your dreams.
And you believed her.
Cry!
Cry, loser.
You believed her. Every word.
Now she's gone
And you're alone
With your broken heart,
Your tears,
And that useless, forsaken,
RENTED TUXEDO.
Cry, Barnum.
Cry your eyes out.
What good will it do?

The heart-rending story of
An unused, RENTED TUXEDO.
Plaintively told by
H. B. Barnum.
It's opening the hearts
And the purses
Of record buyers all over America.
From coast to coast,
From KFWB in L.A., to WMCA in N.Y.,
RENTED TUXEDO is being picked.
AND,
It's being picked in the stores
By the most eager record buyers
Of the new year.
The new IMPERIAL hit
From the NEW IMPERIAL....
RENTED TUXEDO, by H. B. Barnum.
IMPERIAL, #66011.

Published by Ronsonolt Music Co. Inc.



RECORD REVIEWS

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

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

Best Bets

BOBBY DAY (RCA Victor 8316)

● "WHEN I SEE MY BABY SMILE" (2:01) [Little Darlin'-BMI-Cooper, Byrd] The wailer could stir up some sales and airplay excitement with this swingin' uptempo item delivered with polish and style. It's a happy-sounding affair with broad appeal and a hard-driving beat geared for brisk sales.

(B+) "ON THE STREET WHERE YOU LIVE" (2:31) [Chappell-ASCAP-Lerner, Loewe] This "Fair Lady" evergreen goes rock and roll in a sparkling manner that could make it a click.

CLARENCE REID (Dial 3018)

● "THERE'LL COME A DAY" (2:06) [Tree BMI-Riley, Reid] Newcomer Clarence Reid could quickly establish a pop-r&b name for himself with this rhythmic, pulsating, chorus-backed lament with a contagious, repeating melodic riff. London distributes. Eye it.

(B+) "I GOT MY SHARE" (2:06) [Tree BMI-Reid, Riley] On this end the chanter offers a listenable, chorus-backed blues romancer with real swingin' tempo.

SUE PERRIN (Golden World 1)

● "RECIPE FOR LOVE" (1:45) [Correct-Tone BMI-Sanders, Weatherspoon, Perrin] The Detroit-based diskery could get off the chart start with this bright rhythm display by the gals and their back-up sound. Could be lots of teen attention this way.

(B) "CANDY STORE MAN" (2:35) [Jobete BMI-Johnson, Robinson] The femme ease-up here and produce, with their effective organ-led accompaniment, a pleasing medium-beat blend.

THE SHEPHERD SISTERS (20th Century-Fox 468)

● "FINDERS KEEPERS" (2:23) [Saturday ASCAP-Miller, Porter] The gals latch on to a strong teen ditty with commanding rock punch. Also putting forth solid teen color is the combo backdrop. Team may be telling this tale on the charts in the weeks ahead.

(B) "I'VE GOT A SECRET" (2:07) [Saturday ASCAP-Rambeau, Rehak] There's a handclap-ping brightness to this end.

KRIS JENSEN (Hickory 1243)

● "LOOKIN' FOR LOVE" (2:05) [Acuff-Rose BMI-Orbison, Melson] This is a good powerhouse rock-a-billy sound from singer Jensen and his guitar-led backdrop. Theme tells of a fella who has made the scene in most areas of the U.S. in search of a true-love. Might catch-on.

(B) "IN TIME" (2:00) [Acuff-Rose BMI-Orbison, Melson] Tender multi-tracking by the performer.

CARLO (Laurie 3227)

● "RING A LING" (2:18) [Just BMI-Jones, Young] The old chimes-like teen attack never seems to fade away. Here, the songster and his back-up personnel, including a zany chant voice, give that familiar approach all they've got. Today's teeners will delight in the merry doings.

(B) "STRANGER IN MY ARMS" (2:33) [Schwartz ASCAP-Maresca, Baron] There's also a touch of a years-back date to this interesting sound, highlighted by an effective percussion rhythm.

THE BLUE ORCHIDS (London 9637)

● "LOVE HIT ME" (2:00) [Piccadilly BMI-Talmy] Opening instrumental sound is a teen whopper, and it continues during the femme song team's dynamic blend. This is pure teen excitement. It could take-off.

(B) "DON'T MAKE ME MAD" (1:48) [Saxon BMI-Berry, Poitier] A shade more subdued sound in this corner.

SUSAN RAFEY (Jubilee 5468)

● "JUST ANOTHER PRETTY FACE" (2:00) [Valley-BMI-Rosenblatt, Millrose] Lark Susan Rafey could come from left field to score in a big way in the manner of Peggy March with this ultra-commercial and easy-listening uptempo item. A potent arrangement and the multi-track vocal is a natural for the teeners.

● "LET ME TELL YOU BABY" (2:10) [Duchess-BMI-Anthony] Here's another tuneful and big-beat offering from the thrush that could also get plenty of spins and sales. Double-barreled strength on this deck.

DEBBIE DOVALE (Roulette 4543)

● "I'M MY OWN DOCTOR" (2:00) [Planetary & Doris Gee BMI-Glover, Levy] Thrush, who clicked on her last date, is solidly multi-tracked in this belt blueser, which, besides the artist's fine showing, includes a nifty band setting, including a worthy organ sound. Could happen.

(B) "COME HOME" (2:27) [J&C-BMI-Johnson] Sound here is calmer, as a gal makes a plea for the return of her guy.

TOMMY RIDGLEY (Johen 9200)

● "I WANT SOME MONEY BABY" (2:38) [Rated BMI-Bocage, Terry] Newcomer Tommy Ridgley displays a potent, wide-range vocal style on this pulsating, rhythmic uptempo affair all about a guy who has some major financial problems. London distributes.

(B+) "ALL MY LOVE BELONGS TO YOU" (2:48) [Lois BMI-Glover, Nix] Slow-moving, funky after-hours moody ballad rendered with authority and poise by the chanter.

WALTER JACKSON (Okeh 7189)

● "THAT'S WHAT MAMA SAY" (2:21) [Jalynne-Curtom BMI-Mayfield] Walter Jackson could well have a hit on his hands with this top-flight pop-r&b, slow-shufflin' chorus-backed happy weeper with an infectious, danceable teen-angled beat. Loads of sales potential here.

(B+) "WHAT WOULD YOU DO" (2:32) [Curtom-Jalynne-Lasker BMI-Jackson] This time out the chanter offers a slow-moving, shuffle-beat funky blues tear-jerker in the tradition-oriented vein.

SERGIO FRANCHI (RCA Victor 8315)

● "CHICAGO" (2:04) [Fisher-ASCAP-Fisher] Victor's big-voiced Italian tenor comes up with a swinging in-Italian version of this years-back oldie. The treatment is unusual and could spark some interest by the spinners. The side is just off-beat enough for Franchi to make a good singles showing.

(B+) "CUANDO CALIENTA EL SOL" (2:20) [Peer-BMI-Rigual] Here's the while-back international hit done feelingfully by the singer with dramatic overtones. It's delivered in Italian and English.

JANICE HARPER

(RCA Victor 8319)

(B+) "HELLO DOLLY!" (2:14) [Edwin H. Morris ASCAP-Herman] The smash musical's oft-cut title song is happily done by the lark and her snappy Dixieish ork backing. Tune is coming-up with lots of air-time, which should also be the happy fate of this reading.

(B) "RIBBONS DOWN MY BACK" (2:37) [Edwin H. Morris ASCAP-Herman] Lark is affecting on this tune from the show, a lovely item that reminds one listener of Herman's song from "Milk & Honey," an item called "I Will Follow You."

VERA LYNN/ERIC ROGERS ORCH. (London 9640)

(B+) "WE'LL MEET AGAIN" (2:55) [World ASCAP-Parke, Charles] London has re-issued Vera Lynn's famed reading of the World War II favorite in view of its performance by the artist in the new flick, "Dr. Strangelove." Latter exposure should prove helpful in getting the deck around again.

(B) "THEME FROM 'DR. STRANGELOVE'" (2:42) [Burlington ASCAP-Arr. Rogers] The Rogers ork-chorus takes-over in a robust reading of "When Johnny Comes Marching Home Again," the main-theme of "Strangelove."

RICHIE & REKNOWNS (Streke 247)

(C+) "PLEASE SAY THAT YOU WANT ME" (2:55) [Blackwood-BMI-Hayes] Richie & Reknowns lend some exuberance to this while-back r&b hit. The performance is not strong enough to incite a revival for the tune.

(C+) "THAT'S WHAT YOU'RE DOIN' TO ME" (1:30) [Armoward] The boys survey another oldie on this end. Too much instrumentation gets in the way.

JACK HERBST (Del-Fi 4228)

(B+) "I DIDN'T REALIZE" (2:10) [Dundee-BMI-Herbst] Jack Herbst doubles as clefter and songster on this litling romancer from Del-Fi. The lad sounds amazingly like Paul Anka and exhibits smooth phrasing and good delivery. The side has strong appeal for the teen set and could start to happen with a bit of help from the jockeys.

(B+) "JIMMY'S PARTY" (2:00) [Dundee-BMI-Herbst] The chanter comes up with a potent reading of this rock and roll opus which he also wrote. A hard-driving combo backdrop adds the right touch. Plenty of sales potential.

JIM AKINS (Marlo 1530)

(B) "ANSWER FROM HEAVEN" (2:15) [Stag-BMI-Geff] Jim Akins gives a while-back Elvis Presley treatment to this romantic ballad on Marlo. The chanter has a pleasing voice and could come up with some territorial play and sales. Label is based in Belleville, Ill.

(B) "WALKIN' THE ROAD OF LOVE" (2:00) [Stagg-BMI-Akins] Akins' approach is more personal on this rock and roll item.

DEE-VINES (Relic 514)

(B) "I BELIEVE" (2:19) [Cromwell ASCAP-Drake, Shirl, Stillman, Graham] The familiar inspirational receives a pleasant teen-minded blend from the songsters, who put a good voice upfront against softie chant bits. Home-base for the label is Hackensack, N.J.

(B) "WORLD'S GREATEST LOVER" (2:00) [Kay-Jo & Bobby BMI-Smith] Lead offers a sing-narrative in a light upbeat showing.

THE BUDDIES (Swan 4170)

(B+) "THE BEATLE" (1:34) [Swagger BMI-Reynolds] The all-combo date, recognizing the success of The Beatles, is a sizzling, jazz-idea affair. Organ, percussions and saxes contribute the most color.

(B) "PULSE BEAT" (2:12) [Swagger BMI-Reynolds] The pulse of this portion beats in thumping rock fashion.

WALTER PEGEAS (Swan 4169)

(B+) "SI-SI-SI" (2:20) [Bae & Debbie ASCAP-Mammarella, Binnick, Foster, Gates] A cute Latin-rock ditty is performed in partytime atmosphere by the songster and his teen party-goers. Date, somewhat on the order of a Jimmy Soul track, could get major exposure.

(B+) "THIS LITTLE PIGGY" (2:42) [Bae & Debbie Anne ASCAP-Pegeas, Houston] Slower beat to this busy blues-styled stand. Keep close tabs on this end. It could be big.

THE PARLETTES (Jubilee 5467)

(B) "BECAUSE WE'RE VERY YOUNG" (2:00) [Blackwood BMI-Weiss, Kusik] This lively performance by the femmes and their combo backdrop moves along the rock path of a Phil Spector date on his Philles label. Deejays can count on a welcome-mat response from their teen listeners.

(B) "TONIGHT I MET AN ANGEL" (1:55) [Bright Tunes BMI-Margo, Madress, Siegel] Snappy teen-beat format to this tale of love-found.

DICK SHAWN (20th Century 461)

(B+) "LA PLUME DE MA TANTE" (2:00) [Int. Kerwin ASCAP-Hoffman, Manning] The cute success of a few years ago is merrily styled by the popular comic and his Latin-flavored ork-chorus backing, which also includes bass-man comments. Lots of jocks will be spinning.

(B) "HAMBONE" (2:05) [Jonathan & Glenn BMI-Delugg] Another familiar fun ditty is a vehicle for a happy side.

DON WILSON (Unity 2117)

(B) "FOREVER AND EVER" (2:03) [Robbins ASCAP-Winkler, Breen] The inviting evergreen goes the teen route in pleasing fashion. Wilson is overdubbed in front of a somewhat folkish, guitar-led combo arrangement. Deck deserves exposure. Label is based in Hollywood.

(B) "ANGEL" (2:10) [Dobo BMI-Wilson] Intimate teen warble here.

JACKIE GLEASON (Capitol 5131)

(B) "SOLDIER IN THE RAIN" (2:20) [East Hill ASCAP-Mancini] Gleason stars in the flick that bears the title of this mellow theme. Arrangement reflects Gleason's long-standing as a mood maestro for the label.

(B) "BIRD BRAIN" (1:59) [East Hill ASCAP-Mancini] This is a frisky Henry Mancini.

RELIGIOUS

THE ELETE SINGERS (Arc-100) "Nobody's Fault But Mine"/"The River Of Life"



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They'll Buy... When They Hear

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BIG NEWS WITH A SMASH DEBUT SINGLE!!
LINDA LLOYD "I'M GONNA LOVE THAT GUY"**

ON COLUMBIA RECORDS

4-42990



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 FEB. 12TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
41%	I'll Make You Mine	Bobby Vee	Liberty	48%
33%	Out Of Sight, Out Of Mind	Sunny & Sunshines	Teardrop	33%
30%	Kissin' Cousins	Elvis Presley	RCA Victor	30%
29%	My Heart Cries For You	Ray Charles	ABC Paramount	29%
29%	Forever	Peter Drake	Smash	50%
28%	He's A Good Guy	Marvelettes	Tamla	28%
27%	Stardust	Nino Tempo & April Stevens	Atco	27%
27%	Penetration	Pyramids	Best	27%
27%	Always In My Heart	Los Indios Tabajaras	RCA Victor	27%
26%	My Boyfriend Got A Beatle Haircut	Donna Lynn	Capitol	63%
25%	Crooked Little Man	Serendipity Singers	Philips	25%
24%	Fun, Fun, Fun	Beach Boys	Capitol	74%
24%	Abigail Beecher	Freddy Cannon	Warner Bros.	96%
23%	Shimmy, Shimmy	Orlons	Cameo	59%
23%	He Really Loves Me	Debbie Rollins	Ascot	23%
23%	My True Carrie Love	Nat Cole	Capitol	72%
22%	Navy Blue	Diane Renay	20th Fox	71%
21%	Vaya Con Dios	Drifters	Atlantic	70%
20%	Hey Jean, Hey Dean	Dean & Jean	Rust	50%
19%	I Wonder Who's Kissing Her Now	Bobby Darin	Capitol	19%
18%	Rip Van Winkle	Devotions	Roulette	54%
17%	Hi-Heel Sneakers	Tommy Tucker	Chess	17%
16%	California Sun	Rivieras	Riviera	93%
16%	Mondo Cane #2	Kai Winding	Verve	16%
15%	Understand Your Man	Johnny Cash	Columbia	24%
14%	Needles And Pins	Searchers	Kapp	14%
14%	Hello Dolly	Louis Armstrong	Kapp	44%
13%	Don't Cross Over	Linda Brannon	Epic	38%
12%	Lonnie On The Move	Lonnie Mack	Fraternity	12%
11%	Tell Me Baby	Garnett Mimms	United Artists	31%
11%	From Rocking Horse To Rocking Chair	Paul Anka	RCA Victor	11%
10%	Baby, Don't You Cry	Ray Charles	ABC Paramount	10%

LESS THAN 10% BUT MORE THAN 5%

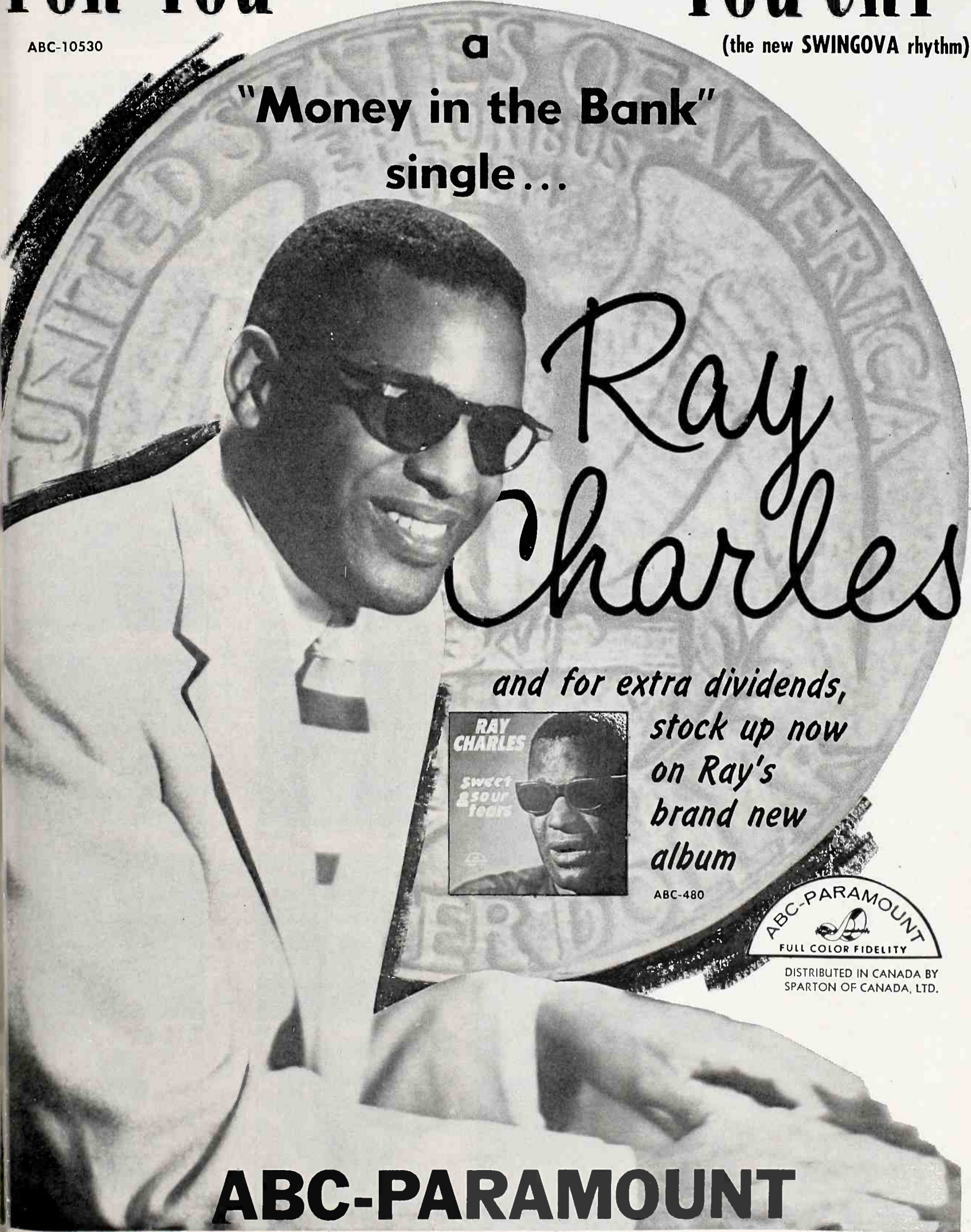
TITLE	ARTIST	LABEL	TOTAL % TO DATE
To The Aisle	Jimmy Velvet	(ABC Paramount)	9%
Jailer, Bring Me Water	Trini Lopez	(Reprise)	9%
Wow Wow Wee	Angels	(Smash)	99%
Going Back To Louisiana	Bruce Channel	(LeCam)	9%
Blue Winter	Connie Francis	(MGM)	67%
The Way You Do The Things You Do	Temptations	(Gordy)	8%
That Girl From Spanish Town	Marty Robbins	(Columbia)	18%
You Know You Don't Want Me	Connie Francis	(MGM)	8%
Bird Dance Beat	Trashmen	(Garrett)	37%
Curfew Lover	Anita Hume & The Essex	(Roulette)	7%
Glad All Over	Dave Clark Five	(Epic)	18%
Last Night I Had The Strangest Dream	Kingston Trio	(Capitol)	7%
Willyam, Willyam	Dec Dee Sharp	(Cameo)	44%
(That's) What The Nitty Gritty Is	Shirley Ellis	(Congress)	7%
Stay	Four Seasons	(Vee Jay)	32%
Hey Boy	Paul London	(Limelight)	6%
See The Funny Little Clown	Bobby Goldsboro	(United Artists)	58%
Worried Guy	Johnny Tillotson	(MGM)	33%

"MY HEART CRIES FOR YOU" and "BABY, DON'T YOU CRY"

ABC-10530

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"Money in the Bank"
single ...



Ray Charles

*and for extra dividends,
stock up now
on Ray's
brand new
album*



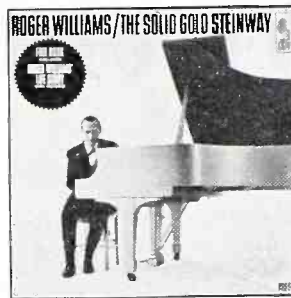
ABC-480



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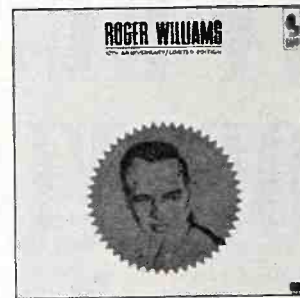
ABC-PARAMOUNT

Let's face it.
 Not every one of these
 new Kapp releases will earn
 a Gold Record.
 But they're all good.



KL-1354

KS-3354



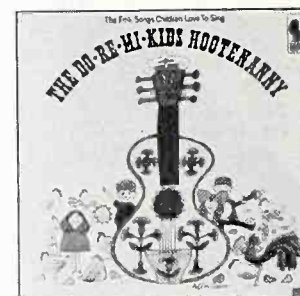
KL-E-1

SKLE-1



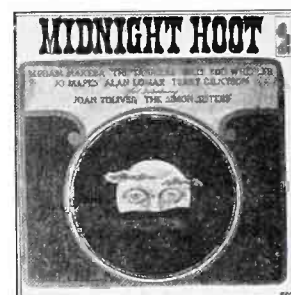
KRL-4502

KRS-4502



KL-1360

KS-3360



KL-1357

KS-3357



KL-1361

KS-3361



KL-1355

KS-3355



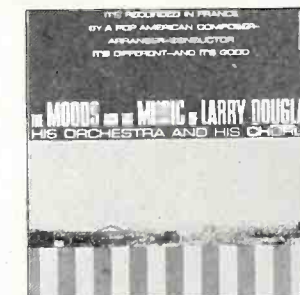
KL-1356

KS-3356



KL-1359

KS-3359



KL-1358

KS-3358



FCL-4200

FCS-4200



FCL-4202

FCS-4202



KL-1298

KS-3298





TOP 100 Albums



TOP 50 STEREO

MONAURAL

FEBRUARY 22, 1964

Pos. Last Week

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1	1	MEET THE BEATLES (Capitol T 2047)	Capitol	35	34	ROY ORBISON'S GREATEST HITS (Monument M 8000)	Monument	68	66	MANTOVANI MANHATTAN (London LL 3328)	London
2	3	HONEY IN THE HORN Al Hirt (RCA Victor LPM 2733)	RCA Victor	36	38	BACH'S GREATEST HITS Swingle Singers (Philips PHS 600 097)	Philips	69	93	REFLECTIONS Chad Mitchell Trio (Mercury MG 20891)	Mercury
3	2	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)	Warner Bros.	37	29	JOAN BAEZ IN CONCERT (Vanguard VRS 9112)	Vanguard	70	57	MOON RIVER Andy Williams (Columbia CL 1809)	Columbia
4	5	CHARADE Henry Mancini (RCA Victor LPM 2755)	RCA Victor	38	51	SURFIN' BIRD Trashmen (Garrett GA 200)	Garrett	71	54	PAINTED, TAINTED ROSE Al Martino (Capitol T 1975)	Capitol
5	4	THE SINGING NUN Soeur Sourire (Philips PCC 203)	Philips	39	39	BLUE VELVET Bobby Vinton (Epic LN 24068)	Epic	72	58	CHAD MITCHELL TRIO SINGIN' OUR MIND (Mercury MG 20838)	Mercury
6	9	LITTLE DEUCE COUPE Beach Boys (Capitol T 1998)	Capitol	40	31	MARIA ELENA Los Indios Tabajaras (RCA Victor LPM 2822)	RCA Victor	73	62	SHUT DOWN Beach Boys (Capitol T 1919)	Capitol
7	11	INTRODUCING THE BEATLES (Vee Jay LP 1062)	Vee Jay	41	41	TRINI LOPEZ AT PJ's (Reprise R 6093)	Reprise	74	65	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles (ABC Paramount ABC)	ABC
8	10	THE WONDERFUL WORLD OF ANDY WILLIAMS (Columbia CL 2137)	Columbia	42	59	YOU MAKE ME FEEL SO YOUNG Ray Conniff (Columbia CL 2118)	Columbia	75	72	SINATRA'S SINATRA Frank Sinatra (Reprise R 1010)	Reprise
9	13	WEST SIDE STORY Filmtrack (Columbia OL 5670)	Columbia	43	36	LAWRENCE OF ARABIA Filmtrack (Colpix CP 514)	Colpix	76	—	THE MANY MOODS OF TONY Tony Bennett (Columbia CL 2141)	Columbia
10	6	JOAN BAEZ IN CONCERT VOL. II (Vanguard VSD 2123)	Vanguard	44	52	THE GIRL WHO CAME TO SUPPER B'way Cast (Columbia KOL 6020)	Columbia	77	81	TOP HITS OF 1963 Bobby Rydell (Cameo C 1070)	Cameo
11	8	THE SECOND BARBRA STREISAND ALBUM (Columbia CL 2054)	Columbia	45	32	SURFER GIRL Beach Boys (Capitol T 1981)	Capitol	78	—	JOHN GARY ENCORE (RCA Victor LPM 2084)	RCA Victor
12	7	FUN IN ACAPULCO Elvis Presley (RCA Victor LPM 2756)	RCA Victor	46	37	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS (20th Century Fox TFM 3127)	20th Century Fox	79	88	OLDIES BUT GOODIES—VOL. 6 Various Artists (Original Sound 5011)	Original Sound
13	18	TIME TO THINK Kingston Trio (Capitol T 2011)	Capitol	47	43	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869)	Columbia	80	87	JOHN F. KENNEDY—MEMORIAL ALBUM (Premier 2099)	Premier
14	25	TENDER IS THE NIGHT Johnny Mathis (Mercury MG 20890)	Mercury	48	33	WONDERFUL, WONDERFUL Lawrence Welk (Dot DLP 3552)	Dot	81	61	J.F.K. (Documentaries Unlimited Vol. 1)	Documentaries Unlimited
15	49	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson (Capitol T 2012)	Capitol	49	50	HOW THE WEST WAS WON Filmtrack (MGM 1 E 5)	MGM	82	95	LOVE HIM Doris Day (Columbia CL 2131)	Columbia
16	12	CURB YOUR TONGUE, KNAVE Smothers Brothers (Mercury MG 20862)	Mercury	50	73	KIND OF LOVE Lettermen (Capitol T 2013)	Capitol	83	—	HEY LITTLE COBRA Rip Chords (Columbia CL 2151)	Columbia
17	22	RICK NELSON SINGS "FOR YOU" (Decca DL 4479)	Decca	51	42	SING A SONG WITH THE KINGSTON TRIO (Capitol KOA 2005)	Capitol	84	90	HELLO YOUNG LOVERS Jimmy Durante (Warner Bros. W 1531)	Warner Bros.
18	24	THE VENTURES IN SPACE (Dolton BLP 2027)	Dolton	52	47	WE SHALL OVERCOME Pete Seeger (Columbia CL 2101)	Columbia	85	74	LANGUAGE OF LOVE Jerry Vale (Columbia CL 2043)	Columbia
19	40	THERE I'VE SAID IT AGAIN Bobby Vinton (Epic LN 24081)	Epic	53	70	OUT OF LIMITS Marketts (Warner Bros W 1537)	Warner Bros.	86	92	BOB NEWHART FACES BOB NEWHEART (Warner Bros. W 1517)	Warner Bros.
20	26	MOVIN' Peter, Paul & Mary (Warner Bros. WB 1437)	Warner Bros.	54	44	BYE BYE BIRDIE Filmtrack (RCA Victor LS 01031)	RCA Victor	87	—	BARBRA STREISAND/THE THIRD ALBUM (Columbia CL 2154)	Columbia
21	15	WIVES & LOVERS Jack Jones (Kapp KL 1352)	Kapp	55	46	SINCE I FELL FOR YOU Lenny Welch (Cadence 3068)	Cadence	88	91	QUIET NIGHTS Miles Davis (Columbia CL 2106)	Columbia
22	14	PETER, PAUL & MARY (Warner Bros. WB 1449)	Warner Bros.	56	86	BEAUTY AND THE BEARD Al Hirt & Ann Margaret (RCA Victor LPM 2690)	RCA Victor	89	78	HOLLYWOOD—MY WAY Nancy Wilson (Capitol T 1934)	Capitol
23	21	THE BARBRA STREISAND ALBUM (Columbia CL 2007)	Columbia	57	55	110 IN THE SHADE B'way Cast (RCA Victor LC 1085)	RCA Victor	90	79	MONDO CANE Filmtrack (United Artists UAL 4105)	United Artists
24	16	ROMANTICALLY Johnny Mathis (Columbia CL 2098)	Columbia	58	63	LESLEY GORE SINGS FOR MIXED-UP HEARTS (Mercury MG 20849)	Mercury	91	—	BORN TO SING THE BLUES Brook Benton (Mercury MG 20886)	Mercury
25	23	BIG SOUNDS OF THE DRAGS (Capitol T 2001)	Capitol	59	80	THE SOLID GOLD STEINWAY Roger Williams (Kapp KL 1354)	Kapp	92	98	PURE DYNAMITE James Brown (King K 883)	King
26	17	DRAG CITY Jan & Dean (Liberty LP 7339)	Liberty	60	85	TALK BACK TREMBLING LIPS Johnny Tillotson (MGM E 4188)	MGM	93	60	DEEP PURPLE Nino Temple & April Stevens (Atco 33-156)	Atco
27	19	CATCH A RISING STAR John Gary (RCA Victor LM 2745)	RCA Victor	61	56	ANY NUMBER CAN WIN Jimmy Smith (Verve 8552)	Verve	94	97	THE GOLDEN HITS OF JERRY LEE LEWIS (Smash MG 27047)	Smash
28	48	LIVING A LIE Al Martino (Capitol T 2040)	Capitol	62	69	BLUE VELVET & 1963'S GREATEST HITS Billy Vaughn (Dot DLP 3559)	Dot	95	64	HERE'S LOVE B'way Cast (Columbia KOL 6000)	Columbia
29	20	THAT WAS THE WEEK THAT WAS BBC (Decca DL 9116)	Decca	63	53	THINK ETHNIC Smothers Brothers (Mercury MG 20777)	Mercury	96	67	LET ME SING Brenda Lee (Decca DL 4439)	Decca
30	27	WASHINGTON SQUARE Village Stompers (Epic LN 24078)	Epic	64	84	EVERYTHING IS A O.K. Astronauts (RCA Victor LPM 2782)	RCA Victor	97	76	RING OF FIRE Johnny Cash (Columbia CL 2053)	Columbia
31	35	LOUIE, LOUIE Kingsmen (Wand 657)	Wand	65	45	MORE TRINI LOPEZ AT PJ's (Reprise R 56103)	Reprise	98	96	SURFIN' U.S.A. Beach Boys (Capitol T 1890)	Capitol
32	82	HELLO DOLLY Broadway Cast (RCA Victor LCO 1087)	RCA Victor	66	83	FOUR DAYS THAT SHOCKED THE WORLD (Colpix CP 2500)	Colpix	99	71	I REMEMBER BUDDY HOLLY Bobby Vee (Liberty LRP 3336)	Liberty
33	30	RAMBLIN' New Christy Minstrels (Columbia CL 2055)	Columbia	67	77	GREAT FOLK THEMES Percy Faith (Columbia CL 2108)	Columbia	100	68	ROBERT GOULET IN PERSON (Columbia CL 2088)	Columbia
34	28	DAYS OF WINE AND ROSES Andy Williams (Columbia CL 2015)	Columbia								

● Indicates Strong Upward Move

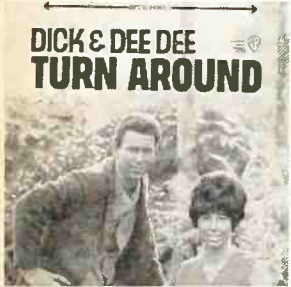
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POP PICKS



"BARBRA STREISAND/THE THIRD ALBUM"—Columbia CL 2154

Barbra Streisand, who soared to the top of the LP chart with her second stanza and who is still riding with her two albums, is sure to make it three in a row with this new set on Columbia. On this package the lark directs her attention to ten romantic ballads and delivers them with her usual warmth and feeling. Streisand followers will go all out for her readings of "Just In Time," "Never Will I Marry" and "As Time Goes By."



"TURN AROUND"—Dick & DeeDee—Warner Bros. 1538

Dick and DeeDee, who've clicked with a string of singles and their last LP, "Young And In Love," direct their vocal attention to mostly folk on this new outing on Warner Bros. The best-selling duo is sure to captivate both teen and adult audiences with this flavorful set that aptly displays their know-how with a folk tune. They are at their very best on "Turn Around," "Don't Think Twice" and "We Can't Help Cryin' For The World." Strong chart potential.



"JAMES BROWN LIVE AT THE ROYAL"—King 883

James Brown, who is currently riding up the charts with "Oh Baby Don't You Weep," seems sure to score heavily in the coin department with this LP featuring his present biggie plus a bevy awhile-back triumphs. The set, which was cut live at Baltimore's famed Royal Theatre, spotlights the versatile chanter belting out top-drawer renditions of "These Foolish Things," "Signed, Sealed And Delivered" and "Please, Please, Please."



"TILL THE END OF TIME"—Jerry Vale—Columbia CL 2116

Jerry Vale has gone the Chartsville route with his last three Columbia LP's and this session is loaded with the same success ingredients and is sure to go the same path. The songster's rich and emotion-packed voice serves him well on these classic-oriented love themes that include, "Till The End Of Time," "Full Moon And Empty Arms," "The Story Of A Starry Night" and "The Things I Love." Eye it for early chart status.



"ROME 35/MM"—Enoch Light—Command RS-863SD

Enoch Light scored a major stereophonic breakthrough a few years back with his first two 35/MM issues on Command and this new session spotlighting the melodies of Italy should find similar sales success. The Lew Davies arrangements are lush and inventive and coupled with the label's stereo richness the album is a natural for the charts. Slick sides here are "Arrivederci Roma," "Non Dimenticar" and "Ciumachella."



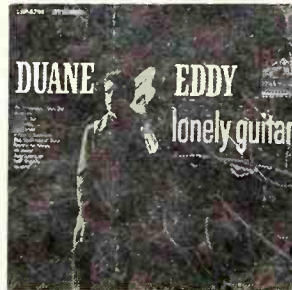
"50 FABULOUS PIANO FAVORITES"—Ferrante & Teicher—United Artists UAL 3343

Ferrante and Teicher, who have earned many laurels in the past with their best-selling keyboard stylings, are a cinch to pull loads of loot with this new instrumental from UA which spotlights the duo reading fifty popular evergreens. The disk is superlative fare for either dancing or listening pleasure and the artists deliver such well-known items as "I Remember You," "One Dozen Roses" and "I'll Walk Alone." Eye the set for rapid acceptance.



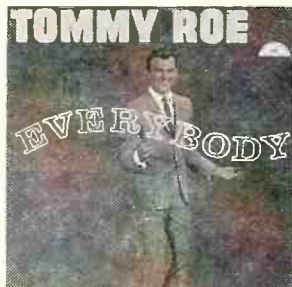
"COMPETITION COUPE"—The Astronauts—RCA Victor LSP 2858

The Astronauts, who jumped into the national limelight with their last initial surfin' album, jump on the rapidly-expanding hot-rod bandwagon with this hard-driving, rhythmic set from Victor. The group's distinctive rockin' vocal and instrumental style is perfectly suited to the hot-rod idiom as they offer top-flight renditions of "Little Ford Ragtop," "Devil Driver's Theme" and "Our Car Club." Loads of sales potential here.



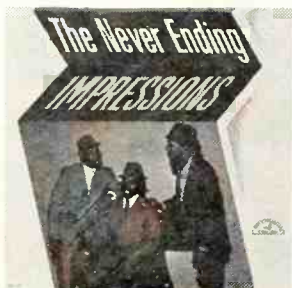
"LONELY GUITAR"—Duane Eddy—RCA Victor LSP 2798

Duane Eddy, who built his reputation with his twangy, hard-driving guitar styling, makes a radical departure and dishes-up a melodic program of funky bluesy ballads on this new Victor outing. The youthful guitarist showcases a moving subdued approach as he offers "Along Came Linda," "A Home In The Meadow" and "Danny Boy." Eye the package for rapid acceptance.



"SOMETHING FOR EVERYBODY"—Tommy Roe—ABC-Paramount ABC467

Tommy Roe, who has been clicking solidly in the singles department the past few months, makes a strong bid for album sales with this LP on ABC-Paramount which runs the gamut of musical expression. The chanter rocks and wails on "Be My Baby," tones down for a folk approach to "Taste Of Honey," and "Dominique" and returns to pop uptempo on "Nitty Gritty" and "I Wanna Be Your Man." Brisk sales are indicated.



"THE NEVER ENDING IMPRESSIONS"—ABC-Paramount ABC 468

The Impressions, one of the hottest vocal groups around today with three hit singles to their credit, come up with a dozen teen-angled tunes with plenty of appeal for the spinners and buyers. The lads give a generous sampling of romantic ballads and uptempo dance items here as they feelingfully read their way through such goodies as "Little Boy Blue," "I Gotta Keep On Movin'" and "That's What Love Will Do." Watch it move.



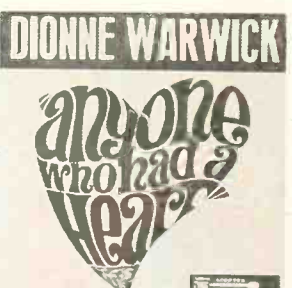
"GREAT RAGTIME HITS"—Steven Allen—Dot DLP25560

Steve Allen, who garnered some chart attention with his "Gravy Waltz" and "Funny Fone Calls" sets, makes a potent bid for similar success with this album of years-back evergreens served up in ragtime manner. The laffman-pianist romps through these liting oldies with verve and polish as he surveys "Hindustan," "Alexander's Ragtime Band," "12th Street Rag" and "Toot, Toot, Tootsie!"



"BILL ANDERSON SINGS"—Decca DL 74499

In the past year Bill Anderson has firmly established himself as a full-fledged pop-country hit-maker with a long string of dual-market hits. On this new Decca album outing the chanter offers a fine program of previous triumphs and popular folk items. While backed by a fine chorus, Anderson dishes-up first-rate version of "Green, Green," "8 X 10" and his current country hit, "Five Little Fingers." Disk should step out lively in the sales department.



"ANYONE WHO HAD A HEART"—Dionne Warwick—Scepter 517

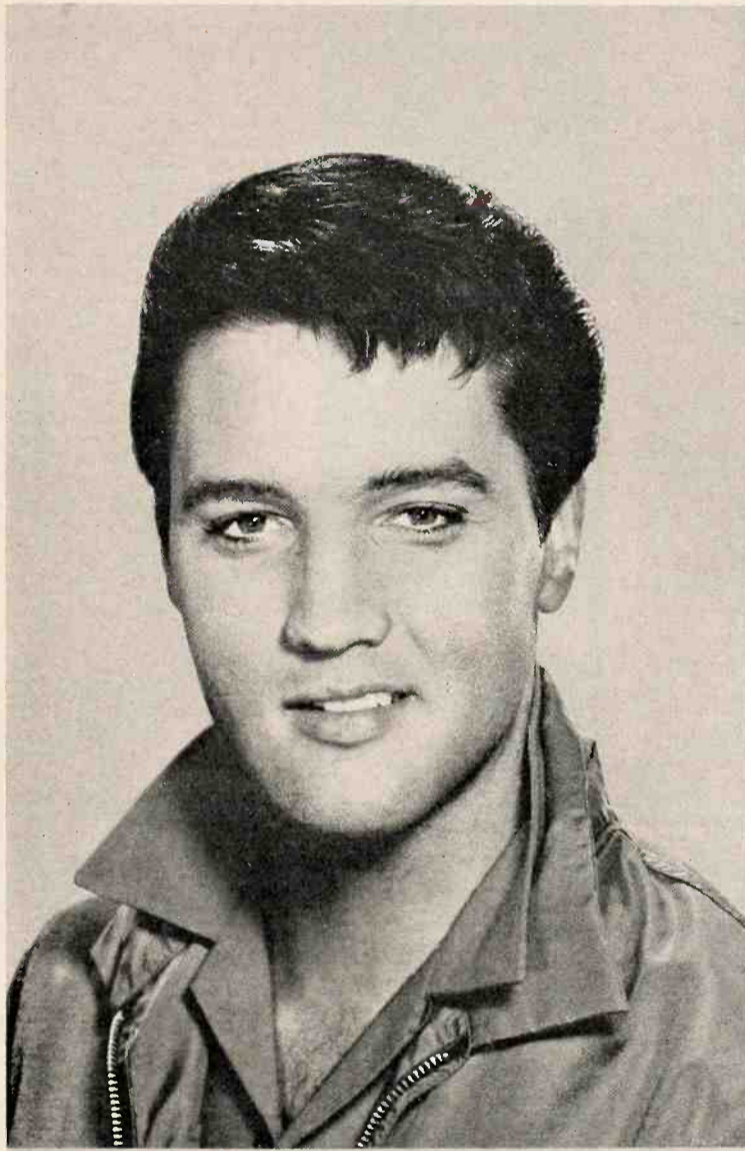
Dionne Warwick, who is currently clicking in both the pop and r&b departments with "Anyone Who Had A Heart," tags this Scepter disk after the coin-catcher and includes eleven other teen-angled bluesy items. The lark displays an impressive wide-range voice and extremely moving soulful delivery as she offers "Shall I Tell Her," "I Cry Alone" and "Any Old Time Of Day." LP should skyrocket.



"JOAN TOLIVER"—Kapp KRL 4502

With the vast plethora of new folksingers who have come on the scene in recent months few, if any, of them have the necessary maturity for a complete album. Joan Toliver is an exception to the rule. The thirty-two year old lark has a potent, strikingly rich wide-range voice and a distinctive, blues-tinged delivery. The artist turns in outstanding renditions of "High Flying Bird," "Black Crow Flying" and "Golden Apples." A performer to watch closely.

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"TEENAGE HOUSE PARTY"—Sandy Nelson—Imperial LP 9215

Sandy Nelson, who has been drumming up a storm for years, unleashes his potent drumistic talents full-blast on this lively, high-powered set of teen-oriented danceable favorites. While backed by a swingin' rhythmic combo Nelson maintains an exciting, hard-driving beat throughout as he dishes up "House Party Rock," "Day Train" and "Let The Good Times Roll." One of the best sets that Nelson has cut in quite a while.



"REMEMBER THESE"—Betty Comden, Richard Lewine—Ava (A-26)

Few but serious musical comedy buffs will remember this collection of long-lost showtunes. Key to their revival on this disk is their authors, the great teams of George & Ira Gershwin and Rodgers & Hart. Five songs each from G&G's "Treasure Girl" and R&H's "Chee Chee," both produced in the 20's, are performed with amiable affection by Betty Comden, a fine lyricist in her own right, and a cozy trio headed by pianist-showtune authority Richard Lewine. The songs? They are complete delights.

POP BEST BETS



"TO BED OR NOT TO BED"—Original Soundtrack—London M 76005

Here is a first-rate film score by Piero Piccioni that holds up superbly out of context and gives solid listening enjoyment throughout. "To Bed Or Not To Bed" is currently in release and a solid box-office hit which should spark plenty of sales for this London LP. The score boasts plenty of good melody and rhythmic jazz to make for broad popular appeal. Easy-listening bands here are "Eva," "Firestar" and "Neve."



"ESPECIALLY FOR YOU"—Kitty Wells—Decca DL 74493

Kitty Wells, one of the smoothest larks in the world of country music, lives up to her reputation with this top-notch album outing geared to score heavily in sales. The songstress includes a bag of recent and current country hits here as she serves up feelingful readings of "Guilty," "Ring Of Fire," "Talk Back Trembling Lips" and "Take These Chains From My Heart." Her fans should come out in force for this one.



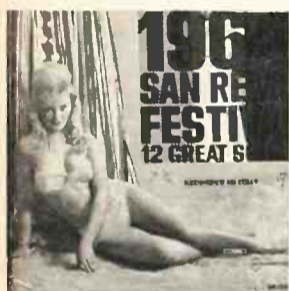
"YOU DON'T HAVE TO BE A BABY TO CRY"—Julie London—LRP 3342

Julie London lets loose her winning vocal charms on a host of old and new biggies on this album outing from Liberty. The lark has struck paydirt often in the past and could repeat earlier successes with this tasteful session on which the lark gives warm and feelingful treatments to "Wives And Lovers," "Charade" and "Wheel Of Fortune." Lots of sales potential here.



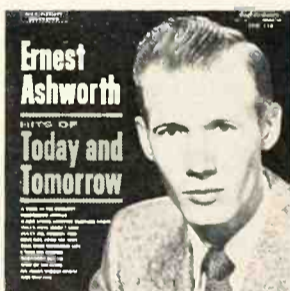
"THE WAILER'S WAIL"—Wailers—Golden Crest CR 3075

The Wailers unleash their instrumental talents on this Golden Crest package of rock tunes geared for dancing and teen approval. The crew exhibits a lot of musicianship and a feeling for the jazz idiom which could give the set increased exposure both on the air and at the marketplace. Swingin' sides here are "Tall Cool One," "Driftwood" and "Gunnin' For Peter."



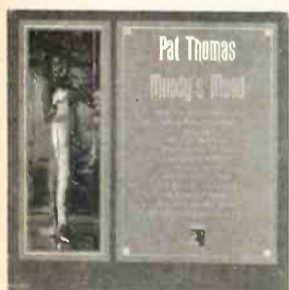
"1964" SAN REMO FESTIVAL—Various Artists—London International TW91332

London International cashes in on the timeliness of the very recent San Remo Song Festival and offers up the top twelve tunes by Italian artists. The session begins with the first place winner, "Non Ho L'Eta Per Amarti" by Susy and continues with first-rate renditions of "Ieri Ho Incontrato Mia Madra" by Vittorio Paltrinieri, "Come Potrei Dimenticari" by Enzo Teodoro & Vittorio Paltrinieri, and "Sabato Sera" by Enzo Teodoro & Susy. National interest in the annual song fest should spark sales for the disk.



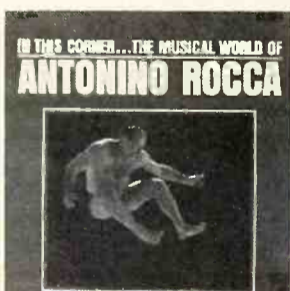
"HITS OF TODAY AND TOMORROW"—Ernest Ashworth—Hickory LPM 118

Over the past years Ernest Ashworth has racked up an impressive collection of country hits, all of which are included on this top-drawer Hickory LP outing. The chanter's rich, wide-range voice and feelingful, sincere delivery carries him in good stead on "I Take The Chance," "Talk Back Trembling Lips" and his current country cliché of "A Week In The Country." All of Ashworth's many fans should come out in droves for the set.



"MOODY'S MOOD"—Pat Thomas—MGM E 4206

Pat Thomas proves that she is far more than a one-shot singer (her first LP was completely in the bossa nova idiom) by offering a versatile, moody program of standards and newies in a valid, professional jazz style. The thrush displays a smooth delivery and impressive phrasing as she renders "I'm In The Mood For Love," "A Cottage For Sale" and "Trouble Is A Man."



"IN THIS CORNER THE MUSICAL WORLD OF ANTONINO ROCCA"—MGM SE4183

Here's a first-rate program of dancing and listening music from the world of Antonino Rocca, wrestler, athlete and physical culture expert. These Latin-American favorites are presented in a variety of dance tempos and have been delightfully and inventively arranged by Billy Murray. The dance buffs will find lots of pleasure in "La Paloma," "Clair De Luna" and "Eso Es Amor," which features a vocal by the Malagon Sisters.



"THE BROTHERS CASTRO"—Capitol ST 2015

The Castro Brothers, who have been winning fans for years with their distinctive brand of Latin-esque jazz, offer a delightful program of popular favorites on this highly-listenable album cut live at Harrah's in Lake Tahoe. Standout tracks here are "El Jamaquino," "Granada" and "The Exodus Song." Bright, sophisticated entertainment throughout.



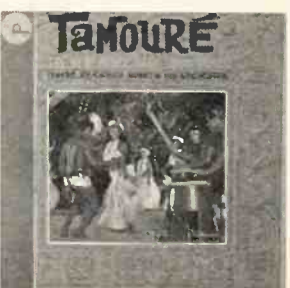
"CHARLIE RICH"—Groove GS 1000

Charlie Rich effectively steps beyond the bounds of his country music groove on this varied program of favorites on which the chanter-guitarist showcases a moving, soulful rockin' vocal approach. With a top-notch combo backing him up, Rich really wails on "Big Boss Man," "Let Me Go My Merry Way" and "The Grass Is Always Greener." An impressive performance.



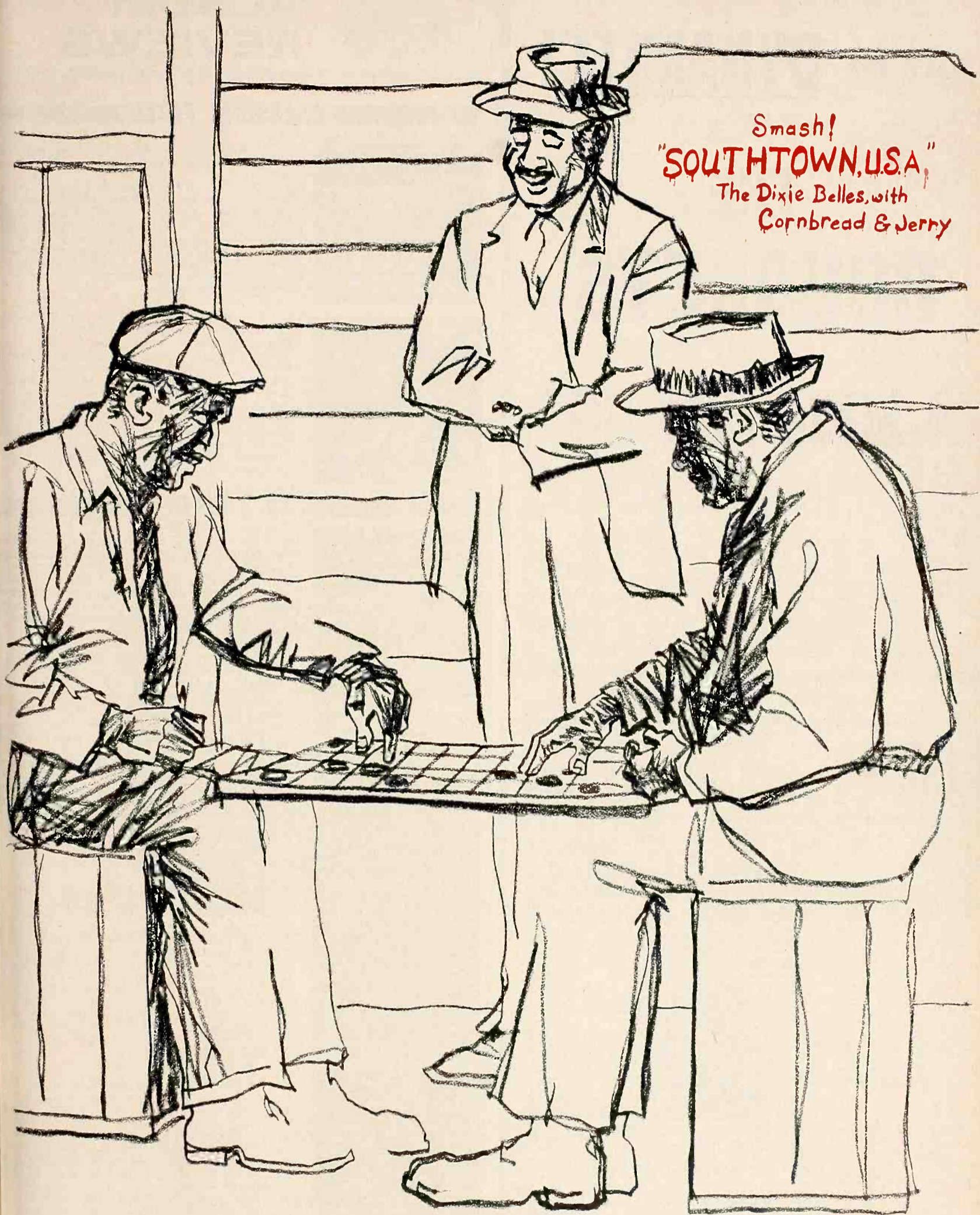
"FLAMENCO REFLECTIONS"—Sabicas—ABC-Paramount ABC 451

Over the years Sabicas has acquired an impressive reputation as one of the world's foremost flamenco guitarists. On this new ABC-Paramount session he offers proof-positive of his virtuosity by offering a varied program of melodic favorites with amazing control and verve. The artist shines on "Arabescas," "El Cantabrico" and "Puente de Triana." Good music deejays should find plenty of programmable material here.



"TAMOURE"—Carlos Rubio—Fontana MGF 2751

Tamoure, an uptempo nova dance of French origin, is expertly surveyed by the ork of Carlos Rubio on Fontana. The orkster also includes some rhythmic and pulsating renditions of some Tahitian dances here as well as some pure bossa nova. Plenty of dancing and listening enjoyment to be had here as the crew essays "Anae Atoa," "Bossa Nova De Paris," "A San Salvador" and "Poto Poto Tamoure."



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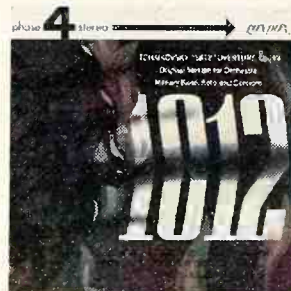


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ALBUM REVIEWS

CLASSICAL PICKS



TCHAIKOVSKY: 1812 Overture, Nutcracker Suite, London Festival Orch/Sharples—London SPC 21001

Tchaikovsky's most flamboyant work, the 1812 Overture, and his melodically brilliant Nutcracker Suite are performed by the London Festival Orchestra and Band with Robert Sharples at the helm. All of the thunder and fire of the 1812 are captured here with cannons and bells included. The crispness of London's phase 4 stereo makes this a top-drawer listening set. The package has best-seller potential.



"TOSCANINI CONDUCTS OVERTURES"—RCA Victor LM-7026

Here is a potent classical package from RCA Victor highlighting the NBC Symphony Orchestra conducted by Arturo Toscanini. None of the performances on this two-disk set have ever been released on record before and were taken from the conductor's famed radio broadcasts. Overtures from the works of Brahms, Rossini, Mozart, Gluck, Cimarosa and Cherubini are included. Classical devotees will find it a worthy addition to their collections.

JAZZ PICKS



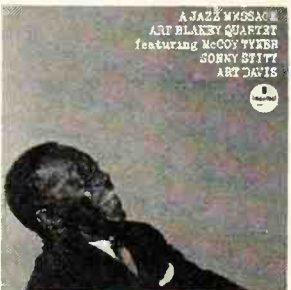
"BREEZE FROM THE EAST"—Cal Tjader—Verve V 8575

Cal Tjader comes up with a potent follow-up to his successful "Several Shades Of Green" with this new Verve set, also based on an oriental motif. Tjader and crew perfectly capture the rhythmic Eastern touch as they offer top-notch Stan Applebaum-arranged versions of "Sake And Greens," "China Nights" and "Leyte." Jazzophiles should come out in force for the package.



"SWEET SEPTEMBER"—Pete Jolly Trio—Ava-39

The Pete Jolly Trio follows its best-selling "Little Bird" album with this equally potent session of jazz-flavored items tagged, "Sweet September." The 88'er, with sidemen Chuck Berghofer (bass) and Larry Bunker (drums), is sure to attract both the pop and jazz buffs here with these lifting and sparkling tunes which include "I Have Dreamed," "Any Number Can Win," "Can't We Be Friends" and the tag tune.



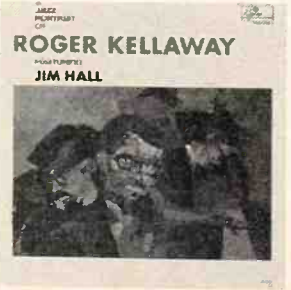
"A JAZZ MESSAGE"—Art Blakey Quartet—Impulse A-45

Ace jazz drummer Art Blakey is spotlighted in a swingin' quartet framework on this superb set of originals and standards from Impulse. The set re-unites Blakey and saxophonist Sonny Sitt, who have not recorded together for some fourteen years. All the boys in the group reach and maintain a vibrant, easy-going extremely valid melodic pitch on "Cafe," "Summertime" and "The Song Is You." Superior listening throughout.



"TAPESTRY"—Chuck Wayne Trio—Focus FM 333

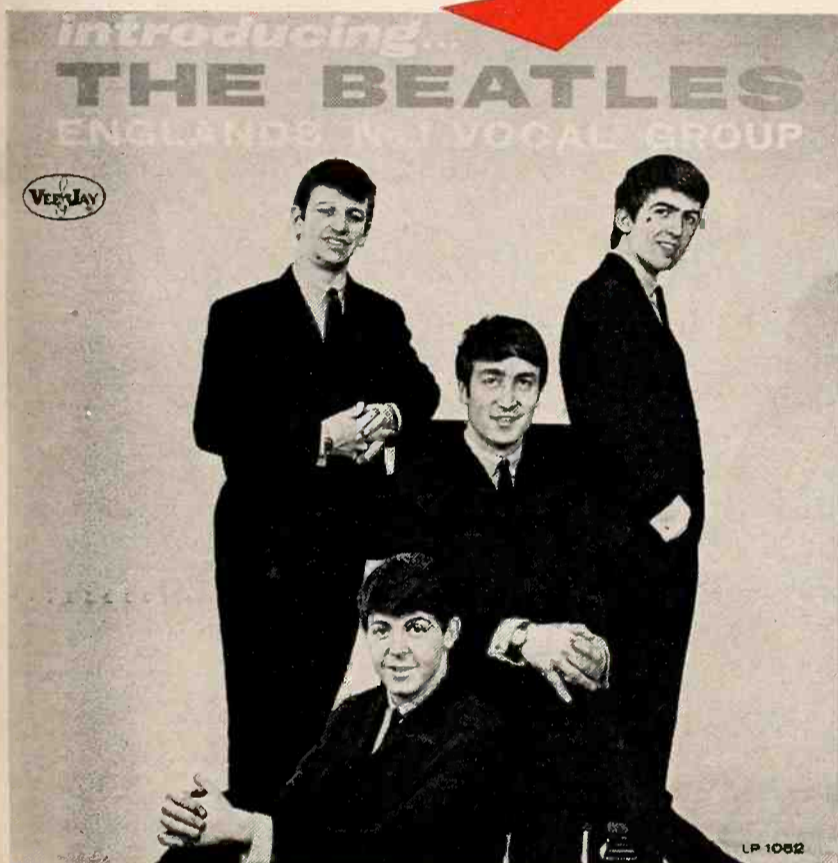
Vet jazz guitarist Chuck Wayne and his boys, Ernie Furtado (bass) and Jimmy Campbell (drums), weave a creative fabric of which the warp and weave is filled with high-grade lyrical musicianship on this entry from Focus. The program of evergreens and originals is eloquently stated by the Trio in an impressive low-key, after-hours, moody fashion. Among the best listening bets here are "Thank The Lord," "Green-sleeves" and "Down The Road." Disk seems destined to create plenty of excitement.



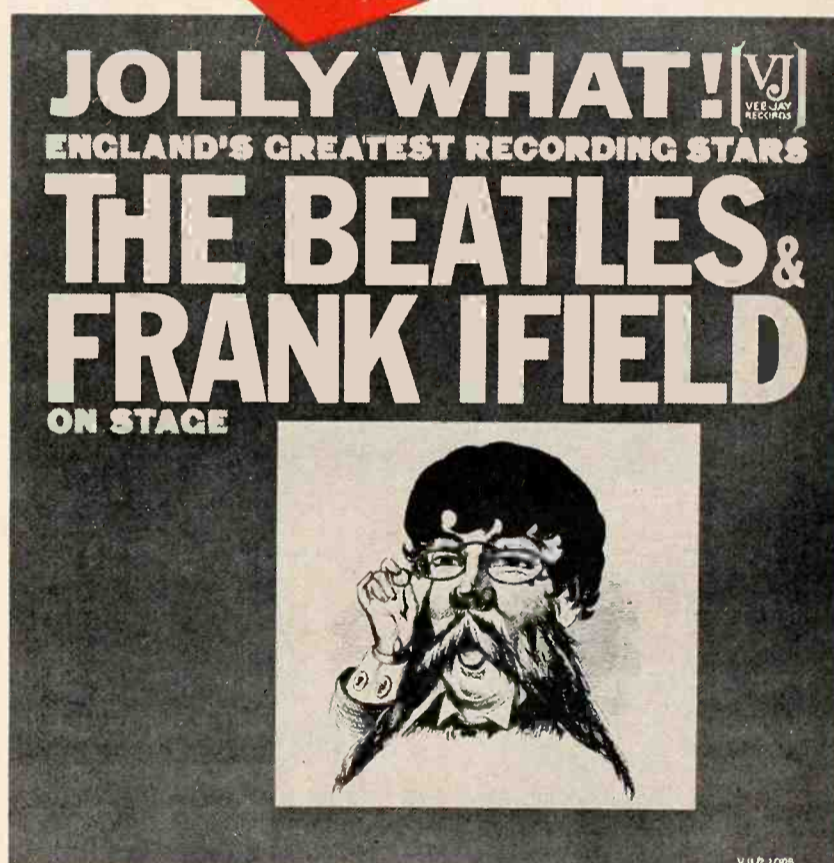
"A JAZZ PORTRAIT OF ROGER KELLAWAY"—Regina R298

The Regina label continues its "Jazz Portrait" series with this superb entry by pianist-bassist Roger Kellaway. The 88'er doubles as clefter on some of the tracks here and his playing throughout set him far above many jazz artists. Jazzophiles are sure to dig these treatments as Kellaway exhibits a driving style and a sureness on improvisation. Bright bands here are "Cinderella," "Here Today, Gone Tomorrow" and "Double Fault."

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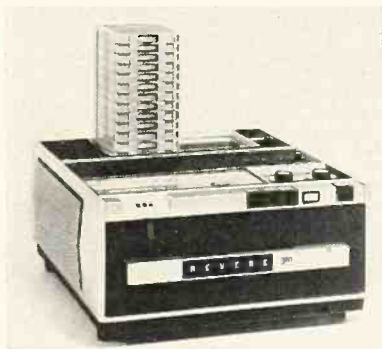
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NEW YORK—The Revere stereo tape cartridge system has been honored as one of the best designed consumer products in 1963 in the 10th Annual Design Review conducted by Industrial Design magazine. The Revere system, a product of the Revere-Wollensak division of 3M Company, is a new concept in home music offering up to 15 hours of unattended music. Introduced nationally in 1963, the unit utilizes the music industry's first automatic changing system. Threading, playing, rewinding and advancing to the next cartridge are all accomplished automatically by the Revere unit.



PLATTER SPINNER PATTERN

An enthusiastic record-breaking crowd of 20,000 jubilant people recently jammed the St. Paul auditorium for the WDGY-St. Paul Winter Carnival Music Spectacular. The outlet's deejays and national recording stars were the attractions which drew the largest crowd to the audition in its 33-year existence and broke all Carnival attendance records. The event featured the Trashmen, Jan and Dean, Clyde McPhatter, Joey Powers, Tracey Dey, the Blenders and the Ideals. Carnival officials reported that 6,000 people had to be turned away with major traffic jams in the St. Paul loop area during the 6 PM to midnight program. WDGY station manager, Dick Harris, who reported having never seen such a "mass of humanity," attributed the success of the Spectacular to the many weeks of on-the-air station promotion.

The football field, one of man's last strongholds, will be invaded by woman and thereby join the ranks of the voting booth, the automobile driver's seat, and other citadels formerly controlled exclusively by males. The onslaught will take place this week at Carnegie Tech's football field as a group of young women, recruited by music personality Clark Race, meet the KDKA-Pittsburgh All-Stars. . . . KDKA recently received the fourth annual Broadcast Pioneers Mike Award at a dinner for more than 600 government, advertising and broadcasting industry leaders at the Pierre Hotel Grand Ballroom in New York. Fred E. Walker, general manager of the station, accepted the award, which is an actual gold-plated "ribbon" microphone mounted on an appropriate base. The citation which was accompanied by the award praised the pioneer broadcasting station for its "enlightened management, inventive, entertaining and informative programming, and responsible, rigorous community involvement."

KMPC-Los Angeles' mid-morning deejay, Ira Cook, and nine other Southland radio-TV personalities, recently helped add \$1772 to the Los Angeles County Heart Association's coffers they appeared on the Fourth Annual "Radio-TV Stars Bowl For Heart" Memorial TV Bowling Show. The bowlers were paid one dollar by their station and sponsors for each pin they knocked down. Additional donations were pledged by listeners. Cook and his team, with a whalloping 845, out-bowled KFI's Jim Todd and his bowlers by one pin to capture the Heart Fund perpetual trophy. Cook also grabbed the high-score bowler trophy by turning in a 186 game.

Congrats are in order to WIBG-Philadelphia's Joe Niagra. The popular spinner's wife recently gave birth to a baby. The new release is tagged John Fredrick Niagra III.

WLOL-Minneapolis recently took 910 women to the movies. The ladies very graciously went through 70 dozen donuts and rolls, 25 gallons of coffee and 16 gallons of orange juice. All the ladies had to do was send the station a request for tickets to see a special preview showing of "Love With A Proper Stranger" at the Lyric Theatre.

Buck Ritchey, who spins 'em on KAYO-Seattle, has been campaigning for mayor and is writing leading rainwear manufacturers, asking them to move their plants to the Pacific Northeast city because Seattle is the

recognized center for rain." As part of Ritchey's write-in campaign "Plat-form," he promises to "keep it raining" in Seattle. It's one campaign promise that should be easy to keep. This is one of the wettest winters in Seattle's somewhat soggy history. January was the rainiest month in five years—with precipitation 50 percent above normal. In letters seeking more business and jobs for Seattle, deejay Ritchey told raincoat, slicker, galosh and boot manufacturers that the city's wet know-how could produce "authoritative rainwear."

When the Beatles arrived in Washington, D. C. for their first live American concert at the Washington Coliseum, an unusual 'art' exhibit greeted the group. WWDC-Washington, believing that the Beatles have had a profound influence on our culture, asked its listeners to send in any picture from magazines, newspapers or whatever, with a Beatle haircut drawn on the subject. The response to the promotion has been overwhelming. It seems that the Beatles have strongly influenced people of all ages in this country. The first one hundred entrants in this competition received copies of the crew's "I Want To Hold Your Hand" Capitol number one disk. The station displayed the winners' 'art' at the night of concert. The station's Carroll James emceed the Beatles Washington debut.

WFLA-Tampa action alert writer/reporter Marty Giles has brought the outlet the December Award for Associated Press reporting for the state of Florida. This is the third time in one year that the station's news team has won the award in competition with all other AP radio and TV stations in the state.

Elmer Bernstein was recently interviewed by Stan Richards KHJ-Hollywood program. The vet film clemmer discussed the nominations of the Academy Awards. . . . Cal Miler, long-time KHJ air personality and producer, has been named as producer of the Leo Durocher sports show on the station.

Stan Dale of the WLS-Chicago news staff, was a featured speaker last week at the Windy City's Immaculata High School. Dale represented communications on the program and talked to the students about opportunities in this field.

The FCC has approved sale of WFFG, Marathon, Fla., by Key Broadcasting to Bluegrass Broadcasting for \$250,000. Also approved was the sale of 60 per cent of WBAW-Barnwell, S. C., to present 40 per cent owners Joseph and Gwen Wilder by J. A. and Virginia Gallimore for \$66,556.

VITAL STATISTICS:

Red Foster is now hosting a new hop show on KCOP-TV-Los Angeles. . . . Bob White given the green light as program director on KLIT-Houston. . . . Jeff Starr is a new deejay add on WWRI-Newport. . . . Geoff Edwards has gotten the nod as program director of KHJ-Hollywood. . . . Mike Sigelman named community relations director of WDGY-Minneapolis. . . . Joe Mulvihill is now handling announcing chores on WJAS-Pittsburgh.

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HITS OF THE WEEK

SOMEWHERE IN THE NIGHT
45-286

JACK McDUFF
big POP BREAKOUT in DETROIT
groovy "pop" sound

SEED SHACK

45-276

GENE AMMONS
top selling sax single
big in all areas

GOIN' TO CHICAGO BLUES

45-291

JIMMY WITHERSPOON
big blues single—big R&B airplay

ROCK CANDY

45-273

JACK McDUFF
still HOT—it won't quit

YOU BETTA STOP HER

45-824

LIGHTNIN' HOPKINS
hot seller in all blues markets

HOTTEST OF THE NEW SINGLES

Bret & Terry /45-313/Beatie Hop
Willis Jackson /45-293/Brother Elijah
Shirley Scott /45-292/SatIn Doll
Stitt & McDuff /45-282/ 33-96
Burrell & Coltrane /45-281/Freight Trane
Roland Kirk & McDuff /45-280/Funk Underneath
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TOP 50 IN R&B LOCATIONS

		Pos. Last Week
1	WHAT KIND OF FOOL (Do You Think I Am) Tams (ABC Paramount 10502)	1
2	TALKING ABOUT MY BABY Impressions (ABC Paramount 10511)	3
3	UM, UM, UM, UM, UM, UM Major Lance (Okch 7187)	2
4	THE SHELTER OF YOUR ARMS Sammy Davis Jr. (Reprise 20216)	7
5	GOING GOING GONE Brook Benton (Mercury 72230)	5
6	GOOD NEWS Sam Cooke (RCA Victor 8299)	10
7	LOUIE, LOUIE Kingsmen (Wand 143) Paul Revere & Raiders (Columbia 42814)	4
8	OH BABY DON'T YOU WEEP James Brown (King 5842)	12
9	HARLEM SHUFFLE Bob & Earl (Mall 104)	6
10	I WISH YOU LOVE Gloria Lynne (Everest 2036)	11
11	LIVE WIRE Martha & Vandellas (Gordy 7027)	21
12	VAYA CON DIOS Drifters (Atlantic 2216)	14
13	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME Shirelles (Scepter 1264)	8
14	CAN YOUR MONKEY DO THE DOG Rufus Thomas (Stax 144)	18
15	HI-HEEL SNEAKERS Tommy Tucker (Checker 1067)	25
16	WHO DO YOU LOVE Sapphires (Swan 4162)	9
17	SHIMMY SHIMMY Orlans (Cameo 295)	23
18	ANYONE WHO HAD A HEART Diane Warwick (Scepter 1262)	27
19	CAN I GET A WITNESS Marvin Gaye (Tamla 54087)	16
20	NEED TO BELONG Jerry Butler (Vee Jay 567)	15
21	GONNA SEND YOU BACK TO GEORGIA Timmy Shaw (Wand 146)	17
22	WHEN THE LOVE LIGHT STARTS SHINING THROUGH HIS EYES Supremes (Motown 1051)	13
23	BABY I LOVE YOU Ronettes (Philles 118)	19
24	PUPPY LOVE Barbara Lewis (Atlantic 2214)	28
25	HIS KISS Betty Harris (Jubilee 5465)	20
26	MY TRUE CARRIE LOVE Nat Cole (Capitol 5125)	40
27	DEEP IN THE HEART OF HARLEM Clyde McPhatter (Mercury 72220)	22
28	SO FAR AWAY Hank Jacobs (Sue 795)	36
29	THAT LUCKY OLD SUN Ray Charles (ABC-Paramount 10509)	24
30	WHAT'S EASY FOR TWO Mory Wells (Motown 1048)	31
31	LEAVING HERE Eddie Holland (Motown 1052)	39
32	LITTLE BOY Crystals (Philles 119)	34
33	IF SOMEBODY TOLD YOU Anna King (Smash 1858)	26
34	HE'LL HAVE TO GO Solomon Burke (Atlantic 2218)	43
35	QUICKSAND Martha & The Vandellas (Gordy 7025)	29
36	BABY DON'T YOU CRY Ray Charles (ABC Paramount 10530)	—
37	STRANGE THINGS ARE HAPPENING Little Jr. Parker (Duke 371)	48
38	HE'S A GOOD GUY (YES HE IS) Marvelettes (Tamla 54091)	—
39	MY HEART CRIES FOR YOU Ray Charles (ABC Paramount 10530)	—
40	GREASY SPOON Hank Marr (Federal 12508)	32
41	TELL ME BABY Garnett Mimms & Enchanters (United Artists 694)	—
42	I'LL BE THERE (To Bring You Love) Majors (Imperial 66009)	45
43	I CAN'T STAND IT Soul Sisters (Sue 799)	—
44	THE WAY YOU DO THE THINGS YOU DO Temptations (Gordy 7028)	—
45	AS LONG AS I KNOW HE'S MINE Marvelettes (Tamla 54088)	30
46	THINK NOTHING ABOUT IT Gene Chandler (Constellation 111)	—
47	PAIN IN MY HEART Otis Redding (Volt 112)	33
48	THE NITTY, GRITTY Shirley Ellis (Congress 202)	35
49	NADINE Chuck Berry (Chess 1883)	—
50	IT'S ALL RIGHT Impressions (ABC Paramount 10487)	37



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

HERE'S A HEART Diplomats (Arock 1004)	HIPPY HIPPI SHAKE Swinging Blue Jeans (Imperial 66021)
HAREM Acker Bilk (Atco 6282)	PLEASE, PLEASE, PLEASE James Brown (King 5853)
I'M IN LOVE Fourmost (Atco 6285)	NEEDLES AND PINS Searchers (Kapp 577)
CAN HEAT/MATILDA, MATILDA Jimmy Smith (Blue Note 1905)	THEME FROM 'CARDINAL' Roger Williams (Kapp 560)
I'M TRAVELIN' ON Jackie Wilson (Brunswick 55260)	SNEAKY SUE Patti LaBelle & The Bluebelles (Kapp 563)
THE BOY WITH THE BEATLE HAIR Swans (Cameo 302)	PERMANENTLY LONELY Timi Yuro (Liberty 55665)
MY BOYFRIEND GOT A BEATLE HAIRCUT Donna Lynn (Capitol 5127)	HEY BOY Paul London (Limelight 3015)
I WONDER WHO'S KISSING HER NOW Bobby Darin (Capitol 5126)	TELL OLD BILL Chad Mitchell Trio (Mercury 72234)
STAY WITH ME Nick Noble (Chess 1879)	NEVER LEAVE ME Stratford (O'Dell 100)
NADINE Chuck Berry (Chess 1883)	BE MY GIRL Dovells (Parkway 901)
I'M YOUR HOOCHIE COOCHIE MAN Dion DiMucci (Columbia 42977)	CROOKED LITTLE MAN Serendipity Singers (Philips 40175)
ON AND ON Jerry Vale (Columbia 42951)	FROM ROCKING HORSE TO ROCKING CHAIR Paul Anka (RCA Victor 8311)
I ADORE YOU Patti Page (Columbia 42963)	STAY WITH ME Frank Sinatra (Reprise 20249)
I'M A WOMAN Barbra Streisand (Columbia 42965)	STRANGER ON EARTH Dinah Washington (Roulette 4534)
MY HOME TOWN/A ROOM WITHOUT A WINDOW Steve Lawrence (Columbia 42952)	HEY JEAN, HEY DEAN Dean & Jean (Rust 5075)
(THAT'S) WHAT THE NITTY GRITTY IS Shirley Ellis (Congress 208)	I'M WATCHING (EVERY LITTLE MOVE THAT YOU MAKE) Little Peggy March (RCA Victor 8302)
WHO'S BEEN SLEEPING IN MY BED Linda Scott (Congress 204)	ALWAYS IN MY HEART Los Indios Tabajaras (RCA Victor 8313)
THINK NOTHING ABOUT IT Gene Chandler (Constellation 112)	MOLLY Eddy Arnold (RCA Victor 8296)
SCATTER SHIELD Surfari's (Decca 31581)	LET THEM TALK Run-A-Rounds (Tarheel 065)
THE LA-DEE-DA SONG Village Stompers (Epic 9655)	OUT OF SIGHT—OUT OF MIND Sunny & Sunliners (Tear Drop 3027)
SWEET VIOLETS Bob Braun (Fraternity 919)	OUT OF THIS WORLD Gino Washington (Wand 147)
LONNIE ON THE MOVE Lonnie Mack (Fraternity 920)	ALL MY TRIALS Dick & Deedee (Warner Bros. 5411)
I'M LEAVING Johnny Nash (Groove 0030)	HELLO YOUNG LOVERS Jimmy Durante (Warner Bros. 5410)
IT AIN'T NO USE Lou Johnson (Hilltop 551)	

NEW ADDITIONS to TOP 100

52— KISSIN' COUSINS Elvis Presley (RCA 8307)	91— TELL ME BABY Garnett Mimms & Enchanters (UA 694)
68— HELLO DOLLY Louis Armstrong (Kapp 573) Pete King Chorale (RCA 8284)	94— WHY DO FOOLS FALL IN LOVE Beach Boys (Capitol 5118)
70— STARDUST Tempo & Stevens (Atco 6286)	95— I CAN'T STAND IT Soul Sisters (Sue 799)
74— BABY, DON'T YOU CRY Ray Charles (RCA 10530)	96— THE WAY YOU DO THE THINGS YOU DO Temptations (Gordy 7028)
78— HE'S A GOOD GUY (YES HE IS) Marvelettes (Tamla 54091)	98— GOING BACK TO LOUISIANA Bruce Channel (LeCam 122)
80— MY HEART CRIES FOR YOU Ray Charles (ABC 10530)	99— TELL HIM Drew-Vells (Capitol 5505)
90— I'LL MAKE YOU MINE Bobby Vee (Liberty 55670)	100— SAGINAW, MICHIGAN Lefty Frizzell (Columbia 42924)

AIMED at OPS

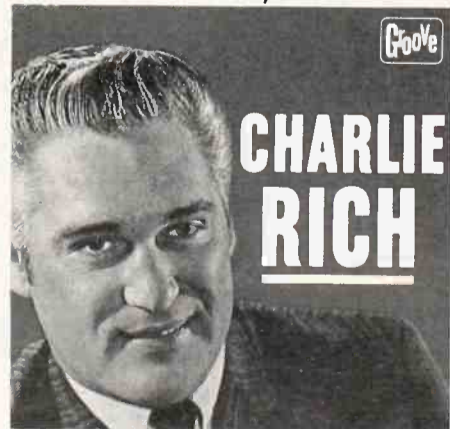
BEGIN THE BEGUINE/BIRTH OF THE BLUES—Pete Fountain—Coral 65579



GM/GS-1000

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NEW YORK:

It was nice to see Kathy Keegan who came by for a CB visit last week. In addition to a busy schedule of personal appearances and nitery engagements, the lark will soon have a first single on the Don Costa label to be issued shortly. Kathy's also reinked with the Gurtman-Vandervort PR firm. . . . Songstress Bernadette Castro, who's just waxed "Tell Him For Me," on the PPX label, makes her nitery debut at the Living Room this week (17). . . . Comic Vaughn Meader set for the Ed Sullivan TV'er May 3. . . . The real Elliot Horne stood up on the CBS TV'er "To Tell The Truth" last week (10). Victor's hip publicity guy and his recently published "Hiptionary" (Simon & Schuster) were the subject of the popular TV panel show, and not once did Elliot "blow his cool." . . . We



KATHY KEEGAN



SANTO & JOHNNY



BERNADETTE CASTRO

and that their LP, "In The Still Of The Night," tagged after their smash single is doing well across the country. Steve also mentioned that the deejay response has been excellent on "Schagone" by Richie Dean on Am-Can.

Narissa Nickel sends along word that Joe Sherman and Geo. D. Weiss have cuffed Jerry Vale's upcoming single—a beautiful ballad which should be a natural for Jerry. Joe's also doing the producing and arranging for Lou Monte's next wax session. Ben Arrigo's clicking with "Theme For A Lost Love" by the Marc Fredericks Ork on Arock, "My True Carrie, Love" by Nat Cole (Capitol), and "Bye Bye Barbara" by Johnny Mathis (Mere). . . . Jim Brown of Liberty dropped in with copies of the latest offerings by Timi Yuro—"Permanently Lonely," The Ventures' "Journey To The Stars"

breaking in Baltimore and that his own disk, "You Had Your Chance" (Smash) is getting good East Coast airplay. . . . Fred DeMann, national promo manager for Amy-Mala, just back from Pittsburgh and Cleveland reports top-drawer sales and spins for Del Shannon's "Mary Jane," Joey Powers' "Billy Old Buddy" and the Bouquets' "I Love Him So." . . . Mel Torme, who sings the title song in "Sunday In New York," has a single and an LP tagged after the flick that are getting extensive airplay according to Atlantic execs. . . . ASCAP member Louis Alter has been tapped by society prexy Stanley Adams to represent it at the 13th Jeanie Auditions and Ball in White Springs, Florida. . . . Freedomland opens May 16th for its fifth season.

The review of Wynton Kelly's "Comin' In The Back Door" album in the last issue of Cash Box should have

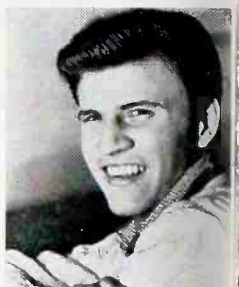
"In The Still Of The Night" by Santo & Johnny (Can-Amer.) and "Hey Dean Hey Jean" by Dean & Jean (Rust). . . . The wide grin producer Paul Frumkin is wearing these days is obviously the result of latest ratings on columnist Irv Kupcinet's "Kup's Show" (WBKB-TV)! . . . Barney Fields is eyeing recent Dot outings "Stockholm" by Lawrence Welk and "Winter's Here" by Robin Ward. . . . Harvey Goldstein tells us the Liberty folks are thrilled that Vikki Carr's current smash engagement in the Camellia House has sparked local interest in her latest album "Color Her Great." Added cause for celebration is the initial response to Bobby Vee's "I'll Make You Mine" and a new one out of England tagged "Hippy Hippy Shake" by The Swinging Bluejeans on Imperial. . . . RCA Victor Dist.'s Irv Brusso is pluggin' newies "Chicago" by Sergio Franchi, "I



LEE EVANS



TIMI YURO



BOBBY RYDELL

talked to the Incomparable Hildegarde last week who visited the CB offices just after returning from a successful supper club stint in Florida. Hildegarde has a new single, "Leave It To The Girls" on the Spiral label. The Capitol hosted cocktail bash for the Beatles at the Plaza last week (10) was a huge success with deejays from all over the country in attendance along with reps of the trade and consumer press. . . . PR man Saul Richfield has added the Copacabana to his accounts. . . . Ten-year-old actress-singer Linda Ross makes her album debut on a new McCall's record tagged, "Betsy McCall's Sing Along Party." . . . Milton Karle now handling Gotham and Eastern promo on The Brothers Castro and Sue Raney. The Glenn Miller Band with Tex Beneke, Ray Eberle and the Modernaires follow Ella at the Royal Box Mar. 2. . . . Thrush Marci Lynne up to CB with a copy of her just-out single on Jewel, "Let Me Go Lover." . . . Roy Silver sez Bill Cosby's Warner Bros. LP leaped back into action on the West Coast with the label set to make a big push again. Congratulations to Bill who was recently married. . . . Paul Anka, just back from the San Remo Song Festival, cut an album of Italian selections for Victor for international distribution but not U.S. . . . Lan Tarter buzzes that Bill Hirsch-George Hoch produced "Tanze Mit Mir" series on NAM is getting good Midwest sales action.

Patti Page in town to cut for Columbia before heading for the Coast. . . . Best wishes to Lee Evans for a speedy recovery—Lee's been recuperating from major surgery at the hospital for Joint Diseases in New York and will be out of action for at least six weeks. His debut album on Command, "Lee Evans In Concert," looks like a real winner according to Mike Alber. . . . Songwriter Gladys Shelley notes from Florida that her recently released, "Leave It To The Girls" backed with "Peace And Harmony" by Hildegarde on Spiral is getting plenty of national publicity. The "Leave It To The Girls" side is Sen. Margaret Chase Smith's campaign song. . . . Steve Susskind at Canadian-American buzzed to report that Santo and Johnny have just returned from a successful p.a. trip to Detroit

and the number 2 disk in England now released on Imperial, "Hippy Hippy Shake" by the Swinging Blue Jeans. . . . Gordie Hormel, the meat-packing heir, will make his debut as a singer at Willie Shore's The Most this week (17) for three weeks, accompanied by the Pat Moran Trio. . . . Record City's Stan Cola infos that their Beatle contest is a big success with Beatle wigs and Carnegie tickets as prizes. . . . Lor Crane has forsaken Painted Desert Music in favor of free-lance producing, arranging and writing.

Carol Lawrence, out with a debut album on Cameo tagged, "An Evening With Carol Lawrence," was one of the busiest gals in town a few weeks ago when she flew in for p.a.'s on the Godfrey and Tonight shows, then on to the Coast for a few days before opening at the Deauville in Miami. . . . London's smiling Phil Wessen really has reason to smile what with orders pouring in for the "Prince & Pauper," "To Bed Or Not To Bed" and "1964 San Remo Festival" LP's. . . . Another London voice heard from was Milt Friedman who's getting sizzling activity on "Penetration" by the Pyramids (Best), "Come On" by Bill Black (Hi), and "Look Homeward Angel" by the Monarchs (Sound Stage 7). . . . Bob Kornheiser sez the new Nino Tempo & April Stevens' deck, "Stardust" is a surefire winner along with "I'm In Love" by the Fourmost (Atco). . . . From Jack Fine comes word that the airplay is picking up for "Puppy Love" by Barbara Lewis. . . . Sue's Lou Krefetz reports brisk sales activity for "I Can't Stand It" by the Soul Sisters, "I Can't Wait" by Baby Washington, and "So Far Away" by Hank Jacobs. . . . MGM-Verve's Mickey Wallach stopped by to tell us he's getting strong action on Kai Winding's "Mondo Cane #2," and the Charades' "Please Be My Love Tonight" (Ava) and the new sides by Johnny Hodges, Connie Francis, Johnny Tillotson, and Chris Crosby.

Congratulations to Luis and Janie Fields on the arrival of a daughter Julie Alison. . . . Smash's Doug Moody off to Detroit with lark Diane Christian on behalf of her new deck, "There's So Much About My Baby." . . . Kenny Dino up to CB to tell us "If," by the Danleers (Smash) is

been credited to Verve and not RCA Victor. . . . Indie promo rep Marv Helder infos that Nat Cole's "My True Carrie Love" (Capitol) is showing strength in Pittsburgh, Detroit and Cleveland. . . . Congratulations to the Pat Kellehers on the birth of son Thomas James, born Feb. 3. . . . It was nice to meet and talk with Audrey Williams, the mother and manager of Hank Williams Jr., who's got a solid hit with "Long Gone Lonesome Blues" on MGM.

CHICAGO:

Stacy Records' Jim Gaylord and John Dolan feel very strongly about the new Renee Roberts' single "I Don't Miss You Anymore" (Stacy) which made some key stations in Chi and New York. Thrush comes off her current p.a. junket to tape the Steve Allen show in Hollywood (2/14) and returns to Chi for Mal Bellairs' "Music Wagon" (WBBM) 2/20. . . . Composer Fred Arquilla got the good word that his recent composition "Altar Of Peace" is featured in the new Mahalia Jackson LP "Let's Pray Together" which Columbia has just released. . . . Freelance announcer Jack Karey cut some tapes at Boulevard studios last week for network TV. . . . The Johnny Lewis Trio dropped us a line from Fort Lauderdale's Pier 66 where they've been held over until 3/28. Group's been enjoying tremendous press notices out there resulting in bookings at the Thunderbird in Jacksonville and the Hawaiian Village in Tampa. . . . Prima outing "Have Love Will Travel" by the Hollywood Hurricanes made quite an impression on local deejays, according to Paul Gallis who introduced it here last week. Paul's also working on Vicki Belmonte's "The King Pin" (Felsted). . . . Summit's Norm Ladd made the promo rounds with recent releases "Playing Heartstrings" by The Blackwells (Hickory) and "The World Lost A Man" by David Price (Rice). Latter item is a tribute to the late JFK.

Nice meeting Al Rosner, of Detroit-based Golden World Records, who was in town 2/7 setting the stage for an upcoming Chi visit by The Adorables who have a potent new single in "Deep Freeze." . . . Larry Lubliner of M. S. Dist. is all aglow over action hereabouts on "Please, Please Me" by The Beatles (Vee-Jay),

"Lose More Girls That Way" by Quantrell Raider, "On The Street Where You Live" by Bobby Day and the original Broadway cast album of "Hello Dolly." . . . Larry Leverett info's he met with E. Jack Newman, producer of the TV series "Mr. Novak" and got him interested in Kai Winding's new LP based on the TV'er's theme music. . . . A quick call from Smash's Allen Mink reminding us that Pete Drake has a biggie on the label tagged "Forever." . . . Midwest-Mercury's John Wenzlaff is chalking up action on "442 Glenwood Ave." by the Pixies 3 and "Tell Old Bill" by the Chad Mitchell Trio. . . . While B&W Record Dist.'s John Muse is on the go scouting new labels for the roster, promo man Bill Hullinger is concentrating on "Little Liza Jane," a single clip from the "Harold Betters Even Better" album on Gateway. . . . We received word from L.G. Records in East St. Louis, Ill. that Ruth Brown has a new one on Nostalgia titled "Time After Time." . . . RCA-Victor and Taylor Electric (headed by Harold Rietz) hosted a gala shindig in Milwaukee 2/12 honoring Eddy Arnold on his 20th anniversary with the label.

Bill Casady (Warner Bros.-Reprise) focuses attention on the latest Trini Lopez' entry "Jailer Bring Me Water" and the new McGuire Sisters deck "Now And Forever." . . . Among the hot items on Jim Scully's list are "Hey Big Boy" by The Secrets (Phillips), "White On White" by Danny Williams (UA), "After The Showers Come Flowers" by Joanne & The Triangles (VIP) and "Schagone (She's Gone)" by Ritchie Dean (Am-Can). . . . Stacy got the word from Chit-Cleve-Det-Balt. that The Daylighters' "Oh Mom" (Tip Top) is scoring beautifully! . . . Sports car racing star Bob Savage is the current attraction at the Piano Bar of the Fourth Estate. . . . Orkster Tony Martell is receiving praise for his "Marissa" deck (Regina) which has been featured during the local station break of Johnny Carson's show for the past two weeks. . . . In the fore at Gamma Dist. are Ray Charles' "Baby Don't You Cry," "How Blue Can You Get" by B. B. King and "To The Aisle" by Jimmy Velvet. . . . Erwin Barg reports the usual all-out re-

(Continued on page 34)

GOING
TO THE

TOP

NAVY
BLUE
DIANE RENAY

A Bob Crewe Production

FOX #456

MOVING
FAST

billy *b/w* under age

Fox 466

Betty Madigan

finders keepers

b/w
i've got a secret

Fox 468 The Shepherd Sisters A Bob Crewe Production

no matter what
the people say

b/w
i wish that he
would call me

TCF 10

Martine Dalton & Bennie Bunn
A GLG Production, Inc.

the glory of love

b/w
i need you so

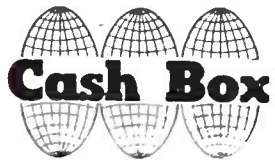
TCF 12

Dean Barlow

ALL WINNERS FROM

20th CENTURY FOX RECORDS





RECORD RAMBLINGS

(Cont'd from page 32)

sponse to the new Tony Bennett LP "The Many Moods Of Tony" (Columbia). . . . Summit's Carl Proctor is pluggin' away on "That's What Mama Say" by Curtis Mayfield (Okeh) and "Deep Freeze" by The Adorables (Golden World).

HOLLYWOOD:

Decca's Murray Arnold in town between engagements to make the rounds with Chuck Meyer and promoting his new album recorded live at the Desert Inn in Las Vegas. Murray and his Trio open this week at the Mapes Hotel in Reno. . . . Abe Glaser, local promotion rep for ABC-Paramount Records now in offices at 2990 W. Pico Blvd. . . . Mimi Trepel of London Records in town and visiting local manufacturers. . . . The Tornados, of "Bustin' Surfboards" fame, have a new one, "Phantom Surfer" out on Coast-based Aertun Records. . . . Gene Autry received the City of Hope Award as outstanding man of the year. At a testimonial dinner, Autry received congratulations from President Johnson and his award from Bob Hope. . . . Bill Hill's Universe Records have a big record in the German recording, "Heimat Deine Sterne" by The Blue Boys. . . . Lou Guarino, president of World Artists

Records of Pittsburgh on a business trip to the West Coast.

Bill Downer of Northern Music in town from New York calling on Coast A&R men. . . . Bob Skaff, Imperial Records veep reporting a new smash for the label in the H. B. Barnum waxing of "Rented Tuxedo." . . . Len Salamone, Mercury's local rep., says demand from distributors was responsible for the release of the single "Crooked Little Man" from the Serendipity Singers' LP. . . . Mike Gould of Campbell-Connelly publishing hopping on the Beatle bandwagon with "Glad All Over" by The Dave Clark Five on Epic. . . . Ben Oakland, west coast rep for new label, Nan Records, hosted a party at the home of Mrs. Beatrice Rosenus to introduce the new company. Guests of honor were Rudolf Triml, Tony Martin and Bob Mitchell. . . . Paul McKimmie, Independent Music Sales, San Francisco, reports tremendous reaction from the jockeys to "Ain't Nothing You Can Do" on Bland Records.

TV actor Ronnie Jackson, making the radio-TV circuit to plug his first 20th Fox disk, "Every Night, Josephine," inspired by the best-selling book of same name. . . . The Dillards, blue grass folk group, made their sixth appearance on the Andy Griffith TV Show. . . . George Duning's score for "Toys In The Attic," has been

selected as a pre-nomination tune for the Oscar race of the Academy of Motion Picture Arts and Sciences. . . . Liberty Recording star Bobby Vee helped Bill Ballance and his panel of teenage guests in their Beatle research, on KFVB's Ballance "Teen Topics." . . . Lots of excitement on the new Lena Horne album, her first for 20th Fox, "Blowin' In The Wind." Della Reese opens in Safari Room

pletely sold out for Feb. 20th at the Circle Arts Theater San Diego, three weeks prior to Louis Prima and group appearance.

HERE AND THERE:

PHILADELPHIA — All of us at CB send our best wishes to Bobby Rydell for a speedy recovery. Bobby's been confined to his bed with an acute



BILL COSBY



MARCI LYNNE



MARC FREDERICKS

in San Jose February 20 for ten-day sked. . . . Dave Fransen named promo director at KFXM, San Bernadino, replacing Bob Holms. . . . Elsie Dobbs circulating egg-timers to remind DJ's to listen to "Mother Earth and Father Time," as recorded by Tal Walton for Era. . . . Janice Harper in New York to complete session for RCA on new Broadway musical entitled "Dolly" which features Carol Channing. She has just signed a new contract with RCA. . . . Don Wilson, guitarist with The Ventures, also branching into vocal chores with "Forever and Ever" on Coast-based Unity Records.

Jim Stewart has joined LeRoy Van Dyke's music group, The Auctioneers, and will be seen regularly on the new "LeRoy Van Dyke" show which Gene Nash is producing. . . . The Naturals' "Just in Case," single on Chattahoochee, is climbing fast on the KIDO charts. . . . First night com-

sinus infection and had to cancel a series of South American engagements. This is the first time Bobby's ever had to miss any performances. . . . Cameo-Parkway national promo manager Rhett Schwartz predicts a smash for "Cruel World" by the Emblems. The disk is by a group of high school teachers. Also happening big for Rhett are "Shimmy Shimmy" by the Orlons, and "The Boy With The Beatle Hair" by the Swans which was a pick in L.A. and San Francisco.

CLEVELAND — Jerry Sharell wires from the Mainline Distrib. that his area is going all out for "In The Still Of The Night" by Santo & Johnny (Can-Am), "School Day" by the Initials (Congress) and "Blue Winter" by Connie Francis, and "Worried Guy" by Johnny Tillotson on MGM. Jerry mentioned that the Initials played a KYW benefit for retarded children that caused the same kind of wildness invited by the Beatles.

WESTERN UNION TELEGRAM

1206 (4-55) W. P. MARSHALL, PRESIDENT

DOMESTIC SERVICE

Check the class of service desired; otherwise this message will be sent as a fast telegram

TELEGRAM

DAY LETTER

NIGHT LETTER

INTERNATIONAL SERVICE

Check the class of service desired; otherwise the message will be sent at the full rate

FULL RATE

LETTER TELEGRAM

SHORE SHIP

NO. WDS. CL. CF SVC. PD. OR COLL. CASH NO.

CHARGE TO THE ACCOUNT OF

TIME FILED

BANB 137 PD 2 XTRA FAX AM NEW YORK, N.Y. 13

1964 FEB. 13, 2:32 AM

CHESS RECORD CORP.

2120 So. Michigan CHI.

".....ONE OF THE NIGHTS

THE BEATLES

WERE FEATURED GUESTS ON.....WINS RADIO

THEY TOLD OUR N.Y. LISTNERS THAT

THEIR FAVORITE RECORD OF THE WEEK WAS THE

NEW CHUCK BERRY RECORD

"NADINE"

JULIE ROSS - WINS RADIO

COMPLETE TEXT OF FTC'S PROPOSED TRADE PRACTICE RULES

(Continued from page 7)

ARTIST: Any performer or other person, or any group of persons, who produces sounds which are captured on a recording (as recording is defined).

Note: As above stated, the following rules have not been considered or approved by the Commission and are to be considered merely as proposals distributed as a basis for discussion at a hearing.)

SECTION 1

RULE 1—PROHIBITED DISCRIMINATORY PRICES, REBATES, DISCOUNTS, ETC.

(a) No member of the industry engaged in commerce, in the course of such commerce, shall grant or allow, secretly or openly, directly or indirectly, any rebate, refund, discount, credit, or other form of price differential, where such rebate, refund, discount, credit, or other form of price differential, effects a discrimination in price between different purchasers of goods of like grade and quality, where either or any of the purchases involved therein are in commerce, and where the effect thereof may be substantially to lessen competition or tend to create a monopoly in any line of commerce, or to injure, destroy, or prevent competition with any person to whom such goods are sold or delivered.

(1) That the goods involved in any such transaction are sold for use, consumption, or resale within any place under the jurisdiction of the United States, and are not purchased by schools, colleges, universities, public libraries, churches, hospitals, and charitable institutions not operated for profit, as supplies for their own use;

(2) That nothing contained in this Rule shall prevent differentials which make only due allowance for differences in the cost of manufacture, or of delivery resulting from the differing methods or quantities in which such commodities are sold to such purchasers sold or delivered;

(3) That nothing contained in this Rule shall prevent persons engaged in selling goods, wares, or merchandise in commerce from selecting their own customers in bona fide transactions and not in restraint of trade;

(4) That nothing contained in this Rule shall prevent price changes from time to time where the market for or the marketability of the goods concerned, such as but not limited to obsolescence of seasonal goods, distress sales under court process, or sales in good faith in liquidation of business in the goods concerned;

(5) That nothing contained in this Rule shall prevent the meeting in good faith of an equally low price of a competitor.

Note: Subsection (b) of Section 2 of the Clayton Act, as amended, reads as follows:

Upon proof being made, at any hearing on complaint under this section, that there has been discrimination in price or services or facilities furnished, the burden of rebutting the prima facie case thus made by showing justification shall be upon the person charged with a violation of this section, and unless justification is affirmatively shown, the Commission is authorized to issue an order terminating the discrimination:

Notwithstanding, however, that nothing herein contained shall prevent a seller rebutting the prima facie case thus made by showing that his lower price was made in good faith in liquidation of business or in good faith offering an equally low price of a competitor, or in offering services or facilities furnished by a competitor.

The following are examples of price differential practices to be considered as subject to the prohibitions of this Rule when involving goods of like grade and quality which are sold for use, consumption, or resale within any place under the jurisdiction of the United States, and are not purchased by schools, colleges, universities, public libraries, churches, hospitals, and charitable institutions not operated for profit, as supplies for their own use, and when—

The commerce requirements specified in this section are present; and
The price differential has a reasonable probability of substantially lessening competition or tending to create a monopoly in any line of commerce, or of injuring, destroying, or preventing competition with the industry member to whom the customer receiving the benefit of the price differential, or with customers of either of them; and

(3) The price differential is not justified by cost savings (see Paragraph (a) (2) of this Rule); and

(4) The price differential is not made in response to changing conditions affecting the market for or the marketability of the goods concerned (see Paragraph (a) (4) of this Rule); and

(5) The lower price was not made to meet in good faith an equally low price of a competitor (see Paragraph (a) (5) of this Rule).

Example 1. At the end of a given period an industry member grants a discount to a customer equivalent to a fixed percentage of the total of the customer's purchases during such period and fails to grant a discount of the same percentage to other customers on their purchases during such period.

Example 2. An industry member sells goods to one or more of his customers at a higher price than he charges other customers for like merchandise. It is immaterial whether or not such discrimination is accomplished by misrepresentation as to the grade and quality of the products sold.

Example 3. A manufacturer sells goods directly to a retailer at a lower price than he charges distributor customers whose retailer customers must compete with the favored retailer.

Example 4. An industry member pays freight on shipments to a customer, or, in the case of a manufacturer, pays freight on shipments to a distributor's customer, and does not pay such freight for all customers, thereby effecting a difference in price between customers.

Example 5. Terms of 2/10th prox. are granted by an industry member to some customers on goods purchased by them from the industry member. Another customer or customers are, nevertheless, allowed to take an additional discount when making payment to the industry member within the time prescribed.

Note: "Free" Records. In the phonograph record industry, "free" records of a particular type are customarily offered by sellers to their customers upon the condition that such customers purchase specified quantities of particular phonograph records. Granting of free records or other merchandise illustrated by examples 6, 7 and 8 is considered violative of Section 2(a) of the Robinson-Patman Act, provided that the requisites established by part (a) of the Rule are met.

Example 6. An industry member invoices goods to all his customers at the same price but supplies additional quantities of such goods at no extra charge to one or more, but not to all, such customers; or supplies other goods or premiums to one or more, but not to all, such customers for which he makes no extra charge and which effects an actual price difference in favor of certain of his customers.

Example 7. An industry member grants to some of his customers "free" records based on a fixed percentage of the customer's purchase of records and fails to grant "free" records based on the same percentage to other customers, which effects an actual price difference in favor of certain of his customers.

Example 8. An industry member grants to customers who purchase for resale a specified "quota" of records a certain quantity of "free" records and fails to grant such "free" records to other customers who do not meet the specified "quota," which effects an actual price difference in favor of certain of his customers.

Note: Functional Discounts. Nothing in this Rule should be construed as prohibiting the granting of different prices, which are not otherwise violative of the part (a) provisions of this Rule, to customers in different functional categories. For example, a seller may grant a lower price to wholesalers than to retailers to the extent that such wholesalers resell to retailers. If such wholesalers also sell at retail in competition with their customers they may not properly be granted a price lower than the prices granted to competing retailers on that portion of the goods they sell at retail.

Example 9. An industry member sells to a customer, which operates as both a wholesaler and as a retailer, industry products which the customer resells as a retailer, and the industry member charges such customer a lower price therefor than such industry member charges other retailers for like products.

[The following are industry proposals pertaining to Rule 1 regarding which Commission staff takes no position at this time]

Note: Functional Discounts. The classes of "distributor," "rack jobber" and "one stop" are recognized as valid functional classifications in the chain of distribution for phonograph records between manufacturers and retail outlets or coin music machine (juke box) operators. Manufacturers of phonograph records may extend functional discounts to rack jobbers and one stops, provided, however, that the recipient of such discount actually performs the function for

which such discount is granted. One will be deemed a "distributor," "rack jobber," or "one stop" for purposes of applying this Rule to particular transactions only if he performed said function with respect to those particular transactions.

Nothing contained herein shall be construed as authorizing the grant of discriminatory discounts to competing customers performing the same function, in contravention of Section 2(a) of the Robinson-Patman Act.)

The following is an example of a practice to be considered as violative of Section 2(a) of the Robinson-Patman Act, provided that the requisites established therein are met:

Example. An industry member sells to a customer, which operates as both a "distributor," "rack jobber" or "one stop," and as a retailer, industry products which the customer resells as a retailer, and the industry member charges such customer a lower price therefor than such industry member charges other retailers for like products.

[This note is an alternate industry proposal]

Note: Any industry member engaged in offering phonograph records for sale to ultimate consumers by placing them in places of business dealing principally with other commodities, and which industry member determines such factors as the selection of phonograph records to be placed at each location and the prices appearing on the phonograph records, assumes responsibility for such phonograph records as are not sold, stolen or destroyed while at the location, and generally assumes the function of servicing the records at such location by keeping records current and bins and racks filled, etc., is considered a retailer within the meaning of this Rule. It is immaterial that sales of phonograph records to ultimate consumers are facilitated by the concern controlling the location accepting the purchase money from consumer purchasers of the phonograph records, or that such concern assumes liability for all phonograph records damaged or stolen while on the premises of its place of business, or that the relationship between such concern and the above described industry member is designated as one of "seller" vis-a-vis "purchaser" or the agreement or contract between them as one of sale.)

Note: Transshipping. In the phonograph record industry, transshipping refers to the sale by an industry member of industry products in one area through the use of discriminatory price incentives not made available in another area or other areas where such products are sold or offered for sale by such industry member.)

The offering of lower prices to purchasers in one territory than to those in another territory constitutes a discrimination in price violative of Section 2(a) of the Robinson-Patman Act, provided that the requisites established in the Act are met.

Note: "Cut-outs". In the phonograph record industry, "cut-outs" are records which have been discontinued from the open stocks and catalogues of a manufacturer and/or distributor.)

The selling of "cut-outs" by a seller at different prices to competing customers performing the same distribution function constitutes a discrimination in price violative of Section 2(a) of the Robinson-Patman Act, provided that the requisites established in the Act are met.

Note: "Dating" Privileges. In the phonograph record industry, a "dating" privilege is a condition of sale extended by a seller to a customer which provides that the payment of some or all of the amount due the seller by the customer by reason of such sale shall be postponed until some specific date or dates in the future.)

The grant of different dating privileges by a seller to competing customers performing the same distribution function constitutes a discrimination in price violative of Section 2(a) of the Robinson-Patman Act, provided that the requisites established in the Act are met.

RULE 2—PROHIBITED ADVERTISING OR PROMOTIONAL ALLOWANCES, OR SERVICES OR FACILITIES

(a) No member of the industry engaged in commerce shall pay or contract for the payment of advertising or promotional allowances or any other thing of value to or for the benefit of a customer of such member in the course of such commerce as compensation or in consideration for any services or facilities furnished by or through such customer in connection with the processing, handling, sale, or offering for sale of any products or commodities manufactured, sold, or offered for sale by such member, unless such payment or consideration is made known to and is available on proportionally equal terms to all other customers competing in the distribution of such products or commodities.

Note 1: Industry members giving advertising allowances to competing customers must exercise precaution and diligence in seeing that all of such allowances are used in accordance with

the terms of their offers.)

Note 2: When an industry member gives allowances to competing customers for advertising in a newspaper or periodical, the fact that a lower advertising rate for equivalent space is available to one or more, but not all, such customers, is not to be regarded by the industry members as warranting the retention by such customer or customers of any portion of the allowance for his or their personal use or benefit.)

(b) No member of the industry engaged in commerce shall discriminate in favor of one purchaser against another purchaser or purchasers of a commodity bought for resale, with or without processing, by contracting to furnish or furnishing, or by contributing to the furnishing of, any services or facilities connected with the processing, handling, sale, or offering for sale of such commodity so purchased upon terms not accorded to all competing purchasers on proportionally equal terms.

Note: Subsection (b) of Section 2 of the Clayton Act, as amended, which is set forth in the note following paragraph (a) (5) of Rule 1 is also applicable to this Rule 2.)

(c) The following are examples of discriminations in furnishing advertising or promotional allowances or services or facilities to be considered as subject to the prohibitions of this Rule when the commerce requirements specified by this Rule are present and an equivalent alternative allowance, service or facility is not afforded to those customers to whom the allowance, service or facility set forth in these examples is not suitable.

Example 1. An industry member grants an allowance for advertising to a customer based on a fixed percentage of that customer's purchases and fails to grant to other customers who are competing with the former an allowance of the same percentage on their purchases.

Example 2. An industry member furnishes free merchandise to a customer with the proviso that it be used for advertising or that the proceeds of its sale be used for advertising purposes. This is not made known to and available on proportionally equal terms to all competing customers.

Example 3. An industry member provides cooperative advertising allowances in the form of credit memoranda to particular customers on a negotiated, specific advertisement basis without making advertising or promotional allowances known to and available on proportionally equal terms to all competing customers.

Example 4. An industry member furnishes promotional services to a retailer customer in connection with the resale of the goods purchased and fails to furnish such services on proportionally equal terms to other retailer customers who are competing with the former.

Example 5. An industry member provided racks, browsers, bins, displays, special packaging, and other similar services and facilities to certain of its customers but does not make such services or facilities known to and available on proportionally equal terms to all competing customers.

Example 6. An industry member sponsors a radio program on which advertising is provided for certain of its customers. Such service is not made known to and available to all competing customers on proportionally equal terms.

Example 7. An industry member provides an artist or famous personality as part of a promotion for certain customers, but this promotional service is not made known to and available on proportionally equal terms to all competing customers.

Example 8. An industry member accords to one or more customer the privilege of returning for credit or refund any or all of the goods purchased by them and fails to accord the same privilege to another or other competing customers on proportionally equal terms.

Note: Proportional Equality of Treatment of Competing Customers under Rule 2. The following is presented for the purpose of clarifying the requirements of Rule 2 with respect to the supplying of marketing services, facilities or allowances by industry members to their customers, but it is not intended to imply by such presentation that other methods which assure of proportional equality of treatment of competing customers may not also be used.)

An industry member may simultaneously offer to each of his customers competing in the resale of his products the same kind of promotional service, facility or allowance of a cost value equal to a uniform percentage of the sales (or purchases) of the industry member's products by each customer during a specified and identical period of time; provided, however, that when the service, facility or allowance offered is of a type which under reasonable terms and conditions is not usable or suitable to the facilities and business of all customers, and is offered to any one customer, the member offer each of those customers to whom the service, facility or allowance is not usable or suitable an alternative type of (Continued on next page)

COMPLETE TEXT OF FTC'S PROPOSED TRADE PRACTICE RULES

(Continued from page 35)

promotional service, facility or allowance which is of equivalent measurable cost, is usable by the customer, and is suitable to his facilities and business, and promptly inform all competing customers of the kind and amount of services, facilities or allowances which he has offered to each and the respective terms and conditions under which such services, facilities or allowances are to be furnished by the industry member; and provided, further, that when the offer of any service, facility or allowance to any customer is conditioned on such customer supplying some reciprocal service, facility or payment, a reciprocal service, facility or payment be required in the offers to all other customers and there be an equality of ratio among all customers as to the measurable cost of that which is supplied by the industry member and the reciprocal service, facility or payment required of any customer. The industry member must take every reasonable precaution to see that services, facilities or allowances which he furnishes to customers are used in accord with the terms of his offer; and upon failure of the customer to perform any obligation on his part the industry member must cease supplying the customer any further service, facility or allowance.

RULE 3—INDUCING OR RECEIVING AN ILLEGAL DISCRIMINATION IN PRICE, ADVERTISING OR PROMOTIONAL ALLOWANCES, OR SERVICES OR FACILITIES.

No member of the industry engaged in commerce, in the course of such commerce, shall knowingly induce or receive a discrimination in price, advertising or promotional allowances, or services or facilities, which is prohibited by the provisions of Rules 1 and 2.

RULE 4—PROHIBITED BROKERAGE AND COMMISSIONS.

No member of the industry engaged in commerce, in the course of such commerce, shall pay or grant, or receive or accept, anything of value as a commission, brokerage, or other compensation, or any allowance or discount in lieu thereof, except for services rendered in connection with the sale or purchase of goods, wares, or merchandise, either to the other party to such transaction or to an agent, representative, or other intermediary herein where such intermediary is acting in fact for or in behalf, or is subject to the direct or indirect control, of any party to

such transaction other than the person by whom such compensation is so granted or paid.

SECTION II RULE 5—PROHIBITED FORMS OF TRADE RESTRAINTS (UNLAWFUL PRICE FIXING, ETC.).*

Members of the industry, either directly or indirectly, shall not engage in any planned common course of action, or enter into or take part in any understanding, agreement, combination, or conspiracy, with one or more members of the industry, or with any other person or persons, to fix or maintain the price of any industry products or otherwise unlawfully to restrain trade; or use any form of threat, intimidation, or coercion to induce any member of the industry or other person or persons to engage in any such planned common course of action, or become a party to any such understanding, agreement, combination, or conspiracy.

*The prohibitions of this rule are subject to Public Law 542, approved July 14, 1952—66 Stat. 632 (the McGuire Act, commonly referred to as the Fair Trade Amendment) which provides that with respect to a commodity which bears, or the label or container of which bears, the trade-mark, brand, or name of the producer or distributor of such commodity and which is in free and open competition with commodities of the same general class produced or distributed by others, a seller of such a commodity may enter into a contract or agreement with a buyer thereof which establishes a minimum or stipulated price at which such commodity may be resold by such buyer when such contract or agreement is lawful as applied to interstate transactions under the laws of the State, Territory, or territorial jurisdiction in which the resale is to be made or to which the commodity is to be transported for such resale, and when such contract or agreement is not between manufacturers, or between wholesalers, or between brokers, or between factors, or between retailers, or between persons, firms, or corporations in competition with each other.

RULE 6—TIE-IN SALES: COERCING PURCHASE OF ONE PRODUCT AS A PRE-

REQUISITE TO THE PURCHASE OF OTHER PRODUCTS.

No member of the industry shall coerce the purchase of one or more products as a prerequisite to the purchase of one or more other products, where the effect may be substantially to lessen competition or tend to create a monopoly or unreasonably to restrain trade.

RULE 7—EXCLUSIVE DEALING.

Members of the industry shall not contract to sell or sell industry products or fix a price charged therefor, or discount from, or rebate upon, such price, on the condition, agreement, or understanding that the purchaser thereof shall not use or deal in the products of a competitor or competitors of such industry member, where the effect of such sale of contract for sale, or of such condition, agreement, or understanding, may be substantially to lessen competition or tend to create a monopoly in any line of commerce.

RULE 8—LIFTING OF STOCKS.

No member of the industry shall purchase the stock of a distributor or dealer which has been supplied by a competitor or competitors when such practice is done as an inducement to the distributor or dealer to discontinue handling competitive products and to handle such member's products exclusively, and where the effect of such act or practice may be substantially to lessen competition or tend to create a monopoly in any line of commerce.

RULE 9—INDUCING BREACH OF CONTRACT.

Members of the industry shall not knowingly induce or attempt to induce the breach of existing lawful contracts between competitors and their customers or between competitors and their suppliers, or interfere with or obstruct the performance of any such contractual duties or services, under any circumstances having the capacity and tendency or effect of substantially injuring or lessening competition.

RULE 10—UNLAWFUL INTERFERENCE WITH COMPETITORS' PURCHASES OR SALES.

No member of the industry, by means of any monopolistic practices or through combination, conspiracy, coercion, boycott, threats, or any other unlawful means, directly or indirectly, shall interfere with a competitor's right to purchase his industry products and supplies from whomsoever he chooses, or to sell his product to whomsoever he chooses.

RULE 11—DEFAMATION OF COMPETITORS OR FALSE DISPARAGEMENT OF THEIR PRODUCTS.

Members of the industry shall not defame competitors by falsely imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, or by other false representations, or falsely disparage competitors' products in any respect, or their business methods, selling prices, values, credit terms, policies, or service.

(Note: Nothing in this rule shall be construed as preventing full, fair, and nondeceptive comparison, by demonstrating or otherwise, of competitors' products with the product of another industry member before purchasers or prospective purchasers.)

RULE 12—PUSH MONEY.

Industry members shall not pay or contract to pay anything of value to a salesperson employed by a customer of the industry member, as compensation for, or as an inducement to obtain, special or greater effort or service on the part of the salesperson in promoting the resale of products supplied by the industry member to the customer.

(a) When the agreement or understanding under which the payment or payments are made or are to be made is without the knowledge and consent of the salesperson's employer; or

(b) When the terms and conditions of the agreement or understanding are such that any benefit to the salesperson or customer is dependent on lottery; or

(c) When any provision of the agreement or understanding requires or contemplates practices or a course of conduct unduly and intentionally hampering sales of products of competitors of an industry member; or

(d) When, because of the terms and conditions of the understanding or agreement, including its duration, or the attendant circumstances, the effect may be substantially to lessen competition or tends to create a monopoly; or

(e) When similar payments are not accorded to salespersons of competing customers on proportionally equal terms in compliance with Section 2(d) and (e) of the Clayton Act.

(Note: Payments made by an industry member to a salesperson of a customer under any agreement or understanding that all or any part of such payments is to be transferred by the salesperson to the customer, or is to result in a corresponding decrease in the salesperson's salary, are not to be considered within the purview of this Rule, but are to be considered as subject to the requirements and provisions of Section 2(a) of the Clayton Act.)

RULE 13—COMMERCIAL BRIBERY.

Members of the industry shall not give, or offer to give, or permit or cause to be given, directly or indirectly, money or anything of value to agents, employees, or representatives of customers or prospective customers, or to agents, employees, or representatives of competitors' customers or prospective customers, without the knowledge of their employers or principals, as an inducement to influence their employers or principals to purchase or contract to purchase products manufactured or sold by such industry member or to influence such employers or principals to refrain from dealing in the products of competitors or from dealing or contracting to deal with competitors.

RULE 14—PROHIBITED SALES BELOW COST.

The practice of selling products of the industry at a price less than the cost thereof to the seller, with the purpose or intent, and where the effect is, or where there is a reasonable probability that the effect will be, to substantially injure, suppress or stifle competition or tend to create a monopoly, is an unfair trade practice.

This rule is not to be construed as prohibiting all sales below cost, but only such selling below the seller's cost as is resorted to and pursued with the wrongful intent or purpose referred to and where the effect is, or where there is reasonable probability that the effect will be, to substantially injure, suppress, or stifle competition or to create a monopoly. Among the situations in which the requisite purpose or intent would ordinarily be lacking are cases in which such sales were: (a) of seasonal goods near the conclusion of the season; (b) of obsolescent goods; (c) made under judicial process; or (d) made in bona fide discontinuance of business in the goods concerned.

As used in the foregoing paragraphs of this rule, the term "cost" means the respective seller's cost and not an average cost in the industry whether such average cost be determined by an industry cost survey or some other method. It consists of the total outlay or expenditure by the seller in the acquisition, production, and distribution of the products involved, and comprises all elements of costs such as labor, material, depreciation, taxes (except taxes on net income and such other taxes as are not properly applicable to cost), and general overhead expenses, incurred by the seller in the acquisition, manufacture, processing, preparation for marketing, sale, and delivery of the products. Not to be included are dividends or interest on borrowed or invested capital, or nonoperating losses, such as fire losses and losses from the sale or exchange of capital assets. Operating cost should not be reduced by items of nonoperating income, such as income from investments, and gain on the sale of capital assets.

(Note: Nothing in this Rule shall be construed as relieving an industry member from compliance with any of the requirements of the Robinson-Patman Act.)

RULE 15—CONSIGNMENT DISTRIBUTION, "GUARANTEED SALES" AND EXTENDED "DATING" DISTRIBUTION (UNAUTHORIZED SHIPMENT.)

(a) No member of the industry shall employ the practice of shipping industry products on consignment, "guaranteed sale" basis, extended "dating" basis, or otherwise, without the express request or prior consent of the consignee or purchaser.

(Note: In the phonograph record industry a "guaranteed sale" is a sale made upon the condition that the customer may return for credit any portion of the merchandise which the customer is unable to resell. A "dating" privilege is a condition of sale extended by a seller to a customer which provides that the payment of some or all of the amount

(Continued on next page)

MR. DAVID MATALON

President

DUCALE PUBLISHING COMPANY

and

ITALDISC RECORDS

will be in New York City

at the Americana Hotel

from Monday Feb. 17th

for One Week

If Interested Please Contact

COMPLETE TEXT OF FTC'S PROPOSED TRADE PRACTICE RULES

(Continued from preceding page)

due the seller by the customer by reason of such sale shall be postponed until some specific date or dates in the future.)

(b) Nothing in this rule shall be construed to authorize any understanding or agreement, combination or conspiracy, or planned common course of action, by and between industry members, mutually to conform or restrict their practice of shipping goods on consignment, "guaranteed sale," or extended "dating" basis.

[The following is an industry proposal for addition to Rule 16]
It is an unfair trade practice for any member of the industry to employ the practice of shipping industry products on consignment, pretended consignment, on a "guaranteed sale" basis, or on extended "dating" privilege for the purpose and with the effect of artificially clogging or closing trade outlets and restricting competitors' use of said trade outlets in getting their products to purchasers through regular channels of distribution, thereby injuring, destroying or preventing competition or tending to create a monopoly or unreasonably to restrain trade.

RULE 16—AIDING OR ABETTING USE OF UNFAIR TRADE PRACTICES.

No person, firm, or corporation, being a member of this industry, shall aid, abet, coerce, or induce another, directly or indirectly, to use or promote the use of any unfair trade practice specified in these rules.

SECTION III

RULE 17—MISUSE OF "STEREO" AND "STEREOPHONIC," ETC.

(a) No member of the industry shall use the words "stereo" or "stereophonic," or any other word or phrase of like meaning, to describe or refer to a recording that does not have two distinctly separate modulations derived from an original live recording in which a minimum of two separate channels were employed; except that such word or phrase may be used in connection with a recording having two distinctly separate modulations derived from an original monophonic recording if a clear and conspicuous disclosure is made, in immediate conjunction therewith, that:

- (1) The original recording was monophonic or monaural; and,
 - (2) That it has been altered, changed, or re-recorded to simulate stereophonic reproduction or to permit reproduction on stereophonic players.
- (b) No industry member shall use the words "true" or "genuine," or any other word or phrase of like meaning, in conjunction with the words "stereo" or "stereophonic," or any other word or phrase of like meaning, to describe or refer to a recording that was not derived from an original live recording in which a minimum of two separate channels were employed.

RULE 18—DECEPTION AS TO PERFORMING ARTIST.

(a) No member of the industry shall feature or identify an artist on the cover of a recording, or in other advertising of such product, where the identified artist does not in fact perform with regard to each selection mentioned on the recording, unless the member or other form of advertising discloses, early and conspicuously in immediate conjunction with the identification of the artist:

- (1) The selections or renditions with regard to which the identified artist does not perform; or, where appropriate,
 - (2) That the designated artist does not perform as to any of the selections or renditions.
- (b) Industry members shall not represent in any manner, in connection with the sale offering for sale of any recording, that artists whose sounds are reproduced by the recording are famous, prominent, or well known when such is not the fact, or to misrepresent in any way the prominence or popularity of such artists either as individuals or a group.

RULE 19—DECEPTION AS TO CONTENTS OF RECORDING.

Members of the industry shall not represent, in advertising or on the cover of a recording, that a recording is of any ballet, opera, play, or other known work or performance, when in fact the recording does not contain essentially the entire work or performance, unless:

- (a) There is a clear and conspicuous disclosure in immediate conjunction with such representation, whether on the cover of the recording or in other advertising, that the

recording does not contain the complete work or performance; and,

(b) There is a conspicuous listing on the cover of the recording of the parts of the work or performance which the recording does contain, or, alternatively, a clear disclosure of the parts which it does not contain.

RULE 20—DECEPTION INVOLVING RE-ISSUES, NEW TITLES AND DATE OF ORIGINATION.

(a) Industry members shall not re-issue a recording under a new title without disclosing on the cover of the recording and in all other advertising featuring such recording, in a clear and conspicuous manner in immediate conjunction with the new title, the fact of re-issue and the title or titles under which it was previously issued.

(b) Members of the industry shall not describe recorded songs or selections by new titles when such songs or selections have previously been issued or have commonly been known to the public under other titles, without disclosing on the cover of the recording, and in all other advertising which names the songs or selections contained on the recording, the previous or commonly known titles.

(Note: This Rule applies to recordings, songs or selections previously issued in foreign countries as well as to those previously issued in the United States. However, a title which is a literal translation of the previous foreign language title into the English language is not contemplated as being a new title within the meaning of this Rule.)

(c) Industry members shall not issue a recording which is not composed entirely of currently recorded sounds without clearly and conspicuously disclosing on the cover of the recording that all or some part of the recording is not current, where failure to make such disclosure may have the tendency or effect of misleading purchasers with regard to the date of origination of any significant part of the recording.

RULE 21—CANCELLATION OF MEMBERSHIP IN COMMERCIAL CLUB OR MEMBERSHIP ORGANIZATIONS.

In the operation or management of any commercial phonograph record club or membership organization, industry members shall not:

- (a) Represent, directly or by implication, that persons may cancel membership if, in fact, cancellation is not always permitted without any conditions or limitations, unless a full and clear disclosure of all conditions, limitations or prerequisites to cancellation are made in immediate conjunction with all such representations; or
- (b) Ship merchandise and attempt to collect the price of such merchandise when the right of cancellation of membership has been exercised and proper notification of cancellation has been given.

RULE 22—COMPOSITION AND PLAYING LIFE OF PHONOGRAPH NEEDLES.

(a) Members of the industry shall not use the word "sapphire," "ruby," or "jewel," or any other word or words denoting precious stones, in designating or describing the points or tips of phonograph needles made of synthetic material, without immediately preceding such word or words, in a clear and conspicuous manner, with the word "synthetic" or a word or phrase of like meaning.

(b) Industry members shall not represent, directly or indirectly, that a needle may be relied upon or depended upon to play satisfactorily any specified number of records or for any particular length of time not definitely proven under the varied conditions of normal use, or to represent by any means that a needle will give satisfactory performance forever.

RULE 23—FOREIGN ORIGIN DECEPTION.

In the sale, offering for sale, or distribution of phonograph needles, record brushes, and other phonograph record accessories and related industry products:

- (a) Industry members shall not misrepresent the origin or place of manufacture of such product or any part thereof; or
- (b) Fail to disclose that an industry product, or substantial part thereof, is of foreign origin by means of a legible marking or stamping on the product, or on a label or tag affixed thereto, which is of such degree of permanency as to remain on or attached to the product, in legible form, until consummation of the consumer sale thereof, and of such conspicuousness as to be likely observed and read by purchasers and prospective purchasers making casual inspection of the product; and,

(c) Where such product is packaged, or mounted in a container, or on a display card, and is offered for consumer sale in such form, then the marking or stamping shall also appear on the front or face of such packaging, container, or display card, and be so positioned as to clearly have application to the product so packaged or mounted, and shall also be of such degree of permanency as to remain thereon until consummation of consumer sale of the product, and of such conspicuousness as to be likely observed and read by purchasers and prospective purchasers making casual inspection of the product as so packaged or mounted.

RULE 24—MISREPRESENTING PRODUCTS AS CONFORMING TO STANDARD.

In the sale, offering for sale, or distribution of any industry products, members of the industry shall not represent or imply, through advertising or otherwise, that such products conform to any standards recognized in or applicable to the industry when such is not the fact.

RULE 25—MISREPRESENTATION AS TO CHARACTER OF BUSINESS.

Members of the industry shall not represent, directly or by implication, in advertising, by trade or corporate name, or otherwise, that they produce or manufacture products of the industry, or that they own or control a plant making such products, when such is not the fact, or that they are a manufacturer, wholesale distributor or a wholesaler when such is not the fact, or in any other manner misrepresent the character, extent, or type of their business.

RULE 26—DECEPTIVE USE OF TRADE OR CORPORATE NAMES, TRADEMARKS, ETC.

Members of the industry shall not use any trade name, trademark, or other trade designation, which has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers as to the name, nature, or origin or any product of the industry, or of any material used therein, or which is false, deceptive, or misleading in any other material respect.

RULE 27—PASSING OFF THROUGH IMITATION OR SIMULATION OF TRADEMARKS, TRADE NAMES, ETC.

Members of the industry shall not mislead or deceive purchasers by passing off the products of one industry member as and for those of another through the imitation or simulation of trademarks, trade names, brands, or labels.

RULE 28—FALSE INVOICING.

No industry member shall withhold from or insert in invoices or sales tickets any statements or information by reason of which omission or insertion a false record is made, wholly or in part, of the transactions represented on the face of such invoices or sales tickets, with the capacity and tendency or effect of thereby misleading or deceiving purchasers, prospective purchasers, or the consuming public in any material respect.

RULE 29—SUBSTITUTION OF PRODUCTS.

No member of the industry shall make an unauthorized substitution of products, where such substitution has the capacity and tendency or effect of misleading or deceiving purchasers, by:

- (a) Shipping or delivering industry products which do not conform to samples submitted, to specifications upon which the sale is consummated, or to representations made prior to securing the order, without advising the purchaser of the substitution and obtaining his consent thereto prior to making shipment or delivery; or
- (b) Falsely representing the reason for making substitutions.

RULE 30—GUARANTEES, WARRANTIES, ETC.

(a) Industry members shall not represent in advertising or otherwise that a product is "guaranteed" without a clear and conspicuous disclosure in close conjunction with such representation of:

- (1) The nature and extent of the guarantee; and
- (2) Any material conditions or limitations in the guarantee which are imposed by the guarantor; and

(Continued on next page)

**GET YOUR SALES WORKING—
GET YOUR MOJO WORKING!**

The Wildest Sound Ever Put On A Record

MOJO



a Hit... It's on

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FEATURING

THE KNOCKOUTS

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Riding High On Tribute

118—"A FOOL IN LOVE"—SUE KENNY

188—"ALONE"—RICHARD LYONS

Ruth Brown To Decca

NEW YORK—Ruth Brown has inked an exclusive disk pact with Decca Records, it was announced last week by Leonard W. Schneider, the label's exec vp. The singer previously cut for the Philips label, and before that, had a long career on Atlantic Records, where she had such hits as "Lucky Lips" and "One More Time." Decca rushed her first sides to market last week. They are: "What Happened To You" and "Yes Sir, That's My Baby."

LP SALES GIANT!!

Nashboro 7016

"THE CONSOLERS"

Including their great rendition of

"WAITING FOR MY CHILD"

Now Available On A Single

Nashboro 800

Another Strong Package!!

BROTHER JOE MAY'S

NEW GOSPEL ALBUM

Nashboro 7017

1 with 7 LP Deal

SOLID R&B SELLERS!!

"I WANTA KNOW WHY"

Lonesome Sundown

Excello 2242

"COULD HAPPEN TO YOU"

Lazy Lester

Excello 2243

"JUST A LONELY, LONELY BOY"

Clifford Sweet

Excello 2244

NASHBORO RECORDS

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

Jim Foglesong To Victor's A&R Staff



NEW YORK—Jim Foglesong, former show music A&R man for the Columbia and Epic labels, has joined the A&R staff of RCA Victor Records as a producer, according to an announcement by Steve Sholes, Victor's pop A&R veep.

Foglesong will report directly to Hugo (Peretti) and Luigi (Creatore), who heads Victor's New York pop A&R activity. His A&R mates at Victor include: Ben Rosner, manager of pop A&R; Herman Diaz, special projects manager; Joan Deary, creative services manager; and A&R producers Joe Linhart, Andy Wiswell, Jack Somer, Ethel Gabriel and Brad McCuen.

Foglesong, a graduate of the Eastman School of Music, had a 12½ year career with Columbia Records, starting in the engineering dept. He became an A&R man in 1954 and produced singles and albums for Epic. In addition to producing original-cast LP's, he has also had a hand in LP recreations of such old musicals as "Annie Get Your Gun," "Showboat," "The Student Prince" and "Lady In The Dark."

He has also been a professional singer, vocal group contractor and conductor for many years. His choral chores, for radio, TV and disks, have been under the direction of Fred Waring, Robert Shaw, Ray Charles and Walter Schumann. He also appeared with the Schumann singers in the Broadway production of "John Brown's Body."

Philips Inks Nina Simone



CHICAGO—Nina Simone, top blues-pop disk-nitery attraction, has inked an exclusive pact with Philips Records, according to announcements last week by Irving B. Green, president of Mercury Records, parent company, and Andy Stroud, the artist's manager.

The singer-pianist had previously recorded for a number of years on the Colpix label. Before joining Colpix, she got left-field Top 100 attention with "I Loves You Porgy," released on the Bethlehem label.

She is currently on the Ford Caravan of Music tour, sponsored by Ford Motor Co., appearing with Herbie Mann at 45 colleges in the east, mid-west and south. On Mar. 21, she will be presented in her own concert at Carnegie Hall.

TEXT OF FTC'S PROPOSED RULES

(Continued from page 37)

(3) The manner in which the guarantor will perform thereunder; and

(4) The identity of the guarantor.

(b) Representations that a product is "guaranteed for life" or has a "lifetime guarantee" in addition to meeting the above requirements, shall contain a conspicuous disclosure of the meaning of "life" or "lifetime" as used (whether that of the purchaser, the product or otherwise).

(c) Guarantees shall not be used which under normal conditions are impractical of fulfillment or which are for such a period of time or are otherwise of such nature as to have the capacity and tendency of misleading purchasers or prospective purchasers into the belief that the product so guaranteed has a greater degree of serviceability, durability or performance capability in actual use than is true in fact.

(d) This rule has application not only to "guarantees" but also to "warranties," to purported "guarantees" and "warranties," and to any promise or representation in the nature of a "guarantee" or "warranty."

RULE 31—USE OF THE WORD "FREE"

In connection with the sale, offering for sale, or distribution of industry products, industry members shall not use the word "free," or any other word or words of similar import, in advertisements or in other offers to the public, as descriptive of an article of merchandise, or service, which is not an unconditional gift, under the following circumstances:

(a) When all the conditions, obligations, or other prerequisites to the receipt and retention of the "free" article of merchandise or service offered are not clearly and conspicuously set forth at the outset so as to leave no reasonable probability that the terms of the offer will be misunderstood; and, regardless of such disclosure:

(b) When, with respect to any article of merchandise required to be purchased in order to obtain the "free" article or service, the offerer (1) increases the ordinary and usual price of such article of merchandise or (2) reduces its quality, or (3) reduces the quantity or size thereof.

(Note: The disclosure required by subsection (a) of this rule shall appear in close conjunction with the word "free" (or other word or words of similar import) wherever such word first appears in each advertisement or offer. A disclosure in the form of a footnote, to which reference is made by use of an asterisk or other symbol placed next to the word "free," will not be regarded as compliance.)

RULE 32—MISUSE OF TERMS "CLOSE-OUTS," "DISCONTINUED LINES," "SPECIAL BARGAINS," ETC.

Industry members shall not offer for sale, sell, advertise, describe, or otherwise represent industry products as "Close-Outs," "Discontinued Lines," or "Special Bargains," by use of such terms, or by words or representations of similar import, when such either is false, or has the capacity and tendency or effect of leading the purchasing or consuming public to believe such products are being offered for sale or sold at greatly reduced prices, or at so-called "bargain" prices, when such is not the fact.

RULE 33—DECEPTIVE PRICING.

Members of the industry shall not represent directly or indirectly in advertising or otherwise that an industry product may be

Murray Cohen Exits Everest

HOLLYWOOD — Murray Cohen has resigned as vp of Everest Records, it was learned last week. Cohen's departure, it was further learned, was due to differences he had regarding company policies. Cohen is at present negotiating with other labels and is preparing an LP and singles release by Bob & Earl on his Tip label.

Bernie Solomon, president of Everest, has named sales manager Lee Plamer to take-on Cohen's duties.

Diskery, currently riding high on the Top 100 with Gloria Lynne's "I Wish You Love," has just issued a Lynn album named after the singles success. Other new LP entries are David Allen's "This Is My Lucky Day," Charlie Shavers recorded at Paris' Le Crazy Horse Saloon and "American Folk Songs" by The Greg Smith Singers.

purchased for a specified price, or at a saving, or at a reduced price, when such is not the fact; or otherwise deceive purchasers or prospective purchasers with respect to the price of any product offered for sale; or furnish any means or instrumentality by which others engaged in the sale of industry products may make any such representation.

(Note: The Commission promulgated Guides Against Deceptive Pricing effective January 8, 1954, superseding the Guides adopted October 2, 1958, which provide additional guidance with respect to price savings representations. Copies may be had upon request to the Commission.)

RULE 34—MISBRANDING, MISREPRESENTATION, AND DECEPTIVE SELLING METHODS.

Members of the industry, in the course of the marketing or distribution of industry products, shall not:

(a) Use, or cause or promote the use of, any trade promotional literature, advertising matter, mark brand, label, designation, depiction, or other type of oral or written representation, however, disseminated or published, which directly or by implication, or through failure to disclose material information, has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers with respect to the type, grade, quality, quantity, use, size, weight, nature, condition, durability, performance, serviceability, origin, manufacture, distribution, or price of any product of the industry; or,

(b) Offer for sale, sell, distribute, or promote the sale or distribution of, products of the industry under any other conditions or selling practices which have the capacity and tendency or effect of misleading or deceiving the purchasing or consuming public in any material respect.

The Beatles: The "What—Me Worry" Kids

NEW YORK—The more the teenagers clamor for them, the faster their disks zoom up the charts, the more a sideline of product inspired by them sells, the more it is apparent that, like any mania, Beatlemania is for the moment.

This paradox, not without precedent in the entertainment business, is even conceded by the Beatles themselves, who have displayed to the American press a brightness beyond the music they perform.

At a press conference last week at the Plaza Hotel, whose Victorian stateliness has succumbed to its colorful guests, it was during a question-and-answer period, involving mostly the usual queries from fan magazines. (e.g. "Do you date girls?"), that the boys displayed a frank insight into their future. In response to how-long-will-this-all-last?, the answer from the group was immediate and sure. One remarked that "it's not important," another was "it doesn't worry us."

Why-should-it-worry-them?, a cynic has every right to ask. Aren't-they-set-for-life? They probably are. But, young men with the intelligence of the Beatles surely demand more than being-set-for-life. If there is a dose of cynicism in the boys, it probably centers around the plain truth that neither fads nor teenage idols last long. Reconciled to this "awful truth," they are achieving what others who have been thrust into stardom rarely accomplish: they are enjoying themselves.

This good-humor—in dress, while playing, at a press-conference—has formed a contagious appeal to the group, not limited, interestingly, to just the teen set.

Most adults could be pinned-down to a confession that they also enjoy the group. In the fantastic press coverage the group is enjoying, there have been no great outcries against either the group's appearance or the quality of their music from "concerned" parents. Perhaps, adults are beginning to tolerate to a greater extent the whims and fancies of the new generation they are bringing-up.

But, as far as the Beatles are concerned, it seems that the English group is communicating to the plus-21 population by a tongue-in-cheek maturity of their own.

Another New Chart Climber!

Lesley Gore



LESLEY GORE
SINGS OF MIXED UP HEARTS

Mercury MG 20849/SR 60849

Featuring:

You Don't Own Me
She's A Fool
Run, Bobby, Run
The Old Crowd, Etc.



FOREMOST IN FINE RECORDING

BIOS FOR DEEJAYS

Bobby Bare



Bobby Bare has had in recent months several recordings which have taken off in the way that show biz dreams are made of. His "Detroit City," for example, hit the Top 100 like a meteor; it quickly headed to the top and was followed in fast succession by Bobby's album of the same name and his next hit, "500 Miles From Home," which was also followed by an LP.

The songster was born some twenty odd years ago in Ironton, Ohio and started singing professionally on a local television show in Charleston, West Virginia, when he was seventeen years old. A few years later he moved to California and his star began to rise. In 1958 he first clicked with "All-American Boy." The army intervened at about that point and while Bobby was in the service, he performed with the Army Show and, with it, appeared on the Ed Sullivan Show, and when he was discharged was signed by RCA Victor.

When he isn't singing, Bobby is often writing music for other people to sing. His music has been recorded by such artists as Ferlin Husky, Rose Maddox and June Carter. The artist is currently pulling plenty of dual-market coin with "Miller's Cave."

Bobby Goldsboro



Bobby Goldsboro, who is currently riding high on the charts with United Artists' release of "See The Funny Little Clown," was born January 15, 1941 in Maryanna, Florida and attended school there through the ninth grade. His family moved to Dothan, Alabama and he was graduated from Dothan High School, then studied at Auburn University for two years before succumbing to his one and only love, music.

After a brief period of free lance work, Goldsboro joined Roy Orbison as a guitarist in January of 1962, and at the present time is still working with Roy and his highly popular aggregation.

Some months ago, a friend of Bobby's traveled to New York and played a recording of his voice for Jack Gold, an A&R director at United Artists Records. Gold immediately topped on the first plane to Dothan and signed the chanter to exclusive wax contract. Bobby's initial UA release is his present chart-rider.

Dual-Distribution: It Concerns Men's Wear Field, Too

NEW YORK—Dual distribution is phrase that not only the record business has to deal with.

Out of Los Angeles last week, where men's wear retailers met (The National Association of Retail Clothiers and Furnishers), came reports of a debate over manufacturer-owned stores and indie operations. Many indies, it was noted, declared that the profits of small men's wear shops have suffered because of dual-distribution, that is where suppliers to the indies also compete with them (sound familiar?).

One of the speakers at the convention was Rep. James Roosevelt, chairman of a House committee on small business that is looking into the matter of dual distribution in all areas of industry, including the music business.

Rep. Roosevelt told the gathering that "no great numbers of persons or firms" had been hurt badly by dual distribution, but, he conceded, "the problem is present" and "must be solved as quickly as possible."

In often heated discussion, those men's wear retailers who oppose manufacturer ownership of retail outlets contended that they create unfair competition and monopolistic practices, while those in favor declared that indie operations can get goods at the same price as manufacturer subsids and reap the promotional benefits of strong ad programs instituted by manufacturer-owned stores.

Rondo Records Releases "Greats" LP Series

NEW YORK—Rondo Records, a Kimberly Records, label, has announced the release of 10 albums grouped together under the general title of "Greats," each presenting a number of name performers noted for a particular type of music. The sets cover a broad range of music styles.

Some of the artists featured on the packages are Buddy Cole, Teddy Wilson, Joe Bushkin, Artie Shaw, Duke Ellington, Woody Herman, Nat Cole, Lena Horne, Kay Starr, Patsy Cline, and Webb Pierce.

Epic Signs Ken Colman

NEW YORK—Epic Records has signed Ken Colman to a recording contract, according to an announcement made last week by Leonard S. Levy, the label's general manager.

The chanter has recently sung at the Thunderbird Hotel in Las Vegas and the Rat Fink Room in Gotham. He has also appeared a number of times on the NBC-TV Merv Griffin Show and made guest appearances on the Canadian Broadcasting Network.

Colman's first single will be released shortly. Tagged "My Talking Dog, Napoleon," the novelty deck will also mark the recording debut of Michel, the talking dog (see separate story.)

Recoton Offers Premiums To Dealers

NEW YORK—Peter Wish, sales manager of the Recoton Corp., phono needle firm, has announced a new promo plan exclusively for the firm's dealers. Dealers who purchase diamond needle or sapphire needle kits or accessory racks at special prices are entitled to free gift points. These are sent to the company's premium department in exchange for gift items.

A Musical Get-Together



NEW YORK—MGM Records' stars Connie Francis and Freddy meet for the first time in the United States. Freddy dropped in on the lark during the recording session of her current chart-rider of "Blue Winter." The songster recently-concluded a trip to Canada, Nashville and New York doing concerts, recording session and promoting his single of "So You Won't Come Back."

Decca Points-Up Irish Music Catalog

NEW YORK—Decca Records is spotlighting its Irish disk product for extra sales in view of upcoming St. Patrick's Day on Mar. 17. Label has announced that its entire catalog of Irish LP's and EP's, including the Coral label, is available under the terms of its current dealer incentive program (details of which are available at local distributors). Bing Crosby leads the parade of stars who have cut Irish material for the label.

A full color litho book on the Decca-Coral Irish catalog is now in the hands of the Decca field force, who are now contacting dealers in their respective territories.

New Philly Distrib Opens

PHILADELPHIA—Progress Record Distributing has opened shop in Philly at 1211 N. Broad St. In addition to the Delaware Valley area, Progress will serve Southern New Jersey, Delaware and Maryland. Firm specializes in R&B, rock 'n' roll, gospel, spiritual and hootenanny product.

Decca Pacts Robert Maxwell



NEW YORK—Composer-harpist Robert Maxwell (seated) signs an exclusive wax pact with Decca Records as Harry Myerson of the label's A&R staff looks on. The artist's first effort under the Decca banner is his own composition, "Shangri-La" backed with "That Old Black Magic."

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BOBBY BLAND'S
"THERE AIN'T NOTHING YOU CAN DO"
AND
"HONEY CHILD"
DUKE 375

—NEW SPIRITUALS—
"GLORY HALLELUJAH"
AND
"LORD HOLD MY HAND"
THE MIGHTY CLOUDS OF JOY
PEACOCK 1895

"SING YOUR TROUBLES AWAY"
AND
"DON'T LET MY RUNNING BE IN VAIN"
THE LOVING SISTERS
PEACOCK 3011

"COME YE DISCONSOLATE"
AND
"OUR PRAYER FOR PEACE"
THE DIXIE HUMMINGBIRDS
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WHAT EVER HAPPENED TO BOBBY BREEN?
