

Cash Box

JANUARY 11, 1964



1963 was a big year for boy-girl duets on pop disks. This was especially true for the Montel label's big twosome, Dale & Grace. Unknowns only a few months ago, today they are the proud owners of a disk which hit the number one spot, "I'm Leaving It Up To You." Their LP, bearing the same title is also enjoying solid sales. The team's next single, "Stop And Think It Over," hits the market this week. Dale & Grace disks are distributed nationally by the Jamie-Guyden label. D & G have just completed a stint with N.Y. d.j. 'Murray the K' at the Brooklyn Fox and head to Canada for ten days of bookings. They are currently negotiating for a European tour.

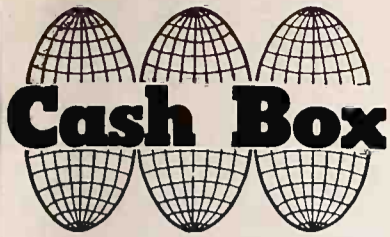


YOUR JANUARY SINGLES SELL CHART

- A Fool Never Learns / Andy Williams**
4-42950
- Hey Little Cobra / The Rip Chords**
4-42921
- I Can't Stop Talking About You / Steve and Eydie**
4-42932
- The Little Boy / Tony Bennett**
4-42931
- Saginaw, Michigan / Lefty Frizzell**
4-42924
- Little Boxes / Pete Seeger**
4-42940
- Hootenanny Saturday Night / The Brothers Four**
4-42927
- That Boy Is Messin' Up My Mind / The Orchids**
4-42913
- The Grasshopper (El Cigarron) / Amadeo and His Indian Harps**
4-42918
- I'll Search My Heart / Johnny Mathis**
4-42916

COLUMBIA SINGLES SELL 

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ON TO 1964

Whether 1963 is a year you prefer to forget, or one you wish to long remember, the year is now history.

Since resting-on-one's-laurels never worked out too well in the record industry, everyone is now brushing off the holiday tinsel and planning the best course of action for the new year.

For most industries whose product falls into the luxury category, the up-coming post-Christmas period is a dormant one—a time to re-gear and develop new ideas designed for the next year-end months.

But the record industry is unique in that the post-Christmas season, or the first quarter of the new year, is one of the industry's hottest.

It starts right off with a blast called New Year's Eve—a party time that calls for the purchase of new records. Immediately following are the cold weather months which tend to keep people indoors, partying some more, which means a need for more new records.

The first quarter is also a season for new phonograph owners. It's during this period that the many recipients of new phonos as gifts, begin to build their record collections.

Perfectly timed with this heavy

purchasing season are the long awaited new releases. Since the September-October release when the last big LP issue hit the market, new LP's have been minimal. Abbreviated releases and Christmas merchandise rounded out the year's LP's. But many of the top stars haven't been heard from since early Fall.

Now the big guns are set to roll. And during the next month or so all labels will be debuting their strongest albums. A few healthy hits in this area will keep both old and new phono owners visiting disk shops.

Rounding out the picture is the all important singles field. Radio, which had been somewhat dull during the past three or four weeks because of the dearth of important new singles during the confusing holiday period, gets back into the swing again. Stations will be on the lookout for hot new sides, and, with a little bit of luck, a new craze, fad, sound or dance step that could sweep the nation may be hidden among the millions of new grooves.

If the industry puts all of its unique advantages to use and adds to it the many important lessons it has learned during a difficult 1963, then 1964 very well could be the biggest year for the industry in both gross sales and net profits.



Cash Box TOP 100



JANUARY 11, 1964

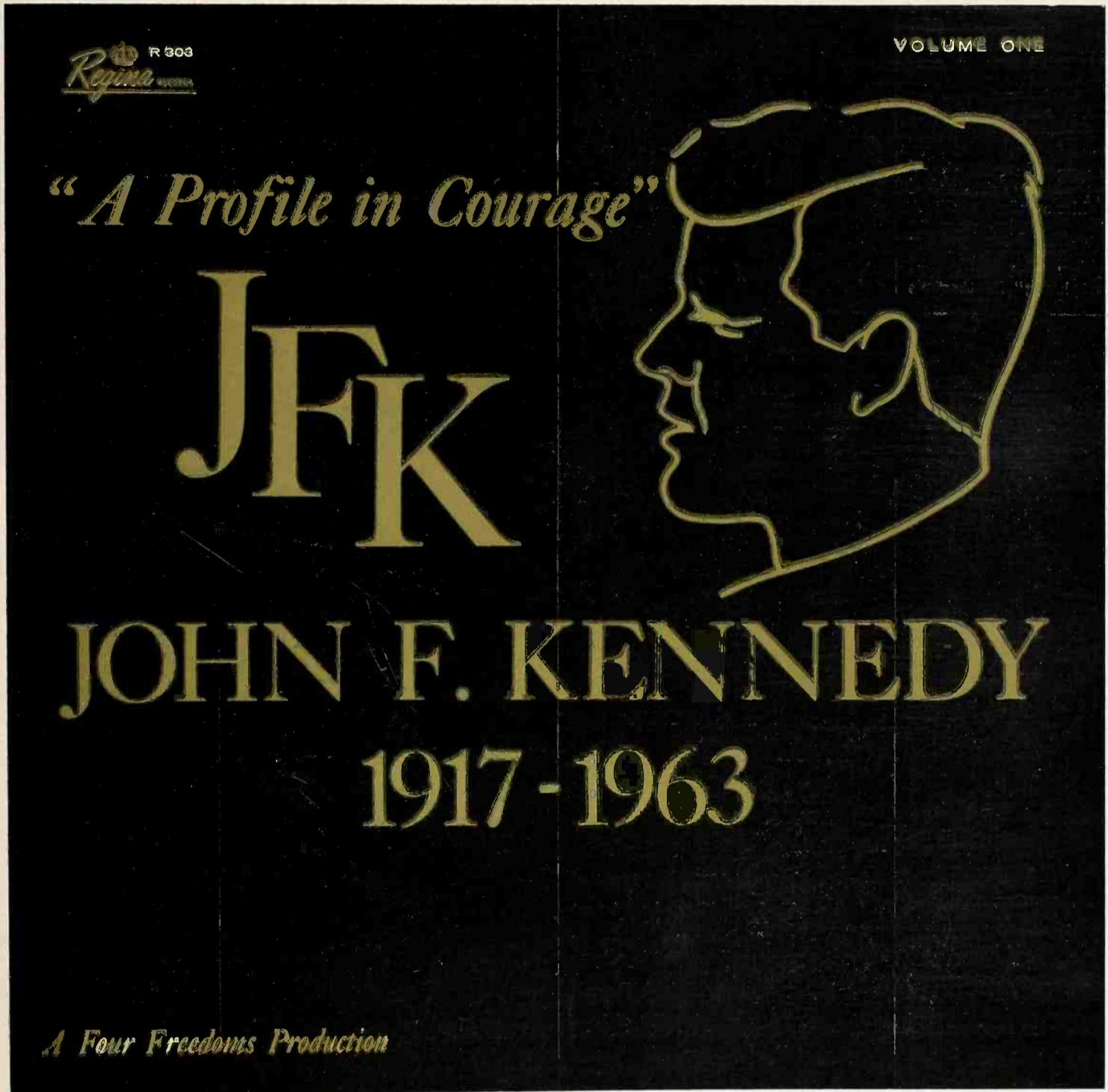
	1/4	12/28		1/4	12/28		1/4	12/28
1 LOUIE, LOUIE (Limax—BMI) 3 2 ☆KINGSMEN-Wand-143 ☆PAUL REVERE/RAIDERS-Columbia-42814			35 KANSAS CITY (Lois—BMI) 28 26 ☆TRINI LOPEZ-Reprise-20236			68 THE GREASY SPOON (Avenue—BMI) 77 85 ☆HANK MARR-Federal-12508		
2 THERE! I'VE SAID IT AGAIN (Valiant—ASCAP) 1 1 ☆BOBBY VINTON-Epic-9638			36 LODDY LO (Kalmann—ASCAP) 33 31 ☆CHUBBY CHECKER-Parkway-890			69 LITTLE RED ROOSTER (Arc—BMI) 39 35 ☆SAM COOKE-RCA-8247		
3 POPSICLES AND ICICLES (Dragonwick—BMI) 5 7 ☆MURMAIDS-Chattanooga-628			37 HAVE YOU HEARD (Brandon—ASCAP) 29 20 ☆DUPREES-Coed-585			70 TALKING ABOUT MY BABY (Curton—BMI) — — ☆IMPRESSIONS-ABC-10511		
4 DOMINIQUE (General Music—ASCAP) 2 1 ☆SINGING NUN (SOEUR SOURIRE)-Philips-40163			38 TRA LA LA LA SUZY (Just—BMI) 44 45 ☆DEAN/JEAN-Rust-5067			71 I CAN'T STOP TALKING ABOUT YOU (Screen Gems, Columbia—BMI) 74 87 ☆STEVE & EYDIE-Columbia-42932		
5 FORGET HIM (Leeds—ASCAP) 6 9 ☆BOBBY RYDELL-Cameo-280			39 THE BOY NEXT DOOR (Merioda—BMI) 35 28 ☆SECRETS-Philips-40146			72 WATCH YOUR STEP (Ludix—BMI) 71 76 ☆BROOKS O'DELL-Gold-214		
6 SINCE I FELL FOR YOU (Advance—ASCAP) 4 4 ☆LENNY WELCH-Cadence-1439			40 BABY, I LOVE YOU (Mother Bertha, Trio—BMI) 50 68 ☆RONETTES-Philles-118			73 DUMB HEAD (Maurice—ASCAP) 76 84 ☆GINNY ARNELL-MGM-13177		
7 SURFIN' BIRD (Long—BMI) 13 19 ☆TRASHMEN-Garrett-4002			41 FOR YOUR PRECIOUS LOVE (Gladstone—ASCAP) 46 42 ☆GARNET MIMMS/ENCHANTERS-United Artists-658			74 TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME (Screen Gems, Columbia—BMI) 86 — ☆SHIRELLES-Septer-1264		
8 TALK BACK TREMBLING LIPS (Acuff-Rose—BMI) 7 8 ☆JOHNNY TILLOTSON-MGM-13181			42 WONDERFUL SUMMER (Rock—BMI) 36 32 ☆ROBIN WARD-Dot-16530			75 WE BELONG TOGETHER (NOM—BMI) 78 86 ☆JIMMY VELVET-ABC-10488		
9 THE NITTY GRITTY (Gallico—BMI) 11 16 ☆SHIRLEY ELLIS-Congress-202			43 WALKING THE DOG (East—BMI) 37 33 ☆RUFUS THOMAS-Stax-140			76 COMIN' IN THE BACK DOOR (Irving—BMI) 84 — ☆BAJA MARIMBA BAND-Almo-201		
10 MIDNIGHT MARY (Jimskip—BMI) 10 13 ☆JOEY POWERS-Army-892			44 IN THE SUMMER OF HIS YEARS (Leeds—ASCAP) 57 80 ☆CONNIE FRANCIS-MGM-13203			77 THE SHELTER OF YOUR ARMS (Print—ASCAP) 82 95 ☆SAMMY DAVIS JR.-Reprise-20216		
11 AS USUAL (Samos Island—BMI) 14 17 ☆BRENDA LEE-Decca-31570			45 I HAVE A BOYFRIEND (Trio—BMI) 47 44 ☆CHIFFONS-Laurie-3212			78 IF SOMEBODY TOLD YOU (Jim Jam—BMI) 88 90 ☆ANNA KING-Smash-1858		
12 DRAG CITY (Screen Gems, Columbia—BMI) 17 22 ☆JAN & DEAN-Library-55641			46 BON-DOO-WAH (Kalmann—BMI) 43 57 ☆ORLONS-Cameo-287			79 HIS KISS (Mellin—BMI) — — ☆BETTY HARRIS-Jubilee-5465		
13 WIVES AND LOVERS (Famous—ASCAP) 12 12 ☆JACK JONES-Kapp-551			47 I GOTTA DANCE TO KEEP FROM CRYING (Jobete—BMI) 48 49 ☆MIRACLES-Tamla-54089			80 I WANT TO HOLD YOUR HAND (Duchess—BMI) — — ☆BEATLES-Capitol-5112		
14 QUICKSAND (Jobete—BMI) 15 15 ☆MARTHA & VANDELLAS-Gordy-7025			48 THE MARVELOUS TOY (Teena—ASCAP) 52 58 ☆CHAD MITCHELL TRIO-Mercury-72197			81 TODAY'S TEARDROPS (Sealark—BMI) 65 67 ☆RICK NELSON-Imperial-66004		
15 WHISPERING (Miller, Fisher—ASCAP) 23 38 ☆TEMPO & STEVENS-Atco-6281			49 GIRLS GROW UP FASTER THAN BOYS (Screen Gems, Columbia—BMI) 53 56 ☆COOKIES-Dimension-1020			82 MY ONE AND ONLY JIMMY BOY (Screen Gems, Columbia—BMI) 90 — ☆GIRLFRIENDS-Colpix-712		
16 SOMEWHERE (Wyncote—ASCAP) 20 23 ☆TYMES-Parkway-891			50 IN MY ROOM (Sea Of Tunes—BMI) 45 46 ☆BEACH BOYS-Capitol-5069			83 WHEN YOU WALK IN THE ROOM (Metric—BMI) 93 — ☆JACKIE DE SHANNON-Liberty-55645		
17 OUT OF LIMITS (Wrist—BMI) 26 36 ☆MARKETTS-Warner Bros-5391			51 LONG TALL TEXAN (Adams-Ethridge—BMI) 51 54 ☆MURRAY KELLUM-M.O.C.-653			84 BABY'S GONE (Acuff-Rose—BMI) 89 99 ☆GENE THOMAS-United Artist-640		
18 HEY LITTLE COBRA (Vadim, Daywin—BMI) 30 41 ☆RIP CHORDS-Columbia-42921			52 STEWBALL (Papamar—ASCAP) 38 44 ☆PETER, PAUL & MARY-Warner Bros-5399			85 WHO CARES (Acuff-Rose—BMI) — — ☆FATS FAMINO-ABC-10512		
19 YOU DON'T HAVE TO BE A BABY TO CRY (R.F.D.—ASCAP) 8 6 ☆CARAVELLES-Smash-1852			53 AS LONG AS I KNOW HE'S MINE (Jobete—BMI) 59 48 ☆MARVELETTES-Tamla-54088			86 DEEP IN THE HEART OF HARLEM (January—BMI) — — ☆CLYDE MCPHATTER-Mercury-72220		
20 THAT LUCKY OLD SUN (Robbins—ASCAP) 21 25 ☆RAY CHARLES-ABC-10509			54 THE LITTLE BOY (Morris—ASCAP) 62 82 ☆TONY BENNETT-Columbia-42932			87 THAT BOY JOHN (Trio—BMI) 91 89 ☆RAINDROPS-Jubilee-5456		
21 FOR YOU (M. Witmark & Sons—ASCAP) 41 21 ☆RICK NELSON-Decca-31574			55 WHAT'S EASY FOR TWO (Jobete—BMI) 64 72 ☆MARY WELLS-Motown-1048			88 YOU'LL NEVER WALK ALONE (Williamson—ASCAP) — — ☆PATTIE LABELLE & BLUE BELLES-Parkway-896		
22 WHEN THE LOVELIGHT STARTS SHINING THROUGH HIS EYES (Jobete—BMI) 25 27 ☆SUPREMES-Motown-1051			56 SHE'S A FOOL (Helios MRC—BMI) 32 24 ☆LESLEY GORE-Mercury-72180			89 PLEASE (Famous—ASCAP) 73 73 ☆FRANK IFIELD-Capitol-5089		
23 DRIP DROP (Progressive Quintet—BMI) 9 5 ☆DION DIMUCI-Columbia-42917			57 IT'S ALL RIGHT (Curton—BMI) 42 34 ☆IMPRESSIONS-ABC-10487			90 SON OF REBEL ROUSER (Linduane—BMI) 100 — ☆DUANE EDDY-RCA-8276		
24 PRETTY PAPER (Pamper—BMI) 16 21 ☆ROY ORBISON-Monument-830			58 YOU'RE NO GOOD (E. H. Morris—ASCAP) 63 70 ☆BETTY EVERETT-Veejay-566			91 TRUE LOVE GOES ON AND ON (Frank—ASCAP) 96 — ☆BURL IVES-Decca-31571		
25 DAISY PETAL PICKIN' (Dundee—BMI) 34 60 ☆JIMMY GILMER & FIREBALLS-Dot-16539			59 IT'S ALL IN THE GAME (Remick—ASCAP) 68 78 ☆CLIFF RICHARD-Epic-9633			92 JAVA ☆AL HIRT-RCA Victor-8280		
26 CAN I GET A WITNESS (Jobete—BMI) 24 18 ☆MARVIN GAYE-Tamla-54087			60 PAIN IN MY HEART (Job—BMI) 70 74 ☆OTIS-REDDING-Volt-112			93 ASK ME (Saturn—BMI) — — ☆INEZ FOXX-Symbol-926		
27 ANYONE WHO HAD A HEART (U. S. Songs—ASCAP) 40 50 ☆DIONNE WARWICK-Scepter-1262			61 CHARADE (Southdale & Northern—ASCAP) 69 77 ☆HENRY MANCINI-RCA-8256			94 SOUTHTOWN, U.S.A. (Gallico—BMI) — — ☆DIXIEBELLES-Sound Stage-7-2517		
28 YOU DON'T OWN ME (Merioda—BMI) 54 98 ☆LESLEY GORE-Mercury-72206			62 BAD GIRL (Screen Gems, Columbia—BMI) 49 51 ☆NEIL SEDAKA-RCA-8254			95 COME DANCE WITH ME (Trio—BMI) 87 88 ☆JAY & AMERICANS-United Artists-669		
29 BE TRUE TO YOUR SCHOOL (Sea Of Tunes—BMI) 18 11 ☆BEACH BOYS-Capitol-5069			63 WHAT KIND OF FOOL (DO YOU THINK I AM) (Low-Twi—BMI) 72 94 ☆TAMS-ABC-10502			96 SINCE I FOUND A NEW LOVE (Circovolcan—BMI) — — ☆LITTLE JOHNNY TAYLOR-Galaxy-725		
30 NEED TO BELONG (Curton—Conrad—BMI) 31 29 ☆JERRY BUTLER-Veejay-567			64 HOOKA TOOKA (Evanston, Woodcrest—BMI) 75 83 ☆CHUBBY CHECKER-Parkway-890			97 SNAP YOUR FINGERS (McLaughlin—BMI) — — ☆BARBARA LEWIS-Atlantic-2214		
31 I'M LEAVING IT UP TO YOU (Venice—BMI) 19 10 ☆DALE & GRACE-Montel-921			65 BABY DON'T YOU WEEP (Ritenhouse, Mein—BMI) 56 40 ☆GARNET MIMMS/ENCHANTERS-United Artists-658			98 442 GLENWOOD AVENUE (Merioda—BMI) — — ☆PIXIES THREE-Mercury-72208		
32 TURN AROUND (Clara—ASCAP) 22 30 ☆DICK & DEEDEE-Warner Bros-5396			66 HARLEM SHUFFLE (Marc Jean, Keyman—BMI) 80 91 ☆BOB & EARL-Marc-104			99 PENETRATION (Dorothy—ASCAP) — — ☆PYRAMIDS-Best-13002		
33 EVERYBODY (Low-TWI—BMI) 27 14 ☆TOMMY ROE-ABC-10478			67 A FOOL NEVER LEARNS (Cricket—BMI) 92 — ☆ANDY WILLIAMS-Columbia-42950			100 HE SAYS THE SAME THINGS TO M (Geld-UdeII—ASCAP) — — ☆SKEETER DAVIS-RCA-8288		
34 UM, UM, UM, UM, UM, UM (Curton, Jolynne—BMI) 66 92 ☆MAJOR LANCE-Okeh-7187								

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Columbia Records Begins '64 With 24-Album January Release

NEW YORK — Columbia Records highlights its initial '64 album release with 24 LP's including nine Bruno Walter sets, 12 pop LP's, two Latin-American packages, and the original cast waxing of Noel Coward's "The Girl Who Came To Supper."

Bruno Walter's nine issues are the Mozart Symphonies 35 thru 41, a 3-disk set; with the maestro conducting the Columbia Symphony Orchestra; two of the 3 disks are being released as single LP's, "Symphony No. 36" and "Symphony No. 38," Bruckner's "Symphony No. 7," Haydn's "Symphonies No. 88 in G Major" and "No. 100 in G Major," Brahms' "Alto Rhapsody," and Mahler's "Songs Of A Wayfarer;" Wagner's "Prelude to Lohengrin," "Siegfried Idyll" and the "Tannhauser Overture;" Beethoven's "Fifth Symphony" and Schubert's "Unfinished Symphony;" Beethoven's

"Lenore Overture" and "Coriolan Overture" with Brahms' "Academic Festival Overture" and Wagner's Overture to "Die Meister-singer."

The label's 12-LP pop release includes "The Wonderful World Of Andy Williams," "Love Him" by Doris Day, "Gorme Country Style," "Academy Award Losers?" with Steve Lawrence, "Quiet Nights" by Miles Davis; "A Voice In The Wind" by Orriell Smith; "This Is Gene Stridel," "You Make Me Feel So Young" by Ray Conniff, "Great Folk Themes" by Percy Faith, "Gershwin Wonderland" with Andre Kostelanetz, "Tender Lovin' Care" by George Morgan, and "Great Smash Hits" by Bobby Martin.

The two Latin-American sets are the Trio Los Panchos in a collection of Pedro Flores compositions and "Mariachi! The Sound Of Mexico."

UA Distribs Get Low-Down On Label's "Winter Wonderland" Promo, 36 New Albums From UA & Subsids

NEW YORK—United Artists Records presented its line-up of distribts with its new LP program—"Winter Wonderland Sales Magic"—at a 2-day sales meet in sun-drenched Miami Beach last week. Some 36 new LP's from UA and its various subsid labels were unveiled to the gathering.

Part of the new product displayed was a series of five LP's under the tag of "Fifty Fabulous Favorites," which will feature the label's top artists in a run-through of 50 tunes on each LP. The five albums feature Ferrante & Teicher, Al Caiola, Tito Rodriguez, Ralph Marterie and The Greenhill Singers. The latter line will benefit from an all-out ad, promo, merchandising and publicity push by UA with consumer ads, trade ads, streamers and display material and point-of-sale aids. In addition, special racks and pre-packs will be available for all 5 sets.

UA's new program emphasizes the label's growth in various areas of music—pop, jazz, country, folk and kiddie.

In addition to the three dozen new albums spotlighted at the meet, UA's entire catalog and that of his subsid labels, Garex, Contempo, Park Ave., Ascot and Musicor, were reviewed at the gathering, including ad-promo-publicity-sales campaigns on their behalf.

New UA albums include: three jazz sets: "Town Hall Concert," George Barnes and Carl Kress; "Way, Way Out" by Ken McIntyre and "Jazz Greats of Modern Times," with such artists as Duke Ellington, Gerry Mulligan, Art Blakey, Charlie Mingus and others.

In the folk area, the label is offering "Folk & Jazz Wingding," an anthology, and sets by The Highwaymen and The Briarwood Singers.

Country music is represented in four albums by George Jones, Melba Montgomery and Judy Lynn plus "Golden Country Hits."

Pop product includes dates by Tito Rodriguez, The Four Lads, Gus Vali and sets tagged "The Sounds of the Hit Groups" and "Stand Up and Sing." The kiddie-market entries in-

(Continued on page 28)

Bon Voyage Fete For London Records' Sales Trek To England

NEW YORK—On the eve of the big sales jaunt to London, London Records was scheduled to host a gala Bon Voyage party at John F. Kennedy International Airport last Sunday (5). The affair, a cocktail party-dinner, was hosted by D. H. Toller-Bond, the label's exec veep, and other execs of the label.

The flight from Kennedy Airport was set to take place early Monday morning. In London, the group of some 60 guests will get the low-down on new Jan. product from London, tour parent company British Decca's vast disk set-up.

Following is a complete list of London distrib personnel who will make the trip: F. Jamieson, A. Koury, K. Ashdown and Gilles Aubin of London Records of Canada, Montreal; J. Sinsheimer, Allen Dist., Richmond, Va.; L. J. Sebok, All Decca Dist., Cleveland, Cohoes, N. Y., Cincinnati, Atlanta, New Orleans; S. Brooknir, Florida Music, Miami, Fla.; H. Sandler, Lieberman Music, Minn.; D. Seidman and P. Knowles, Raymond Rosen, Phila.; F. J. Holland and I. Goldstein, Mutual Dist., Boston; I. Fink, All State of New Jersey, Newark; B. Emerson, Big State Record Dist., Dallas.

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Marty Ostrow, editor in chief of Cash Box Magazine, will represent CB at the sales meet.

Mercury Program: "Parade Of Stars;" 15 New Pop & Classical Packages

CHICAGO—Mercury Records kicked off its new Jan. product and sales plan with fanfare of a pre-bowl game parade at the label's sales meet on Dec. 30.

A discount plan offers a 10% discount on all new releases (except "Storyteller") and all Mercury catalog product. Dating is available to qualified dealers. It runs until Feb. 29.

Kenny S. Myers, vice-president in charge of sales, conducted the meeting from a speaker's platform constructed like an actual parade float. Walls of the meeting room were decorated with giant drawings of artists in the release depicted as drum majorettes, parade band members, and football players.

Included in the afternoon session were Irving B. Green, president, who touched on the highlights of the expansion of Mercury's artists roster; Harold Lawrence, artistic director, and Bernard Braddon, administrative director, both of the classical division;

George Balos, merchandising manager; Morris Diamond, promotion manager; Dick Bruce, sales manager; Harry Kelly, Wing sales manager; and Shelby Singleton, A & R director.

Guest speaker was Ed Gourfain, president of Mercury's advertising agency, Gourfain, Loeff & Adler.

Fifteen pop albums were introduced, with the parade led by entries from four top-selling stars: "Tender is the Night" by Johnny Mathis; "Reflecting" by The Chad Mitchell Trio; "Born to Sing The Blues" by Brook Benton; and "Vaughn With Voices" by Sarah Vaughn and the Danish Choir. In "Moms Mabley Out On A Limb," the comedienne makes her debut on the Mercury label.

On the instrumental side, Mercury's "Three C's"—Clebanoff, Cugat, and Carroll—each have a starring entry: "A Clebanoff Film Concert;" "Cugat Caricatures;" and "Happy Feet" by David Carroll.

(Continued on page 28)

In Its 3rd Year: Philips Starts "Stage III" Drive, Markets 12 New Packages

CHICAGO—Philips Records, starting its third year Feb. 1, introduced its new Jan. product and sales plan to distribts at a national sales meeting

here last week (30) under "Philips Stage III."

The label's national sales manager, Lou Simon, conducted the meeting in a room set up as a replica of a theater complete with a stage and wings, lighted side marquees, and a "box office."

Brian Hyland To Philips

CHICAGO—Brian Hyland, the strong teen-market talent, has joined the artist roster of Philips Records.

Announcement of the pact was made jointly last week by Irving B. Green, president of Mercury Records, Hyland and Geld-Udell Productions, which produces Hyland's sessions (see separate story for details on a new Geld-Udell indie producer's deal with Mercury). Pact negotiations were handled by Shelby Singleton of Mercury with Sam Gordon of Udell-Geld and the indie team itself.

Hyland first got disk recognition in 1960 with the smash novelty, on the Kapp label, "Itsy Bitsy Yellow Polka Dot Bikini." At ABC-Paramount, his last disk affiliation, he came-up with a string of hit sides, including "Let Me Belong to You," "Ginny Come Lately," "Sealed with a Kiss" and "Warmed All Over."

He has made treks to Europe and the far east, and in both areas he has made chart news. A South American tour is planned for Feb.

The Philips Stage III sales plan offers a 10 per cent discount on all new January releases, a collection of 12 albums, and the entire LP catalog. The plan will be in effect from January 1 through February 29, and will also cover any additional albums released by the label during that period.

In addressing his distribts, who occupied "Producer" chairs as "Producers for Philips," Simon said: "The Philips Stage III—January Program" has tremendous significance. Not only has the year 1963 been good for all of us associated with Philips Records, but your success and ours in the product area has broken down all barriers in distribution, dealer co-operation and consumer recognition. With careful planning and a continuous

(Continued on page 24)

Smash Leaps Into Leap Year

CHICAGO—Taking its cue from the fact that 1964 is a Leap Year, Smash Records offered a colorful presentation of its initial '64 program and product at its distrib meet here on Sunday, Dec. 29.

Cartoon characters Lil Abner and Daisy Mae inspired the theme of the meet in room decor and product film presentation of the new Smash and Fontana product, which falls under a program—featuring a 12½% discount on new and catalog albums—called "1964—A Smash of a Leap Year."

The slogan of the meet itself was "Sadie Hawkins Day Race for Record Sales."

In addition to Smash and Mercury execs, the meet was also attended by Smash performers Jerry Lee Lewis, The Angels and Lurlean Hunter, recently inked by the label.

Addresses to the group by Charlie Fach, label chief, Irwin Steinberg, exec veep of Mercury, and Doug Moody, A&R director, forecast the greatest year in Smash's history.

Reviewing the label's history, Fach noted that 1963 was the label's best sales year yet and outlined plans for expansion and operating policies for 1964, including a larger LP catalog through "name" acquisitions and development of an R&B line via a new

(Continued on page 29)

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RCA Victor Launches New Year With 16 Pop, 4 Victrola LP's

NEW YORK—RCA Victor Records launched its new year last week by unveiling sixteen new pop albums and four Victrola packages in its Jan. LP release.

The new pop entries are: "This Is Ethel Ennis;" "Beauty and the Beard" with Al Hirt and Ann-Margret; "Sunday In New York" by Peter Nero who also composed the score; "Guitar Country" by Chet Atkins; "Together Again" by the Benny Goodman Quartet; "The New Tommy Dorsey Orchestra"; "It's A Mighty World" by Odetta; "On The Country Side" with the Norman Luboff Choir; "For Sound's Sake" by Marty Gold; "Grand Ole Opry Favorites" with the Browns; "Everything Is A-OK" by the Astronauts; "Deuces, T's, Roadsters and Drums" with Hal Blaine and

the Young Cougars; "Campus Hootenanny" with various artists; "Hovie Lester Sings With His Famous Statesmen Quartet"; and "A Gospel Jubilee" with 12 gospel artists.

The four sets on Victrola for Jan. are "Ballet Favorites" with Ernest Ansermet conducting the Royal Opera House Covent Garden Orchestra; Wagner's "Overture & Venusberg Music from Tannhauser, Magic Fire Music of Die Walkure, Siegfried's Rhine Journey" with Charles Munch conducting the Boston Symphony; Lalo's "Symphonie Espagnole" with Henryk Szeryng and the Chicago Symphony conducted by Walter Hendl; and Rachmaninoff's "Piano Concerto No. 3" played by Byron Janis with the Boston Symphony and Charles Munch.

DECCA OPENS '64 WITH RE-STOCKING PROGRAM; 25 NEW PACKAGES ISSUED

NEW YORK—Decca Records' big theme for '64 is "Up Front Counts More with Decca-Coral-Brunswick," which gets underway with a Jan. restocking program release of 25 pop & classical albums.

Both new and catalog product will be offered under an incentive plan—available at local distributors—during the month.

Announcement of the new sales program came at the label's recent sales meets in New York and Los Angeles.

The new Decca pop albums include: "All Time Hootenanny Folk Favorites," Vol. 2, featuring such folk names as The Weavers, Josh White, Oscar Brand and The Gateway Singers; "The American Blues Festival," Memphis Slim, Sonny Terry, Brownie McGhee, T-Bone Walker and John Lee Hooker in "live" performances in Hamburg, Germany; "Hit City 62," The Surfari's; Eddy Duchin Remembered, Carmen Cavallaro; "Themes to Remember," pianist Stanley Wilson; "Gershwin—From Broadway to Hollywood," George Bassman Orch.; "Songs Everybody Knows," Grady Martin; "Golden March Favorites," by The Goldman Band under the direction of Edwin and Richard Franko Goldman; "All Hail the Power,"

Easter Hymns by the Harry Simeone Chorale.

Other pop dates are: "Behind Those Swingin' Doors," Edie Adams; "Murray Arnold & Trio at The Las Vegas Desert Inn"; "The Exciting Sound of Acquaviva and His Orchestra"; "Stairway to the Stars," re-issues by Ella Fitzgerald, and "Lover," re-issues by Peggy Lee; and "The Dream World of Dion McGregor (He Talks in His Sleep)."

Decca's Gold Label issues include: Handel's "Israel in Egypt," Musica Aeterna under the direction of Frederic Waldman with soloists; works by Ludwig Senfl with Noah Greenberg and The New York Pro Musica; "The Organ Concertos" by Handel, volumes 1 and 2 with the Orchestre de Chambre Jean-Francois Paillard with Marie-Claire Alain at the organ.

Coral Records has four new pop LP's: "Honky Tonk Hootenanny," "Big" Tiny Little; "Songs Everybody Knows," Lawrence Welk; "McGuire Sisters Showcase"; "Everybody Dance the Ay Bo Le," Pierre Noles Orch.

Brunswick is represented with two albums: "My Golden Favorites," Vol. 2, Jackie Wilson; and "Swingin' Friends," Al Cohn, Zoot Sims, Clark Terry and others.

Starday's Winter Plan Underway; Label Bows New Albums, "Golden Country Standards" Singles

NEW YORK—Starday Records, continuing its policy of two national sales plans per year, has announced a winter program, "The Wonderful World of Country Music Sales Plan."

Under terms of the plan, dealers will be given a 15% discount on all Starday regular-priced merchandise. A 10% discount will apply on Starday's economy line consisting of seven albums retailing at \$1.98. 100% exchange privilege, dated billing and co-op ads are available by arrangement between the dealer and Starday distributors.

An array of 12 new country and sacred albums will be part of the plan (see below).

A mailing direct to 6,000 record dealers will announce details of the plan. Also part of the program is a new "Country Corner" all-metal display rack, which will hold 150 Starday albums and is available to dealers from Starday distributors.

Starday is also inaugurating the "Golden Country Standards" series of singles, which couples 30 juke-box hits on 45's. This series will be merchandised in a special prepack box which comes with a colorful sign and back-drop plus title strips. Idea stems from Steve Brookmire, who distributes Starday in the Miami area, and is based on repeated requests for more of the older country hits to be available for juke box locations.

Starday now has 175 country, western, bluegrass, sacred and old time albums in color jackets with four to six new album releases projected each month during 1964. Starday claims the largest Country Music album catalog in the world and an ever increasing... (Continued on page 29)



Starday's Country Corner Display Rack Holds 150 LP's

Epic Bows Initial Albums For 1964

NEW YORK—Epic Records, beginning its recently-announced stabilization move, "The Era of Profit," is releasing 10 albums for Jan.

They include four pop, one international and five classics. In addition, there are three 4-track stereo tapes featuring one pop and two classics.

Topping the pop entries is Bobby Vinton's "There! I've Said It Again," named after his smash single date. Other entries are: "Make Love To Me," George Maharis with Marty Manning's orchestrations; "Bobby Hackett Plays the Music of Bert Kaempfert," a follow-up to his Henry Mancini LP; the debut of the folk team of The Jubilee Four—"The Jubilee Four on TV-Favorite Songs from the Jimmy Dean Show"; "Dance With Us" with George Stratis and his orchestra doing Greek rhythms (this is the international date.)

The classics include: George Szell and The Cleveland Orchestra's "Pictures at an Exhibition" and Liadov's "Enchanted Lake"; the same attraction in the first stereo version of Mozart's Divertimento No. 2 in D Major, as well as Mozart's Symphony No. 33; pianist Leon Fleisher with Schubert's Fantasy in C Major ("Wanderer") and the Piano Sonata in A Major; Louis Lane conducting first-chair violinist and concert master Rafael Druian and the Cleveland Orchestra in "Romances and Serenades"; and Bach Cantatas Nos. 43 and 182 with Fritz Werner conducting soloists, the Heinrich Schutz Chorale and Pforzheim Chamber Orchestra.

The 4-track tape releases are: the Hackett-Kaempfert date; "Bohemian Carnival" with George Szell and The Cleveland Orchestra; and Leon Fleisher and the Juilliard String Quartet doing Brahms' Quintet in F Minor for Piano and Strings.

Ling Joins Kapp As V.P. & Gen. Mgr.



WARREN LING

NEW YORK—Warren Ling, for the past 3½ year veep of Belafonte Enterprises, Inc., has joined Kapp Records as veep and general manager, according to Mickey Kapp, the label's exec veep.

Ling, a vet of 17 years in the disk and publishing areas, will, Kapp stated, "further solidify the Kapp management team and be a major force in the operation of the company."

Following his discharge from the Navy in 1946, Ling joined RCA Victor Records, rising to the post of manager of A&R copyright contracts.

At Belafonte Ent., he formed an indie disk company to handle the production of finished albums by Harry Belafonte and also put the performer's pubberies on an international basis.

In a statement following Ling's departure to join Kapp, Belafonte stated that he accepted Ling's resignation with "great regret," but noted that both will be working together on other projects in the future.

JERRY SHIFRIN NAMED CASH BOX NATIONAL DIR. OF MUSIC ADVERTISING



JERRY SHIFRIN

NEW YORK—Jerry Shifrin, a ten year veteran of the record and music industries, has been named National Director of the Cash Box Music Advertising Department, it was announced last week by Norman Orleck, Vice President and Managing Director of Cash Box. Shifrin has been named to the post following the resignation of Bob Austin (see story below.)

Shifrin entered the record business when he joined Archie Bleyer's Cadence label in 1953. In 1957 he joined Cash Box for a short stint. In 1958 he stepped into the field of record manufacturing, serving as National Sales Manager of Roulette Records, General Manager of Seeco Records and for a while as an A & R man and Sales Director for the Herald-Ember labels.

In 1960 he re-joined Cash Box as an Advertising Account Exec for the music division and held that position until his promotion last week.

In his new post Shifrin will coordinate the domestic advertising department of the publication which includes: Jack Devaney, the magazine's Hollywood Mgr.; Lee Brooks, the Chicago Mgr.; and the New York sales staff.

Shifrin has a broad background in all phases of record sales, promotion, merchandising, A & R and production. During his teenage years he had his own band and while working for his degree at the University of Bridgeport, in Connecticut, he worked part-time in a record shop.

Bob Austin Resigns From Cash Box

NEW YORK—Bob Austin has resigned from Cash Box as the Music Division's National Director of Advertising, effective January 1.

He leaves after a seventeen year association with the publication, having joined the magazine in 1946, shortly after Cash Box added a music department to its coin machine coverage. He was named National Ad Director in 1961 and served in that post until his resignation.

Austin made no announcement as to his future plans, but said that in the next few weeks he would be examining various opportunities within the record industry.

Dot RECORDS

THE HOT DOTS

1963's BEST-SELLING SINGLE CERTIFIED BY RIAA

16487 SUGAR SHACK

JIMMY GILMER & THE FIREBALLS

SINGLES

16539 Daisy Petal Pickin'/When My Tears Have Dried

JIMMY GILMER & THE FIREBALLS

16520 Letter From Sherry

DALE WARD

16555 Our Love Affair/The First Kiss

WINK MARTINDALE

16530 Wonderful Summer

ROBIN WARD

16561 Mama Was A Cotton Picker/Together

JIMMIE RODGERS

16559 Some Enchanted Evening/That's Me

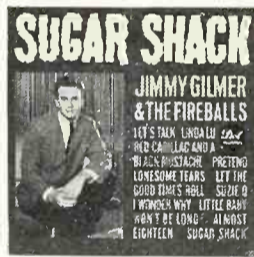
PAT BOONE

16564 Maybellene

MATT LUCAS

1963 BEST-SELLING
SINGLE IS NOW
A HIT LP

NEW ALBUM RELEASES



3545 Sugar Shack
Jimmy Gilmer



3555 Wonderful Summer
Robin Ward



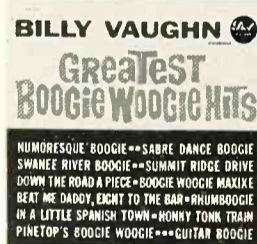
3556 Town & Country
Jimmie Rodgers



3546 The Touch Of Your Lips
Pat Boone



3559 Blue Velvet &
1963's Great Hits
Billy Vaughn



3558 Greatest Boogie Woogie
Hits
Billy Vaughn



3544 A Tribute To The
All-Time Greats
Lawrence Welk



3557 Dominique & Other
Great Folk Songs
Lennon Sisters & Cousins

BEST SELLING ALBUMS

3552 Wonderful! Wonderful!

Lawrence Welk

3547 Mr. Showmanship!

Liberace

3541 Golden Organ Hits

Jerry Burke

3540 Number 1 Hits, Vol. 1

Billy Vaughn

3538 More

Steve Allen

3536 Myron Floren Polkas

The Surfaris

3535 Wipe Out

The Chantays

3516 Pipeline

Steve Allen

3515 Gravy Waltz & 11 Current Hits

Lawrence Welk

3510 1963's Early Hits

Billy Vaughn

3497 1962's Greatest Hits

Jerry Burke

3450 Greatest Organ Hits

3412 Moon River

3359 Calcutta

3250 Best Loved Catholic Hymns

3249 Ragtime Piano Gal

3165 Blue Hawaii

3119 The Million Sellers

3118 Star Dust

3100 Sail Along Silv'ry Moon

3071 Pat's Great Hits

3068 Hymns We Love

3016 The Golden Instrumentals

Lawrence Welk

Lawrence Welk

Lennon Sisters

Jo Ann Castle

Billy Vaughn

Billy Vaughn

Pat Boone

Billy Vaughn

Pat Boone

Pat Boone

Billy Vaughn

PROUDLY PRESENTS

THE GREATEST TALENT ON RECORD

- 3551 Fantastic Sounds
- 3525 Honeycomb
- 3504 Days of Wine and Roses
- 3475 I Love You Truly
- 3474 Wonderful To Be Young
- 3453 No One Will Ever Know
- 3447 The Wright Touch
- 3438 Hits of the 60's
- 3437 So Rare
- 3433 12 Great Hits in Ragtime
- 3431 Vaughn Monroe — His Greatest Hits
- 3406 The Andrews Sisters' Greatest Hits
- 3389 Yellow Bird
- 3371 Pink Shoelaces
- 3366 Orange Blossom Special & Wheels
- 3360 His Greatest Hits
- 3358 Polkas, Greatest Hits
- 3355 Polynesian Percussion
- 3352 Wonderland By Night
- 3351 The Original Chinese Waiter
- 3350 Last Date
- 3321 Maddox: The World's Greatest Piano Rolls
- 3319 The Ultimate in Percussion
- 3315 Accordion Concert
- 3309 Dutchman's Gold
- 3300 Gene Austin's Great Hits
- 3295 Am I That Easy To Forget
- 3292 The Lennon Sisters Sing 12 Great Hits
- 3289 Crazy Otto Piano

- Eddie Baxter
- Jimmie Rodgers
- Pat Boone
- Pat & Shirley Boone
- Cliff Richard
- Jimmie Rodgers
- George Wright
- The Four Lads
- Jimmy Dorsey
- Jo Ann Castle

- Lawrence Welk
- Dodie Stevens
- Billy Vaughn
- Tony Martin
- Six Fat Dutchmen
- George Cates
- Louis Prima
- Buddy Hackett
- Lawrence Welk

- Milt Rogers
- Myron Floren
- Walter Brennan

Debbie Reynolds

Johnny Maddox

- 3278 Bob Crosby's Great Hits
- 3245 Deck of Cards
- 3243 Jack Fina Plays Boogie Woogie
- 3241 Be My Love
- 3213 Great Folk Ballads
- 3210 Louis and Keely
- 3208 Greatest Barber Shop Hits
- 3183 Young Love
- 3181 The Great Millions
- 3170 Petite Fleur
- 3151 Whispering Hope
- 3138 Gospel Concert
- 3133 Happy Days!
- 3122 Johnny Maddox Plays The Million Sellers
- 3110 Organ Hues In Hi-Fi
- 3103 MMMM... The Mills Brothers
- 3101 Cathedral Chimes
- 3098 Gale's Great Hits
- 3086 Music For The Golden Hours
- 3085 Square Dance Tonight
- 3084 'Tis Sweet To Be Remembered
- 3075 Word Jazz
- 3058 Helen Traubel
- 3057 Lure Of The Islands
- 3054-D "The Ten Commandments"
- 3049 Great Hits On Dot
- 3003 The Hilltoppers Present Tops in Pops
- 110 The Man With The Banjo

Wink Martindale

Keely Smith
Mac Wiseman
Louis Prima & Keely Smith
Mills Brothers
Single Record Hits

Bob Crosby
Bonnie Guitar
Clara Ward
The Mulcays

Al Bollington

Dr. Charles Kendall
Gale Storm
Billy Vaughn
Tommy Jackson
Mac Wiseman
Nordine & Katz (Jazz Horizons)

Hal Aloma
Original Sound Track

Eddie Peabody



THE NATION'S BEST SELLING RECORDS



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

"WHO NEEDS IT" (2:04)
[Pitfield BMI—Beadle, Conrad]
"THAT GIRL BELONGS TO YESTERDAY" (2:51)
[Pitfield BMI—Richards, Jagger]
GENE PITNEY (Musicor 1036)

Pitney, whose long string of chart credits now includes "Twenty Four Hours From Tulsa," can soon add another big duo to the list via his new Musicor release—which he recorded in England. One half's a contagious, bouncy-twist romancer, tabbed "Who Needs It," that Gene multi-tracks in sparkling style. The other's an emotional, thump-a-rhythm cha cha lover's lament, titled "That Girl Belongs To Yesterday," that the songster puts across with telling, multi-voiced effect. Excellent choral-ork support on both ends.

"(IT'S NO) SIN" (2:36) [Algonquin BMI—Shull, Hoven]
"THE SAND AND THE SEA" (2:42) [Paxwin ASCAP—Hester, Parker]
THE DUPREES (Coed 587)

The Duprees are a cinch to keep their reviving-the-oldies click string (last one was "Have You Heard") intact with this new Coed stint. Tune is "(It's No) Sin," that the fellas carve out with their coin-catching teen beat ballad authority. Also eye the teen refitting while-back ballad, "The Sand And The Sea," on the potent flipdeck.

"YOU'LL NEVER WALK ALONE" (2:45)
[Williamson ASCAP—Rodgers, Hammerstein]
"DECATUR" (2:05) [Sixty-Six ASCAP—Levinson]
PATTI LABELLE & BLUE BELLES (Parkway 896)

Patti & Co. are in top chart form once again as they debut under the Parkway banner with a powerful follow-up to their long-running click, "Down The Aisle." This time it's the Rodgers & Hammerstein classic, "You'll Never Walk Alone," that the femmes deck out in pulsating beat-ballad fashion. Throbbing arrangement supplied by Richard Rome. Happy, hop-time mashed potatoes entry on the dandy Bobby Martin-arranged undercut.

"OOZI-OOZI-OOH" (2:11) [T.M., Highwood BMI—Young]
"HE'S A WISE GUY" (2:47) [T.M., Highwood BMI—Young]
THE CHARMETTES (Kapp 570)

The Charmettes, who made a solid chart impression with "Please Don't Kiss Me Again," can do even bigger things with their new Kapp session. It's a thumping, romantic novelty delighter, labeled "Oozi-Oozi-Ooh," that the femmes pound out with coin-catching glee. Terrific, big-sounding vocal and instrumental entry. Watch it soar. Backing's a fetching rock-a-rhythmic affair that can also score.

"COMIN' ON" (2:07) [Jec BMI—Mitchell]
"SOFT WINDS" (2:30) [Regent BMI—Goodman]
BILL BLACK'S COMBO (Hi 2072)

The Bill Black Combo's back with another Hi performance that's sure to attract loads of loot—especially on the op-juke level. This one's tagged "Comin' On," and it's a steady drivin' beat dandy that has that money-in-the-bank for all concerned sound. Coupler's an inviting, shuffle-rock up-dating of Benny Goodman's "Soft Winds."

Best Bets

GEORGE MAHARIS (Epic 9653)

● **"IT'S A SIN TO TELL A LIE" (1:52)** [Bregman, Vocco & Conn ASCAP—Mayhew] The grand oldie is back in charming teen-market form, with the popular warbler doing his affable vocal against a snappy Latinish combo-femme chorus offering. Could catch-on.

● **"SARA DARLING" (2:29)** [B. F. Wood ASCAP—Beach, Barriere] A lovely romantic, by way of France, is tenderly rendered by the artist, whose backdrop has the soft touch of a classical piece. Also to be eyed.

AL CASEY (Stacy 971)

● **"WHAT ARE WE GONNA DO IN '64" (2:00)** [Guitar & Renda BMI—Hazlewood] This is an infectious rock stint from the Casey combo-chorus. It reviews the past dance fads among teenagers, and wonders what will take the teeners' fancy in the New Year. Casey could start year off with a click side here.

(B) **"COOKIN'" (2:12)** [Renda BMI—Casey, Bauder, Taylor] Shuffle-beat blueser with a well-defined beat.

THE DRIFTERS (Atlantic 2216)

● **"VAYA CON DIOS" (2:51)** [Ardmore ASCAP—Russell, James, Pepper] The enduring vocal team comes-up with an interesting, almost spiritual-like reading of the old hit. Lead warbler is soft against a number of effective sound gimmicks by both other team members and the ork. Could make it.

(B) **"IN THE LAND OF MAKE BELIEVE" (2:32)** [U.S. Songs ASCAP—Bacharach, David] Tune is intriguing, and the team's front songster gets every ounce of drama out of it.

FREDDY CANNON (Swan 4168)

● **"SWEET GEORGIA BROWN" (2:03)** [Remick ASCAP—Casey, Bernie, Pinkard] The rockster, now on the Warner Bros. label, heads-up a fine romp sound on the old favorite. His musicians support with a happy, hint-of-the-20's rock attack. Could happen.

(B) **"WHAT A PARTY" (2:18)** [Halseon BMI—Kaplin] Everyone had a rockin' good-time at this South Street gathering.

SHEP & THE LIMELIGHTS (Hull 761)

(B+) **"EASY TO REMEMBER (When You Want To Forget)" (2:22)** [Shane BMI—Sheppard] Leader songster helps give the deck an air of an Ink Spots ballad disking. Combo sound is easy on the teen-beat. The whole affair makes for inviting listening from the vet team.

(B) **"WHY, WHY, WON'T YOU BELIEVE ME" (2:56)** [Keel BMI—Sheppard] This is another softie sound from the crew.

THE FOUR EMBERS (Smash 1846)

(B+) **"BUT BEAUTIFUL" (2:14)** [Burke & Van Heusen ASCAP—Burke, Van Heusen] Teeners get an attractive reading of the first-rate evergreen. A sincere lead reading is accompanied by softie rock goings-on from his teammates. This entry could develop into something.

(B) **"YOU'VE BEEN AWAY TOO LONG" (2:05)** [Sigma Seven Production BMI—Zorbert, Salmirs] Snappy teen-area doings.

GARY & THE WOMBATS (Regina 297)

(B+) **"SO TOUGH" (2:25)** [Lion BMI—Mears] The old teen hit comes back with good belt authority from the rocksters. Pro upbeat portion from the New York-based diskery.

(B) **"WINTER DREAM" (1:45)** [La Forge ASCAP—Thomson] A warm statement on a pleasing sentimental.

PAUL EVANS (Kapp 567)

(B+) **"I'M GONNA BUILD A GIRL" (2:10)** [Hollyjo-Port ASCAP—Evans, Tobias] Evans offers a humorous German-professor narrative about a scientist who built a beauty, only to see her go off to Hollywood without him. Cute gimmick bits from the rockin' combo.

(B) **"TWO DIFFERENT THINGS" (2:25)** [Hollyjo-Port—Rosewood ASCAP—Evans, Tobias] The performer warbles in wistful teen fashion.

JACKIE & THE STARLITES (Hull 760)

(B+) **"I CRIED MY HEART OUT" (2:16)** [Keel BMI—Rue] Team's lead voice is expressive on the good lost-love theme. Fellow warblers offer warm chant bits. Nice sound with an oldies-but-goodies feel.

(B) **"I STILL REMEMBER" (2:19)** [Keel BMI—Rue] Tune with a good, if familiar teen melody is handled with a nice middle-beat Latinish-rock approach.

FRANK FONTAINE (ABC-Paramount 10517)

(B+) **"ALOUETTE, PRETTY ALOUETTE (I Will Get You Yet)" (2:53)** [Pameco BMI—Ward, Feller] The comic, whose sentimental warbling came through on the Jackie Gleason TV'er and on LP's, employs his Crazy Guggenheim voice in this happy re-write of the French favorite. A sunny sing-along sound.

(B) **"R.S.V.P." (2:27)** [Grayson ASCAP—Andrews, Kramer, Marks] The straight Fontaine voice on the pretty waltzer.

THE AVALANCHES (Warner Bros. 5407)

(B+) **"BABY, IT'S COLD OUTSIDE" (2:32)** [Frank ASCAP—Loesser] The old Frank Loesser item is done for teen consumption by the instrumental crew. Format is bright and funny, with guitar comments making the standout rock statements. Could move.

(B) **"A VALANCE" (2:35)** [Music Productions ASCAP—Shanklin] Effective rock drama from the musicians.

GERRY & THE PACEMAKERS (Laurie 3218)

(B+) **"YOU'LL NEVER WALK ALONE" (2:39)** [T.B. Harms ASCAP—Rodgers & Hammerstein] This success from England is a sincere expression of the beautiful R&H inspirational by the team's lead voice. The hint-of-the-beat backdrop is lush and attractively in keeping with the number. There's also a reading by Patty Labelle & The Bluebelles on Cameo.

(B) **"IT'S ALL RIGHT" (1:59)** [—Marsden] A rhythmic date typical of the current crop of English teen sounds.

DAVID KING (Teia 1000)

(B) **"WALKIN' WITH DAVID" (2:07)** [Ace BMI—Hanson] King leads a combo in a swingin' rock-blueser. Kids will like this belt portion as a dance vehicle. Label is based in Jackson, Miss.

(B) **"JUST RIFFIN'" (1:53)** [Ace BMI—Hanson] Hot Jazz-heritage stuff.

THE LA RAYS (Arlen 517)

(B) **"YESTERDAY & YOU" (2:21)** [Goins BMI—Owens] Overall sound resembles the way of Ruby & The Romantics, but the songsters at hand are deeper into the teen field. Worth airtime. Diskery headquarters in Los Angeles.

(B) **"A WOMAN LIKE YOU" (2:08)** [Goins BMI—Rose] Rhythmic blueser from the duo.

THE NUTTY SQUIRRELS (RCA Victor 8287)

(B) **"BLUESETTE" (2:35)** [Leeds ASCAP—Thielmans] The hip novelty sound is back again with a breezy, scat-sounding outing. Organ & rhythm section round-out the modern-jazz backing. Tune is also cut by its creator, Toots Thielmans, on ABC-Paramount. It won second prize at a music festival in Poland.

(B) **"HELLO AGAIN" (2:25)** [Dougal BMI—Burland] The Sascha Burland and Don Elliot creations offer a more relaxed stint for moderns.

OBREY WILSON (Epic 9652)

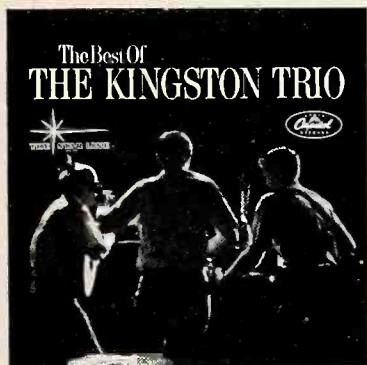
(B) **"A LITTLE BIT OF HEARTACHE" (2:04)** [Cedarwood BMI—Walker, Schroeder] Singer Wilson and his ork-chorus make a good impression in this big-sounding affair. Tune has touches of a recent hit, "A Little Bit Of Soap" by The Jarmels (Laurie). This end deserves teen-market airtime.

(B) **"DON'T JUMP TO CONCLUSIONS" (2:24)** [Cedarwood BMI—Wilson] A medium-beat stint with busy rock comments.

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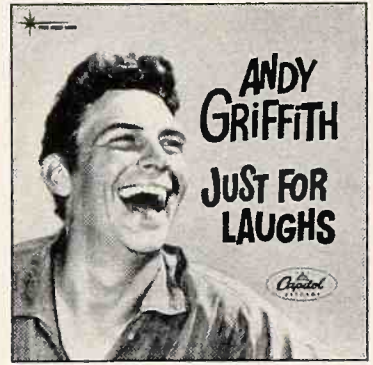
(S)T-1705



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- The Hits Of Harry James (D)T-1515
- Baxter's Best—Les Baxter (D)T-1388
- Faron Young Sings The Best Of Faron Young T-1450
- The Hits Of Judy Garland (S)T-1999
- The Best Of Nelson Riddle (D)T-1990
- The Hits Of Jo Stafford (S)T-1921
- The Hits Of Ferlin Husky (D)T-1991
- Sugar Blues—Clyde McCoy T-311
- Tonight We Love—Freddy Martin (S)T-2018
- Bewitching-Lee—Peggy Lee T-1743
- The Hits Of Benny Goodman (D)T-1514
- The Best Of The Four Freshmen (S)T-1640
- The Best Of Roy Acuff (D)T-1870
- The Best Of Pee Wee Hunt (D)T-1853
- Comedy Hits—Various Artists (D)T-1854
- T-Bone Walker T-1958
- The Best Of Stan Freberg T-2020
- The Voices Of Walter Schumann (D)T-297
- All Aglow Again!—Peggy Lee T-1366
- The Hits Of Louis & Keely T-1531
- Walkin' The Strings—Merle Travis T-1391
- The Hits Of Joe "Fingers" Carr (D)T-2019
- The Hits Of Ray Anthony T-1477
- The Hits Of Freddy Martin (S)T-1582
- Sounds Of The Great Casa Loma Band—Glen Gray (D)T-1588
- The Best Of Duke Ellington (D)T-1602
- The Best Of June Christy (S)T-1693
- The Hits Of Woody Herman (D)T-1554
- Our Best To You—Various Artists T-1801
- The All-Time Hits Of Red Nichols & The Five Pennies (S)T-1803
- Hit Me Again!—Jonah Jones T-1375
- One More Time—Kay Starr T-1358
- My Baby's Gone—The Louvin Bros. T-1385
- All Starr Hits!—Kay Starr T-1468
- Rockin' With Wanda—Wanda Jackson T-1384
- The Great Comedy Hits Of Yogi Yorgesson T-1620
- Kay Kyser's Greatest Hits (S)T-1692
- The Fabulous Hits Of Dinah Shore (S)T-1704
- The Best Of Johnny Mercer (D)T-1870
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- The Hits Of Mickey Katz T-298
- The Hits Of The Andrews Sisters (D)T-1924
- The Best Of Jean Shepard (D)T-1922
- Pow!—Billy May T-1377
- The Great Jimmie Lunceford (S)T-1581
- The Hits Of Bob Crosby's Bobcats (D)T-1556
- The Hits Of Ella Mae Morse And Freddy Slack (S)T-1802
- The Gold Record—Various Records (D)T-830

Available in February
 The Great Hits Of Frank Sinatra (D)T-2036
 Julia Lee (And Her Boyfriends) T-2038

*At Your Option, Mr. Dealer.





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

RON WINTERS (Dimension 1022)

• "SNOW GIRL" (1:50) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Winters] Lots of colorful rock sound are relayed in this confectionary cut. Backed by a belting combo with the "Bo Diddley" sound, Winters delivers the big-beat goods with effective multi-tracking. Can break-through.

(B) "IN THE MIDDLE OF THE MORNING" (2:04) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Winters] A plaintive with a strong country feel.

THE BOYFRIENDS (Kapp 569)

• "LET'S FALL IN LOVE" (1:50) [Bourne ASCAP—Koehler, Arlen] The great sturdy is a vehicle for a strictly teen-minded entry, and it's a sound that can catch-on. Boys' off-the-tune gimmick is accompanied by a choice busy-beat combo bit. Should be watched closely.

(B) "OH LANA" (2:13) [Signet-Highwood BMI—Barsalona] Team comes-up with interesting middle-beat pose.

HOAGY LANDS (Atlantic 2217)

• "BABY COME ON HOME" (2:51) [Ketch, Caesar & Dino-BMI-Russell] Hoagy Lands wails this r&b romancer feelingfully and gets a potent vocal assist from a gospel-oriented choral group. The side is sure to score heavily in the r&b markets and could go pop with an airplay assist.

(B+) "BABY LET ME HOLD YOUR HAND" (2:36) [Picturetone/Mellin-BMI-Russell, Farrell] A spritely and melodic affair on this end with more first-rate vocalizing by the songster. Could happen too.

LITTLE JR. PARKER (Duke 371)

• "I'M GONNA STOP" (2:47) [Don BMI-Malone] The vet blues chanter unleashes his potent, wide-range vocal talents full-blast on this lively, uptempo tradition-styled lament with a hand-clapping beat. Watch it.

(B+) "STRANGE THINGS HAPPENING" (2:48) [Mayfield] On this end the songster offers a plaintive, low-moving, low-down blueser. Deejays should dig it.

LARRY TRIDER (Coral 62391)

• "CARBON COPY" (1:55) [Dundee - BMI - McCormack, Jordan] Larry Trider could strike paydirt with this inventively arranged rhythm tune sparked by a potent rock-a-string flavor. The chanter's handling of the lyric is effortless and effective. Jocks should like it too.

(B+) "HOUSE OF THE BLUES" (3:24) [Dundee-BMI-Trider] Straightforward rhythm and blues affair on this slice. Lush strings and easy-listening vocal combine for good listening.

DANNY WILLIAMS (United Artists 685)

• "WHITE ON WHITE" (2:15) [Painted Desert BMI-Crane, Ross] Although the date carries a plaintive storyline—a guy isn't walking down the aisle with his love—it's presented with a right, catchy teen-beat format. English songster could break through the U.S. charts with this outing.

(B) "THE COMEDY IS ENDED" (3:09) [Newell, Cassen, Fischer] Straight moody crooning by the talented artist.

JIMMY SMITH (Blue Note 1905)

• "CAN HEAT" (3:00) [Edmy BMI-Smith] The vet organist has had hits in the past and he can do it again with this crackling, rhythmic, fast-moving jazz affair cut during his days with Blue Note. Tune boasts some interesting rapid-fire melodic shifts. Loads of potential.

(B+) "MATILDA, MATILDA" (2:55) [Duchess BMI-Thomas] This time out Smith dishes-up an appealing rendition of the while-back Harry Belafonte hit.

DIANE CASTLE (Decca 31583)

• "ALL FOR THE LOVE OF MIKE" (2:27) [Claridge ASCAP-Gluck, Roberts] Thrush could do solid teen-market business with this very active upbeat piece of teen drama. Pro rock sounds from the combo-femme chorus accompany the performer's hard-hitting stand.

(B) "SOMEBODY ELSE'S BABY" (2:13) [Chicory BMI-Nader, Gluck, Darrow] Less excitement on this end.

NORM WEST (Hi 2073)

• "DAY DREAMIN'" (2:35) [Met-BMI-Claunch, Cantrell, Deckerleman] Norm West comes up with an impressive debut disk on Hi that could easily go the hitsville route. The warm and husky-voiced singer displays plenty of style and polish on this smooth ballad romancer. Eye it for early action.

(B) "ANGEL OF MY DREAM" (2:25) [Jec-BMI-ARNOLD, Young, Mitchell] Usual hymn-to-her-charms opus sans sales excitement.

TONY & JEFF (Cookin' 606)

• "IS IT LOVE THAT I FEEL" (2:32) [Azzie BMI-Baxter, Ross, Allen] Tony and Jeff could have fast click with this pulsating, slow-moving low-down blues lament. Side has some first-rate teen-angled lyrics and an infectious, repeating melodic riff.

(B+) "BE WITH ME PRETTY BABY" (2:02) [Azzie BMI-Baxter, Rose, Stackhouse] Fast-moving, lively rhythmic pop-blues twister read with authority by the duo.

JANIE MARDEN (Rust 5074)

(B+) "MAKE THE NIGHT A LITTLE LONGER" (2:05) [Screen Gems-Columbia BMI—Goffin, King] This import for England is marked by solid-sounding made-in-America rock rhythm. Lark's pose is backed by bright rock-a-string arrangement. Tune is catchy, too. Deserves teen exposure.

(B) "WALKING ALONE" (2:45) [Chappell ASCAP—Missir, Holt] Thrush gives out ala Connie Francis in this reading of a pretty, folkish number.

OHTA-SAN (Surfside 1001)

(B) "SUSHI (Suzu kake no michi)" (1:52) [—Haida] The ukulele artist tops a Bossa Nova-like reading of a pretty tune. The Hawaii-based label has a sound that many radio-stations on the mainland could pick-up.

(B) "BONSAI (Mori no komichi)" (1:39) [—Haida] A little of a rock nature to this swinger.

BOBBY BYRD (Smash 1868)

(B+) "I'M JUST A NOBODY" — Part 1 (3:10) [Try Me BMI—Byrd, Brown] The blues artist has a sad tale to tell, the guy in the plot not having somebody to love. Byrd reading is meaningful, the combo stand is a steady, easy-beat affair, including worthy organ bits.

(B+) "I'M JUST A NOBODY" — Part 2 (2:46) [Try Me BMI—Byrd, Brown] A continuation of the plaintive proceedings.

SAMMY BROWN (Bee Bee 701)

(B) "I'M IN LOVE" (3:36) [Welshah BMI—Brown] Brown's declaration will please both the R&B and teen areas. A good sound results from a multi-tracking idea and chanting of a male song crew. Diskery hails from Newark, N.J.

(B) "LET'S LEAVE IT LIKE IT IS" (2:10) [Welshah BMI—Brown, White] Upbeat blues grooving by the songster.

JERICHO BROWN (Warner Bros. 5408)

(B) "HE'S TAKEN MY BABY" (2:39) [Hensman BMI—Brown] An unhappy situation is conveyed with a bright, big-sounding teen-market format. Brown's delivery is strong, and the rhythm from the ork-chorus contains effective percussion comments.

(B) "I'LL BE GONE" (2:23) [Hensman BMI—Brown] Another colorful stand.

GIL & RAY (Cam 5252)

(B+) "MALAGUENA (SALE-ROSA)" (2:25) [Tucson-BMI-Quesada] Gil & Ray have a strong Latin entry with this original on Cam. It's a pulsating opus geared for top-drawer dancing and listening pleasure and could score heavily with ops and jocks. Side has plenty of sales potential.

(B+) "MARTY, THE LIFE OF THE PARTY" (1:45) Tucson-BMI-Quesada Rock and roll novelty is the theme on this end. A happy handclapper.

DETROIT JR. & DELRAYS (C. J. 636)

(B) "ZIG ZAG" (2:40) [C. J.-BMI-Williams] Detroit Jr. and the Delrays sing about a dance called the zig zag. A good danceable item but too run of the mill to make any real noise. The combo backdrop is effective on both ends.

(C+) "I'LL FIND ME ANOTHER GIRL" (1:50) [C. J.-BMI-Williams] More of the same on the undercut.

BARRY ENNIS (Crescent 636)

(B+) "MOUNTAINS OF ICE" (1:35) [Honeysuckle - BMI-Martino] Barry Ennis gets a wild and hard-drivin' ork assist on this tune about a gal who's a mountain of ice. The chanter gives it a rhythmic and polished reading while the funky guitars set the pace. A natural for top 40 spinners.

(B+) "SCHOOL DAYS" (2:16) [Arc-BMI-Berry] The wailer steps out with a bright, hand-clapping treatment of this Chuck Berry oldie. This side could also get some action.

HARRY & THE KEYAVAS (IPG 1011)

(B+) "IS THIS IS GOODBYE" (2:01) [D'Ann & We Three & I.P.G. BMI-Jackson, Brown] Sound has the bearing of one of those dramatic rock-a-string offers by The Drifters. Lead voice Harry can deliver a potent vocal. He's backed by big-sounding doings from the ork and fellow vocalists.

(B) "TEARS" (1:55) [D'Ann & We Three & I.P.G. BMI-Jackson] Here, Harry offers a soothing Sam Cooke style.

SHIRLEY BASSEY (United Artists 681)

(B+) "MY SPECIAL DREAM" (2:57) [Screen-Gems Columbia BMI-Douglas, Kaplan, Greenfield] Tune is the top sentimental theme of "The Victors" flick, a natural vehicle for the big-ballad sound of the popular English Thrush. Tony Osborne directs a lush ork with some triplets bits. Fine good-music stand.

(B) "HOW CAN YOU TELL?" (2:40) [Galahad & Chappell-Cook] Soft & sweet is the phrase that applies to this romantic track.

MARK ALAMO (Dundee 1932)

(C+) "TEMPTATION" (1:55) [Robbins ASCAP - Brown, Freed] This is a fast-moving stint on the oldie, with Alamo's so-so belt stint getting some teen-directed excitement from the ork-chorus.

(C) "ONLY AN IMAGE OF YOU" (2:05) [Hidle BMI-Ray, Farr] A milder, Latinish wistful.

BUDDY ACE (Duke 373)

(B+) "IT MAKES YOU WANT TO CRY" (2:45) [Don BMI-Malone] Buddy Ace might have an r&b noisemaker on his hands with this tradition-styled shufflin' item about a guy who claims he has a right to sing the blues.

(B+) "YOU'VE GOT MY LOVE" (2:47) [Don BMI-Malone] This time out the songster offers an appealing full ork-backed sentimental, easy-going ballad.

**MATCHING
HOT NUMBERS
FROM
NASHVILLE '64**



Skeeter Davis

"HE SAYS THE SAME THING TO ME"
c/w "HOW MUCH CAN A LONELY HEART STAND"



Jim Reeves

"WELCOME TO MY WORLD"
c/w "WHERE DOES A BROKEN HEART GO"

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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.

"Little JOHNNY TAYLOR"

FOLLOWS UP "PART TIME
LOVE" WITH A TWO-SIDED
SMASH

"SINCE I FOUND A NEW LOVE"

coupled with

"MY HEART IS FILLED WITH PAIN"

GALAXY 725

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- "I HAVE LOVE (For You)" — JIMMY LEWIS — 4 J 512
- "YOU'RE ALL FOR YOURSELF — LEON HAYWOOD — Fantasy 570
- "WHY ME?" — PAUL BRYANT — Fantasy 576
- "TREAT STREET" — VINCE GUARALDI — Fantasy 571
- "DON'T LAUGH TOO LOUD" — JOHNNY & JEFF — Fantasy 572
- "I KNOW, I'M SURE" — JAMES CONWELL — 4 J 511

FANTASY ♦ GALAXY

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SAN FRANCISCO 10, CALIF.

- 1 NEVER LOVE A ROBIN
Bobby Vee (Liberty 55636)
- 2 BILLIE BABY
Lloyd Price (Double L 729)
- 3 BABY WHAT
Etta James (Argo 5452)
- 4 I WISH YOU LOVE
Gloria Lynne (Everest 2036)
- 5 TRIBUTE
Anthony Newley (Acappella 778)
- 6 COLD COLD WINTER
Pixies Three (Mercury 72208)
- 7 PUPPY LOVE
Barbara Lewis (Atlantic 2214)
- 8 WHO DO YOU LOVE
Sapphires (Swan 4162)
- 9 DO THE SLAUSON
Round Robin (Domain 1400)
- 10 HIGH ON A HILL
Scott English (Spokane 4003)
- 11 I'LL SEARCH MY HEART
Johnny Mathis (Columbia 42916)
- 12 SEE THE FUNNY LITTLE
CLOWN
Bobby Goldsboro (United Artists 672)
- 13 SNEAKY SUE
Patty Lane & Petticoats (Kapp 563)
- 14 HERE COMES THE BOY
Tracy Dey (Amy 894)
- 15 DO-WAH-DIDDY
Exciters (United Artists 662)
- 16 I CAN'T STOP SINGING
Bobby Bland (Duke 370)
- 17 COMIN' IN THE BACK DOOR
Wynton Kelly (Verve 10310)
- 18 HERE'S A HEART
Diplomats (Arock 1004)
- 19 I GOTTA MOVE
Freddie Houston (Old Town 1153)
- 20 I'VE GOT TO CHANGE
James Brown (King 5829)
- 21 FOR YOUR SWEET LOVE
Cascades (RCA Victor 8268)
- 22 THE WEDGE
Dick Dale (Capitol 5098)
- 23 THEME FROM THE CARDINAL
Roger Williams (Kapp 560)
- 24 LITTLE BOXES
Pete Seeger (Columbia 42940)
- 25 MY HOME TOWN
Steve Lawrence (Columbia 42952)
- 26 SLIPPIN' & SLIDIN'
Jim & Monica (Betty 1027)
- 27 PINK DOMINOES
Crescents (Era 3116)
- 28 SOUL DANCE
Tommy Leonetti (RCA Victor 8251)
- 29 DID YOU HAVE A HAPPY
BIRTHDAY
Paul Anka (RCA Victor 8272)
- 30 HOOTENANNY SATURDAY
NIGHT
Brothers Four (Columbia 42927)
- 31 BEGGING TO YOU
Marty Robbins (Columbia 42831)
- 32 SO FAR AWAY
Hank Jacobs (Sue 795)
- 33 THROUGH THE EYES OF A
FOOL/SWEET VIOLETS
Roy Clark (Capitol 5099)
- 34 HOW MUCH CAN A LONELY
HEART STAND
Skeeter Davis (RCA Victor 8288)
- 35 COME ON
Tommy Roe (ABC 10515)
- 36 SNOW MAN
Diane Ray (Mercury 72223)
- 37 THAT GIRL BELONGS TO
YESTERDAY
Gene Pitney (Musicor 1036)
- 38 DON'T CROSS OVER
Linda Brannon (Epic 9640)
- 39 I ONLY WANT TO BE WITH
YOU
Dusty Springfield (Philips 40162)
- 40 ROCK CANDY
Jack McDuff (Prestige 273)
- 41 TOGETHER
Jimmy Rodgers (Dot 16561)
- 42 LAST DAY IN THE MINES
Dave Dudley (Mercury 72212)
- 43 CALIFORNIA SUN
Rivieras (Riviera 1401)
- 44 SAGINAW, MICHIGAN
Lefty Frizzell (Columbia 42924)
- 45 IT'S NO SIN
Duprees (Coed 587)
- 46 CHICKEN POT PIE
Ken Jones (Almont 305)
- 47 BIG TOWN BOY
Shirley Matthews (Atlantic 2210)
- 48 GONNA SEND YOU BACK
TO GEORGIA
Timmy Shaw (Wand 146)
- 49 NEAR TO YOU
Wilbert Harrison (Sea-Horn 502)
- 50 JUDY LOVES ME
Johnny Crawford (Del-Fi 4231)

BIOS FOR DEEJAYS

Murmaids



The Murmaids, who sky-rocketed to the top of the charts with their first record, "Popsicles And Icicles," on Chattahoochee Records, are three young girls from Los Angeles. Two are the Fischer sisters, Carol, 15, a student at Ulysses S. Grant High School, and Terry, 17, a student at L. A. Valley College—both daughters of the late Carl Fischer, who was an arranger and musical director for Frankie Laine. The other member is Sally Gordon, 17, a freshman at Lewis and Clark College, Portland, Ore.

The Fischer girls are both majoring in music and their hobby is modern dance. Terry has a serious ambition to become a jazz singer. Sally is also majoring in music and likes to paint as a hobby. When Mrs. Fischer first brought her daughters to Ruth Conte, president Chattahoochee Records, she noticed the label's Indian trade-mark and commented that Carol and Terry were half-Indian since their Dad was a full-blooded Indian; all agreed a good omen was ahead. The omen proved correct because the initial record the group cut was their current chart-rider, "Popsicles And Icicles."

Gary Buck



Gary Buck who jumped from obscurity to national popularity with his big country click of "Happy To Be Unhappy" on Petal, was born March 21st, 1940 in Thessalon, Ontario. The chanter, voted one of Best Country Newcomers in the Cash Box year-end issue, is currently riding the c&w charts with "As Close As We'll Ever Be."

Gary started singing while still in high school. After graduation from school he formed his own band and played dates in Canada as well as regular shots on Ray Koivisto's popular CKCY-Sault Ste. Marie "Country Caravan." When Koivisto died in Aug. of 1962 Gary took over his deejay stanza for a while. At the present time Gary is appearing every Saturday night on CJIC-TV-Sault Ste. Marie on a program called "Down Yonder Ranch."

Gary is married and has one son, who was born last summer.

ANOTHER **EPIC** FIRST!

BUDDY GRECO

"CIUMACHELLA" [TENDER FLOWER]

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COLUMBIA RECORDS

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RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JAN. 2ND)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
44%	Talking About My Baby—Impressions—	ABC Paramount		44%
30%	For You—Rick Nelson—	Decca		75%
26%	Tonight You're Gonna Fall In Love With Me—Shirelles—	Scepter		59%
20%	A Fool Never Learns—Andy Williams—	Columbia		44%
19%	You Don't Own Me—Lesley Gore—	Mercury		56%
16%	I Want To Hold Your Hand—Beatles—	Capitol		16%
14%	Um, Um, Um, Um, Um, Um—Major Lance—	Okeh		59%
14%	Southtown, U.S.A.—Dixiebelles—	Soundstage 7		14%
13%	Little Boy—Tony Bennett—	Columbia		61%
12%	What Kind Of Fool (Do You Think I Am)—Tams—	ABC Paramount		12%
12%	His Kiss—Betty Harris—	Jubilee		46%
12%	It's All In The Game—Cliff Richard—	Epic		61%
11%	Come On—Tommy Roe—	ABC Paramount		11%
11%	Ask Me—Inez Foxx—	Sue		11%
11%	It's No Sin—Duprees—	Coed		11%
10%	Snowman—Diane Ray—	Mercury		29%
10%	He Says The Same Things To Me—Skeeter Davis—	RCA Victor		10%
10%	Whispering—Nino Tempo & April Stevens—	Atco		91%

LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
Roberta		Comin' In The Back Door		Who Do You Love	
Barry & The Tamerlanes (Valiant)	9%	Baja Marimba Band (Almo)	83%	Sapphires (Swan)	15%
Harlem Shuffle		The Shelter Of Your Arms		Billie Baby	
Bob & Earl (Marc)	16%	Sammy Davis, Jr. (Kcprise)	7%	Lloyd Price (Double L)	69%
Penetration		Baby I Love You		Surfin' Bird	
Pyramids (Best)	8%	Ronettes (Philles)	94%	Trashmen (Garrett)	98%

WANTED

KEY INDEPENDENT ALBUM AND SINGLES LABEL SEEKS EXPERIENCED FIELD MAN FOR REPRESENTATION IN SOUTHERN MARKET.

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

First Time Out



NEW YORK—Danny Meehan, the widely-acclaimed young night club performer, who stars with Barbra Streisand and Sydney Chaplin, in the forthcoming Broadway show, "Funny Girl," is pictured above cutting his initial platter session for United Artists Records. The deck will be released in the near future.

Cash Box—January 11, 1964

Introducing

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**“I LOVE
HIM”**

**THE
CASTANETS**

TCF #1

A Division Of 20th Century-Fox Records

**Breaking
Everywhere!**

**“NAVY
BLUE”**

**DIANE
RENAY**

FOX 456

A Bob Crewe Production



*the ultimate in
entertainment*

NEW YORK:

Michael Allen, who just finished a very successful two weeks at the Living Room here, proved himself a crowd-delighter at every performance. The talented young chanter left the audiences applauding for more nite after nite. Mike will announce a new wax affiliation in the very near future. . . . Enzo Stuarti has opened to rave reviews at the swank Shoreham Hotel in Washington, D.C. The tenor's Carnegie Hall concert in November, which was a complete sellout, has been released as a two-disk set on Jubilee. It is Enzo's finest album to date and is destined to be a click seller in short order. . . . Pianist Lee Evans made his debut on Command a few weeks ago with an LP tagged, "Lee Evans . . . In Concert," which is sure to get brisk sales activity. Lee's one of the finest 88'ers on the scene today. . . . Glad-Hamp's Bill Titone buzzed to tell us

plenty of spins and orders. Joe's also had several offers from major labels for the song and the artists. . . . Matty "The Humdinger" Singer foned to mention that Tommy Roe's "Come On" should be a chart click in two weeks—along with "Talking About My Baby" by the Impressions, both on ABC-Paramount. . . . David Greenman of Joy Records infos that "Cut The Meatballs (In Half)" by the Matys Brothers (Select) kicked off in Buffalo last week, the exact same spot "Who Stole The Keeshka" broke exactly a year ago. . . . Ed Montgomery, conductor-arranger has announced that he has formed Initial Records with offices at 200 W. 57th St. Ed's first release will be an LP the end of this month tagged "The Sounds of Ed Montgomery" featuring a 32-piece orchestra and 16 voices. . . . John Gary's initial LP for Victor, "Catch A Rising Star" hit the top 20 recently eleven weeks after its issue. . . . Al Martino

bird 1/10 and head for New York's Peppermint Lounge. . . . Norm Ladd of Summit Dist. is set for a heap of action with new outings "Southtown USA" by The Dixiebelles (Sound Stage Seven) and "Turn, Turn, Turn" by Judy Collins (Elektra). Latter tune was penned by Pete Seeger. . . . Singer Ray Lowell of the Walton Walk Key Club guested on Jack Eigen's show last week. . . . The Mark V, who drew raves at last year's MOA banquet show, have moved into an alternating spot at the Downstage Room. . . . Erwin Barg tells us Frank Sinatra's new single "Talk To Me, Baby" (Reprise), written by Johnny Mercer for the Broadway show "Foxy," has caught on but big in this area! . . . Gene Autry's Sahara Inn hosted a press party (1/2) honoring Allan Jones who opened in the motel's posh Gigi Club. . . . Irv Brusso is starting the new year with a red hot trio from RCA-Victor—and here they are:

Latter item has reportedly started to click here. . . . Josh White and the Village Stompers are headlining at the Gate Of Horn through 1/5.

HOLLYWOOD:

Liberty Records singing star Bobby Vee has been set for a 4-week concert tour of Europe, beginning Feb. 28. While abroad, Vee will also make several TV appearances, and negotiations are under way for him to guest-star in a British motion picture. . . . Wally Messmore reporting "You Were Wrong" by Z. Z. Hill, breaking wide open in the Bay area. . . . Jack Jones in New York for six days of rehearsal for the 'Bell Telephone Hour' which he tapes for airing on Jan. 14. . . . Vocalist Val Martinez, clicking in Coast circles with "Pay Day" on RCA, opened a three-week date Dec. 22 at P.J.'s in Hollywood.



ENZO STUARTI



KERRI DOWNS



ANDY WILLIAMS



MIYOKO HOSHINO



MATT & GINNY DENNIS



JOE SILVER

that Lionel Hampton and Miyoko Hoshino open at the Wagon Wheel at Lake Tahoe on Jan. 10 until the 22nd. Lionel and Miyoko will also introduce their newest LP, "East Meets West" on the Clay Cole Show of Jan. 4. It will also be the lark's first American TV appearance. . . . Elektra's Theo Bikel coming to the city to finish his latest LP for the label. . . . Gene Malis notes from Canadian-American that Santo & Johnny may have their biggest smash to date with new waxing of "In The Still Of The Night," with initial orders reaching national break-out proportions. . . . Roy Batachio buzzed from Capitol to spread a bit of Beatlemania—the Beatles debut disk on Capitol, "I Want To Hold Your Hand," was released on a Friday (27) and by Mon. A.M. the orders were pouring in. Promo reps are wearing Beatle wigs in the course of their activities and sporting "Be A Beatle Booster" buttons. Stickers declaring, "The Beatles Are Coming" are appearing all over town. The group's first LP for the label will also premier this month. . . . Roy also told us that "Turn Her Around" by Tony Roma (A CB Best Bet last week) could be a big side for the warm-voiced chanter. Roma has been tapped for a forthcoming Clay Cole Show. . . . London's Milt Friedman sez "Penetration" by the Pyramids on the Best label looms as the hottest instrumental to come out of the diskery since "Telstar"—and could soar higher. . . . Heard from Gunter Hauer at the Jamie/Guyden bailiwick in Philly that Maxine Davis' "I Found A Love" is getting superior sales and airwave activity in Baltimore, Pittsburgh, Chicago, Buffalo, Cincinnati and Philly. . . . A charity affair was given recently at the Garden City Casino for retarded children by Garden City Music Staffers Vic Mendolia, Pete Swenton and Bill Meyer.

Also from the city of brotherly love, Rhett Schwartz predicts hit status for "You'll Never Walk Alone" by Patty LaBelle and her Blue Bells, recently added to the Cameo-Parkway talent roster. Clicking for Rhett in a big way are "Somewhere" by the Tymes, "Bon Doo Wah" by the Orlons and "I Love You Conrad" by Little Cheryl. . . . Joe Calcagno buzzed from Cal-Boy Records to tell us that "Drifting From Me" by Wendy & Joey is getting

playing his first engagement at the Latin Casino in Cherry Hill, New Jersey thru Jan. 9. . . . Damito Jo has been inked to tour Japan during March and April. . . . Ray Dobard, enterprising owner of Music City Record Shop in Berkeley, Calif., reports fantastic reaction to a new Capitol release, "Tell Him" by the Drew-Vels. . . . The ever-popular Matt & Ginny Dennis open this week (6) at the Most for a three-week stint. . . . Danny Crystal dropped by the CB offices with Pat Boone's latest Dot LP release, "The Touch Of Your Lips," which Danny predices will be one of his biggest. . . . Actor-comic Joe Silver, who participated in Vaughn Meader's new Verve LP, "Have Some Nuts," has been signed to do four comedy acting roles on the Sid Caesar ABC-TV series. . . . Columbia's Andy Williams will make his screen debut in Ross Hunter's "I'd Rather Be Rich" for Universal, and will also have a new LP tagged "Where Are You" to be released at the same time as the picture. . . . Epic's Kerr Downs to Hollywood for huddle with Universal film execs.

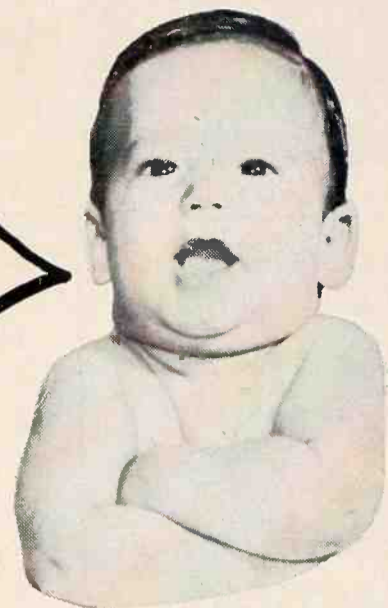
CHICAGO:

The Mercury-Smash-Philips organization held its national distrib meet last weekend (12/28-29) at the cozy Pheasant Run Lodge in St. Charles, Ill. Labels' luminaries, press, distrib, et al attended the conclave which culminated with a gala dinner and show. . . . 88'er Joe Burton postcards from the West Coast where he's promoting his current Joday album "St. Louis Blues." Burton's p.a. schedule out there included an appearance on Red Rowe's Panorama Pacific TV'er. . . . Our condolences to Near North News columnist Paul Hunter whose wife passed away last week. . . . Freelance announcer Jack Karey took off for New York to cut some TV commercials. . . . Ethel Ennis, who interrupted her career in favor of a full time wife and mother role, returned to the fold with her first album since signing with RCA-Victor. Title is "This Is Ethel Ennis" and label has planned a national p.a. tour to exploit the package. . . . Kal Fagan, manager of Robby & The Troubadors, stopped by to tell us the group will wrap up a 4-week engagement at The Thunder-

"My Heart Keeps Telling Me" by Little Peggy March, "That's Life" by John Gary and "I'm Leaving" by Johnny Nash (Groove). . . . Summit's Carl Proctor, who predicts '64 will be a "banner r&b year," was on the move last week exposing Epic outing "A Little Bit Of Heartache" by Obrey Wilson. . . . Freelancer Paul Gallis was up for a visit. Paul's working on singles "Let It Snow" by Bobby Christian (Mal), "Bless 'Em All" by Jane Morgan (Colpix), "Theme From The Victors" by Artie Kaplan (Colpix), "Jimmy Boy" by The Girlfriends (Colpix) and "Stay With Me" by Nick Noble (Chess). . . . Gary & The Knightlites, a local vocal-instrumental group, are fast coming to the fore with a single, waxed on the Nike label, tagged "How Can I Forget Her." Group's spokesman Louis Loizzo tells us the record has gained considerable ground as a result of the boys countless hop appearances in and around the Chi area. . . . Barney Fields has some Jubilee offerings he's pretty proud of. Sides are "His Kiss" by Betty Harris, "Beyond The Sea" by The Reveres and "That Boy John" by The Raindrops. . . . Center of excitement at Big Town, according to Jim Scully, are singles "See The Funny Little Clown" by Bobby Goldsboro (UA), "I Didn't Know What Time It Was" by the Crampton Sisters (DCP), "Baby's Gone" by Gene Thomas (UA) and "New York City" by Harvey & The Seven Sounds (Cuca). . . . The Regal Theater's holiday show spotlighted The Impressions, Roy Hamilton, Maxine Brown, Percy Mayfield, Betty Everett, The Ideals and Red Saunders' orchestra. Bobby Miller made a special appearance to perform his hot Constellation effort "Uncle Willie Time". . . . Xavier Cugat and Abby Lane began a 3-week's engagement at the Empire Room of the Palmer House 12/13. . . . Nancy Wilson and the Cannonball Adderley Sextet did a one-nighter at McCormick Place's Arie Crown Theater 1/4. . . . Bobby Christian and ork have a full schedule of college dates cut out for them. Current single offering is "Let It Snow" on the Chi-based Mal label. . . . Liberty's Harvey Goldstein is mighty high on recent releases "Stand Tall" by The O-Jays (Imperial), "Billy Baby" by Lloyd Price (Double L) and "The Ventures In Space" LP on Dolton.

. . . Mr. & Mrs. Abe Diamond of Diamond Distributing, proud parents of a baby boy, David Samuel, born Dec. 19th. . . . Dot has acquired the local instrumental, "Little Linda," by The Rancheros, from Lonnie Records. . . . The Four Freshmen currently on a months tour of Japan. . . . Trini Lopez is finding that a United-Modern recording of his, "Sinner Not A Saint" is creating a stir in Northern California. It is the most requested record at KFIV, Modesto. . . . Milt Hoffman, producer of "The Steve Allen Show," has announced the signing of Broadway singing star Ron Husman to a contract calling for two appearances weekly for the next ten weeks. . . . Faber Robison predicting a giant-hit for Med Miller's latest release on the Faber label, "Big Love." . . . Della Reese returns to The Flamingo Hotel in Las Vegas January 9th for five weeks. . . . Jerry Wallace stopped by to say "hello" with "Auf Wieder Sehen." . . . Recording star Joanie Sommers was guest on KFVB's Ballance 'Teen Topics.' . . . Liberty Records recording artist Vikki Carr is currently headlining at the Magic Inn, Seattle, Washington. . . . Louise Scherman of Modern Distributing giving the all-out treatment to "Blues in the Night," by Skip and Johnny, on the Lotus label. . . . Singer Billy Daniels guests on TV Show "Social Security In Action," January 22nd. Billy tells how hit song "Old Black Magic" altered events in his career. . . . Bell Barth—doing SRO business as star of the Thunderbird lounge, Las Vegas, packed in many celebs during the week. . . . "Boy, You Ought To See Her Now" by Kevin and Greg is jumping on Top 40 charts all over the country. Duo are currently on P.A.'s covering Pacific Northwest and Canada. . . . Arthur Lyman hosted a special New Year's Eve telecast from the Marine Room at the Olympic Hotel in Seattle, Washington. . . . Current best-selling book, "Every Night Josephine," the daffy adventures of a French poodle, has inspired a disk of the same name by Ronnie Jackson of 20th Century-Fox. Ditty is published by—Poodle Music. . . . Lou Rawls of Cleveland for two weeks at "Lou's Casino" and guest spot on KYW's Mike Douglas Show. Lou returns to Los Angeles mid-January for more recordings on the Capitol label.

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TOP 50
IN
R&B LOCATIONS

		Pos.	Last Week
1	LOUIE, LOUIE Kingsmen (Wand 143) Paul Revere & Raiders (Columbia 42814)		1
2	NEED TO BELONG Jerry Butler (Vee Jay 567)		3
3	WHEN THE LOVE LIGHT STARTS SHINING THROUGH HIS EYES Supremes (Motown 1051)		4
4	LODDY LO Chubby Checker (Parkway 890)		7
5	IT'S ALL RIGHT Impressions (ABC Paramount 10487)		2
6	THE NITTY GRITTY Shirley Ellis (Congress 202)		11
7	QUICKSAND Martha & The Vandellas (Gordy 7025)		14
8	THAT LUCKY OLD SUN Ray Charles (ABC-Paramount 10509)		10
9	ANYONE WHO HAD A HEART Dione Warwick (Scepter 1262)		16
10	YOU'RE GOOD FOR ME Solomon Burke (Atlantic 2205)		6
11	PAIN IN MY HEART Otis Redding (Volt 112)		12
12	BABY, I LOVE YOU Ronettes (Philles 118)		19
13	YOU'RE NO GOOD Betty Everett (Vee Jay 566) Dee Dee Warwick (Jubilee 5459)		8
14	AS LONG AS I KNOW HE'S MINE Marvelettes (Tamla 54088)		5
15	I HAVE A BOY FRIEND Chiffons (Laurie 3212)		9
16	UM, UM, UM, UM, UM, UM Major Lance (Okeh 7187)		35
17	LITTLE RED ROOSTER Sam Cooke (RCA Victor 8274)		13
18	HARLEM SHUFFLE Bob & Earl (Mall 104)		32
19	FOR YOUR PRECIOUS LOVE Garnet Mimms & Enchanters (United Artists 658)		15
20	GREASY SPOON Hank Marr (Federal 12508)		28
21	BON-DOO-WAH Orlons (Cameo 287)		17
22	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME Shirelles (Scepter 1264)		34
23	WALKIN' THE DOG Rufus Thomas (Stax 140)		18
24	IF SOMEBODY TOLD YOU Anna King (Smash 1858)		30
25	HOOKE TOOKA Chubby Checker (Parkway 890)		20
26	I CAN'T STOP SINGING Bobby Bland (Duke 370)		33
27	BABY DON'T YOU WEEP Garnet Mimms & Enchanters (United Artists 658)		21
28	SINCE I FOUND A NEW LOVE Little Johnny Taylor (Galaxy 725)		43
29	DOWN THE AISLE Patti LaBelle & Bluebells (Newtown 5777)		22
30	SNAP YOUR FINGERS Barbara Lewis (Atlantic 2214)		37
31	WATCH YOUR STEP Brooks O'Dell (Gold 214)		23
32	WHAT'S EASY FOR TWO'S HARD FOR ONE Mary Wells (Motown 1048)		25
33	WHAT KIND OF FOOL (Do You Think I Am) Tams (ABC Paramount 10502)		40
34	I'M A WITNESS Tommy Hunt (Scepter 1261)		24
35	BABY WHAT Etta James (Argo 5452)		41
36	NOW Lena Horne (20th Fox 449)		26
37	"DEEP IN THE HEART OF HARLEM" Clyde McPhatter (Mercury 72220)		46
38	TALKING ABOUT MY BABY Impressions (ABC Paramount 10511)		—
39	CAN I GET A WITNESS Marvin Gaye (Tamla 54087)		29
40	HIS KISS Betty Harris (Jubilee 5465)		—
41	WHO CARES Fats Domino (ABC Paramount 10512)		—
42	BILLIE BABY Lloyd Price (Double L 729)		45
43	YOU'LL NEVER WALK ALONE Patty LaBelle & Bluebells (Parkway 896)		—
44	I ADORE HIM Angels (Smash 1854)		27
45	ASK ME Inezz Foxx (Symbol 926)		—
46	I GOTTA DANCE TO KEEP FROM CRYING Miracles (Tamla 54089)		31
47	GIRLS GROW UP FASTER THAN BOYS Cookies (Dimension 1020)		38
48	TALK TO ME Sunny & Sunflows (Tear Drop 3614)		36
49	THE SHELTER OF YOUR ARMS Sammy Davis Jr. (Reprise 20216)		39
50	STOP FOOLIN' Brook Benton & Damita Jo (Mercury 72207)		40



JUKE BOX OPS'
RECORD GUIDE

ACTIVE with OPS

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

COME ON Tommy Roe (ABC Paramount 10515)	OH BABY DON'T YOU WEEP James Brown (King 5842)
HERE'S A HEART Diplomats (Arock 1004)	NEVER LOVE A ROBIN Bobby Vee (Liberty 55636)
BIG-TOWN BOY Shirley Matthews (Atlantic 2210)	COLD COLD WINTER Pixies Three (Mercury 72208)
COME ON AND LOVE ME TOO Ran-Dells (Chairman 4407)	THAT GIRL BELONGS TO YESTERDAY Gene Pitney (Musicor 1036)
MY ONE AND ONLY JIMMY BOY Girlfriends (Colpix 712)	I ONLY WANT TO BE WITH YOU Dusty Springfield (Philips 40162)
MY HOME TOWN Steve Lawrence (Columbia 42952)	STAY WITH ME/TALK TO ME BABY Frank Sinatra (Reprise 20249)
THE PRISONER'S SONG Vic Dana (Dolton 87)	FOR YOUR SWEET LOVE Cascades (RCA Victor 8268)
BILLIE BABY Lloyd Price (Double L 729)	DID YOU HAVE A HAPPY BIRTHDAY Paul Anka (RCA Victor 8272)
THEME FROM 'CARDINAL' Roger Williams (Kapp 560)	CALIFORNIA SUN Rivieras (Riviera 1401)
NEVER LOVE A ROBIN Bobby Vee (Liberty 55636)	HIGH ON A HILL Scott English (Spokane 4003)

NEW ADDITIONS to TOP 100

70—TALKING ABOUT MY BABY Impressions (ABC 10511)	93—ASK ME Inez Foxx (Symbol 926)
79—HIS KISS Betty Harris (Jubilee 5465)	94—SOUTHTOWN, U.S.A. Dixiebelles (Sound Stage 7-2517)
80—I WANT TO HOLD YOUR HAND Beatles (Capitol 5112)	96—SINCE I FOUND A NEW LOVE Little Johnny Taylor (Galaxy 725)
85—WHO CARES Fats Domino (ABC 10512)	97—SNAP YOUR FINGERS Barbara Lewis (Atlantic 2214)
86—DEEP IN THE HEART OF HARLEM Clyde McPhatter (Mercury 72220)	98—442 GLENWOOD AVENUE Pixies Three (Mercury 72208)
88—YOU'LL NEVER WALK ALONE Patty LaBelle & Blue Belles (Parkway 896)	99—PENETRATION Pyramids (Best 13002)
92—JAVA Al Hirt (RCA Victor 8280)	100—HE SAYS THE SAME THINGS TO ME Skeeter Davis (RCA 8288)

Smash Holds Sales Meeting In Chicago



CHICAGO—Smash Records recently-concluded a national sales meeting in the Windy City which was attended by label executives, artists and distributors. In the top left photo Charlie Fach, head of the diskery, is shown welcoming his distributor family to the sales confab. Shown in the top right pic is Irwin Steinberg, executive veep of Mercury Records, with a broad smile for Smash distributors, who gave him a rousing round of applause after he gave them a graphic picture of the financial growth of the division. In the bottom left photo Doug Moody (center), Smash A&R director, presented the Angels a special gold award for achieving a national number one hit in 1963 for "My Best Friend's Back." Pictured in the bottom right pic is Henry Hildebrand (right) All South Distributors in New Orleans who was presented an award for being the "best single Smash distributor" by Charlie Fach.



TOP 100 Albums



TOP 50 STEREO

MONORAU

JANUARY 11, 1964

Pos. Last Week

Pos.	Album	Pos. Last Week
1	THE SINGING NUN Soeur Sourire (Philips PCC 203)	1
2	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)	2
3	FUN IN ACAPULCO Elvis Presley (RCA Victor LPM 2756)	3
4	JOAN BAEZ IN CONCERT VOL. II (Vanguard VSD 2123)	4
5	WEST SIDE STORY Filmtrack (Columbia OL 5670)	6
6	CURB YOUR TONGUE, KNAVE Smothers Brothers (Mercury MG 20862)	10
7	LITTLE DEUCE COUPE Beach Boys (Capitol T 1998)	7
8	PETER, PAUL & MARY (Warner Bros. WB 1449)	9
9	WASHINGTON SQUARE Village Stompers (Epic LN 24078)	8
10	THE SECOND BARBRA STREISAND ALBUM (Columbia CL 2054)	5
11	MARIA ELENA Los Indios Tabajaras (RCA Victor LPM 2822)	11
12	MOVIN' Peter, Paul & Mary (Warner Bros. WB 1473)	12
13	CATCH A RISING STAR John Gary (RCA Victor LM 2745)	13
14	BYE BYE BIRDIE Filmtrack (RCA Victor LS 01031)	16
15	RAMBLIN' New Christy Minstrels (Columbia CL 2055)	20
16	BACH'S GREATEST HITS Swingle Singers (Philips PHS 600 097)	18
17	SURFER GIRL Beach Boys (Capitol T 1981)	14
18	MORE TRINI LOPEZ AT P.J.'s (Reprise R 56103)	21
19	JOAN BAEZ IN CONCERT (Vanguard VRS 9112)	15
20	WONDERFUL, WONDERFUL Lawrence Welk (Dot DLP 3552)	26
21	THINK ETHNIC Smothers Brothers (Mercury MG 20777)	23
22	THE BARBRA STREISAND ALBUM (Columbia CL 2007)	22
23	ROBERT GOULET IN PERSON (Columbia CL 2088)	17
24	RICK NELSON SINGS "FOR YOU" (Decca DL 4479)	34
25	PAINTED, TAINTED ROSE Al Martino (Capitol T 1975)	19
26	HOW THE WEST WAS WON Filmtrack (MGM T E 5)	25
27	BLUE VELVET Bobby Vinton (Epic LN 24068)	29
28	ELVIS GOLDEN RECORDS VOL. 3 Elvis Presley (RCA Victor LPM 2765)	28
29	TRINI LOPEZ AT P.J.'s (Reprise R 6093)	30
30	ANY NUMBER CAN WIN Jimmy Smith (Verve 8552)	24
31	SINATRA'S SINATRA Frank Sinatra (Reprise R 1010)	27
32	DAYS OF WINE AND ROSES Andy Williams (Columbia CL 2015)	35
33	LAWRENCE OF ARABIA Filmtrack (Colpix CP 514)	31
34	ROY ORBISON'S GREATEST HITS (Monument M 8000)	38

Pos.	Album	Pos. Last Week
35	THAT WAS THE WEEK THAT WAS BBC (Decca DL 9116)	51
36	CHAD MITCHELL TRIO SINGIN' OUR MIND (Mercury MG 20838)	41
37	ROMANTICALLY Johnny Mathis (Columbia CL 2098)	47
38	MANTOVANI MANHATTAN (London LL 3328)	32
39	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles (ABC Paramount ABC)	36
40	SUGAR SHACK Jimmy Gilmer & Fireballs (Dot 25545)	33
41	DEEP PURPLE Nino Tempo & April Stevens (Atco 33-156)	46
42	CHARADE Henry Mancini (RCA Victor LPM 2755)	55
43	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS (20th Century Fox TFM 3127)	52
44	HONEY IN THE HORN Al Hirt (RCA Victor LPM 2733)	50
45	SHUT DOWN Beach Boys (Capitol T 1919)	37
46	HERE'S LOVE B'way Cast (Columbia KOL 6000)	39
47	THE FREEWHEELIN' BOB DYLAN (Columbia CL 1986)	42
48	LET ME SING Brenda Lee (Decca DL 4439)	57
49	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869)	40
50	BEACH PARTY Annette (Buena Vista BV 3316)	43
51	RING OF FIRE Johnny Cash (Columbia CL 2053)	49
52	LANGUAGE OF LOVE Jerry Vale (Columbia CL 2043)	45
53	MONDO CANE Filmtrack (United Artists UAL 4105)	44
54	JOAN BAEZ VOL. I (Vanguard VRS 9078)	51
55	HOLLYWOOD—MY WAY Nancy Wilson (Capitol T 1934)	48
56	SURFIN' U.S.A. Beach Boys (Capitol T 1890)	59
57	THE BEST OF JOAN BAEZ (Squire SQ 33001)	53
58	IMPRESSIONS (ABC Paramount ABC 450)	56
59	JAMES BROWN AT THE APOLLO (King 826)	58
60	SING A SONG WITH THE KINGSTON TRIO (Capitol KOA 2005)	63
61	I REMEMBER BUDDY HOLLY Bobby Vee (Liberty LRP 3336)	64
62	J.F.K. (Documentaries Unlimited Vol. 1)	67
63	BLUE GENE Gene Pitney (Muscor MM 2007)	66
64	WIVES & LOVERS Jack Jones (Kapp KL 1352)	65
65	LIVE FROM THE BROOKLYN FOX Murray the K (KFM 1001)	60
66	MOON RIVER Andy Williams (Columbia CL 1809)	69
67	JOAN BAEZ VOL. II (Vanguard VRS 9094)	61

Pos.	Album	Pos. Last Week
68	THE BEST OF THE CHAD MITCHELL TRIO (Kapp KL 1334)	71
69	THEMES FOR YOUNG LOVERS Percy Faith (Columbia CL 2023)	62
70	NUMBER 1 HITS, VOL. I Billy Vaughn (Dot DLP 3504)	68
71	110 IN THE SHADE B'way Cast (RCA Victor LC 1085)	70
72	DRAG CITY Jan & Dean (Liberty LP 7339)	82
73	MORE Vic Dana (Dolton BLP 2026)	72
74	THERE'S A MEETIN' HERE TONIGHT Joe & Eddie (Crescendo GNP 86)	76
75	BIG SOUNDS OF THE DRAGS (Capitol T 2001)	78
76	ELLA & BASIE (Verve V 4061)	73
77	DONNA THE PRIMA DONNA Dion (Columbia CL 2107)	77
78	IN DREAMS Roy Orbison (Monument 8003)	74
79	WIPEOUT Surfaris (Dot DLP 3535)	79
80	LET'S GO The Ventures (Dolton BST 8024)	75
81	GOLDEN HITS OF THE FOUR SEASONS (Vee Jay LP 1065)	80
82	IT'S A MAD, MAD, MAD, MAD WORLD Filmtrack (United Artists UAL 4110)	83
83	CONCERT FOR LOVERS Ferrante & Teicher (UAL 3315)	81
84	JOHNNY Johnny Mathis (Columbia CL 2044)	89
85	HOD ROD RALLY Various Artists (Capitol T 1997)	85
86	BANNED IN BOSTON Rusty Warren (Jubilee JGM 2049)	90
87	THE CLANCY BROTHERS & TOMMY MAKEM AT CARMEGIE HALL (Columbia CL 1950)	86
88	WE SHALL OVERCOME Pete Seeger (Columbia CL 2101)	91
89	FOR YOU Roger Williams (Kapp KL 1336)	87
90	YOU CAN NEVER STOP ME LOVING YOU Johnny Tillotson (Cadence 3067)	92
91	VERY BEST OF CONNIE FRANCIS (MGM E 4167)	88
92	TODAY'S ROMANTIC HITS Jackie Gleason (Capitol W 1978)	93
93	A PORTRAIT OF ARTHUR PRYSOCK (Old Town LP 20065)	96
94	JOHN FITZGERALD KENNEDY "A MEMORIAL ALBUM" (Coronet 2099)	—
95	CLOUDY WITH OCCASIONAL TEARS Skeeter Davis (RCA Victor LPM 2736)	94
96	ROCKIN' THE BOAT Jimmy Smith (Blue Note 4141)	100
97	FIRST FAMILY VOL. I Vaughn Meador (Cadence CLP 3060)	95
98	SOUND OF WONDERFUL TYMES (Parkway P 7038)	98
99	THE GREAT ESCAPE Filmtrack (United Artists UAL 4107)	97
100	RETURN OF GUN FIGHTER Marty Robbins (Columbia CL 2072)	99

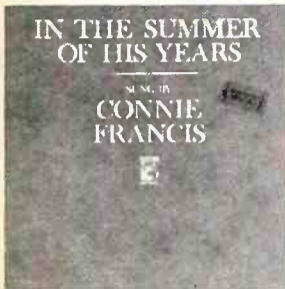
Pos.	Album	Pos. Last Week
1	THE SINGING NUN Soeur Sourire (Philips PCC 603)	1
2	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)	2
3	WEST SIDE STORY Filmtrack (Columbia OS 2070)	5
4	MARIA ELENA Los Indios Tabajaras (RCA Victor LSP 2822)	8
5	FUN IN ACAPULCO Elvis Presley (RCA Victor LSP 2756)	6
6	JOAN BAEZ IN CONCERT VOL. II (Vanguard VS 2123)	3
7	THE SECOND BARBRA STREISAND ALBUM (Columbia CS 8854)	4
8	PETER, PAUL & MARY (Warner Bros. WB 1449)	12
9	WASHINGTON SQUARE Village Stompers (Epic BN 26078)	7
10	MOVIN' Peter, Paul & Mary (Warner Bros. WM 1473)	10
11	CATCH A RISING STAR John Gary (RCA Victor LSP 2745)	9
12	ROMANTICALLY Johnny Mathis (Columbia CS 8898)	16
13	BYE BYE BIRDIE Soundtrack (RCA Victor LSO 1081)	17
14	MANTOVANI MANHATTAN (London PS 328)	11
15	WONDERFUL, WONDERFUL Lawrence Welk (Dot DLP 25552)	13
16	RAMBLIN' New Christy Minstrels (Columbia CS 8855)	22
17	HOW THE WEST WAS WON Soundtrack (MGM SE 1 E 5)	14
18	PAINTED, TAINTED ROSE Al Martino (Capitol ST 1975)	19
19	LAWRENCE OF ARABIA Soundtrack (Colpix SCP 514)	15
20	LITTLE DEUCE COUPE Beach Boys (Capitol ST 1998)	24
21	MORE TRINI LOPEZ AT P.J.'s (Reprise R 56103)	21
22	ANY NUMBER CAN WIN Jimmy Smith (Verve 6 8552)	18
23	BACH'S GREATEST HITS Swingle Singers (Philips PHS 600 097)	23
24	HERE'S LOVE Broadway Cast (Columbia KOS 2400)	20
25	SINATRA'S SINATRA Frank Sinatra (Reprise R 9 1010)	25
26	CURB YOUR TONGUE, KNAVE Smothers Bros. (Mercury SR 60862)	30
27	JOAN BAEZ IN CONCERT (Vanguard VRD 2122)	28
28	CHARADE Henry Mancini (RCA LSP 2755)	38
29	ROBERT GOULET IN PERSON (Columbia CS 8888)	27
30	ELECTRODYNAMICS Dick Hyman (Command RS 856 SD)	26
31	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CS 8669)	34
32	RICK NELSON SINGS "FOR YOU" (Decca DL 74479)	32
33	DAYS OF WINE AND ROSES Andy Williams (Columbia CS 8815)	31
34	THAT WAS THE WEEK THAT WAS BBC (Decca DL 79116)	44
35	THE BARBRA STREISAND ALBUM (Columbia CS 8807)	29
36	SURFER GIRL Beach Boys (Capitol ST 1981)	37
37	CHAD MITCHELL TRIO SINGIN' OUR MIND (Mercury SR 60838)	36
38	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles (ABC Paramount ABCS 465)	33
39	HOLLYWOOD—MY WAY Nancy Wilson (Capitol ST 1934)	35
40	TRINI LOPEZ AT P.J.'s (Reprise R 9 6093)	39
41	ELVIS GOLDEN RECORDS VOL. 3 Elvis Presley (RCA Victor LSP 2765)	40
42	POLITELY PERCUSSIVE Dick Schory (RCA Victor LSP 2738)	43
43	CONCERT IN THE PARK Boston Pops & Arthur Fiedler (RCA Victor LSP 2677)	47
44	SING A SONG WITH THE KINGSTON TRIO (Capitol SKOA 2005)	41
45	TODAY'S ROMANTIC HITS Jackie Gleason (Capitol SW 1978)	48
46	SUGAR SHACK Jimmy Gilmer & Fireballs (Dot 25545)	42
47	JOHNNY Johnny Mathis (Columbia CS 8844)	49
48	1963'S THE YEAR'S MOST POPULAR THEMES Enoch Light (Command RS 854 SD)	46
49	110 IN THE SHADE B'way Cast (RCA Victor LSO 1085)	45
50	LANGUAGE OF LOVE Jerry Vale (Columbia CS 8843)	50

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move



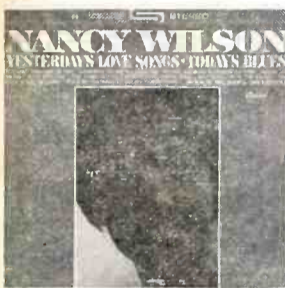
ALBUM REVIEWS

POP PICKS



"IN THE SUMMER OF HIS YEARS"—Connie Francis—MGM E4210

Connie Francis, a consistent sales stalwart for MGM, tags this new album effort after the controversial ballad "In The Summer Of His Years," dedicated to the late President Kennedy. Despite the limited airplay on the tune, the album should receive wide acceptance from the songstress' many admirers. Also included here are "Bells Of St. Mary," "Ave Maria" and "Danny Boy." LP has been recorded and released for the Benefit of the Kennedy Child Study Center."



"YESTERDAY'S LOVE SONGS - TODAY'S BLUES"—Nancy Wilson—Capitol ST2012

Nancy Wilson, who has been riding the charts for many months with her last two Capitol LP's (Broadway My Way and Hollywood My Way), is sure to go up the same hitsville path with this new offering of blues and romantic ballads. The lark's warm voice and sophisticated delivery is a natural complement to such top tunes as "The Song Is You," "Someone To Watch Over Me" and "The Best Is Yet To Come." Eye for rapid acceptance.



"BIG HOT ROD HITS"—Various Artists—Capitol ST2024

Eleven best-selling hot rod tunes have been collected for this Capitol album by some of the label's hottest vocal and instrumental groups. The teen dance crowd should really dig this set which boasts such biggies as "Custom Machine" (Beach Boys), "Night Rider" (Dick Dale), "Hot Rod Race" (Jimmy Dolan), and the oldie "Black Denim Trousers and Motorcycle Boots" (The Cheers). The set could be a winner.



"WITH A SONG IN MY HEART"—Stevie Wonder—Tamla 250

Stevie Wonder, who zoomed to the top of the singles charts a while back with his runaway best-seller, "Fingertips," makes his bid for album sales success with this package of warm ballads on Tamla. The young chanter gets big production backing via a lush ork and chorus as he reads his way through such evergreens as "With A Song In My Heart," "When You Wish Upon A Star" and "On The Sunny Side Of The Street." The songster's fans should come out in force for the set.



"BIG BAND SPIRITUALS"—Ted Heath—London SP 44036

The big band of Ted Heath comes up with some swingin' uptempo and easy treatments of a host of old spirituals on this new phase 4 offering from London. The orkster gets some top-flight support from Rita Williams Singers and Reg Quest at the organ here as he superbly reads "Deep River," "All God's Children Got Shoes" and "Sometimes I Feel Like A Motherless Child." Strong chart potential here.



"KIND OF LOVE"—Lettermen—Capitol ST 2013

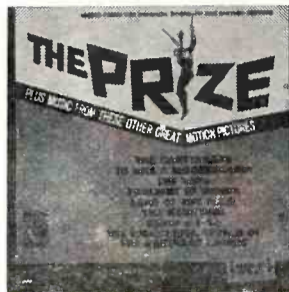
The Lettermen have earned many laurels in the past for their distinctive vocal stylings but this new Capitol disk of slow-moving full ork-backed romantic sturdies ranks as one of their best efforts in quite a while. The boys do not resort to vocal gimmicks but render the songs in a professional, polished manner. All of the boys' fans should dig their renditions of "Be My Girl," "Young Love" and "Where Or When."



"STUARTI ARRIVES AT CARNEGIE HALL"—Enzo Stuarti—Jubilee JGM2-5055

Enzo Stuarti's recent sell-out Carnegie Hall concert is offered in its entirety here on this two-pocket set from Jubilee. All of the excitement of a successful concert debut has been captured here as the tenor uses his power-packed voice superbly on thirty selections which include, "Yours Is My Heart Alone," "Once In A Lifetime" and a dynamic rendition of "Vesti La Giubba." The album looms as a potent seller for the big-voiced singer.

POP BEST BETS



"MUSIC FROM THE ORIGINAL SCORE OF THE PRIZE AND OTHER GREAT FILMS"—MGM E4192

Jerry Goldsmith conducts music from his own score for the new MGM flick, "The Prize" on four tracks here with the balance of the album devoted to themes from current and recent films. Other top-drawer items featured here are the themes from "Lord Of The Flies" (Elliot Lawrence), "To Kill A Mockingbird" (Elmer Bernstein) and "Haunting" (Lalo Schifrin). A potent soundtrack offering from MGM.



"HITS I FORGOT TO BUY"—Various Artists—Swan LP 512

Swan has gathered together a host of its best-selling artists performing a dozen of their biggest hits on this blockbuster LP geared for powerful teen acceptance. Freddy Cannon leads off with his coin-pulling "Palisades Park," and is followed by such successes as the Rockin' Rebels' "Wild Weekend," "Let's Stomp" by Bobby Comstock, "That's Life" by Gabriel and the Angels and many others. Lots of second-time-around sales to be garnered.



"COMMERCIALS TO CRINGE BY"—Jack Fox—MGM E4174

Television commercials have been the target of many nitery and TV comics in recent months and on this new issue from MGM, Jack Fox, who wrote, produced and directed this effort, hurls some well-aimed barbs at the many inane commercials in the current crop. A cast of 14 performers have combined their talents (with sound effects) to poke fun at the ad agencies. Lafftracks here are "Oooh," "Gusto Beer," "Marvelous Bread," "Spiffy," and "Ice Blue Sneaky."



"SURFIN' BONGOS"—Preston Epps/Bongo Teens—Original Sound LPM 5009

Here is a hard-driving and pulsating package of surfin' tunes from Original Sound sparked by some slick bongo beating by the Bongo Teens and Preston Epps. The combined effect of bongos and funky guitars makes for exciting dancing and listening pleasure. Best bets here are "Bongo Rock," "Wipe Out," "Blue Skies" and "Surfin' U.S.A." Could score heavily in sales department.



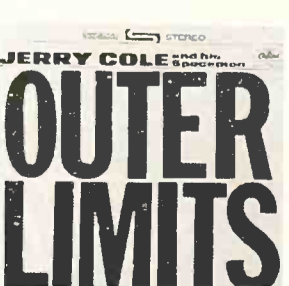
"HIS BIGGEST HITS"—Little Richard—Specialty SP 2111

The vet blues songster ranks as one of the earliest rock-style teen idols and this excellent package containing some of his biggest hits should garner some rapid sales response. The artist effectively blends gospel and swingin' r&b elements into a thoroughly distinctive style. Standout tracks here are "Jenny Jenny," "All Around The World" and "True Fine Mama."



"APRIL IN PARIS"—Liane—Vanguard VRS9129

For those who like their music loaded with liting melody and Gallic charm, here is a first-rate package of French-flavored tunes from songstress Liane with the Danziger Trio on Vanguard. For the most part the roots are French but tunes that have become familiar the world over. The lark is at her very best on such smooth ballads as "Fascination," "Petite Fleur" and "Non, Je Ne Regrette Rien." Top-notch programming fare.



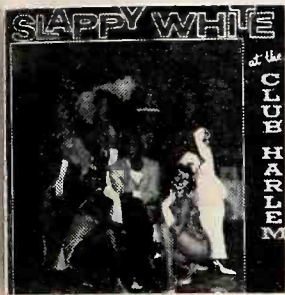
"OUTER LIMITS"—Jerry Cole & His Spacemen—Capitol ST 2044

Jerry Cole and his Spacemen could create a quick sales stir with this top-notch LP in which they dish-up a group of recent vintage and while-back hits in a potent, hard-drivin' danceable style. The crew is in fine form on "Wipeout," "Sukiyaki" and "Tequila." Deeja's should find loads of programmable material on this swingin' set.



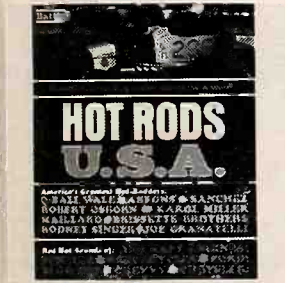
"LOOK WHO'S SURFIN' NOW"—Various Artists—King 882

Here's a lively, high-powered set featuring a host of name artists including James Brown, King Curtis and Freddy King reading a bevy of danceable surfin' tunes. The performers obviously have their eyes out for teen acceptance as the program consists of the rhythmic, strong-beat variety of the west coast-based music. Fine listening throughout.



"SLAPPY WHITE AT THE CLUB HARLEM"—Chess LP1481

Slappy White proves himself an easy-going and glib purveyor of humor on this "live" recording from the Club Harlem on Chess. The comic is primarily a storyteller and he draws from any and all facets of society for his material. He pokes harmless fun at integration, teenagers, sex, Castro and a diversity of other current topics. Plent of laffs to be had here.



"HOT RODS-U.S.A."—Battle 6131

The latest rage sweeping the nation from the west coast is the hot craze. Although an entire body of music is associated with the trend, there is also interest in the racing itself. This interesting, off-beat Battle disk features the actual sounds of some of the top hot-rodders around today racing on various drag strips around the U.S. Everything from the sound of the crowds to the harsh noise of the engines is captured on the album.



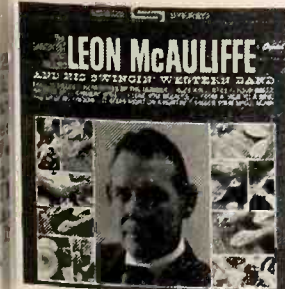
"JACK ELLIOTT SINGS THE SONGS OF WOODY GUTHRIE"—Prestige FL 14011

The countless folk songs composed by legendary Woody Guthrie make up a significant portion of the contemporary American folk tradition. Jack Elliott pays a musical tribute to Guthrie by offering a tasteful program of some of Guthrie's better-known tunes. Highlights of the disk include "Hard Travellin'," "New York Town" and "This Land Is Your Land." Superior listening throughout.



"HOOTENANNY FOR ORCHESTRA"—Walter Raim—Liberty LST 7332

Who sez folk music has to be played by small, often un-musical groups and performers? Certainly not Walter Raim who has arranged a bevy of popular folk items for full ork on this pleasant new offering from Liberty. The talented Raim doubles as a conductor as he leads the band in top-drawer readings of "All My Trails," "East Virginia" and "Over The Hills."



"THE DANCIN'EST BAND AROUND"—Leon McAuliffe—Capitol ST 2016

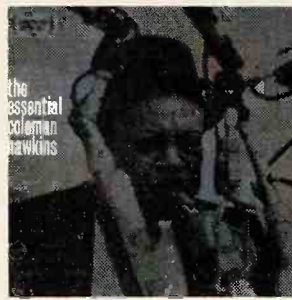
Leon McAuliffe and his Cimarron Boys kick off their Capitol careers with this delightful disk of country-western material. The program here ranges all the way from standards like "Four Walls" to recent chart clicks like "The Tips Of My Fingers." The orkster's own distinctive sound makes for top-notch dancing or listening pleasure.



"SING OUT AMERICA"—Tell Tale Singers—Aravel AB 1001

One of the by-products of the current folk music craze is the appearance of countless new groups and artists. This new Aravel set showcases the versatile vocal and instrumental talents of a new group called the Tell Tale Singers. The crew displays loads of poise and sensitive understanding of the folk idiom as they offer "Midnight Special," "I Never Will Marry" and "Banks Of The Ohio."

JAZZ PICK



"THE ESSENTIAL COLEMAN HAWKINS"—Verve V 8568

Coleman Hawkins easily ranks high in jazzdom's inner circle on the basis of his amazing staying power. For almost thirty years the saxist has excited new generations of jazz-lovers with his melodic, lyrical soulful approach to music. On this fine Verve date Hawkins really swings on "There's A Small Hotel," "Body And Soul" and "How Long Has This Been Going On."

JAZZ BEST BETS



"JUST JAZZ!"—Various Artists—Imperial LP 9246

Here's a delightful program spotlighting the diverse and distinctive talents of such fine jazz artists as Erroll Garner, Lester Young, Billie Holiday, John Coltrane and Paul Chambers. The set has something for everyone running the gamut from Garner's easy-going swing-style jazz, "White Rose Bounce," to Coltrane's highly-personal, new-wave musical representations, "Visitation." Disk should appeal to a wide variety of jazzophiles.



"DONALD BYRD AT THE HALF NOTE CAFE"—Blue Note—4061

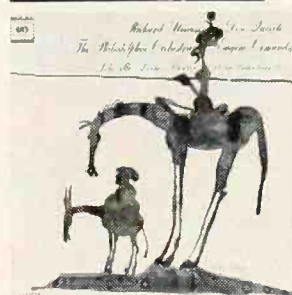
With each new Blue Note LP trumpeter Donald Byrd gets significantly better and this set cut live at New York's Blue Note Cafe is no exception to the rule. While backed by a fine crew of jazzmen including Pepper Davis (baritone sax), Dyke Pearson (piano), Laymon Jackson (bass) and Lex Humphries (drums), Byrd wails superbly in his own distinctive swingin' midstream style. Best listening bets here are "My Girl Shirl," "A Portrait Of Jennie" and "When Sonny Gets Blue."



"THE JOE DALEY TRIO AT NEWPORT '63"—RCA Victor LSP 2763

Although the annual Newport Jazz Festival is usually associated with jazzdom's big, somewhat conservative names, avanta-garde groups are also presented with equal fervor, The Joe Daley Trio, which scored a triumph at the last fete, is one such new-wave combo. On this premiere session the boys turn in some first-rate musically sophisticated performances on "Ballad," "One Note" and "Ramblin'."

CLASSICAL PICKS



STRAUSS: Don Quixote, Philadelphia Orch/Ormandy—Columbia ML 5915

The Philadelphia Orchestra, with Eugene Ormandy at the helm, performs Richard Strauss' tone poem, "Don Quixote" with viola solo by Carlton Cooley and cello solo by Lorne Munroe. The complex orchestral structure includes an introduction, a main theme with ten variations and a finale and is executed by the orchestra and conductor with brilliance and sensitivity. The opus is one of the composer's finest works and this performance is a worthy addition to the classical shelf.



MOZART: Complete Wind Music Vol. 1, London Wind Soloists/Brymer—London CS6346

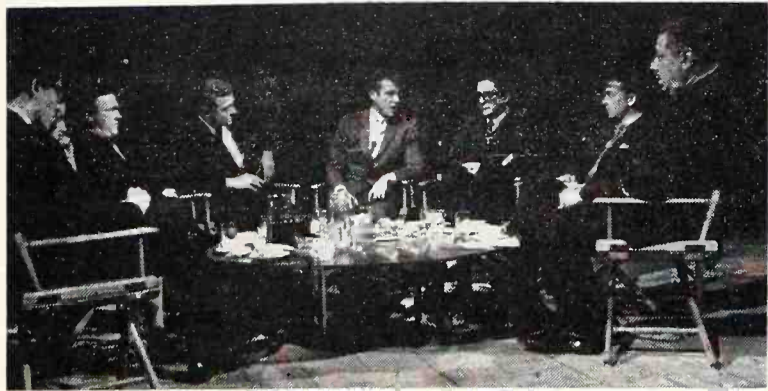
Jack Brymer conducts the London Wind Soloists, and also doubles as clarinetist, on a series of Mozart compositions for wind instruments. Included here are Largo, Menuetto, Adagio, Menuetto, (allegretto), Romanza, Tema con variazioni, and Rondo. These selections played by the 13-piece group reflect the quiet dignity of a chamber group without being bound by the same limitations. Top-notch classical fare.



VIVALDI: Four Concerti—Nathan Milstein, violinist—Angel S 36004

Nathan Milstein needs no introduction to classical record-buyers. The talented violinist has already earned countless critical kudos through the years for his first-rate performances. On this new Angel outing of four Vivaldi concerti, Milstein further elevates his reputation by rendering the intricate, complex strains of the various works with all of his expected poise and artistry. Classical fans should come out in droves for this one.

Speaking Of Music



NEW YORK—The world of rock 'n roll and its relationship to programming on radio stations was the subject of an often heated debate on David Susskind's mammoth discussion TV'er, "Open End," on New York's WPIX. Participants on the program, aired Sunday, Dec. 30, included (left to right): Jack Keller, Columbia Pictures' staff tunesmith; Lesley Gore, Mercury Records' teen star; Murray Kaufman, Top 40 spinner on radio station WINS; Susskind; Bobby Vinton, smash artist for Epic; William B. Williams, "good-music" deejay on WNEW; Phil Spector, head of Philles Records; and Goldie Goldmark, who handles the pubbery operations of Premiere Music.

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Elektra Makes More Foreign Deals, New Pact For Judy Collins

NEW YORK — Elektra Records has made foreign expansion deals. According to Jac Holzman, label topper, the folk-directed diskery has entered licensing agreements with Sonet of Sweden; Trutone of South Africa; and La Gloria (Viking) of New Zealand.

Elektra is currently handled on the continent by Vogue, in Great Britain by Pye, in Israel by Hed-Arzi, in Mexico by Doscos Importadora, and in Australia by Peter Mann.

In another label development, folk artist Judy Collins has inked a new long-term pact.

Silver Salary



LAS VEGAS—Frankie Laine and his wife, Nan are shown above searching through 1,587 pounds of silver dollars which represents \$25,000-a-week salary from the Dunes Hotel which they gave the Columbia artist during a recent engagement. The songster currently has a new Columbia out tagged "Take Her" b/w "I'm Gonna Be Strong."

Jim Denny Artist Bureau Now Known As Denny-Moeller

NASHVILLE—The board of directors of the Jim Denny Artist Bureau, Inc., last week voted unanimously to change the name of the giant talent agency to Denny-Moeller Talent, Inc. according to W. E. "Lucky" Moeller, newly elected president of the organization.

Moeller pointed out that the change of the name of the agency would in no way affect the operations of the firm, the personnel, or the firm's long established policies.

The late Jim Denny and Moeller combined their talent agencies into The Jim Denny Artist Bureau as equal partners in 1958. As exec vice-president and general manager, Moeller headed up the bureau allowing Denny to devote more time to the increased workload as president of his Cedarwood Publishing Company.

The two firms pioneered the growth of "Music Row," the area around Sixteenth Avenue South in Nashville known throughout the world as Music City, U.S.A. Both firms now occupy one of the most modern structures in the area at 815 Sixteenth Avenue South.

The Denny-Moeller firm is the largest country talent agency and handles exclusively a host of stars which include Webb Pierce, Kitty Wells, Johnny Wright & Tennessee Mountain Boys, Bill Phillips, Porter Wagoner & Wagonmasters, Norma Jean, Hank Snow & Rainbow Ranch Boys, Carl Smith, Minnie Pearl, Carl & Pearl Butler, Stonewall Jackson, Jimmy Dickens, Lefty Frizzell, Jean Shepard, Grandpa Jones, George Morgan, Red Sovine, Billy Walker, Claude Gray, Willis Brothers, Justin Tubb, Archie Campbell, Martha Carson, Duke of Paducah, Connie Hall, Cousin Jody, Carl Perkins, Shirley Ray, Dottie West, Johnny Western, and Jan Moore.

Moeller said Denny-Moeller Talent, Inc. handled some 3000 bookings last year and that the outlook for the coming year "looks even brighter." Moeller based his prediction on an increase in bookings already set for the first quarter of 1964.

Moeller moved to Nashville in 1954 as personal manager of Webb Pierce, and Red Sovine. Pierce's rise to fame was the first of his successful management ventures in Nashville. In addition to Moeller's responsibilities in guiding the careers of some 140 performers, he also serves as secretary of the Country Music Association.

"In Jim Denny," Moeller said, "I enjoyed the greatest partner that anyone could hope for anywhere, and I feel fortunate that Jim's wife, Dollie, and two sons, Bill and John, are taking an active part in the business that he loved so much. I am sure that the same warm, friendly, and harmonious relationship will continue with the Denny family."

Bill Denny was elected to serve as executive vice-president of Denny-Moeller Talent, Inc., and also will continue to serve as president and general manager of Cedarwood Publishing Company. Denny said the two firms would continue to work together as they have in the past.

Other newly elected officers of the talent agency are Larry A. Moeller, vice-president and Mary Claire Rhodes, Secretary. Jack B. Andrews, associated with the agency as a booking agent, was elected to the board of directors.

Philips' "Stage III" Drive

(Continued from page 6)

strengthening in the product and artist area, Philips' image will continue to progress at a dizzying pace."

Other speakers on the Philips agenda included Irving B. Green, Mercury Record prexy, Erwin H. Steinberg, executive vice-president, Clair Van Ausdall, Philips classical A & R Division, Bill O'Brien, national promotion manager for Philips, Aaron D. Cushman, president of Aaron D. Cushman and Associates, the public relations agency for Philips Records.

In observation of its forthcoming anniversary, Philips inaugurated an award program in which a "Philip" statuette was presented as a "Meritorious Award for All-Product Sales Performance" to Mutual Distributors, Inc., Seaboard Distributors, Inc., and Big State Distributing Corp.

Philips 12 album January release includes three new jazz albums by the label's award-winning jazz stars: "Dizzy Gillespie and The Double Six," "Here's to the Losers" by the Georgie Auld Sextet, and "Woody Herman—1964," the third album for Philips by Herman and his hot big band.

On the pop side, Teresa Brewer presents "Moments To Remember," Louis Alberto Del Parana and his Trio Los Paraguayos return with "Latin American Encores;" and The Royal Netherlands Marine Band plays "John Philip Sousa's Marches."

In a pop-folk approach, "The Serendipity Singers" introduces the young group in their first appearance on the label.

A new album in Philips' prestige Connoisseur Collection, in which "The Singing Nun" was introduced, is a beautifully designed album memorializing the late Parisian chanteuse, Edith Piaf. Entitled "Adieu, Little Sparrow," the album contains a rare collection of her earliest songs including "L'Etranger," the first song she ever recorded. A complete story of her life is given in a lavishly illustrated brochure, with full English translations of all her songs.

Rounding out the release is a group of four classical albums: "Duparc Twelve Songs" by baritone Gerard Souzay, Dalton Baldwin accompanying; "Beethoven Piano and Violin Sonatas 1, 3 and 6" by violinist David Oistrakh, Lev Oborin accompanying; "Mozart Symphonies No. 39 and No. 40" by the London Symphony Orchestra conducted by Colin Davis; and "800th Anniversary of The Cathedral of Notre Dame, Paris" featuring organist Pierre Cochereau, the choirs and clergy of the cathedral, brasses and orchestral players of the Lamoureux Concerts Orchestra, with conductors Armand Birbaum and Canon Jehan Revert.

Merchandising aids supporting the program include a new concept in dimensional display developed for selected LPs from the new Jan. product. The colorful in-store displays feature album covers set in a theatrical stage motif, giving dramatic effect in space only slightly larger than the standard die-cut jacket. Regular die-cut jackets are also offered for every album in the new release.

For the Connoisseur Collection, Philips is providing a set of new Browse-Box Index Cards.

All product in the January release will be supported by a "carefully planned" promotion campaign with extensive product coverage to be carried out with reviewers and radio stations.

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Mercury Execs Predict: Happy New Sales Year

CHICAGO—1964 will be a year characterized by a strong, healthy economy, a vitally expanding record industry, and an "explosive growth" period for Mercury Records, 150 men representing distributors for the company's Mercury, Philips and Smash labels were told at the "Music Bowl" national sales meetings Dec. 29 and 30 at Pheasant Run Lodge in St. Charles, Illinois.

The combined corporate meeting Sunday morning carried a timely football bowl game theme throughout because, according to President Irving B. Green in his "kick-off" speech, "We feel that this year, the corporate team of Mercury, Philips and Smash have had such a successful winning season that we've established our own Music Bowl game!"

Setting the pace for the meetings, Green reviewed the company's product achievements for 1963, which have resulted in the best sales year in the company's history, and announced an increase in sales volume of 50 per cent over the past year.

Green also advanced the company's belief that "Although our industry is often accused of over producing, we believe the primary sales problem today is instead under demand . . . the failure to key the product closely enough to what the consumer wants."

Thus the company's goals for 1964, Green explained, will be to continue the already successful program of product designed specifically to meet the consumer demand: through the signing of top name talent; the development of fresh new artists that fit the known pattern of consumer desires; the development of additional unique material and presentations; an expanded program of market research; and to continue close attention to the problems of the distributor.

In a report on the country's overall economic condition, executive vice-president Irwin H. Steinberg pointed out that the economy is beginning its 34th month of expansion, and has achieved a 100 billion dollar rise in gross national product. "Economists can detect no evidence of significant deterioration in this non-inflationary growth, and believe that the business rise will establish a new precedent."

Steinberg termed the present economic force "expansionary," accompanied by an expansive monetary policy.

Additional signs for a highly profitable 1964 are, Steinberg said, found in "the expectation that as a group, consumers will spend virtually all of the additional purchasing power to come with lowering of personal income taxes; plus the 432 billion dollars in disposable personal income in 1964, which should represent a gain of more than seven per cent over 1963." He added that the economy will operate closer to full capacity in 1964 than at any time since the middle 1950's.

In looking at the economy of the recording industry itself, Steinberg pointed out nine consecutive years of growth, with this growth generally outpacing that of the country's gross national product.

As a leisure time industry, the recording world should share in the consumer's greater disposable income at a larger than average rate in 1964, Steinberg believes.

To take full advantage of the great opportunities inherent in the present economy, Steinberg told the distributors that they, too, "may have to go to market in terms of a changing distribution pattern which might eventually find them servicing the consumer directly."

Steinberg warned that to keep pace with the Mercury corporate growth, and to meet the challenges of the changing distribution, distributors must prepare to develop more adequate financial resources.

Kenny S. Myers, vice-president in charge of sales, outlined the changing patterns of consumer buying habits which have caused extreme change in retailing, wholesaling, and all of marketing in the years since the war.

"Today, the consumer looks for convenience," Myers said, "and doesn't care what type of store carries the wanted product, as long as it is conveniently located and easy to shop in. The consumer not only demands the type of product, but now dictates the entire marketing operation."

Myers reviewed the dramatic expansion of the wholesaling operation within the recording industry, since the early 1940's through the present.

With a graphic slide presentation, Myers showed how the simple two-step pre-war distribution system grew, after the war, with the addition of one-stops. In 1955, the pattern broadened still further with the birth of record clubs, at first the national and then the store level. In 1957, rack jobbers were added, completing today's complex system.

Although the record industry can expect to get a good share of the consumer's expanding disposable income, Myers cautioned that the record industry is indirectly competing with all other leisure-time industries (such as the entertainment world, and manufacturers of goods such as sporting equipment, boats, photographic goods, etc.) for the consumer dollar.

"To keep the consumer interested in our products, and our industry growing, we must present that product as a true value at a price competitive to the other leisure time industries."

With manufacturing costs constantly rising, Myers pointed out, the industry must decrease costs in the distribution area in order to maintain a consumer price favorably competitive with other leisure time products.

"The cost of the elaborate wholesaling structure is one of the greatest concerns of all industries today," Myers concluded, "and the distributor must prepare himself to get close to the consumer through consolidation."

Augmenting the speeches by the three company executives were two experts in related areas: Bill Gavin, publisher of "The Gavin Report" and radio programming consultant; and Fred W. Shewell, second vice-president of the Continental Illinois Bank & Trust Co., who told the distributors the position of a banker in relation to business loans.

On Sunday evening, distributors were entertained at a "Post-Game Rally" cocktail party featuring an all-star show arranged by Shelby Singleton.

Talent performing for the Mercury label included The Knob Lick Upper 10,000, Ray Stevens, and Stu Ramsay. Philips artists were Jimmy Clanton, and Brian Hyland, who was just signed to the label. For Smash, performing were The Angels, Jerry Lee Lewis, and Lurlean Hunter, a new acquisition.

Keely Smith Forms A Label: Mona Lisa

NEW YORK—Songstress Keely Smith has formed her own diskery, Mona Lisa Records, this city. She will be heard on the label's first offering, a singles release, due this week, which is being distributed nationally by Roulette Records. The date, "Let Me Call You Sweetheart," was cut by Teddy Reig, vet A&R man for Roulette. Tune was performed by the artist on last Sunday's (5) Ed Sullivan TV'er.

Mona Lisa was formed by Keely Smith with her business agent, Barbara Belle, and all future recordings are to be waxed under the artist's production firm, Keely Smith Enterprises. Negotiations are underway for new and name talent, an announcement said.

It was also noted that old masters from the Dot label of the lark alone and with Louis Prima will be repackaged for sale on Mona Lisa.

Greenberg New Smash Midwest Reg. Mgr.

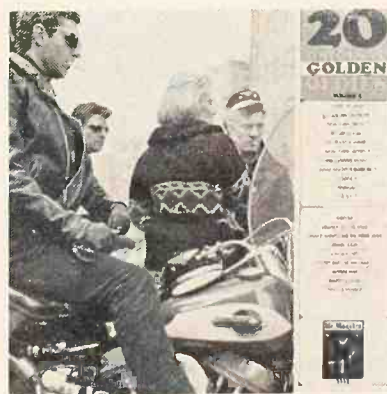
CHICAGO—Charlie Fach, Smash Records topper, has announced the appointment of Elliot Greenberg as midwest regional manager for the label. Greenberg replaces Alan Mink, who was recently promoted to national promo manager.

Greenberg, a graduate of Michigan State, started as a disk salesman for Coral Records, entered a retail operation in Detroit, served as Midwest promo manager for Columbia, and prior to his appointment with Smash did free-lance artists promotion in Detroit where he will make his headquarters.

New Distrib Set-Up Bows In Windy City

CHICAGO—Jim Golden, a vet on Chicago's disk scene, has formed USA Records Co., Inc., which will concentrate on national distribution, rack-jobbing, one-stop sales and record promo and general sales. Firm is headquartered at 1448 South Michigan Ave., in the heart of Chi's Record Row district.

Firm is currently representing "California Sun" by The Rivas by The Riviera label, a national breakout, according to Golden. USA is also shipping LP's on the Dyno label by Marion Lush and The Music Stars plus a singles date on the Age label, Ricky Allen's "Can I Come Back Home."



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45-824

LIGHTNIN' HOPKINS

breakout in Detroit — top blues single

SEED SHACK

45-276

GENE AMMONS

hot jazz R & B single — top hit in Chicago

ROCK CANDY

45-273

JACK McDUFF

we predict top 50 chart action in January still bubbling!

CRIB THEME

45-287

RED HOLLOWAY

newest Prestige sax star — hot in Cleveland

GOIN' TO CHICAGO BLUES

45-291

JIMMY WITHERSPOON

top blues item — big airplay in Philadelphia

SOMEWHERE IN THE NIGHT

45-286

JACK McDUFF

newest single by America's hottest selling jazz organist — getting pop airplay

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—NEW HITS TO BEGIN THE NEW YEAR—

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"STRANGE THINGS HAPPENING"
 AND
"I'M GONNA STOP"
 DUKE 371

MISS LAVELL'S
"WHY YOUNG MEN GO WILD"
 AND
"RUN TO YOU"
 DUKE 372

BUDDY ACE'S
"IT MAKES YOU WANT TO CRY"
 AND
"YOU'VE GOT MY LOVE"
 DUKE 373

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THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS
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Benefit Date



BROOKLYN, N.Y. — Nearly 2,000 teens turned out recently in a tumultuous tribute to WMCA-New York's six popular "Good Guys" and Patty La Belle, lead singer of the Bluebells, and other top recording stars who entertained at the annual holiday dance at St. Michale's School, held this year to benefit the U.S. Marine Corps' "Toys For Tots" campaign. The deejays and the stars collected over \$1000 and as many toys for underprivileged children due to benefit from the joint Marine-WMCA project. In the above pic station personality B. Mitchell Reed is shown crouching in front of a group of Marines holding the lark.

Epic Bows Greco Single From "Rugantino"

NEW YORK—Epic Records has just issued a new singles outing by Buddy Greco. It's a tune—tagged "Ciumachella" (Choo-Mah-Kay-Lah)—from the new Italian musical, "Rugantino," which is set to open in New York next month. Greco sings it in Italian as well as English. Unusual aspect of the show is that it's done in its original Italian, with a special screen giving the audience the English subtitles.



PLATTER SPINNER PATTER

WLS—Chicago will help ring in the new year with a "Good Sound of Music Spectacular" featuring hits of the past 10 years, to be played throughout the broadcast schedule. Top hits of 1963, along with songs of today, started the musical recently on the Bob Hale Show at 3:00 PM New Year's Eve. Running through Jan. 10, the music spectacular will spotlight the biggest song hits from Jan. 1963 to today. The musical showcase will feature 890 million dollars worth of music, the figure computed from sales of the records. . . . WLS is presently urging listeners to have a safe holiday season. In cooperation with the National Safety Council, Don Stewart, station director of public affairs, has custom-produced a three-part series of safety announcements. The series includes an appeal for pedestrian and highway safety, a reminder to keep walks clean to prevent accidents.

by Mars in 1960, and was tested during that year as a total programming service of WFYI-Long Island, New York. The service consists of fully produced and market-tailored program material produced at Mars studios in Stamford. A Demand station need only add time, temperature, community notes and news. Music and entertainment elements consist of nostalgia, pop music and artists but no rock 'n roll or top forty material. All Mars produced material is specifically created for the station and market. Mars also produces the Dick Clark radio show, a two hour per day variety-music program with Dick Clark and major guest stars and a series of produced radio promotion packages.

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Charles Denby, president of the Pittsburgh Symphony Society, announced a gift of \$1000 from WWSW-Pittsburgh Symphony Endowment. Denby said he is particularly pleased with the contribution because WWSW officials have announced the station will continue its annual support of the orchestra at the present level, and, in addition, hope to make contributions to the endowment from time to time. WWSW has broadcasting Pittsburgh Symphony concerts from Syria Mosque hall on delayed basis since 1941.

"Cold Feet" Becker doesn't have cold feet any more. WJRZ-Newark's Mike Becker, reporter for the WJRZ Trafficopter had a big problem. As the cold weather set in, he found that it was even colder 2000 feet in the air. Every type of jacket (insulated, lumber, wool, nylon), plus innumerable sweaters made the trip into the blue yonder with Mike and the Trafficopter. He finally came up with a winning combination of sweaters and lumber-jacket . . . but his feet seemed to feel the cold more than ever. A couple of days ago, while flying above the north Jersey metropolitan area, he mentioned, over the air, that his feet were turning blue. Just in time for Christmas, a pair of heavy, green, hand-knit wool socks arrived at the outlet for Mike. There wasn't any card enclosed so Mike doesn't know who to thank . . . but "Cold Feet" Becker no longer has cold feet.

WXYZ-Detroit personalities recently staged one of the midwest's biggest charity dances of the 1963 holiday season. Outlet deejays, Lee Alan, Joel Sebastian and Dave Prince hosted a dance on Dec. 23 to benefit underprivileged youngsters. All proceeds went to Detroit's Old Newsboys "Goodfellow Fund."

Vaughn Meader is busy making the Gotham promo rounds plugging his new Verve LP, "Have Some Nuts." The laugh man has already visited the Alma John and Hal Jackson shows (WWRL) and is set for the Joe Franklin (WOR-TV), Sandy Lesburg (WBFM), Barry Farber (WOR), Lee Carle (WGIL), Ted Lawrence (ABC) and Evelyn Cunningham (WLIB) shows during the first two weeks in Jan.

Demand Radio, the 24 hour per day program syndication service of Mars Broadcasting, Inc., enters its third year this week with renewals of KTHT-Houston, WTOL-Toledo, according to Robert V. Whitney, executive veep of the firm. KBEA-Kansas City was recently added to Demand lineup. The Demand concept, according to Whitney, has now enjoyed an intensive test and has been demonstrated to raise ratings, lower costs and eliminate management headaches. Negotiations are in progress for new Demand Radio outlets in Omaha, Denver, Boston, Cleveland and Chattanooga. Demand Radio was designed

WEW-St. Louis' production director, Ron Lipe, expanded his group of offspring to a quartet just before Christmas with the arrival of a gift-wrapped seven-pound, 6 ounce bundle named Marla. Congrats Ron!

Spinner-newsman Hilary Bogden will begin his 20th year of broadcasting at WJAS-Pittsburgh on Jan. 14, 1964. Hilary's current pop variety show is heard week nites from 8 to 1 AM and is listed as one of Pittsburgh's top night time shows.

The most popular records of 1963 were reviewed in a year end wrap-up of pop music on WINS-New York on Murray Kauffman's Dec. 31 air stanza. The top 50 decks of the year were played on the program between 7:00 PM and 10:30 PM.

VITAL STATISTICS:

Cornel Tanassy has been given the green light as music director WJRZ-Newark . . . John Canton is the new program supervisor of KUDL-Kansas City . . . Roc Robbins has exited his air spot on WFUN-Miami to assume the music director chair on WCOP-Cincinnati . . . Leslie R. Nance is a new announcing add on WDBJ-Roanoke . . . Ken Croes given the nod as acting manager of KERO-TV-San Diego. . . Chris Parrish is WFLA-Tampa's new music director.

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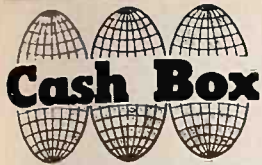
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TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bullet

A Fool Never Learns	*67	Marvelous Toy	48
Anyone Who Had A Heart	*27	Midnight Mary	10
Ask Me	93	My One And Only Jimmie Boy	82
As Long As I Know He's Mine	53		
As Usual	*11	Need To Belong	30
Baby Don't You Weep	65	Nitty Gritty	9
Baby I Love You	*40	Out Of Limits	*17
Baby's Gone	84		
Bad Girl	62	Pain In My Heart	*60
Be True To Your School	29	Penetration	99
Bon Doo Wah	46	Please	89
Boy Next Door	39	Popsicles & Icicles	3
Can I Get A Witness	26	Pretty Paper	24
Charade	61	Quicksand	14
Come Dance With Me	95		
Comin' In The Back Door	76	Shelter Of Your Arms	77
Daisy Petal Pickin'	*25	She's A Fool	56
Deep In The Heart Of Harlem	86	Since I Fell For You	6
Dominique	4	Since I Found A New Love	96
Drag City	*12	Snap Your Fingers	97
Drip Drop	23	Somewhere	*16
Dumb Head	73	Son Of A Rebel Rouser	90
Everybody	33	Southtown U.S.A.	94
For You	*21	Stewball	52
Forget Him	5	Surfin' Bird	*7
For Your Precious Love	41		
442 Glenwood Avenue	98	Talking About My Baby	70
Girls Grow Up Faster Than Boys	49	Talk Back Trembling Lips	8
Greasy Spoon	68	That Boy John	87
Harlem Shuffle	*66	That Lucky Old Sun	20
Have You Heard	37	There I've Said It Again	2
He Says The Same Things To Me	100	Today's Teardrops	81
Hey Little Cobra	*78	Tonight You're Gonna Fall In Love	*74
His Kiss	79	Tro La La Lo Suzy	38
Hooka Tooka	*64	True Love Goes On And On	91
I Can't Stop Talking About You	71	Turn Around	32
If Somebody Told You	*78	Um, Um, Um, Um, Um, Um	*34
I Gotta Dance To Keep From Crying	47		
I Have A Boyfriend	45	Walkin' The Dog	43
I'm Leaving It Up To You	31	Watch Your Step	72
In My Room	50	We Belong Together	75
In The Summer Of His Years	*44	What Kind Of Fool (Do You Think I Am)	63
It's All In The Game	59	What's Easy For Two	55
It's All Right	57	When The Love Light Starts Shining	
I Want To Hold Your Hand	80	In His Eyes	22
Java	92	When You Walk In The Room	83
Kansas City	35	Whispering	*15
Little Boy, The	54	Who Cares	85
Little Red Rooster	69	Wives And Lovers	13
Loddy Lo	36	Wonderful Summer	42
Long, Toll Texan	51	You Don't Have To Be A Baby To Cry	19
Louie, Louie	1	You Don't Own Me	*28
		You'll Never Walk Alone	88
		You're No Good	58

Teen Queen



HOLLYWOOD—A typewriter, \$500 in cash and a date with Jimmy Gilmer. These are the gifts awarded to "Teen Queen" Miss Diane Martin of Los Angeles after her election on a special "Queen For A Day" program broadcast last week on ABC-TV. In the above pic the Teen Queen is flanked by Dot's Jimmy Gilmer, currently riding the charts with "Daisy Petal Pickin'," and Jack Bailey emcee of the show.

Milva To Debut In U.S.

NEW YORK—Italian songstress Milva will make her American debut at Carnegie Hall on Jan. 18 and at the Academy of Music in Brooklyn on the 19th.

Milva achieved her first recognition at the 1961 San Remo Song Festival and has since gone on to score in the top three of every Italian festival. The lark records for Cetra in Italy and has 15 singles and 15 LP's on the market. She will remain in the U.S. for two weeks.

New Shirley Bassey Deck Issued By U.A.

NEW YORK—United Artists Records has issued a new single by British songstress Shirley Bassey tagged, "My Special Dream" backed with "How Can You Tell?"

The "Dream" side is an adaptation of one of the themes from Carl Foreman's flick, "The Victors."

DION DIMUCI	DRIP DROP	COLUMBIA
	Tiger Music, Inc.	
ELVIS PRESLEY	BOSSA NOVA BABY	RCA VICTOR
	Elvis Presley Music	
BROOK BENTON	YOU'RE ALL I WANT	MERCURY
	Bennie Benjamin Music Inc.	
NINO TEMPO & APRIL STEVENS	TWEEDLE DEE	ATLANTIC
	Progressive Music	
LOU JOHNSON	REACH OUT FOR ME	BIGTOP
	Ross Jungnickel Inc./Blue Seas Music Inc.	
THE DYNAMICS	MISERY	BIGTOP
	Noma Music Inc.	
FREDDIE SCOTT	I GOT A WOMAN	COLPIX
	Progressive Music Pub. Co., Inc.	
JOHNNY CASH	THE MATADOR	COLUMBIA
	Johnny Cash Music Inc.	
DON & JUAN	LONELY MAN	MALA
	Hill & Range Songs, Inc.	
DON & JUAN	COULD THIS BE LOVE	MALA
	Hill & Range Songs, Inc.	
	THE ABERBACH GROUP	
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ALBUM PLANS

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

BLUE NOTE

10% discount on all LP's. Expires: Jan. 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 distributors for details. Expires: Jan. 31.

LIBERTY-IMPERIAL-DOUBLE L

15% discount on four new albums on the Liberty, Imperial and Double LP labels; 100% exchange privilege, with merchandise exchangeable after April 1, 1964. Payments: 1/3 payments on Jan. 10, Feb. 10, Mar. 10.

LONDON

Complete catalog available at discounts, dated billing, ad allowances, etc. Contact local distributors 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.

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

15% discount on Prestige 7000 series; 10% discount on Prestige Folklore and Prestige 16000 series; Bluesville: buy-5-get-2-free. Expires: Jan. 31.

REQUEST

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

SMASH

"1964—A Smash of a Leap Year:" 12 1/2% 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 distributors. 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.

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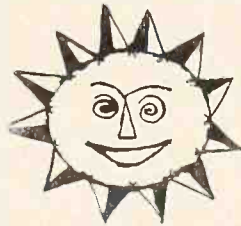
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Mercury Program: "Parade Of Stars"

(Continued from page 6)

For folk fans, Mercury offers "Rag-time Jug Stoppers" by Dave Van Ronk. Two new jazz albums are "Shirley Horn With Horn" and "Kirk in Copenhagen" by Roland Kirk. C & W is represented with "Story Songs for Country Folks" by Faron Young, and "Songs of The Cities" by Roy Drusky.

Rounding out the pop section of the release are a various artists album of "Irving Berlin Songs" and "Billy Eckstine Now Singing in 12 Great Movies."

New classical releases include: "Hovhanness Symphony No. 4 and Giannini Symphony No. 3," performed

by The Eastman Wind Ensemble; "Henryk Szeryng Plays Treasures For The Violin," with Charles Reiner, pianist; "Bach Suites For Unaccompanied Cello," Janos Starker; "Hungarian Rhapsodies by Liszt," by the London Symphony Orchestra, conducted by Antal Dorati; and "Beethoven Piano Concerto No. 4 and Piano Sonata in E Major," by Gina Bachauer with the London Symphony Orchestra.

The classical division also introduced six new albums in the "Great Music" series—all of French composers and all performed by the Detroit Symphony under the direction of Paul Paray.

Composers represented in these "Great Music by French Composers" albums are Debussy, Ravel, Bizet, Chabrier, Berlioz, and Franck.

An expansion of the already eight-album strong "Storyteller" series was announced with the addition of four albums: "Snow White and The Seven Dwarfs and Rumpelstiltskin;" "Pinocchio and Alice in Wonderland;" "Little Red Riding Hood and The Three Little Pigs;" "Treasure Island and Aladdin and the Magic Lamp."

Introduced last Sept., this is the first addition to the "Storyteller" series of low-priced children's albums.

Sales aids include a complete window and POP display kit carrying out the "Parade of Stars" theme, and diecut easel jackets.

A highlight of the meeting was the presentation of the annual awards to distributors for outstanding performance in 1963 in five categories.

Award-winning distributorships were: Seaboard, Hartford, All-Product Award; All South, New Orleans, Singles Award; Mid-America, Des Moines, LP Award; Multi-Disc, New York, Classical Award; and Dale Enterprises, Boston, Wing Award.

On hand to receive the awards for their distributorships were Marv Ginsberg and Joel Roskin of Seaboard; Henry Hildebrand of All South; Jack Mishler of Mid-America; Abe Chayet of Multi-Disc, and Herb Dale of Dale Enterprises.

UA's "Winter Wonderland"

(Continued from page 6)

clude five new Tale Spinners for Children albums.

Subsid label issues—presented at similar sessions presided over by Andy Miele, general manager for subsid labels—include "Gene Pitney's Big Sixteen" (Musicor), "The Best of Richard Hayman" (Ascot), "Jazz from the Movies," with Duke Ellington, John Lewis and others, "Dixieland and Honky Tonk Pianos" and two new "Super" albums with the original soundtrack music from four flicks.

UA execs present at the meet included Art Talmadge, Si Mael, veep and comptroller, Lloyd Leipzig, director of creative services, Joe Berger, national sales manager, Jay Jacobs, national director of sales merchandising, Jack Gold, A&R director, and Ron Nackman, production director.



... there's only one!

Mercury Executives Speak At Sales Meet



CHICAGO—During the recent Mercury Records sales meet here, the label's top executives spoke to the distributors in attendance on a wide range of subjects including new product, sales plans, etc. Pictured (left to right) in the top row are Mercury prexy Irving B. Green, Irwin H. Steinberg, executive vice-president, and Kenny Myers, veep in charge of sales. Shown (left to right) in the bottom row are Bernard Braddon, administrative director of the classical division, merchandising manager George Balos, and Morris Diamond, national promo manager.

Five Mercury distributors were honored with special awards for outstanding sales efforts during the label's recent confab. Shown (in pic at lower right) following the presentation, are (left to right), in the front row, K. S. Myers, veep; Henry Hildebrand, All South, New Orleans; Herb Dale, Dale Enterprises, Boston;



and Dick Bruce, sales manager. In the back row are Abe Chayet, Multi Disc, New York; Jack Mishler, Mid-America, Des Moines; and Marv Ginsberg, Seaboard, Hartford.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1.	1.	4.	*I Want To Hold Your Hand—The Beatles	(Parlophone) Northern Songs
2.	2.	19.	*She Loves You—The Beatles	(Parlophone) Northern Songs
3.	4.	7.	*You Were Made For Me—Freddie & The Dreamers	(Columbia) Feldman
4.	3.	5.	*Glad All Over—Dave Clark Five	(Columbia) Ivy
5.	5.	8.	Secret Love—Kathy Kirby	(Decca) Harms-Witmark
6.	6.	6.	*I Only Want To Be With You—Dusty Springfield	(Philips) Springfield
7.	7.	4.	Dominique—The Singing Nun	(Philips) Flamingo
8.	9.	8.	*Don't Talk To Him—Cliff Richard	(Columbia) Shadows
9.	10.	4.	Twenty Four Hours From Tulsa—Gene Pitney	(United Artists) Arch
10.	8.	7.	Maria Elena—Los Indios Tabajaras	(R.C.A.) Latin-American
11.	11.	4.	*Geronimo—The Shadows	(Columbia) Shadows
12.	15.	2.	Swinging On A Star—Big Dee Irwin	(Colpix) Chappell
13.	12.	12.	You'll Never Walk Alone—Gerry & The Pacemakers	(Columbia) Chappell
14.	14.	3.	*I Wanna Be Your Man—The Rolling Stones	(Decca) Northern Songs
15.	13.	8.	*I'll Keep You Satisfied—Billy J. Kramer	(Parlophone) Northern Songs
16.	—	1.	Kiss Me Quick—Elvis Presley	(R.C.A.) West One
17.	18.	3.	*Not Too Little Not Too Much—Chris Sandford	(Decca) Marquis

Great Britain Top Ten LP's

1.	1.	With The Beatles—The Beatles	(Parlophone)
2.	2.	Please Please Me—The Beatles	(Parlophone)
3.	4.	West Side Story—Soundtrack	(CBS)
4.	3.	How Do You Like It—Gerry & The Pacemakers	(Columbia)
5.	—	On Tour With The George Mitchell Minstrels	(H.M.V.)
6.	6.	Born Free—Frank Ifield	(Columbia)
7.	9.	Freddie & The Dreamers—Freddie & The Dreamers	(Columbia)
8.	5.	Meet The Searchers—The Searchers	(Pye)
9.	—	The Shadows Greatest Hits—The Shadows	(Columbia)
10.	—	Kenny Ball's Golden Hits—Kenny Ball	(Pye Golden Guinea)

Great Britain Top Ten EP's

1.	1.	Twist And Shout—The Beatles	(Parlophone)
2.	2.	The Beatles Hits—The Beatles	(Parlophone)
3.	3.	The Beatles No. 1—The Beatles	(Parlophone)
4.	4.	Love Songs—Cliff Richard	(Columbia)
5.	6.	Los Shadows—The Shadows	(Columbia)
6.	5.	Ain't Gonna Kiss Ya—The Searchers	(Pye)
7.	—	Peter Paul & Mary—Peter Paul & Mary	(Warner Bros)
8.	—	Shindig With The Shadows—The Shadows	(Columbia)
9.	—	In Dreams—Roy Orbison	(London)
10.	—	Wages Of Sin—Harry H. Corbett; Wilfred Bramble	(Pye)

House Of Budget Hits
Billboard Breakout LP

DOMINIQUE
The Singing Nuns Song

Le Choeur des Enfants de Marie-Martin

MONAURAL

CONTINENTAL RECORDS
500 Fifth Ave., NYC

"BABY WHAT YOU WANT ME TO DO"
ETTA JAMES
ARGO 5459

CHESS PRODUCING CO
2120 Michigan Ave. Chicago 16-III.

THE MIRACLES

"I Gotta Dance To Keep From Crying"
Tomla 54089

TAMLA RECORDS

Chartbound!!!

MAXINE DAVIS

"I FOUND A LOVE"
GUYDEN #2099

J/E
Janie/Guyden DISTRIBUTING CO.

Starday's Winter Plan

(Continued from page 7)

ing amount of the Starday catalog is being released overseas by London Records in England, which now have no less than forty Starday albums issued or in production. In addition Starday gets 100 sides released per year in Germany, six albums per year in Australia, twelve in Japan, and varying amounts in other countries.

Starday's overseas publishing setup in affiliation with Hill and Range licensed 680 recordings of songs from the Starday Music catalog in countries outside the U.S. and Canada during 1964. A 25% increase is predicted for 1964.

The new Starday product includes: "The Wonderful World of Country Music," 16 songs by various artists (a \$1.98 list); "Cowboy Copas & His Friends," "Code of the Mountains," Bill Clifton with 5-string banjo; "Mister Piano Man," Moon Mullican; "The Ten Talented Fingers of Guitar Star Jackie Phelps," "Slipping Around," 14 honky-tonk songs by various artists; "Precious Moments" by The Blue Sky Boys; "Songs That Made Him Famous," Clyde Moody; "Lost Love & Lonely Nights," various artists; "Country Music Convention Album," celebrating the 38th anniversary of the Grand Ole Opry; "Big 'D' Jamboree"; and "Country Philosophy & Cracker Barrel Humor" by the Arthur "Guitar Boogie" Smith.

Dept. Of Commerce Lists 1964 Int'l Trade Fairs

WASHINGTON—Businessmen interested in selling their products overseas can choose from more than 400 international trade fairs in 49 countries in 1964, the U. S. Department of Commerce has reported.

A 12-page special report published in the current issue of "International Commerce" lists the dates, locations and specialty classifications of the various fairs. These range from audio equipment to toys and from antiques to plastics. Also listed chronologically are more than 115 fairs to be held in the United States.

While most of the international trade fairs last only a week, several will run for as long as a month. A few, such as the New York World's Fair, scheduled to open April 22, will run throughout the summer months of 1964 and 1965.

The Department's Bureau of International Commerce will stage exhibitions of U. S.-made products in a number of these international fairs.

"International Commerce" is available from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D.C. or any of the Department of Commerce Field Offices, at 35 cents a copy (annual subscription, \$16.)

Further information regarding these fairs may be obtained from the Bureau of International Commerce, U. S. Department of Commerce, Washington, D.C. 20230.

FCC OK's Sale Of WWRL To Sanderling

NEW YORK—The FCC last week formalized what is reportedly the highest sales price for a Negro-based radio station, approving the transfer of New York's WWRL from Long Island Broadcasting to WOPA Inc. for \$1,825,000.

WOPA Inc. is part of the Sanderling station chain which also includes Negro outlets WDIA-Memphis, KDIA-Oakland as well as KFOX-Long Beach. WOPA is the broadcasting operation in Oak Park, Ill. Egmont Sanderling is president of the group.

Campbell-Connelly Elects 2 To Board, New Post For Seymour

LONDON—The Campbell-Connelly group of music operations has elected two firm members to its board and has made an appointment.

Moves, made following the death of Reg Connelly last Sept., include: new board members: Roy Berry, who also continues as general manager; and Miss L. Young, for many years personal secretary to Connelly. In addition, George Seymour has been named director of Cinephonic Music and Harrison Music.

Epic Reports Click For 2-LP Lanin Set

NEW YORK—The Holiday party season brought an immediate sales response to a 2-LP "Lester Lanin Dance Album," Epic Records reported last week. The label said that successful sales stemmed from purchases of the package as an Xmas gift item and as a highlight of Holiday Season parties. The set is a round-up of 18 different dance steps on 28 separate bands and also includes an illustrated descriptive booklet by dance expert Edwin J. Sims. The album, Epic also noted, looks like the maestro's strongest LP seller since his "Twistin' in High Society."

Mabel Mercer: 50th Show Biz Anny

NEW YORK—Mabel Mercer, the sophisticated nitery songstress, celebrates her 50th year in show business this Tues. (7).

The performer, now appearing at New York's Downstairs at the Upstairs for her ninth straight month, started on the trail to present status 50 years ago in England, joining a vaudeville act of her family's in the North of England.

After learning her art in vaudeville and on the stage, she left for Paris, where she became a prime favorite with the cognoscenti at Bricktop's famous club, for ten years. In 1938, the artist left for the United States.

She has had a number of album releases on the Atlantic label.

Discussing Tuckahoe Tunes



MADISON, TENN.—Alex Zanetis (left), composer of "As Usual," "Guilty," "I'm Gonna Change Everything" and "Snap Your Fingers," is pictured with Ray Baker, general manager of Tuckahoe Music and its affiliated pubberies, at a new tune confab.

ROSA Skeds N.Y. Meet

PHILADELPHIA—The next meet of ROSA, the one-stop association, takes place in New York this weekend (11, 12) at the Americana Hotel. It'll be a closed gathering for ROSA members and other one-stops.

Smash's Leap Year

(Continued from page 6)

production agreement with James Brown.

Fach also declared that the New Year would see the Fontana label develop into the top label in the foreign film track field. Label, Fach also said, plans an expansion of its country music line, Cumberland Records.

New Smash product includes: debut albums by Jerry Lee Lewis ("Jerry Lee Lewis' Golden Hits") and The Caravelles ("You Don't Have to Be a Baby To Cry"); "Pickin' & Singin'" by Mother Maybelle Carter; tenor saxist Billy Mitchell's "A Little Juicey"; Mudcat Thomas' "Backwood Blues"; "Dixieland/Folk Style" by Bill Justis.

Fontana is offering "Black Orpheus" and "Alike, My Love," with a score by Manos ("Never On Sunday") Hadjidakis. Other Fontana albums include: "Melodies of Japan," Johnny Gregory; "Doin' the Hi-Life," popular dance rhythms recorded in Africa by six natives orchestras; "Tamoure" by Carlos Rubio.

Merchandising support includes easel-backed LP covers, album cover-books and a special point-of-sale display pennant, provided free-of-charge.

Doug Moody also introduced new singles product, including The Angels' new deck, "Wow-Wow-Wow." Fach then announced awards to Smash distributors for outstanding achievement in three categories: Hutch Carlock of Music City in Nashville for "Best Over-All Smash Distributor"; Ray Hildebrand of All South in New Orleans for "Best Singles Distributor"; and Sam Klayman of Supreme in Cincinnati for "Best LP Distributor."

A special award was presented to The Angels by Moody for "Achieving a National Number One Hit in 1963" ("My Boyfriend's Back").

Fach also announced that three scooters would be given away Feb. 29, when the current program expires, to the three distributors who do "the greatest job with the Smash Leap Year release."

Other Smash execs on hand at the meet, which also included a Sat. night cocktail party and dinner and show, included Alan Mink, national promo manager; Eva Dolin, publicity director and regional managers Lou Dennis, Joe Delmedico and Elliot Greenberg, newly-appointed mid-western regional man.



HOT! HOTTER!

PETE SEEGER-LIVE HOOTENANNY-AB1006
Cashbox-Folk Pop Best Bet Dec. 21, 1963
Billboard-4 Star - Dec. 7, 1963

aravel
46-23 Crane Street, L. I. C., N. Y., EX 2-6442

Colpix Declares Div.

NEW YORK—The Board of Directors of Columbia Pictures Corp., parent company of the Colpix label and various music operations, has declared the regular quarterly dividend of \$1.06¼ per share on the \$4.25 cumulative preferred stock payable Feb. 17, 1964 to stockholders of record on Feb. 3.

WB To Cut "Rugantino"

BURBANK—Mike Maitland, president of Warner Bros. Records, has announced that the label has acquired the wax rights to "Rugantino," the Italian musical premiering on Broadway Feb. 8.

The diskery will issue the original cast album prior to the show's opening and will include the theater souvenir booklet with each LP. Extensive promotional and merchandising plans are being readied by the diskery.

BIG GOSPEL ALBUM!

Nashboro 7016

"THE CONSOLERS"

Including their great rendition of "WAITING FOR MY CHILD"

HOT NEW RELEASE!

BROTHER JOE MAY'S NEW GOSPEL ALBUM

Nashboro 7017

STRONG BLUES SINGLES!

BLUES AT NIGHT b/w DON'T MISTREAT ME BABY LIGHTNIN' SLIM

Exello 2240

I'M GOING IN THE VALLEY

SILAS HOGAN

Exello 2241

NASHBORO RECORDS

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

House Of Budget Hits
Billboard Spotlight LP



CONTINENTAL RECORDS
500 Fifth Ave., NYC



BACK ON THE CHARTSVILLE ROAD

with a New smash by

("Hey Baby")

Bruce Channel

"GOING BACK TO LOUISIANA"

Le Cam 122

MAJOR BILL SMITH P.O. Box 11152 Ft. Worth, Texas

Dale & Grace Snare Gold Disks



NEW YORK—Dale and Grace, who jumped from obscurity to national popularity with their chart-topping Jamie-Guyden-distributed Montel deck of "I'm Leaving It Up To You," are pictured above proudly displaying gold records which they received for the hit. Standing at the right are the Montel brothers, Sam and George, on whose label the duo record.

Fox Pubbery Gets MJQ Music Catalog

NEW YORK—The Sam Fox Publishing Co. has announced its appointment as sole pubbery rep for the catalog of MJQ Music, Inc.

The jazz and jazz-oriented catalog includes the compositions of Alec Wilder, Gunther Schuller, Andre Hodeir, Werner Heider, Lalo Schifin and many others including the American composers John Lewis, Milt Jackson, Jimmy Giuffre, J. J. Johnson and more.

House Of Budget Hits
Billboard Spotlight LP



CONTINENTAL RECORDS
500 Fifth Ave., NYC

Coming Up Fast!!!
"Let Me Give You
MONEY"

The Pipes
#388

DOOTO 
REG. U.S. PAT. OFF.

GOING,
GOING
GONE

Brook Benton
#72230


Mercury
RECORDS

Contact Bows 1st LP: Ellington's "My People"

NEW YORK—Contact Records, recently formed here, has released its first LP—the original-cast version of Duke Ellington's "My People."

The opus was presented last summer during the "Negro Centennial" celebration at Chicago's McCormick Place. Performers who performed the work—Joya Sherrill, Jimmy McPhail and Lil Greenwood along with Billy Strayhorn's Orch.—are also on hand on the LP, which features the original music composed by Ellington.

The diskery is lining up its distrib network, the first distrib being Jet Dist. in New York.

Deejays and radio stations can get a promo copy of two songs from the show, write to Contact at 1841 Broadway (Room 1205).

Jensen Names Veep & Controller

CHICAGO—James E. Lee has been appointed veep and controller of Jensen Industries, the phono needle manufacturer, according to Karl W. Jensen, president.

Lew was formerly a senior on the audit staff of Arthur Anderson & Co. and has also been with the Ford Motor Co. steel division in Detroit. He is a certified public accountant.

Newman Cops L.A. Commission



NEW YORK—Jimmy Newman, who is currently clicking in the country dept. with "D. J. For A Day" on Decca, recently received a commission as honorary Louisiana State Policeman from Col. Tom Burbank for his untiring efforts to promote Louisiana and Bayou folk music. Standing (left to right) in the above pic are Jimmy Key, the chanter's manager, Newman and Bill Carrol, Decca's Louisiana rep.

AF-Col.-Dukes Suit Goes To Trial Soon

NEW YORK—A suit brought by Audio Fidelity Records against Columbia Records and the Dukes of Dixieland is set to go to trial here on or about Jan. 27 in the Supreme Court, New York County.

In its action, AF charges that an LP cut by The Dukes for Columbia contained five compositions they had previously cut for AF during their stay at the label. AF contends that under its pact with the group those songs could not be recorded until a lapse of five years. AF says this restriction was violated by the release of the album, "The Dukes at Disneyland," in 1962. The Dukes left AF in 1960 and signed with Columbia the following year.

Earlier, AF lost an attempt to receive a temporary injunction on the sale and distribution of the album. Upon re-argument, a temporary injunction was denied once more, but the Judge called for an early trial. Justice Owen McGovern signed the order for the trial.

The AF suit seeks money damages and punitive damage against The Dukes for "willfully" recording the numbers in question.

Form Indie Production, Label Outfits In N.Y.

NEW YORK—Ridema Productions, an indie disk production company, and Pelham Records have been formed here by Howie Marlin, Lenny Dell, Arnie Ritt, Louis DeFazzio and Sol Solomon. Product from the firms, based at 527 Madison Ave., is due within the next few weeks. Ritt was formerly affiliated with Ritco Records and Marlin and Dell are associated with The Dimensions, the Coral vocal group.

Correction

NEW YORK—A singles review in last week's issue carries incorrect publisher info, as noted on label copy. The disk is "California Sun" by The Rivas on the Riviera label. Correct publisher of the tune is Tyrol Music and Peanuts Music, a subsid of Lloyd & Logan. Writer is Henry Glover.

Correction

NEW YORK—Last week's Pick of the Week review of Capitol's new singles by The Beatles contained incorrect publisher info on one of the sides. Gil Music (BMI) is the right publisher for "I Saw Her Standing There," and not Walter Hofer, as the label indicated. Hofer represents Dick James Music in the U.S., British publisher of the tune.

Mercury Inks Geld-Udell To Indie Producing Deal

CHICAGO—Mercury Records' topper Irving B. Green last week announced the signing of the indie production firm of Geld-Udell as a producer for the Mercury group. Deal is to run for five years, with an undisclosed number of sides. Volume, however, is understood to be "substantial."

Geld-Udell has a number of successful sides to its credit, including dates by Brian Hyland, who has moved over to the Philips label from ABC-Paramount (see separate story), Ray Peterson and Curtis Lee. In addition, it has produced sides for ABC-Par, Brunswick and MGM.

Geld-Udell principals Peter Udell and Gary Geld teamed up in 1960. Successful songwriters as well as producers, they have written tunes for Jackie Wilson, Joni James, Linda Hopkins and Hyland. Currently they're writing material for Connie Francis' new movie, "Looking for Love."

Sam Gordon, exec of the firm,

New Jazz Label: Realm

NEW YORK—A new jazz label—Realm Records—has been formed here by Jackson Leichter. Leichter is head of another diskery, Sir Records, but the companies are not otherwise affiliated. Set for mid-Jan. release are two LP's, "Jazz for Bach Buffs" by the Baroque Jazz Ensemble, and "Lullabies in Jazz" by keyboard soloist Dave McKenna.

In most markets, Realm will be handled by Sir distrib. Sir itself has just named the following distributors: Music Suppliers, Inc. in Boston; M. S. Dist. in Chicago; Walter Slagle in Denver; Robert Records in St. Louis and Bold Dist. in Hialeah, Fla.

Amy Rushes "Midnight" LP

NEW YORK—Amy Records is rushing Joey Powers into its LP catalog with a release named after his current singles smash, "Midnight Mary." Meanwhile, the single is still going strong, according to Larry Uttal, label topper. He said that Dec. 27 was the biggest day the firm has had yet in "Midnight" orders: 30,000 singles were shipped.

Mitchell Trio Member Weds

NEW YORK—Singer Mike Kobluk, one third of the folk singing group the Chad Mitchell Trio, wed Claire Foran in her native Corpus Christi on Monday, Dec. 30. It was the first marriage for both. Kobluk, who was born and raised in Trail, British Columbia, is the solo voice on the Trio's current Mercury record hit, "The Marvelous Toy."

Zucker Expands H'wood Promo Office

HOLLYWOOD—Irwin Zucker, now in his 15th year of disk promotion, has expanded his offices in Hollywood with a move to larger quarters at 6515 Sunset Blvd. The firm has added Elsie Dobbs to its staff. She was formerly publicity director of the Southern California Cancer Center. Skip Ferderber is also an account exec for the firm.

MJQ Marks 12th Anny

NEW YORK—The Modern Jazz Quartet, John Lewis, Milt Jackson, Percy Heath and Connie Kay, recently celebrated its twelfth year with a successful concert at Philharmonic Hall.

The quartet will begin '64 with a series of concerts in the East and on the West Coast. The group will also have a new album on Atlantic released this month.

Familiar Event



NEW YORK—Vincentico Valdes (right), famed Latin wax artist, is shown in the above shot with arranger Joe Cain going over material for a forthcoming album. This is the 14th LP that the pair have worked on together.

Int'l Disk Club To Hear Bobby Weiss On World-Wide Counterfeiting

NEW YORK—Bobby Weiss, formerly the international music man for Warner Bros. Records, will speak on "International Pirating and Bootlegging of Records," at this week's luncheon of the International Record & Music Men's Club. Date is Thurs. (9), time is 12 p.m., place is the Village Room of the Hotel Taft. Weiss is presently president of International Music Liaison, which provides international supervision of promo and distribution of disk catalogs.

5 LP's In Jan. DGG Release

NEW YORK—Deutsche Grammophon, distributed in this country by MGM, has announced that its Jan. release of albums is headed by the complete opera, Beethoven's "Fidelio," sung in German by a cast that includes Leonie Rysanek, Irmgard Siegried, Dietrich Fischer-Dieskau, Ernst Haefliger, Gottlieb Frick, the Bavarian State Chorus and Orch. conducted by Ferenc Fricsay.

Other packages in the release are the "Metamorphosen" by R. Strauss & the "Symphonic Metamorphoses On A Theme Of Weber" by Hindemith with the Berlin Philharmonic conducted by Wilhelm Furtwangler, Schumann's "Symphony No. 1 and No. 4" with the Berlin Philharmonic conducted by Rafael Kubelik, Mahler's "Das Lied Von Der Erde" with Nan Merriman, Ernst Haefliger, the Concertgebouw conducted by Eugen Jochum, and Wagner's "Siegfried Idyll," "Lohengrin Overture to Act I," "Die Meistersinger Von Nurnberg Overture," and the "Tristan Und Isolde Prelude to Act I" with the Berlin Philharmonic conducted by Rafael Kubelik.

Gene Engle Dies

LOUISVILLE—Gene Engle, keyboard artist for Pee Wee King over a 10 year span (1949-59), died of a heart attack here recently at the age of 56. He was driving a car when he had the coronary. His wife was in the car at the time and was slightly injured in the crash that followed.

Correction

NEW YORK—The Dec. 28th issue of *Cash Box* mistakenly reported the title of the new Kingston Trio LP as "Sing Along With The Kingston Trio" on the LP chart. The correct tag for the new Capitol package is "Sing A Song With The Kingston Trio."

Backstage Visit



AUSTIN, TEXAS—A mutual admiration society seems to be in the making as Darrell Royal (right), coach of the top-rated Texas Longhorns, visits backstage with Justin Tubb during a recent show featuring Tubb, Webb Pierce and Hank Snow. Royal is an avid country music fan, while Justin is a former student at the University of Texas.

Regina To Issue JFK Memorial Album

NEW YORK—Another disk tribute to the late President John F. Kennedy has been released by the Regina label titled, "A Profile Of Courage," which features several of the President's outstanding speeches, including his inaugural address and address to the UN on the Cuban crisis.

Label topper Jack LaForge announced that 25% of the LP's gross receipts will be donated to Mrs. Jacqueline Kennedy's favorite charities.

Columbia, Epic Name James, Lishinsky To New Info Services Posts

NEW YORK—The Columbia and Epic labels have made two promotions in their information services department.

As announced last week by John Kurland, director of public relations and information services at Columbia and Epic, Billy James has been appointed Columbia and Epic's manager of west coast information services, while Judy Lishinsky has moved up to administrator of information services at Epic. Miss Lishinsky takes over the post previously handled by James.

Both will be responsible to Kurland for local and national press contact involving the activities of Columbia and Epic artists.

James joined Columbia as a copywriter in May, 1961. He was transferred to the literary services dept., where he wrote album liner notes as well as copy for Columbia and Epic ads. In Aug., 1962 he was promoted to manager of information services for Epic. Prior to joining the Columbia organization, he had four years' experience in copywriting and publicity and three years' in theater and TV.

Miss Lishinsky joined Columbia promo dept. in Sept., 1962 after three years in the publicity dept. of RCA Victor Records. Before her Victor association, she was on the editorial staff of Seventeen and Coronet mags.

H&A Selmer Shows 30% Sales Increase In '63

ELKHART, IND.—H. & A. Selmer, Inc., the instrument manufacturer, wound up 1963 with a 30% increase in sales over 1962, Jack Feddersen, Selmer president, has reported.

The exec, speaking at the firm's recent annual sales meet in Elkhart, home of the firm, said that a sales target for 1964 called for "substantially higher sales."

A re-alignment of district managers' territories into 17 divisions instead of 15 was also announced.

Journey's End



NEW YORK—The S. S. Amsterdam dropped a couple of Ankas in New York harbor, as Paul Anka and his wife, the former Anee De Zogheb, arrive back home. The Victor songster recently completed his fifth international tour, which included appearances in five cities in Poland at the express invitation of the Polish government.

Decca Unveils 3 New Phonos

NEW YORK—Decca Records has announced the addition of three new phonographs to its line which now includes twelve portables, three consoles, a consolette, a component system and a demonstrator model.

The three new models are the Conway I, a mono portable, the Norfolk I, a consolette, and the Summit I, a high fidelity component system. The models have suggested list prices of \$39.95, \$79.95 and \$99.95 respectively. All three are available immediately to dealers.

NARAS-UCLA Jan. Course Open To Public

LOS ANGELES—American jazz and folk music as the sources of recording material will be reviewed by four noted artists in the Jan. 9 Recording Arts course at UCLA. The authorities are Benny Carter, Lou Gottlieb of the Limeliters, Stan Kenton and Salli Terri.

The program is the fourth and last of a special series within the course that has been designated as open to the public for a minimum admission fee. The full course, presented by the National Academy of Recording Arts and Sciences and University Extension at UCLA, will feature two additional lectures for class enrollees only, before the end of the semester.

M.O.C. Pacts Murry Kellum

MEMPHIS—Joe Cuoghi, president of M.O.C. and Hi Records, has announced the signing of Murry Kellum to the MOC label.

Kellum's "Long Tall Texan" single, released in May of last year, began a slow chart-climb, hit its maximum in Nov. and leveled off in Dec. The 21 year-old singer-guitarist is from Jackson, Miss.

Cuoghi also announced that future releases under the Hi banner will be made on the first of each month. The Jan. release highlights "Comin' On" and "Soft Winds" by the Bill Black Combo and "Day Dreamin'" and "Angel In My Dreams" by Norm West.

Atlantic Gets Master Out Of Detroit

NEW YORK—Atlantic Records has acquired the national distrib rights to a reportedly hot master out of Detroit. Side is "Gotta Find A-Way" by Teresa Lindsey on the Correctone label.

Epic Pacts Freewheelers



NEW YORK—Epic has signed the Freewheelers, a new folk group currently appearing in Boston, Mass. The label plans to release the group's first album in the near future. Standing (left to right) in the above pic are Mike Maticunas, Gary Cogley, Wally Salaman and Jack McCarthy.

Colpix Inks Guy Mitchell



NEW YORK—Guy Mitchell, the vet songster, has signed an exclusive disk pact with Colpix Records, according to Don Kirshner, music man of Columbia Pictures, the parent company.

Mitchell's long stay at Columbia Records produced such top hits as "My Heart Cries For You," his first disk triumph, "Sparrow on the Treetop," "The Roving Kind," "My Truly, Truly Fair," "Pittsburgh, Pennsylvania" and many others. His total disk sales at the label are a reported 15 million copies. After leaving Columbia, he cut some sides for the Joy label.

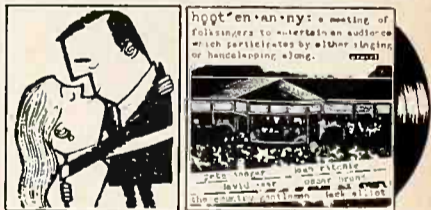
At Colpix, he'll cut both singles and LP's, with a singles effort to come first in the near future.

In the pic, Mitchell (center) is flanked by Howard Greenfield (left) and Jack Keller (right), producers of his first singles release for the diskery.

House Of Budget Hits
Billboard Breakout LP



MONAURAL
CONTINENTAL RECORDS
500 Fifth Ave., NYC



HOT! HOTTER!

HOOTENANNY-AB1003
Cashbox-Folk Pop Best Bet-Nov. 23, 1963
Billboard-4 Star - Nov. 30, 1963

aravel
46-23 Crane Street, L. I. C., N. Y., EX 2-6442

A RED HOT HIT

ALLEN CURTIS' FIREBALL MAIL
HICKORY 1226

HELP WANTED — SALESMAN

Excellent opportunity for hard driving, ambitious salesman now calling on department store buyers, variety stores, discount houses, chains, etc. Double your present income representing nationally known record manufacturer on commission basis. Exclusive protected territory if selected, North Jersey, New York City, New York State, New England, Ohio and Michigan open. Interested only in men now earning \$15,000 and up. Unlimited opportunity for right man. State all qualifications in first letter, write for appointment to box 603, CASH BOX, 1780 Broadway, NYC.

RAY FOSTER'S

"PLEDGING MY LOVE"

IS BREAKING OUT!

PJ RECORDS #1370
451 W. 47th St., NYC, JU 2-6557

THE STARS SHINE ON 



JANE MORGAN
"BLESS 'EM ALL"
(CP 713)

A DIVISION OF COLUMBIA PICTURES CORPORATION

It's a Hit!
The Tams

**What Kind Of Fool
(Do You Think I Am)**

b/w
Laugh It Off
ABC-10502



RISE UP THE CHARTS FAST!

"HOOKA TOOKA"

P-890

CHUBBY CHECKER

THE BIG ONES ARE ON COMEDY/PARKWAY

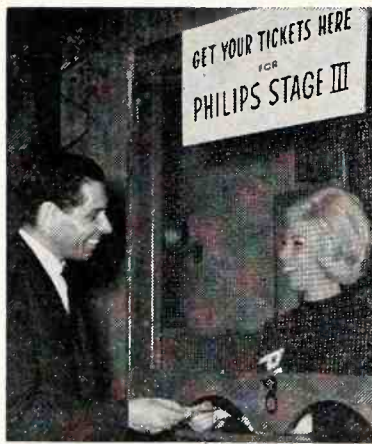
Timmy Shaw

**"GONNA SEND YOU
BACK TO GEORGIA"**

Wand 146

WAND RECORDS

Philips' Sales Confab



CHICAGO—Lou Simon, national sales manager for Philips Records, was an early check-in (top pic) at the box office where distributors got tickets to "Philips Stage III-Jan. Program." The label's national sales meeting, held Dec. 30 at Pheasant Run Lodge, St. Charles, Ill., had a theater motif throughout. (See other story this issue.) The box office chores and usherette duties throughout the meeting were handled by Shirley Lynn. In the middle shot Marvin Ginsburg (right) of Seaboard Distributors, East Hartford is pictured receiving the "Philip" statuette—a "Meritorious Award For All-Product Sales Performance" from Lou Simon. In the bottom photo Frank Holland (right) of Boston's Mutual Distributors receives his "Philip" from Simon.

**Orion Changes Name
To Metronome, New
N.Y. Office Head**

NEW YORK — Orion Development Corp., representing the Scandinavian label Metronome has changed its name to the parent firm. The New York offices of Metronome Records—still located at 117 West 48th St.—is now headed by Mrs. Brigitta Peschko.

House Of Budget Hits
Merit Award Album



CONTINENTAL RECORDS
500 Fifth Ave., NYC



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.

"PAIN IN MY HEART"
OTIS REDDING Volt 112

"A FOOL NEVER LEARNS"
ANDY WILLIAMS Columbia 42950

"TALKING ABOUT MY BABY"
IMPRESSIONS ABC-Paramount 10511

**TONIGHT YOU'RE GONNA FALL IN
LOVE WITH ME"**
SHIRELLES Scepter

"IF SOMEBODY TOLD ME"
ANNA KING Smash 1858

"HIS KISS"
BETTY HARRIS Jubilee 5465

"I WANT TO HOLD YOUR HAND"
BEATLES Capitol 5112

Sewing-Up "Buttons" Session



NEW YORK—Aaron Schroeder's music and indie disk production companies went quickly to work following his pubbery's acquisition of the score to the acclaimed French flick, "The War of the Buttons."

After listening to the music—now in the A. Schroeder Music catalog, Schroeder and Wally Gold found the most "plausible" music to extract and gave it over to staff writers Mel Mandel and Norm Sachs, who came-up with a lyric called "Pop Go the Buttons."

Next into the act came Schroeder's "Past, Present and Future Productions," whose David Mook secured the services of the youngsters from Broadway's "Oliver" for a disk session, arranged by Stan Applebaum. Child actors are featured in the flick. The Schroeder-Mook-Gold production is due for release shortly on a label yet to be announced. A soundtrack LP is also in the works.

According to Schroeder, this "complete musical packaging" is the first in a series of film, TV and Broadway musical projects to be handled by A. Schroeder Music in '64.

In the pic, the "Oliver!" chorus rehearses under Schroeder's direction. Co-producer of the flick, Yves Robert (the other producer is Daniele Delorme), looks on. Scene is the music room of Schroeder's new penthouse set-up at 25 W. 56th St.



COUNTRY TOP 50

	Pos. Last Week
1	BEGGING TO YOU Marty Robbins (Columbia 42831)
2	BEFORE I'M OVER YOU Loretta Lynn (Decca 31541)
3	NINETY MILES AN HOUR Hank Snow (RCA Victor 8239)
4	B.J. THE D.J. Stonewall Jackson (Columbia 42889)
5	LOVE'S GONNA LIVE HERE Buck Owens (Capitol 5025)
6	JEALOUS HEARTED ME Eddy Arnold (RCA Victor 8253)
7	D.J. FOR A DAY Jimmy Newman (Decca 31553)
8	TOO LATE TO TRY AGAIN Carl & Pearl Butler (Columbia 42892)
9	HELPLESS Joe Carson (Liberty 55614)
10	TRIANGLE Carl Smith (Columbia 42858)
11	WHO'S BEEN CHEATIN' WHO Johnny & Jonie Mosby (Columbia 42841)
12	OLD RECORDS Marge Singleton (Mercury 72213)
13	THE MATADOR Johnny Cash (Columbia 42880)
14	LAST DAY IN THE MINES Dave Dudley (Mercury 72212)
15	TROUBLE IN MY ARMS Johnny & Jonie Mosby (Columbia 42841)
16	YOU'LL DRIVE ME BACK (INTO HER ARMS) Faron Young (Mercury 72212)
17	WHAT'S IN OUR HEART George Jones & Melba Montgomery (United Artists 635)
18	THERE'S MORE PRETTY GIRLS THAN ONE George Hamilton (RCA Victor 8250)
19	HEART BE CAREFUL Billy Walker (Columbia 42794)
20	GOING THROUGH THE MOTIONS Sonny James (Capitol 5087)
21	THE GREATEST ONE OF ALL Melba Montgomery (United Artists 652)
22	PEEL ME A NANNER Roy Drusky (Mercury 72204)
23	HOWDY, NEIGHBOR HOWDY Porter Wagoner (RCA Victor 8257)
24	ANOTHER CHANCE TO FALL IN LOVE Kitty Wells & Roy Drusky (Decca 3123)
25	WOODEN SOLDIER Hank Locklin (RCA Victor 8248)

	Pos. Last Week
26	SOMEBODY TOLD SOMEBODY Rose Maddox (Capitol 5038)
27	THAT'S WHY I SING IN A HONKYTONK Warren Smith (Liberty 55615)
28	I DON'T LOVE NOBODY Leon McAuliffe (Capitol 5066)
29	AS CLOSE AS WE'LL EVER BE Gary Buck (Petal 1310)
30	SAGINAW, MICHIGAN Lefty Frizzell (Columbia 42924)
31	MOUNTAIN OF LOVE David Houston (Epic 9625)
32	ANOTHER BRIDGE TO BURN "Little" Jimmy Dickens (Columbia 42845)
33	IF THE DOOR COULD TALK BACK Webb Pierce (Decca 31544)
34	FIVE LITTLE FINGERS Bill Anderson (Decca 31577)
35	8 x 10 Bill Anderson (Decca 31522)
36	500 MILES AWAY FROM HOME Bobby Bare (RCA Victor 8238)
37	THROUGH THE EYES OF FOOL Roy Clark (Capitol 5099)
38	THE ALMIGHTY DOLLAR Freddie Hart (Monument 45826)
39	TADPOLE Tillman Franks (Starday 651)
40	WIDOW MAKER Jimmy Martin (Decca 31388) Kirk Hansford (Columbia 42935)
41	MAPLE ON THE HILL Joe & Rose Lee Memphis (Capitol 5077)
42	BIG CITY GIRLS Carl Belew (RCA Victor 8270)
43	THANKS A LOT Ernest Tubbs (Decca 31526)
44	LET'S GO ALL THE WAY Norma Jean (RCA Victor 8261)
45	THE MORNING PAPER Billy Walker (Columbia 42891)
46	RESTLESS RIVER Earl Scott (Mercury 72190)
47	BAD, BAD, TUESDAY Tom Tall (Petal 1210)
48	MR. FOOL George Jones (Mercury 72200)
49	I ALMOST FORGOT YOU TODAY Carl Smith (Columbia 42858)
50	SWEET SNOW DEAR Johnny Wright (Decca 31537)



COUNTRY ROUND UP

Music City talent agency topper Bob Neal sends along word that his firm has inked Claude King to an exclusive booking pact. King joins the increasingly impressive roster of artists booked by the Neal office, including George Jones, Sonny James, Charlie Louvin, etc. King was recently in Nashville for Columbia sessions with Don Law and Frank Jones with a

Ranch in southern Texas for two weeks of hunting. Latest reports from the hunting grounds—four bucks, two javalina hogs, six wild turkeys and needless to say, a good time by all.

Ken Nelson, Capitol A&R exec, is setting aside all royalties from the new album "Country Music Hoote-



GEORGE JONES



HANK SNOW



ROY DRUSKY

new release scheduled for Jan. The talented artist-writer makes Shreveport, La. his home base.

Jim Rane, with Texas talent Enterprises of Dallas, announces that the Beavers will open in Las Vegas at the "Desert Inn"—Jan. 7 thru 12. Immediately following, the Beavers, Rick, Robbin and Judy will open for a month's stay at the Mates in Reno.

Lester Flatt and Earl Scruggs have Nashville's highest rated Saturday TV program, according to the latest Nielson survey. This survey covers local as well as network programming. Their audience rating shows almost as many viewers as the other two stations combined.

George Jones has a busy schedule inked for the next few weeks. After south-west appearances the past two weeks, Jones will fly to Nashville for recording conferences this week, play dates in Chicago and Cleveland and then return to Nashville for some wax dates under the A&R direction of Pappy Daily and Tommy Jackson.

December was a big month for WEXL-Detroit. On Dec. 12th the station celebrated its first anniversary with its country music format. On Dec. 7th WEXL celebrated local artist day at the station's remotes. Such local performers as Curly Dan and Wilma Ann Werf were present. The station has increased its new staff adding Jim Mitchell from WFUL-Fulton, Kentucky and Bill Mann from WNBH-New Bedford, Mass.

CKOY-Ottawa has recently hit the air waves with a power of 50,000 watts. The outlet's Ted J. Daigle sez they would like to receive "voice tracts" from artists with their messages and also "tracts" introducing their records, weather, time, etc. Records and material on country artists are also appreciated.

Jimmy Key, director of Newkeys Music, advises that the firm has launched a new label in Rice Records. They plan a number of sessions in the near future, the first one being David Price, who is a deejay on WMCP-Columbia, Tennessee. In the past, David has had success with such releases as "Save A Little Corner," "Good Morning, Self" and "You Make It Easy." Additional artists will be announced in the near future for Rice. . . . Dates for Key Talent artists Dave Dudley find him at the Big D Jamboree in Dallas on Dec. 8, Oklahoma City on New Year's Eve and Fort Worth on Jan. 3 and 4. . . . Buddy Meredith and band will spend the holidays in Cheyenne, Wyoming where they close on Jan. 4. Buddy heads for Nashville for a recording session at that time.

Columbia's Ray Price, vacationing the month of Dec., winged with his lovely wife Lynda to the famous King

nanny" for the family of the late Herb Henson. The album features all of Capitol's top country and western artists, and was recorded during a show celebrating Cousin Henson's tenth anniversary of his "Trading Post" TV show in Bakersfield.

Joe Carson and his western swing band are doing much to promote country music in Wichita Falls, Texas area. They are "at home" at the Cavalier Club (a new private club) when not on the road. Business at the club is so brisk, they are expanding the size by adding a dining room and kitchen. Carson and the boys were recent hosts to vet country chanter Mac Curtis.

Starday topper Don Pierce reports the label's newly-launched Country Music Record Club of America is already receiving strong support. The program was started Oct. 1 after Pierce made the decision to organize the c&w record club as the result of a conversation with Roy Acuff. Roy stated how hard it was to find favorite country music record albums. The club, specializing in country and sacred music, is the first to concentrate solely on these two areas. Minnie Pearl is honorary president for the club's first term. Pierce is already well into an extensive ad campaign on radio and in various publications.

Sonny James prepping for a new single release did well at his new Capitol LP, along with numerous bookings for January and February. The chanter is also planning a number of TV and fair appearances for later in '64.

A Jim Denny Artist Bureau package consisting of Hank Snow and the Rainbow Ranch Boys, Grandpa Jones, Jean Shepard, Carl Perkins, the Willis Brothers and Delores Smiley recently played three key dates in the Sunshine State. . . . Another package from the Nashville talent stable which included Carl Smith, Carl and Pearl Butler, the Browns and Red Sovine and his Tennessee Valley Boys played Burlington and Davenport on Dec. 28 and 29.

BIG COUNTRY HIT

Jimmy Martin's WIDOW MAKER
DECCA 31588

bookings: BARBARA MARTIN Agency
224 Jacksonian Dr., Hermitage, Tenn.
phone: 883-0334 Nashville, Tenn.



COUNTRY D.J. REGIONAL RECORD REPORTS

VERLYN DEATON
WIMO
Winder, Georgia

1. The Stand In (Bill Goodwin)
2. I Closed My Eyes And Saw The Light (Del Reeves)
3. Love's Gonna Live Here (Buck Owens)
4. Surely (Warner Mack)
5. I Wish I Was A Single Girl Again (Jan Howard)
6. Valley Of Love (Cain Grant)
7. I Almost Forgot Her Today (Carl Smith)
8. Lonesome Side Of Lonely Street (Gene Woods)
9. Bad, Bad Tuesday (Tom Tall)
10. Going Through The Motions (Sonny James)

HAPPY DAY
KNEZ
Lompic, California

1. Trouble In My Arms (Johnny & Jonie Mosby)
2. You'll Drive Me Back (Faron Young)
3. Love's Gonna Live Here (Buck Owens)
4. My Mom And Santa Claus (George Jones)
5. B. J. The D. J. (Stonewall Jackson)
6. Heart Be Careful (Billy Walker)
7. Another Bridge To Burn (Jimmy Dickens)
8. If The Back Door Could Talk (Webb Pierce)
9. Surely (Warner Mack)
10. The Matador (Johnny Cash)

BILL THOMPSON
WBAC
Cleveland, Tennessee

1. D. J. For A Day (Jimmy Newman)
2. Lonesome Side Of Lonely Street (Gene Woods)
3. Begging To You (Marty Robbins)
4. I Closed My Eyes And Saw The Light (Del Reeves)
5. Love's Gonna Live Here (Buck Owens)
6. The Stand In (Bill Goodwin)
7. Going Through The Motions (Sonny James)
8. As Usual (Brenda Lee)
9. Valley Of Love (Cain Grant)
10. Let Me Off At The Corner (Dottie West)

VERNE LOTZ SHEPPARD
KOTA
Rapid City, South Dakota

1. Ninety Miles An Hour (Hank Snow)
2. Last Day In The Mines (Dave Dudley)
3. The Matador (Johnny Cash)
4. Love's Gonna Live Here (Buck Owens)
5. Jealous Hearted Me (Eddy Arnold)
6. D. J. For A Day (Jimmy Newman)
7. Going Through The Motions (Sonny James)
8. Cowboy Boots (Dave Dudley)
9. 500 Miles Away From Home (Bobby Bare)
10. Mountain Of Love (David Houston)

CHUCK BROWN
WJMS
South Hill, Virginia

1. Peel Me A Nanner (Roy Drusky)
2. You'll Drive Me Back (Faron Young)
3. Last Day In The Mines (Dave Dudley)
4. Jealous Hearted Me (Eddy Arnold)
5. Surely (Warner Mack)
6. Before I'm Over You (Loretta Lynn)
7. That's One Broken Heart (Wiley & Jessie Barkdull)
8. That's Why I Sing In A Honky Tonk (Warren Smith)
9. As Close As We'll Ever Be (Gary Buck)
10. Triangle (Carl Smith)

BOB CLARK
WEXL
Detroit Michigan

1. D. J. For A Day (Jimmy Newman)
2. If The Back Door Could Talk (Webb Pierce)
3. Don't You Know (Swanee Caldwell)
4. B. J. The D. J. (Stonewall Jackson)
5. Before I'm Over You (Loretta Lynn)
6. How Long Is Forever (Willie Nelson)
7. Mark On My Finger (Connie Hall)
8. Going Through The Motions (Sonny James)
9. Morning Paper (Billy Walker)
10. 12th Of June (Mac Curtis)

JIM NESBITT
WJOT
Lake City South Carolina

1. I Closed My Eyes And Saw The Light (Del Reeves)
2. Begging To You (Marty Robbins)
3. Up On The Hill (Vernon Stewart)
4. Let's Go All The Way (Norma Jean)
5. The Stand In (Bill Goodwin)
6. The Matador (Johnny Cash)
7. Love's Gonna Live Here (Buck Owens)
8. Valley Of Love (Cain Grant)
9. This Little Hurt (Warner Mack)
10. The Stuttering Song (Arthur Smith)

KPEG
Spokane, Washington

1. The Last Ride (Bobby Wayne)
2. Outside Looking In (Bonnie Guitar)
3. B. J. The D. J. (Stonewall Jackson)
4. Dominique (Mary Ford)
5. You'll Drive Me Back (Faron Young)
6. Last Day In The Mines (Dave Dudley)
7. D. J. For A Day (Jimmy Newman)
8. Half Breed (Canadian Sweethearts)
9. Big City (Wynn Stewart)
10. Saginaw Michigan (Lefty Frizzell)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"SWEET LITTLE COUNTRY GIRL" (2:02)

[Four Star Sales BMI—Burgess]

"THE PILLOW THAT WHISPERS" (2:28) [Cedarwood BMI—Reevies]

CARL SMITH (Columbia 42949)

Carl Smith should quickly add this new Columbia release to his long string of wax triumphs. The top side here, "Sweet Little Country Girl," is a quick-paced, rhythmic, shufflin' chorus-backed ditty about the apple of the songster's eye. The attractive coupler, "The Pillow That Whispers," is a slow-moving bluegrass-styled tear-jerker in the best soulful country tradition.

"A WEEK IN THE COUNTRY" (2:35) [4-Star BMI—Knight]

"HEARTBREAK AVENUE" (2:40) [Acuff-Rose BMI—Foree]

ERNEST ASHWORTH (Hickory 1237)

Ernest Ashworth, who had the biggest record of his career with his previous release of "Talk Back Trembling Lips," is a cinch to duplicate that success with this top-flight Hickory outing tabbed "A Week In The Country." The song is a high-powered, rousing, chorus-backed happy bluser with a contagious, listenable beat. Deejays should really dig it. "Heartbreak Avenue" Ernest dishes-up an appealing, slow-moving, shuffle-beat lament in his easy-going polished style.

"NEVER ALONE" (2:12) [Sure-Fire BMI—Perry]

"HANGIN' AROUND" (2:00) [Sure-Fire BMI—Hall, Myrick]

WILBURN BROS. (Decca 31578)

The Wilburn Bros. who scored last time out with "Tell Her So," come up with a potent a follow-up stanza with this latest entry called "Hangin' Around." The tune is a slow-moving, chorus-backed melodic romancer read with feeling and verve by the duo. "Hangin' Around" is a lively, uptempo, rhythmic ditty in the boys proclaim their affinity for a gal who is currently going with another guy.

"LONG JOHN" (2:24) [Blu-Tiss BMI—Miller, McDonald]

"LATE MOVIES" (2:31) [Pamper—Cochran]

TEX WILLIAMS (Liberty 55652)

The vet country songster has enough things going for himself with this new Liberty release tabbed "Long John" to have a quick hit on his hands in no time flat. The tune is a rousing, high-spirited honky tonk-styled ode all about a guy who is extremely popular with the gals. Eye it. The flip, "Late Movies," is a tradition-oriented, shuffle-beat slow-moving hillbilly lament essayed with loads of poise by Williams.

"DON'T LEAVE ME LONELY TOO LONG" (2:21)

[Moss Rose BMI—Drusky]

"I PROMISE NOT TO CRY" (2:15) [Glad & Weldee BMI—Dee]

KATHY DEE (United Artists 687)

Newcomer Kathy Dee could well make a chart name for herself with this extremely commercial United Artists outing, "Don't Leave Me Lonely Too Long." The tune is a slow-moving, shuffle-beat in which the lark thinks back about the joys of her old romance. Plenty of potential here. "I Promise Not To Cry" is a tender, medium-paced, dual-track lament. Also merits a close look.

RED WILLIAMS (Decca 31579)
[Santo & Champion BMI—
(B+) "I CAN'T BELIEVE" (2:45)
R. & V. Schneider] Red Williams unleashes his potent, wide-range vocal talents full-blast on this tender, slow-moving, chorus-backed country ballad. Spinners should come out in droves for it.

(B+) "LOVE'S NOT WORTH IT" (2:00) [Santo & Champion BMI—Williams] More fine country sounds. This one's a catchy, uptempo affair with an infectious, rhythmic beat.

TONY DOUGLAS (Sims 160)

(B+) "HOME AWAY FROM HOME" (2:40) [English BMI—Jennings, McDuff] Tony Douglas could grab some fast spins with this top-drawer, chorus-backed bluser in which the chanter touts the benefits of his own special nostalgic place. Watch it.

(B+) "ITS JUST ABOUT TIME" (2:20) [English BMI—Jennings] Slow-moving, country traditional tear-jerker read with authority and polish by Douglas.

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GERMANY

The New Year is a week old and although Xmas sales are over, there's no time to count the profits because Carnival time is here. In Germany, Carnival means march music and waltzes with political or drinking lyrics and it's a fine season for sales. In addition, all of the major firms have shot all guns looking for the first big hit of the new year. Almost every major artist has a new release in the stores, and it looks like there were more singles releases this January than in any previous month last year.

The new seasonal trend also seems to be LP's by top singles artists. LP's are stronger than ever before saleswise, and singles are certainly weaker, and the record industry is looking to cash in on the trend. Film music, pop hits, and just about every imaginable sort of music is now on long playing records and the field is also beginning to look overcrowded. With the increased production of LP's, a new problem faces the market. What to do with LP's that aren't sold. It has long been a practice of the record industry to sell out their singles which haven't sold in large quantities which are re-sold at 1.50 DM (37 cents) even though the normal single sells at 4.75 DM (\$1.19). The question facing the business now is will LP's also be put into the "Sellout" racks at much lower prices? As long as there were few LP's, they continued to sell year for year. Pop artists made almost no LP's and classical records sell for years. Now the situation is reversed.

Less and less singles are being produced, and more and more LP's. Limited "rack jobbing" looms on the horizon for the first time. During the Xmas season, more and more stores had low priced LP product (also a fairly new trend here) in special racks outside of the store for impulse buying.

Discounting in all fields is also a coming trend in Germany and the "cut rate" store is showing its face for the first time. Records have not been available in these stores, but it may come.

More and more labels are appearing on the market, but the small labels have held the price of 4.75 DM for singles and have barely entered the LP field, so no danger seems to be in store for the major labels as they still completely control the distribution field here.

All in all, business is getting harder although the dollar volume is up due to a tremendous increase in LP sales. The risk is much greater because the LP's cost almost 6 times as much to produce as the single. It looks like an interesting year. Bert Kaempfert has signed a new contract with DGG (Polydor label) for all countries outside of the USA and Canada where he has a direct contract with Decca Records.

Bert Varell of Marbot Music is busy working on the new Charles Aznavour LP, the first for the French star in German.

Peter Schaeffers reports that his music publishing house is swinging with the English and German versions of the Claus Ogermann hit "Your Other Love," sung respectively by Connie Francis and Mina. He's also got big newies with the German versions of US hits like "Tip Of My Fingers" by Gus Backus, "I Found Carol" by Tony Ronald and "Just Let Me Cry" by Gina Dobra. Right now new recordings of "She's A Fool" by Gina Dobra and other goodies by Anita Lindblom, Annela Groenloh, Heidi Bruhl and many others are looking for top chart positions. Peter is also celebrating the 10th anniversary of his publishing firm together with Edward Kassner. He's ready to swing into 1964 with new recordings by Gino, Pat Boone, Mina, Chris Howland and many others.

Rudy Slezak of Aberbach Music reports that he's swinging with 2 top versions of "Bossa Nova Baby" in German by Bill Ramsey and Ted Herold. He's also got hot discs in the fire with "Then He Kissed Me" by The Hully Gully Girls, "Mary Ann Limbo" by Sven Jessen and many others. Maybe 13 will be a lucky number in Germany for Elvis Presley. Elvis' 13th film is now being shown here and Teldec Records is really pushing not only the LP "Acapulco" but also the hot single "Bossa Nova Baby" which is racking up top sales. The best selling record for the firm is the first German waxing by Italy's Rita Pavone, who is also developing into a top star here.

Austron Records reports that Catherine Spaak is set for German recordings on the Ricordi label. The sessions will take place in Italy.

Germany's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	9	Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music
2	2	13	*Vom Stadtpark Die Laternen (The Lanterns In The City Park)—Gitte & Rex Gildo—Columbia—Hans Gerig Music
3	3	4	*Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii)—Paul Kuhn—Columbia—Paul C. R. Arends Music
4	4	5	*Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone—RCA—Rolf Budde Music
5	5	5	If I Had A Hammer—Trini Lopez—Reprise—Hans Gerig Music
6	6	8	*Rosmarie—Pat Boone—London—Melodie Der Welt
7	7	5	*Rosen Haben Dornen (Roses Have Thorns)—Carmela Corren—Ariola—Meisel/Intro
8	8	11	*Die Nacht Ist Mein (Tonight's My Night)—Connie Francis—MGM—Francon/Schneider
9	10	2	*Drei Musiketiere (Three Musketeers)—Conny—Electrola—Metronome Music/Froboess/Budde
10	10	2	*Schenk Mir Einen Talisman (Give Me A Good Luck Charm)—Peter Kraus—Polydor—Viktoria Music *Original German Copyright

Mexico's Best Sellers

1	Recuerdos De Ipcarai—Neil Sedaka (RCA). Monna Bell (Gamma). (Fermata Mexicana).
2	Magia Blanca (Devil Woman)—Hnos. Carrión (CBS). Trío Venezuela (Velvet). (Brambila).
3	El Lechero—Hnos. Zaizar (Peerless). Las Guerrilleras (Peerless). Los Matemáticos (RCA).
4	Si Supieras—Sonora Santanera (CBS).
5	Gracias—Connie Francis (MGM). (Brambila).
6	Dominique—Los Dominique (Orfeon).
7	Despeinada—Los Hooligans (Orfeon). Manolo Muñoz (Musart). Pablo Beltrán Ruiz (RCA). Los Xochimilcas (Peerless). Kay Perez (Orfeon). (Reimsa).
8	Tequila Con Limon—Arturo y Los Juniors (Peerless)
9	Quiero Quedarme Aqui (I Want To Stay Here)—Steve Lawrence & Eydie Gorme (CBS).
10	El Martillito (If I Had A Hammer)—Los Mabers (Musart). Los Hooligans (Orfeon). Trini López (Reprise).



CANADA

Cathy Carr, of "Ivory Tower" fame, and her husband Ron Cash are reportedly the new owners of Montreal's plush El Morroco. The couple already operates a dude ranch in nearby upstate New York.

New evening personality on Ottawa's CKOY is Nelson Davis, most recently associated with CHVC in Niagara Falls, Ont. Nelson joined the Ottawa outlet on the day the station increased its signal strength to 50,000 watts, twenty-four hours a day.

Biggies of late from Quality include the Connie Francis version of "In The Summer Of His Years." The J.F.K. tribute is sung in a very sincere style by the great femme vocalist, and will likely develop into a strong seller for Connie. All royalties from the sale of this record will be turned over to the Patrolman J. D. Tippit Fund by Miss Francis. Dale Ward's Big outing, "Letter From Sherry" seems destined for considerable turntable time in the early part of '64. Tracey Dee's newie on Reo, "Here Comes the Boy," is reportedly well underway sales wise on the west coast due to concentrated air exposure on CFUN, Vancouver. The side is already well established on the Top Fifty list at Winnipeg's CKY and was Dick William's pick hit at CFPL, London (20/12). CKEY's Al Boliska reports that early rising Torontonians are especially fond of the newie by The Singing Nun. However, the side they seem to go for most is "Tous Les Chemins," which was intended as the B side of the disk with "Alleluia" as the topper. Recent Toronto visitor was Big Dee Irwin. He indicates that there is considerable action on the flip side of his most recent disc outing, too. The action says Dee is on "Skeeter." A guaranteed blockbuster on all fronts is Jimmy Gilmer's newest, "Daisy Petal Pickin'."

Rodeo International folks are doing some heavy tub thumping for a new release on their label by Shirley Field. The tune that's getting the big push is called, "An Illusion." The session was cut in Music City at the Bradley Studios. She is also the writer of the tune that will precede an album release on the same label early in the new year.

The Hurdon Brothers have made it official in the latest edition of their "Tartan Talks" newsletter. Bobby Curtola's record product will now be distributed in the U.S.A. by Cameo-Parkway. It has not been made clear whether or not the young hitmaker's efforts will continue as before in Canada on the Tartan label, but it seems probable that there will be no change in the Canadian set up, immediately anyway.

Well known New York disk-promoter Paul Brown has been working hard on behalf of the good outing by Michael-Ann on Kip, "Nine Out Of Ten." The side came in for considerable air exposure on Ottawa's CKOY, and could easily begin to move should other Canadian stations follow suit. It's distributed in Canada by London.

Interesting to note the various selections as "Top Song" of the year '63 in Canada by several of C.B.'s chart contributors; so far CKY, Winnipeg has given the nod to "Ruby Baby" by Dion on Columbia; CJSP in Leamington favors "Surfin' U.S.A. by The Beach Boys on Capitol, with "Ruby Baby" as a close second. CKBB, Barrie, gives the nod to The Beach Boys and "Surfin' U.S.A.," with "Sugar Shack" by Jimmy Gilmer as the runner-up. Most stations scheduled a review of the '63 hits for New Year's Day, or thereabouts. CHUM devoted most of its Program day in Jan. 1 to the top songs in Toronto over '63. CKOY, Ottawa programmed '63 hits from Boxing Day through New Year's Day. CKRC, Winnipeg featured '63 from one to four on the afternoon of New Year's Day.



MEXICO

Ital-French singer Gloria Lasso arrived at the Mexican capital to perform at the night club "Los Globos" and it is almost a fact that she will also act at TV show, "Revista musical," which is presenting the most popular international figures. Gloria has recorded several long plays in Spanish and she is looking now for new songs.

Among the Mexican songs that Neil Sedaka is recording at the RCA studios are "Maria Elena," "El Reloj," "Divina Ilusion," "Mas," "Mi dicha lejana," and one more with the arrangements and orchestra conducted by Chucho Zarzosa. The other six songs are of his own, like "Dreamin'" and some others. Neil is still performing at "Señorial's" and he spent Christmas with his family.

Los Dominique, the Mexican group that recorded the world top hit "Dominique," is finishing a long play for Orfeon records and including several of the songs written by the Singing Nun. Los Dominique are performing weekly on the TV show "Premiere Orfeon."

Mario Freidberg, general manager of TIZOC Records, Fermata Mexicana and Teocali Editorial, is now at this address: División del Norte #31, México, D. F. The offices are splendid and his business is acquiring more importance each day.

CBS's contract with Enrique Guzman, the most popular young singer in Mexico, who is now performing in Argentina, will end in the first days of January and Enrique has not decided about his new affiliation. Orfeon Records and DUSA are very interested to have him as an exclusive artist. Enrique signed a contract to make six movies in 1964 and is currently considered one of the best paid Mexican artists.

"I Want To Stay Here" (Quiero Quedarme Aqui) recorded by Steve Lawrence and Eydie Gorme at CBS, is having wonderful sales in the Mexican musical market. This proves again that American singers must sing in Spanish to sell their records in Latin American countries, as have done Paul Anka, Neil Sedaka, Nat King Cole, The Ames Brothers, Connie Francis and many others.

CBS released the first long play recorded by Trini López, the Mexican singer who is tops in the United States.

Los Rebeldes del Rock, one of the best rock and roll groups we have, recorded at Orfeon the songs "La Chica del camion" (The Bus Girl) and "Tal vez" (Perhaps). Los Rebeldes have their own place by where they play all night, named "Harlem."

From Peerless Records we received the new recording made by Los Juniors, with the song "Lulu." Peerless is looking for new artists to record in 1964. Gamma Records released the sixth long play made by pianists Ferrante and Teicher, and in national production, a new record was pressed with Oscar Madrigal including "Solo amor" (Only Love).

Velvet Records made a new recording of "Cariño mío" with its creator Héctor Cabrera, the Venezuelan singer who is performing at "Señorial's."

Many of the record manufacturers close their studios at this season, so there is not to much activity.



GREAT BRITAIN

Although 1963 got off to a sorry start as far as record sales were concerned, the year that came in like a lamb certainly went out like a lion. In the final analysis the over-all figure for the old year is expected to reach peak proportions. One major dealer prophesies the best year since 1957.

Board of Trade figures for October pointed the way towards the unprecedented Christmas which was to follow. October sales valued at £2,700,000 were two fifths up on the same month in 1962. All the increase was in home sales which rose by more than half. Production, too, continued to expand with out-put of 45 r.p.m.'s 14 per cent higher than a year earlier and 33 1/3 r.p.m. disks up by 8 per cent. It's been a Liverpool Christmas, too, all over the country with sales of The Beatles singles, LP's and EP's way out in front. It's been a happy Christmas, too, for Freddie and the Dreamers (Columbia); Gerry and the Pacemakers (Columbia) and The Searchers (Pye). Philips reports heavy sales in the jazz field notably with Woody Herman. The same company is doing very well with Andy Williams (CBS). Decca is basking in well deserved glory with Benjamin Britten's "War Requiem." The general trend has been for LP's (both classical and pop) in the expensive bracket. Another interesting trend has been the demand for imported records by continental artists such as Francoise Hardy, Richard Anthony, Johnny Hallyday, Dalida etc., with a tremendous revival in disks by the late Edith Piaf. The foreign artist enjoying the greatest success of all is The Singing Nun who is spending a healthy Christmas in the charts with "Dominique."

Looking back over the shoulder of 1963 we remember with pleasure, in addition to The Beatles and all that . . . the continued and well deserved success of Golden Boy Cliff Richard . . . Rolf Harris' success in the Cash Box Top 100 with "Tie Me Kangaroo Down Sport" . . . The Caravelles and "You Don't Have To Be A Baby To Cry" . . . Kathy Kirby's chart entries "Dance On" and "Secret Love" . . . Shirley Bassey who proved that a big voice and a good ballad can still sell . . . The return of Adam Faith to the charts with "The First Time" . . . Billy Fury's maintained chart progress . . . Ronnie Carroll, who won new prestige at the Eurovision Song Contest . . . Surprise chart entry of Ken Thorne with "The Legion's Last Patrol" . . . Roy Orbison's good year in Britain with both singles and albums.

Eydie Gorme and Steve Lawrence's success with "I Want To Stay Here" . . . Allan Sherman's first success in Britain "Hello Muddah" . . . Trini Lopez who created excitement with "If I Had A Hammer" and subsequent tour . . . Lesley Gore who hit with "It's My Party" but failed with follow-ups . . . Success of Wink Martindale's "Deck Of Cards." . . . We remember with regret . . . The breakup of Jet Harris and Tony Meehan after fantastic dual success . . . Breakup of The Springfields . . . Billie Davis' failure to follow up "Tell Him" hit . . . Lack of hits from The Tornados . . . Decline in popularity of Elvis Presley . . . Failure of the surfin' craze in Britain.

Cliff Richard ended the year in a blaze of glory by being voted Top World Male Singer in the New Musical Express Popularity Poll. He unseated Presley from the coveted throne and claimed the crown by a majority of over 1000 votes. He retains his title as Top British Male Singer for the fifth successive year. A majority of over 6000 votes gave him a decisive victory over his nearest rival. The Beatles emerged no less triumphant claiming sweeping victories as the Top World Vocal Group and Top World British Vocal Group. They also scooped the Top Three British Disks of the Year with "She Loves You," "Twist and Shout" and "Please, Please Me."

Christmas Parties-London Style



LONDON—British diskeries toasted the Yule season with a round of label-hosted parties. (Upper left) Sir Joseph Lockwood (left), chairman of E.M.I., talks to songster Billy J. Kramer (center) and his manager Brian Epstein. (Upper right) At the Pye Records soiree held at the Ltous House in Dec., (left to right) Mike Pender of the Searchers, Lawrence Yaskiel of Deutsche Vogue Germany, Tito Burns, Searchers' agent, Pye's managing director Louis Benjamin, John McNally and Chris Curtis of the Searchers pose happily. (Middle left) At the Philips fest, Ivor Raymond (left) and A&R exec Johnny Franz put their heads together with the label's singing duo Jan and Kelly. (Middle right) Lark Helen Shapiro and orkster Acker Bilk of E.M.I. toast each other at Christmas party. (Lower left) The Decca holiday bash included (left to right) Frank Chacksfield, label manager Geoff Milne, songstress Cloda Rodgers, Victor label manager Mike Hagwood, the Caravelles and Peter Jay. (Lower right) DeeJay Alan Freeman (right) jokes with Mike Hurst, formerly of the Springfields.



ARGENTINA

Cash Box had the opportunity of talking, during his recent visit here, with Peter de Rougemont, Columbia Records' VP for European Operations, about several themes related to the world music scene which we consider to be of interest to the trade.

De Rougemont remains as president of CBS Argentina and is VP of the Mexican branch, although he stays most of his time in Europe. Regarding the market in Argentina, his report is "there has been an improvement lately, and CBS has noted a sharp increase." About 1964, "the diskery has a very catalog; the only thing we need is a brighter economic picture in the general situation of the country, which must be made by the Government." About the operation of CBS in Europe, he noted that "all our targets have been surpassed." We are very happy with the work of all our people there. Currently CBS has its own company in France and has an associated one in Germany; in the other countries there are licensees, but in three more years we'll have our own companies in several of them." He also informs that "in France our jazz artists, like Dave Brubeck, Miles Davis and Thelonius Monk, are very well appreciated." In general, Ray Coniff is the best ranked artist of the cast. Of the European artists, de Rougemont finds that Catherine Spaak (CBS-Ricordi) has good possibilities in Latin America. About American recordings in Europe in other languages than English, his opinion is that "very often the artist hasn't time to go to a European country to wax a tune in its language, and has to record it where he is. This may limit this trend of traveling to get a better idiomatic background."

There is a new price increase on records, effective since December 30. The general average is about 10%, although some items are more strongly touched. Regular LP's will cost now about 620 pesos (\$4.65), although there are also lines priced at 569 (\$4.26). Promotional albums will cost 453 (\$3.40) while singles range at 140 pesos (\$1.05). For those interested in comparing prices, we may say that one year ago, LP's were sold at 500 pesos and singles at 105, while there were promotional records (the famous "Club del Clan" series, at 199). Several comments may be made about all this, since big structural changes (or better returns to previous systems) are being noted. The most important of all is the partial disappearance of the "promotional" record, since the difference between their price and the regular's is being steadily reduced. A certain company had six price lines, some months ago, among its LP's; now this is being reduced to two or three. Of course, low priced albums won't be discontinued (RCA now has the Victrola series and a new "Explosivo"); it's only that their importance has been greatly reduced, and they are no more such a big factor in sales volumes. It seems that the trade considers that the customers will gladly pay full price for a record if it is well promoted and presented, while a year ago the price was a sales point, too.

The discount structure has been reduced, too. This is reflected on the customer price. Discount retailers offered in a certain moment 25% cut on regular prices; now it is hard to find more than 10-15%. Of course, this has affected sales, but the general point of view is that better margins compensate these losses. Besides, some companies report sales increases during the past months, and since the financial situation of the country has improved slightly during the past weeks, there is a "reasonable optimism" about 1964 and probably this is one of the main reasons for the price increase, besides the industrial cost studies. Next week we'll print a very interesting chat with Philip Brodie, Odeon's topper, regarding some points of the industrial cost of records in the country, and several details that affect it.

A few more words about prices of records. Jackets have always worried manufacturers because of their cost. Under the new prices, on an LP priced at 626 pesos there are 43.80 pesos of taxes and 77 on jacket. This means that the envelope amounts to 11.2% of the price, while taxes take a 7% (other indirect taxes paid on raw material, etc., are not included; this is the sales tax). The trouble with jackets is that there is a certain fixed expense (photograph, design) that must be distributed among a sometimes small quantity of records (there are many initial releases of 250 LP's), charging heavily its cost. Of course the only way of solving this is increasing sales, but these are affected by the same prices, and the whole thing turns into a vicious cycle. Low priced jackets have been abandoned; high priced ones, too, except for some special lines.

Argentina's Best Sellers

This Last
Week Week

- 1 1 *Deci Por Que No Queres (Korn) Palito Ortega (RCA); Leo Dan (CBS) Los Dukes (Music Hall); Tito Alberti (Philips)
- 2 2 *Fanny (Mundo Musical) Leo Dan (CBS); Dany Montano (Music Hall)
- 3 7 *Celia (Mundo Musical) Leo Dan (CBS); Andy Macia (Disc Jockey); Dany Montano (Music Hall)
- 4 5 Esos Locos Dias De Verano (Comet-Fermata) Nat Cole (Capitol); Danielo (Odeon Pops); Dyno (Music Hall); Juan Ramon (Disc Jockey)
- 5 3 Cuore (Aldon-Fermata) Rita Pavone, Violeta Rivas (RCA); Blanquita Silvan, Lucio Milena (CBS); Juan Ramon (Disc Jockey)
- 6 4 *Acuarela Del Rio (Tempo) Los Fronterizos, Tres Para El Folklore (Philips); Julio Molina Cabral (Music Hall); Eduardo Rodrigo (RCA) Jorge Sobral (Disc Jockey); Chacho Santa Cruz (Microfon); Ester Melfi (Serenata); Cuatro Para El Mundo (Tonodisc); Roberto Ianes, Tomas Campos (CBS); Los Andariegos (Polydor) Se Mi Vooi Lasciare (RCA Italiana-Fermata) Michele, Marty Cosens (RCA)
- 7 —
- 8 6 *Marisa (Mundo Musical) Leo Dan (CBS)
- 9 12 Sabor De Sal (RCA Italiana-Fermata) Gina Paoli, Horacio Molina (RCA); Sonia (Philips); Juan Ramon (Disc Jockey)
- 10 15 Cuando Llega El Verano (Edami) Ricardo Roda (CBS); Siro San Roman (Music Hall)
- 11 8 *El Orangutan (Korn) Chico Novarro (RCA); Carlos Argentino (Philips) Pepe Reyes (Odeon Pops)
- 12 — I Watussi (Fermata) Edoardo Vianello (RCA); Juan Ramon (Disc Jockey)
- 13 9 No Hay Nadie Como Tu (Fermata) Rita Pavone (RCA); Los Big Ben (Music Hall)
- 14 10 El Baile Del Ladrillo (Curci-Fermata) Rita Pavone, Violeta Rivas (RCA); Juan Ramon (Disc Jockey); Mac Ke Mac's (Ariel); Chicote Lopez (Odeon Pops); Sonia (Philips); Lucio Milena (CBS)
- 15 13 *Niñera Nueva Ola (Korn) Palito Ortega (RCA); Dany Montano (Music Hall); Dany Martin (Philips)

*Local



BELGIUM

The Surfs were guests of honor at a cocktail party given by the Festival-Victory record firm at the Martini Club in Brussels. This group, composed of natives of Madagascar, is gaining in popularity in France and now also in Belgium. They have made an excellent impression with their French version of Trini Lopez' "If I Had A Hammer," called "Si J'Avais Un Marteau." The Surfs have appeared at the Ancienne Belgique (Old Belgium) in the Belgian capital.

Talking about Old Belgium, of Brussels, the following attractions are scheduled for the coming weeks: From December 20 (and for two weeks: Jacques Brel and The Surfs; from January 3: Dick Rivers and Jacques Daloux; from Jan. 10: Pere Didier; from Jan. 17: The Delta Rhythm Boys and Fud Leclerc; from Jan. 24: Richard Anthony and Patricia Carli; from Jan. 31: Nancy Holloway and Bob Asklof; from Feb. 7 (for two weeks): Les Compagnons de la Chanson; from Feb. 21: Claude François; from Feb. 28: Petula Clark; from March 6: Leni Escudero; from March 20: Gilbert Bécaud; from April 3: Alain Barrière; from April 10: Sacha Distel; from April 17: Eddie Mitchell and Les Chaussettes Noires.

It looks like The Beatles will finally make a breakthrough in Belgium. Their LP's sell well and their latest single, featuring "I Want To Hold Your Hand," is doing fine. A fanclub has been founded for The Beatles which has made a flying start. Headquarters is situated at Unifan, Miramar 38, Place St.-Lazare, 1, at Brussels 3. While we are on about SA Gramophone, it must be noted that Adamo's latest records got the same big reception as his debut, with "Sans Toi Mamie." New titles are: "Tombe La Neige," "Vous Permettez Monsieur?" and "Car Je Veux." Adamo is also acquiring popularity in Holland and in February he is to appear for the NTS. He is picking up rather slowly in France. What could the reason be?

It has been an excellent season for Siemens and this remark applies especially to the Flemish successes on the Polydor label. First Bob Benny produced his best-sellers "Waar En Wanneer," "Droom Van Mij" etc., and now John Larry has followed suit with "Alleen" and this time it looks as if another Flemish tune will soon be among the top ten: "Alleen Zonder Jou" by Tony Dua. The little word "alleen" (alone) seems to be a lucky charm for many a Flemish performer.

There is a lot of talk in Belgium about the near unbelievable international success of the song "Dominique" by our Singing Nun. Cash Box has some time ago presented Soeur Sourire with an impressive award, which has been on show at the convent at Ficherfont, where the sister is staying. Now it is being taken care of by Mr. Lebbinck, managing director of Philips. Ed Sullivan was in Belgium to stage one of his famous shows at the convent, with the Singing Nun as star performer. She has now been authorized to have her pictures taken, which had not been possible before. Our next issue will include photographs and an extensive "progress report" about the success of the shy little nun who has still not realized how successful her songs have been. Publishers of "Dominique" are Primavera in Brussels.

Tomorrow's hits probably will be "Nimm Deine Wiesze Gitarre," by Gert Timmerman (Telefunken), "Alleen Zonder Jou" by Tony Dua (Polydor), "Bye Baby, Bye Bye" by Fats Domino (ABC-Paramount), "Sixteen Tons" by Lou Neefs (Moonglow), "Verlaten Hart, Gebroken Hart" by Will Tura (Palette), "Loddy-Lo" by Chubby Checker (Cameo-Parkway), "Ze Zijn Voorbij, Die Mooie Dagen" by Marva (Vogue) and last but not least "Anyone Who Had A Heart" by Dionne Warwick (Scepter).

Ronnex has produced a number of new singles. Outstanding are: "Charleston Cocktail Nr. 2," Johnny Milton; "Beatnik Walk," Ronny Overman; "Mona Lisa," Ray Adams, "Mecca" and "Davlyn" by Les Anonymes. "Ik Ben Zo Gelukkig Zonder Jou," Tony Geys, "Potpourri Populaire," Henri De Haes, Rico Marino's "Heimweh Nach Hawaii"/"Ich Traum Von Hawaii" (on Globe) are doing very well.

Vogue tells Cash Box that its best-seller of the end of the year has undoubtedly been a single by Petula Clark called "Le Train Des Neiges." Petula Clark appeared before French language TV (filmed feature) for the program called "Face Au Public" and she really surpassed herself. Marva is now on her way with a second Flemish hit, translation of "Elle Est Finie (La Belle Histoire)" originally done by Petula Clark and which is now called "Zij Zijn Voorbij (ie Mooie Dagen)." On the reverse side another Flemish transcription of a former Petula-hit, "J'ai Tout Oublié": "Ik Wil Je Niet Meer." Recordings were made under the supervision of Louis Marischal and Marva was accompanied by the latter's studio-orchestra. For Scepter—now distributed by Vogue—Dionne Warwick is sure to have scored a hit with "Anyone Who Had A Heart."

The Sharks, on the Box label, are gaining popularity in Belgium every day. Their single features "Over The Top" and "Wipe Out." The Sharks is a youthful group of guitar players from the little town of Vilvoorde near Brussels.

ABC-Paramount expects a lot of "What Kind Of Fool" by The Tams. The reverse shows "Laugh It Off."

Negro singer Gérard Madiata, who is under contract with Polydor, has appeared on Flemish television. He did a vocal version of the internationally famous "Maria Elena" by Los Indios Tabajaras. Title on the record: "Marie Helena." He is accompanied by Cam Cole's orchestra, which also supports him musically when he performs on the stage. We think Madiata has a great singing career in front of him. So far, he had been known as the "Belgian king of Twist."

And in closing we want to note that we are asking ourselves if Belgium will succeed in getting Trini Lopez to come over from France for an appearance in public, either for radio (and or) television. He is billed at the Olympia in Paris from January 15 to February 7. Let the record firm concerned now show what it can do about it. Till next week.

Belgium's Best Sellers

FLEMISH

- 1 Don't Talk To Him (Cliff Richard/Columbia/Belinda)
- 2 If I Had A Hammer (Trini Lopez/Reprise/Essex)
- 3 Bossa Nova Baby (Elvis Presley/RCA/Belinda)
- 4 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 5 La Bamba (Trini Lopez/Reprise/World)
- 6 Busted (Ray Charles/ABC Paramount/World)
- 7 Alleen (John Larry/Polydor/Passé Partout)
- 8 Ik Lees In Je Ogen (Lou Neefs/Moonglow/Intervox)
- 9 N'est Ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- 10 Droom Van Mij (Bob Benny/Polydor/Ideal)
- 11 Blue Bayou (Roy Orbison/Fonior/Accuff Rose)
- 12 Maria Elena (Los Indios Tabajaras/RCA/World)
- 13 Weer Een Café (Bobbajaan Schoepen/Decca/Intervox)
- 14 Be My Baby (The Ronettes/Fonior/Belinda)



JAPAN

The sale of Christmas records this year seemed to be quite poor compared with the average year, according to dealers. The reason for such a decrease is not certain yet.

The most influential cause could be in that there are too many kinds of Christmas records released on every label represented by distributors here. The severe competition among those records is reflected in the purchase motivation of our consumers, contrary to the strong push of the dealers.

Another reason could be that retail sellers are not willing to have in stock great numbers of records. If they keep a stock of many Xmas records they will be confused when they switch to the new year numbers.

The whole results of the sale of this Christmas season, however, will be clear about the middle of January.

Anita O'Day arrived here on Dec. 12, to stay in Tokyo and Osaka until Jan. 12, the first public performance starting on Dec. 27 at Sankei Hall in Tokyo. It's promoted by the World Wide Auto-race Association.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	Title	Label
1	1	Be My Baby—Ronettes (Pbills); Johnny Deerfield (Columbia); Mieke Hirota (Toshiba); Yukari Itoh (King)—Sub-Publisher/Shinko	
2	2	Bye Bye Birdie—Ann Margaret (RCA)—Sub-Publisher/Folster	
3	6	Bossa Nova Baby—Elvis Presley (RCA)—Sub-Publisher/Aberbach	
4	5	Lana—The Velvets (London)—Sub-Publisher/Folster	
5	4	One Boy—Joanie Sommers (W.B.)—Sub-Publisher/Folster	
6	3	55 Days at Peking—Brothers Four (Columbia)—Sub-Publisher/—	
7	7	Candlelight Kisses—Acadians (7 Seas); Yukari Itoh (King); Beni Sisters (Toshiba)—Sub-Publisher/Shinko	
8	—	Washington Square—Village Stompers (Epic); Spike Jones (Liberty); Paradise King (Toshiba)—Sub-Publisher/Toshiba	
9	—	Dominique—The Singing Nun (Philips)—Sub-Publisher/—	
10	8	Drownin' My Sorrows—Connie Francis (MGM)—Sub-Publisher/Shinko	

JAPAN'S BEST SELLERS

This Week	Last Week	Title	Label
1	2	Kon-Nichiwa Akachan—Michiyo Azusa (King)	
2	1	Shiroi Seifuku—Yukio Hashi (Victor)	
3	3	Dekai Konoyume—Michiya Mihashi (King)	
4	5	Nagasaki No Hito—Hachiro Kasuga (King)	
5	7	Utsukushi-i Judai—Akira Mita (Victor)	
6	4	Shugakuryoko—Kazuo Funaki (Columbia)	
7	6	Gakuen Hiroba—Kazuo Funaki (Columbia)	
8	—	Yumeo Sodate-yo—Kyu Sakamoto (Toshiba)	
9	8	Wakai Ashita—Kenji Kitahara (Columbia)	
10	10	Sutekina Asu Ga Kitto Kuru—Kiyohiko Matsunaga (Toshiba)	

LP BEST SELLERS

This Week	Last Week	Title	Label
1	1	Bye Bye Birdie—RCA	
2	5	I Left My Heart In San Francisco—Liberty (Julie London)	
3	3	Mitch Miller Screen Mood—Columbia	
4	4	Poetry in Japan—Decca	
5	2	My Fair Lady—Columbia	

Dion DiMuci On Belgian TV



LIEGE—Dion DiMuci, who appeared on Belgian TV while on a brief tour of the country, talks with friends after a filmed interview for the "Good Records, Good Friends" Show. Shown talking to Dion are (left to right) Annemarie, radio Luxembourg announcer, Dion, Pascal Robieffroid, managing director for CBS-Belgium, and CB correspondent Frans Romeyns.

BELGIUM'S BEST SELLERS (Continued)

WALLOON

- 1 Ma Guitare (Johnny Halliday/Philips/World)
- 2 Si J'Avais Un Marteau (Claude François/Philips/Essex)
- 3 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 4 America/If I Had A Hammer (Trini Lopez/Reprise/Essex)
- 5 N'est ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- 6 Tchou, Tchou (Richard Anthony/Columbia)
- 7 Maria Elena (Los Indios Tabajaras/RCA/World)
- 8 Je Serais Mieux Chez Moi (Robert Cogoi/Philips/World)
- 9 Pauvre Petite Fille Riche (Claude François/Philips/Southern)
- 10 Le Train Des Neiges (Petula Clark/Vogue)
- 11 Je/Elle Est Trop Loin (Danyel Gérard/Disc A-Z (Vogue)/Peter Plum)
- 12 I'm Watching (Sylvie Vartan/RCA/Spanka)



SCANDINAVIA

DENMARK

First a correction: On page 72, Int'l Section of Cash Box Year End Issue 1963, there appears under "Norway—Biographies" on column 4 a number of Danish artists. The Norwegian bios end with Ase Wentzel, and starting with Osvald Helmuth all the following artists listed in that column are Danish. The readers of Cash Box are kindly requested to make a notice of this in their issues.

Skandinavisk Grammophon A/S (SGA-EMI in Denmark) followed up the Danish TV presentation (over the Eurovision net) of the opera "Hansel und Gretel" by Engelbert Humperdinck on Christmas Day with a special promotion of its complete recordings of the opera with Elisabeth Schwarzkopf and Elisabeth Grümmer on Columbia. December 30, a German presentation of Verdi's "Rigoletto" was shown on Danish TV, and also in this case SGA made a special promotion for its complete recordings of the opera.

Werner Hamburger, head of Nordisk Polyphon Akts. (NPA) is very happy about the success of "Dominique" with The Singing Nun at Philips. The record is moving quickly up the Danish charts. This correspondent wants to express his thanks to Hamburger for the highly appreciated Christmas present, a copy of the 10" LP titled "Alle Tidere" (All Time Favourites) presenting 24 more or less classical pop songs from 1924 until the present, with a number of artists such as the late Max Hansen, Ib Schonberg, Liva Weel, Olga Svendsen, and many still shining names as Buster Larsen, Poul Bundgaard, Marguerite Viby and many others.

SWEDEN

A small correction on page 69, Int'l Section of Cash Box Year End Issue might be of value. Sixten Eriksson of Grammfon AB Electra gave his view of "Problems of the Swedish Record Industry" on column one. However, Eriksson's contribution continues on column two at the bottom of the column, starting with the words: "Another promising prospect is that the special luxury tax. . ." This was not indicated in the column, but might give Eriksson's article more justice if known.

Of foreign artists meeting 1964 on tour in Sweden can be mentioned the British singer Heinz, who started his tour in southern Sweden on December 28, and Brian Poole and The Tremeloes, who made their Swedish debut in Stockholm on New Year's Evening. Heinz as well as Brian Poole are recording for British Decca. They both completed their Swedish tour on January 6. While in Stockholm, they are also contracted for TV appearances.

Moving up very fast here is "I Want To Hold Your Hand" with The Beatles on Parlophone; this week entering the charts at the 7th spot. Swedish publisher is Sonora Musikförlags AB. Also new on the charts this week is "I Like It Like That" with Larry Finnegan on Sonet.

Billy J. Kramer and The Dakotas are contracted for a tour in Sweden, starting in Stockholm on February 7. The tour is arranged by Telstar artists agency.

Swedish group The Spotnicks is contracted for a tour in France in February. However, the military authorities want the singer Bob Lander for eight weeks at the same time, and if he can't get a postponement, this might spoil their tour.

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Artist/Label
1	1	13	She Loves You (The Beatles/Parlophone) Sonora Musikförlags AB
2	2	4	Diggety Doggety (The Streaplers/Odeon) Edition Odeon
3	4	7	Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
4	3	11	Detroit City (Bobby Bare/RCA Victor) Cedarwood (Scandinavia) AB
5	6	4	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
6	5	6	Be My Baby (The Ronettes/London) Belinda (Scandinavia) AB
7	—	1	I Want To Hold Your Hand (The Beatles/Parlophone) Sonora Musikförlags AB
8	7	9	Skona Mitt Hjärta (Pick Up The Pieces) (Siv Malmquist/Metronome) Edition Odeon
9	8	10	I've Got A Lovely Bunch Of Cocoanuts (The Sunbeams/Rekord) Reuter & Reuter
10	—	1	I Like It Like That (Larry Finnegan/Sonet) No publisher



Danyel Gerard In Brussels

BRUSSELS — French singer Danyel Gerard, whose waxing of "Je" is still a best-seller here, was a guest at a reception recently given by the Vogue distrib. The chanter is pictured with Neville Marten (right), European managing director of Cash Box, and Frans Romeyns, CB Belgian correspondent.

"The Best in Scandinavia . . . Bens"



FRANCE

We presume it would be a good idea to terminate this year by publishing several lines concerning the interviews we have had with several well-known people in our record trade in France. Honors go to the president of the record manufacturing trade union. We are referring to Mr. Froment who directs Decca. We have previously written all about this operation and mentioned that this was impressive. This brings the Decca, R.C.A. group, under one form or another, a modern classical repertory. It is impossible to translate word for word the conversation that we had on this subject but we will try to reproduce the meaning and spirit. First of all the President seems to be against pomp and does not seem to appreciate particularly the pomp of the French Academy of record prizes. On this subject Froment pointed out to us that he assisted last week at the prize awards by the S.D.R.M. and he said that he particularly appreciated the simplicity of this prize-giving by the S.D.R.M. (Mechanical reproduction Society).

Let's now pass over to another subject. The President deplores the incidents that have occurred during the past years opposing artists and record manufacturers. According to him, it seems preferable on all sides that they could come to a serious conception concerning the engagements.

Passing over now to the commercial side of the question. The President appears to admit that certain commercial rules are not up to standard. He speaks about the parallel Network which is to say, doubling the traditional record shops. He wishes to talk about the discount houses and big shops with multiple branches, and clubs. According to the President we can estimate 50% of the revenue of the whole corporation, the one realized by these parallel networks. This revenue has a tendency to rise regularly. The traditional record shop will become more and more what we call a library record seller. But following the example of U.S.A. and England the distributors are obliged to create and prosper by their means, and this does not make any doubt in the President's mind, to confirm this it is quite sufficient. The President thinks, on the other hand, that the record clubs have had a good influence concerning the sales of records and on the extension of the number of buyers and the price following a rule that we have already noted in this column. As to the authors rights the President was very reserved about this subject. He just said that the contract with BIEM was on a five year deal, and that during that time quite a lot of changes would come about. To terminate the President affirmed his optimism as to the future in our profession in France. Last minute news just come in stating that Froment has been re-elected President of the trade Union. We congratulate him on this re-election.

Let's now pass over to another subject less serious. Eddie Barclay has just given his annual Bal Fou Fou Fou and the main celebrities of the song biz were present to celebrate.

This is nearing its end and it seems that in our trade all the energy is directed towards one goal, to satisfy the demands, and not to lack in the record sales. This seems to be a good goal.

For information on novelty releases we will supply you with these in next weeks column.

France's Best Sellers

1	If I Had A Hammer (Lee Hayer, Seeger) Trini Lopez—Tropicales
1	Si J Avais Un Marteau (Lee Hayer, Seeger, Claude François) Claude François—Tropicales
2	La Mama (Charles Aznavour, Jacques Plante) Charles Aznavour—French Music
3	Elle Etait Si Jolie (Alain Barrière) Alain Barrière—Editions Tutti
4	Nous On Est Dans Le Vent (Michel Paje) Michel Paje—Vogue International
5	I'm Watching You (Paul Anka) Sylvie Vartan—Spanka

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Artist/Label
1	1	7	Johnny Loves Me (Suzie/Sonet) Sonet Music
2	3	6	Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
3	2	7	Drina (Marš na Drini) (Jorgen Ingmann/Metronome) Stockholms Musikproduktion
4	5	4	She Loves You (The Beatles/Parlophone) Multitone A/S
5	9	2	Dominique (The Singing Nun/Philips) Wilhelm Hansen, Musik-Forlag
6	4	5	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
7	—	10	Brand Mine Breve (Pick Up The Pieces) (Bjorn Tidmand/Odeon) Imudico A/S
8	—	1	I Want To Hold Your Hand (The Beatles/Parlophone) Multitone A/S
9	6	10	Bondeorglet (Down Yonder) (The Scarlets/Philips) Multitone A/S
10	—	1	I've Got A Lovely Bunch Of Cocoanuts (The Sunbeams/Sonet) Morks Musikforlag



BRAZIL

CBS just released this week a new collection of albums. "Twist, Only Twist" with The Youngsters playing some teen hits, such as "Juventud Twist", "Dejala," "Bienvenido Amor" and others; "Ritmo Diferente" (Different Rhythm) Volume II, featuring Albert Konrad And His Orchestra, an Ork created to compete with Bert Kaempfert, who is very popular around here; "Amor E Paz" (Love and Peace), under the Entree label, presenting Tito Madi, songster and composer responsible for many Brazilian Hits; "O Sucesso E Lana Bittencourt," with this talented songstress singing in English and French.

Chantecler Records released another series of Ricordi LP's: "Hit Parade Ricordi" with various artists, such as Umberto Bindi, Nuccia Bongiovanni; I Due Corsari, Emilio Pericoli, Quarteto Cetra, etc., "Tango Per Favore," a collection of International tangos played by Iller Pattacini And His Combo, including famous Argentine tangos like: "Adios Muchachos"; "Adios Pampa Mia"; "La Cumparsita" and "El Choclo"; "Ballando All-Italiana," another album with Iller Pattacini; "O Romantico Emilio Pericoli," an LP destined to appear in a very short time among the best sellers, because Pericoli, after his short but successful tour in Brazil, became more popular than before. In this album, he does 12 tunes, among them "Ramblin' Rose," "Riorin Fiorello," "Take Me Back to Cairo," "Uno Per Tutte," etc.

Two albums have been released by RCA Victor: "Our Man In Hollywood" with Henry Mancini And His Orchestra and "Hail To The Conquering Nero," with the pianist and composer Peter Nero.

Sergio Endrigo, the new Italian RCA singer, is beginning to appear with strong success in our charts. Endrigo's popularity is now almost like that of Nico Fidenco, the famous RCA artist in Italy.

Carequinha is a circus clown, very popular with Brazilian Children. An artist of Copacabana Records, Carequinha has appeal for Carnival, for Christmas, for every gay and happy date. After his success at Christmas, Carequinha waxed an LP, for children with a Carnival theme.

Very good indeed, the new album pressed by the famous teenager Brenda Lee for Decca, released here by Philips Records. We liked very much the performance of "What Kind Of Fool Am I" and "I Left My Heart In San Francisco," with very good arrangements. After long absence from our charts, we believe Brenda will be back very soon, because of the wonderful LP named "All Alone Am I."

Brazil's Best Sellers

- 1 Acorrentados—Agnaldo Rayol (Copacabana)
- 2 *Mas Que Nada—Jorge Ben (Philips)
- 3 Doce Amargura—Moacyr Franco (Copacabana); Riz Ortolani (Fermata); Francisco Petronio (Continental); Oscar Ferreira (Odeon); Danny Williams (Odeon); Orq. Namorados do Caribe (RCA) (Published by Fermata)
- 4 Pombinha Branca (Vola Colomba)—Silvana (Copacabana) (Published by Ricordi)
- 5 *Quem Tudo Quer Nada Tem—Anisio Silva (Odeon)
- 6 Blue Star—The Jordans (Copacabana); Rinaldo Calheiros (Copacabana)
- 7 Hully Gully Baby—Chubby Checker (Fermata)
- 8 Olhando Para O Ceu (Sukiyaki)—Trio Esperanca (Odeon); Poly (Continental); Kyu Sakamoto (Odeon); Gilda Valenca (Musidisc) (Published by Vitale)
- 9 Oracion de Amor—Bienvenido Granda (RGE)
- 10 Maria Cristina—The Clevers (Continental)
- 11 El Relicario—The Clevers (Continental)
- 12 Papa-Oom-Mow-Mow—The Rivingtons (RCA) (Published by Euterpe)
- 13 *Nova Flor—Francisco Petronio (Continental)
- 14 *Brigamos—Jair Rodrigues (Philips)
- 15 *Curore—Rita Pavone (RCA)

*Brazilian Music

Brazil's Top Ten LP's

- 1 *Samba Esquema Novo—Jorge Ben (Philips)
- 2 Moacyr Franco—Moacyr Franco (Copacabana)
- 3 *S Rhythm—Ray Conniff & Billy Butterfield (CBS)
- 4 Show Doçura—Moacyr Franco (Copacabana)
- 5 Encontro Com The Clevers—The Clevers (Continental)
- 6 *Avanço—Tamba Trio (Philips)
- 7 *Mensagem—Altemar Dutra (Odeon)
- 8 Suspense—The Jordans (Copacabana)
- 9 Living It Up—Bert Kaempfert (Polydor)
- 10 Nico Fidenco—Nico Fidenco (RCA)

*Brazilian Music

Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	13	Deep Purple—Nino Tempo & April Stevens (Atco/"Hatakli")
2	2	8	It's All In The Game—Cliff Richard (Columbia)
3	7	7	Your Other Love—Connie Francis (MGM)
4	3	8	I (Who Have Nothing)—Ben E. King (Atco/"Hatakli")
5	8	8	First Day Back At School—Paul & Paula (Phillips)
6	4	8	Bossa-Nova Baby—Elvis Presley (RCA)
7	10	6	Bad Girl—Neil Sedaka (RCA)
8	5	8	Fools Rush In—Ricky Nelson (Arton/"Hed-Arzi")
9	15	3	Talk Back Trembling Lips—Johnny Tillotson (MGM)
10	11	4	Do You Love Me—Brian Poole & Tremeloes (Decca)
11	12	8	I'll Take You Home—The Drifters (Atlantic/"Hatakli")
12	6	11	Judy, Judy, Judy—Johnny Tillotson (Cadence/"Hatakli")
13	—	1	You'll Never Walk Alone—Gerry & Pacemakers (Columbia)
14	15	4	Since I Fell For You—Lenny Welch (Cadence)
15	16	3	The Impossible Happened—Little Peggy March (RCA)
16	—	1	Be My Baby—Ronettes (London)
17	9	6	Witchcraft—Elvis Presley (RCA)
18	19	2	Washington Square—Village Stompers (Epic)
19	13	6	Blowing In The Wind—Peter, Paul & Mary (Warner Bros.)
20	17	17	Twist & Shout—The Beatles (Parlophone)



ITALY

We'll start our column this week talking about the visit of the well known orchestra conductor Andre Kostelanetz. He stopped in Milan on the way to Teheran (Iran) where he was greeted by his host, the Persian Shah. Cash Box had the pleasure to have a nice meeting with Kostelanetz. He told us about the plans for his next activity. He is expected in Japan on January 10, where he will conduct a series of concerts in Tokyo and Kyoto. In the month of May, he will come once again to Italy, but not on vacation as this time. He will take part, in fact, in a series of TV shows. He also told Cash Box about his latest recording, "Promenade" a posthumous work of George Gershwin, the manuscript of which was given to Andre recently by George Gershwin's brother, Ira. The Kostelanetz waxing of "Promenade," under the CBS label, is the first of newly discovered Gershwin works, and it will be released during the month of January. "Promenade," said Kostelanetz, is a short composition, but it's a little jewel: one of the best works penned by the great talent of Gershwin. The new recording will soon be released by CBS in Italy, too. Four different LP's with an orchestra conducted by Andre Kostelanetz have been released in Italy by CBS.

During the meeting with Kostelanetz, Cash Box had also the pleasure to meet Ettore Stratta, International A/R Manager of CBS. He is now in Italy to record at the Teatro Nuovo of Milan, the Italian version of the successful musical "My Fair Lady," starring Delia Scala, Gianrico Tedeschi, and Mario Carotenuto. The orchestra of the new Italian album of the musical is conducted by Migliardi. The LP will soon appear on the Italian market.

After Milan, Ettore Stratta will leave for Frankfurt and Paris to visit German and French offices of CBS on the way back to New York. Stratta recorded in the States the foreign version of recordings of top CBS artists like Steve Lawrence, Eydie Gorme, Andy Williams, Dion Dimuci, Frankie Laine and others.

Let's mention the last Italian versions supervised by Ettore Stratta: Frankie Laine recording in Italian "Don't Make My Baby Blue," under the Italian title "Non Farla Piangere" and "White Christmas" (Bianco Natale) by Andy Williams. The first Frankie Laine Italian recording will be released during the period of the San Remo Festival. As already announced, Frankie will take part in the San Remo contest, presenting the English version of "Desperato Tango," the song penned and performed in Italian by Domenico Modugno.

On the subject of the "big" San Remo Festival, Cash Box has been informed by R.I.F.I Records that two of its talents, Cocky Mazzetti and Fabrizio Ferretti will take part in the contest. Cocky will perform the Italian version of "E' Mezzanotte," a song that will also be presented on the Casino stage by Los Hermanos Rigual, while Fabrizio Ferretti will be the interpreter of "La Prima Che Incontro," penned by Gornj Kramer.

"If I Had A Hammer" is the title of a new big American success, and it's certain that this tune will be a hit in Italy, too: The tune has just been recorded by our top star Rita Pavone for the RCA label, under the Italian title "Dammi Un Martello." Rita presented the song recently during the pop TV show "The Dream Fair."

The original version of "If I Had A Hammer," published in Italy by Sugarmusic, has been released by R.I.F.I with Hal Prince & The Layabouts.

While on the subject of R.I.F.I, let's mention that it has issued in homage to the great personality of the late U.S. President, John Kennedy, a record containing his Inaugural Address waxed under the Spoken Arts label.

From Phonogram, we have been informed that it will immediately release in Italy the first single of the "Singing Nun" (Soeur Sourire) containing the US top hit, "Dominique" and "Entre Les Etoiles." The disk will be strongly promoted on our market, too, and a strong reaction is expected.

As we reported some weeks ago, David Matalon, the owner of Ducale Records and Publishing firm, is at the same time acting as a record producer for Phonogram. His first discovery is Gino. The singer is 23 years old, born in Sudan. He made his record debut in England recording "The Secret," which entered the top ten list of that country. His first Italian disk produced by David Matalon includes "Il Primo Bacio" (The First Kiss) and "Un Altro" (Another).

And let's conclude our column this week announcing another disk of Adriano Celentano. The pop Italian artist has cut four new numbers that will be presented all together on a disk under the title "Ciao Ragazzi" (Hello Boys!). The new waxings will appear this week on the market.

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	—	1	*O Mio Signore: Edoardo Vianello/RCA Published by Leonardi
2	3	5	*Adesso No: Neil Sedaka/RCA Published by RCA Italiana
3	5	3	*Non Te Ne Andare: Jimmy Fontana/RCA Published by RCA Italiana
4	2	4	*Non E' Facile Avere 18 Anni: Rita Pavone/RCA Published by RCA Italiana
5	—	1	Ridi/Ma Neanche Per Idea: Michele/RCA Published by Ricordi/Ariston—RCA Italiana
6	7	4	*T' Amo E T' Amero': Little Tony/Durium Published by G.I.B.A.
7	1	7	*Sabato Triste: Adriano Celentano/Clan Published by Ricordi/Italian Yank
8	8	7	*Ti Cerchero: Ricky Gianco/Jaguar Published by Leonardi
9	4	6	*L'Eta' Dell'Amore: Françoise Hardy/SAAR Published by Leonardi
10	10	4	*Letters Di Un Soldato: Domenico Modugno/Fonit Published by Ariston

*Denotes Original Italian Numbers

SUBSCRIPTION TO CASH BOX

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A Possibility For 1964?

A Training School For Mechanics

Last week's editorial which appeared in this space closed out the old year by placing an emphasis on the maze of problems facing the coin machine and vending industries for 1964. One of the problems which affects everyone in the business right on down to the individual operator, is the shortage of trained mechanics available for route service. The demand for the skilled serviceman will only grow greater and there has been no indication that a technical school—similar to the two schools set up in Los Angeles and Philadelphia which train vending machine servicemen—will be instituted in the near future.

The coin machine industry must rely on the mechanics already in the business, or from a small crop of newcomers who are fortunate enough to link themselves with either distributing firms who are geared for the training of unskilled men or operating firms large enough to carry the costs of training a man.

A ray of hope shone on this otherwise dismal picture last week when a representative from the New York State Employment Bureau called on our offices in New York City with a proposal that deserves the attention of every coinfirm in the nation. The NYS Bureau will canvas the trade in the five-county metropolitan area asking individual operators and distributors to return a questionnaire which, once the returns are in, should indicate not only the need for trained mechanics for the coin machine industry, but also the basic requirements necessary before a student can be considered qualified for a position in the industry as a skilled man.

New York State, like other states, receives funds from the Federal government which it supplements and uses to school untrained people to fill the open ranks of the skilled. This is part of the government's effort to reduce unemployment since much of the unemployment problem today is with skilled crafts. These are the jobs that go wanting. Industries such as the coin machine industry suffer because of the shortage of manpower and schooling facilities. Evidently, New York State intends to do something about this situation in New York City. In any event, *Cash Box* has pledged full support of the program and will supply the Bureau with all necessary listings in order to get the questionnaire into the hands of the trade, which in turn will start the wheels turning on the preparation of a curriculum. The details of the school will not be available until this information has been studied by NYS officials.

It would be wise for coin machine people all over the country to call upon their local unemployment bureaus and suggest a similar project in other cities. The coin machine industry doesn't qualify for a private technical school similar to the present vending industry educational facilities but it certainly merits the attention of local government. Only good can come from such a program.

Williams Ships 'Beat The Clock' 1-Plyr.

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Corporation, in this city, ushered in the New Year 1964 with an equally new flipper game he describes as "the likes of which has never been created for the domestic and international markets before."

The new Williams coin-operated amusement game is called "Beat The Clock." For concerted action and considerable suspense two balls are ejected on the fast-action playfield at the same time.

Stern explained that in Williams Electronic's constant effort to "improve on success," revolutionary, new creative ideas are constantly incorporated.

"This," he stated, "coupled with our distinctive cabinet high-styling is responsible for Williams' fantastic growth and high sales position everywhere in this country and in the worldwide coin machine markets."

"We can assure you that Williams flipper type amusement games will certainly set the pace for 1964—this is our goal for '64!"

"Beat The Clock" is a single player with option for three or five ball play. It has fast acting new Drum Units in the backbox for more positive scoring, and the Williams finger-tip controlled "Latch-Lock" playfield for simplicity and speed in servicing the internal playboard mechanism.



SAM STERN

As Williams' sales manager, Jack Mittel, described the playfield action to the Cash Box reporter: "Here is how Williams engineering ingenuity has doubled up the play enjoyment. The ball in the 'Starhole' is ejected by a ball through the top rollover, or on either side eject pocket.

"Then," he added, "The starting clock on the lightbox runs until one ball leaves the playfield. When the hand on the clock reaches the '12' on the dial-face two side eject pockets light up to score the 'Special,' and also lights the '6' on the clock-face.

"When the hand on the clock reaches the '6' when lit it scores another 'Special.' There is considerable action and suspense during this 'Beat The Clock' action on the playfield and lightbox."

In other play and scoring features the "A-B-C-D" lights the top rollover for a "Special." There are two "Specials" when the knockout pockets are lit. Lighting five jet bumpers, or four jet bumpers scores an additional ten points.

There are four fast acting flippers on the playfield for complete ball control and added thrills.

The "Beat The Clock" cabinet is a beautifully illustrated, colorful thing of breathtaking beauty, according to Mittel. It has a new larger, locked cash box, the Williams "Plastikote" finish on the playfield, and a number match feature on the lightbox.

Stern asserted in conclusion: "We are ringing in a big, prosperous New Year for coin machine operators everywhere with a flipper amusement game that is geared for bigger collection returns, highest profits, and the best resale value possible in all markets."

We take this opportunity to extend our collective Williams best wishes for a profitable, healthy New Year to all our friends in the coin machine and allied industries!"

MONDIAL'S SARKISIAN TO ATTEND A.T.E.

■ Will Tour Europe



RICHARD SARKISIAN

NEW YORK—Richard Sarkisian, executive of the Mondial Commercial Corporation, largest exporter of new amusement machines, will leave New York on January 26 for an extended tour of Europe. He will attend London's Amusement Trades Exhibition, Jan. 28-30.

Following the giant coin machine convention, Sarkisian will visit Mondial's official distributors in Hamburg, Bremen, Copenhagen, Oslo, Stockholm and Helsinki. He will be in Europe from three to four weeks, according to Mondial President, Suren Fesjian.

Sarkisian has been with the Mondial firm for two years during which he spent time with each of the U.S. factories represented in Europe by Mondial and also assisted Fesjian and Sales Manager Aspet Varten while in the company's executive offices located in the Empire State Building.

Cleveland Coin Intl.'s Export Business Grows

CLEVELAND—Last month Cleveland Coin, leading exporter of coin machines in the area, shipped its first shipment of machines to Iceland. One week before, the firm released its first order to Austria. An importer from Guam mailed a \$1000 check as deposit on an order enclosed. "This is the shape of our export business today," stated Morris Gisser, the firm's President. Cleveland Coin International has enjoyed a marked increase in export sales of used equipment during 1963 and expects a good year ahead, according to the distributor.

5 New Seeburg Little LP's

CHICAGO—Seeburg started the new year with five new Little LP releases. The titles, as announced last week from the Chicago manufacturing firm, are as follows: Pop Vocal, Aretha Franklin, "Laughing On The Outside;" Arthur Prysock, "A Portrait Of Arthur Prysock;" Pop Instrumental, Henry Mancini—Al Hirt—Perez Prado, "Three Great Bands;" Jazz/Rhythm and Blues, John Coltrane/Johnny Hartman, "John Coltrane—Johnny Hartman;" and Country-Western, "Three Country Gentlemen" featuring Hank Locklin, Hank Snow, and Porter Wagoner.

Sarkisian was born in Boston, Massachusetts, and attended Boston University. Following his graduation and several years' employment in the shipping industry, Sarkisian joined Mondial.

Mondial Commercial Corporation recently revised its distributor network in favor of the present official distributorship system. Sarkisian will meet with distributors in the cities outlined above.

Belam Named Agent For Rock-Ola In Madagascar, Reunion



VIC HAIM

NEW YORK—Vic Haim, President of the R. H. Belam Company, leading coin machine and vending export firm here, advised Cash Box last week that the firm has been named exclusive agent for the sale of Rock-Ola phonographs in the territory of Madagascar and the Reunion Islands.

"This remote territory has imported limited amounts of coin machines during recent months," said Haim. "We will do our utmost to promote sales on the new Rock-Ola Rhapsody II and Capri II machines," he said. First shipment is expected to leave within two weeks.

"Volume in that area will not be too large at the outset but we will do everything possible to introduce the phonograph line to the buyers and to promote and publicize the machine in order to stimulate sales," added Haim, who said that the Belam staff was happy to be back in the Rock-Ola family once again.

R. H. Belam's Vending International Division—Belamex—advised Cash Box at the close of 1963 that the firm's vending exports had doubled for the year. Morris Nahum, who heads Belamex, stated that 1964's sales should again double, based on the firm's estimates.

Howle Appointed Rock-Ola VP, Director Of Sales

CHICAGO—David C. Rockola, President of the Rock-Ola Manufacturing Corporation, announced the appointment of David P. Howle as Vice-President and Director of Sales for all divisions of the Rock-Ola Manufacturing Corporation. The appointment is effective immediately.

Howle joined the Rock-Ola Corporation last April as Sales Manager of the then newly formed Book-O-Mat Division, at which time he was elected a Vice-President of the Corporation.

Howle is well acquainted with all phases of the coin-operated business. Prior to his joining Rock-Ola, last year, Howle was Vice-President in charge of the Vending Division of Williams Electronic Manufacturing Corporation and previously had been the National Sales Manager for the Bally Manufacturing Corporation and later the Sales Manager for the Vending Division of the Seeburg Manufacturing Corporation.

On announcing the appointment of Howle, Rockola stated that with Rock-Ola's rapidly increasing sales and the corporation's expansion into the vending business, it is necessary for Rock-Ola at this time to strengthen its sales organization to offer its distributors and operators every available aid in increasing their sales and profits and to help them prepare for the vast potential to be realized in this growth industry in the future.

Celebrate 20 Years With Atlas Music



MIKE BLUMBERG



MORT JACOBS

CHICAGO—Eddie Ginsburg, president of Atlas Music Company, of this city, feted his entire staff of employees, Thursday, November 19, at a soiree in the Sheraton-Blackstone Hotel to celebrate the Christmas holiday season and to honor Mike Blumberg and Mort Jacobs, on the occasion of their 20th anniversary as employees of Atlas Music Company. They were presented with appropriately engraved gold watches during the dinner party.

Ginsburg expressed his delight in his having re-acquired ownership of the Chicago distributorship during 1963, having re-purchased the company and all its assets from Automatic Canteen Company of America.

Among the employees on hand during the dinner party were: Bob Fabian, Stanley Levin, Samuel H. Gersh, Bill Phillips, Chuck Harper, Mike Blumberg, Mort Jacobs, Morrie Minkus, Joe Klykun and O'Donald Phillips.

Also, Frank Bach, Irv Bryant, Brent Carothers, Ed Chesney, James Dacey, John Decker, George Dernbach, Edward Doran, Nancy Eannarino, Edward Fagocki, Bill Fredericks, Ray Grier, Frank Gumma, John Havrilla, Barbara Jarog, Helen Kobus, Rita Kobus, Ronald Kuhlmann, Frank Mallack, Barry Menconi, Nestor Nieves, Howard Siegel, Edward Siegelman, Andy Verbisky, Elmer Walker, Joseph Weide, Bill Williams, Rita Wachowiak and Willard Warlin.

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Wico Issues Vending Parts Catalog

CHICAGO—Edward Ruber and Denis Parsons, who are the driving forces in Wico Corporation's new Vending Parts Division, announced the introduction this past week of Wico's first vending parts and supplies catalog (#640). This new catalog initiates, in 1964, Wico's entry into the constantly expanding vending parts business.

This enterprising expansion has been in the planning stages at Wico Corp. for several years. Some months ago Wico President Max Wiczer, general sales manager Milt Wiczer and Ruber set the wheels in motion for this big step forward for the Chicago based parts and supplies company, which has been active in a large measure in the coin machine parts business for many years.

Parsons explained that this new expansion into the vending field was necessitated by the constant demands of vending operators for this parts and supplies service. It is the feeling at Wico that this availability from one source will save operators time and money on the purchase of parts.

Vending Man Honored By Variety Club



DAVE ROSEN

PHILADELPHIA—Dave Rosen, President of David Rosen Inc., distributors for the complete Rowe AC music and vending line in this Pennsylvania-

More than 8,000 catalogs were distributed at Wico Corp. this week, and operators are urged to request their copies, if they haven't as yet received them in the mail.

New Jersey territory, will be installed as Chief Barker, Phila. Variety Club, Tent #13, at a gala installation dinner, Jan. 13th at Philly's Bellevue-Stratford Hotel. Star of the evening's show will be Miss Eydie Gorme who will be this year's recipient of the

Canteen's Collins Elected To Bohack Food Chain

NEW YORK—John T. Collins, President of New York Automatic Canteen Corporation, and of the Sales Executives Club of New York, was elected to the Board of Directors of the H. C. Bohack food chain, according to an announcement by William J. Kent, Jr., Bohack President.

In his post as President of the Sales Executives Club of New York, Collins is responsible for the leadership of the 3,500-member organization which includes among its membership the nation's top sales, marketing, advertising and management executives.

In addition to the above, Collins is active in numerous other business, community and religious organizations, and holds such posts as:

President, Mid-Hudson Canteen Corporation; Member of the Board and Finance Committee, Community Council of Greater New York; Member of the Board, Automatic Canteen Corporation of America; Member of the Board of the Greater New York Councils, Boy Scouts of America; Member of the Board, Archdiocesan Service Corporation; Member, Cardinal's Committee of the Laity; Member of the Board, Guild of the Infant Saviour; Member of the Board, Georgetown University; Past President and Board Member, New York Automatic Vending Association.

Collins was born in Detroit, Michigan, and came to New York in 1931. At that time, he established New York Automatic Canteen Corporation. He is a pioneer in the field of automatic vending, having assisted its rapid growth.

A widower, he makes his home at 180 East 79th Street, New York City, and is the father of two sons and one daughter. One son, Father Steven Collins, now teaches at Portsmouth (R.I.) Priory Preparatory School. The other Richard, is a member of the law firm of Whiteside & Wolf. His daughter is Mrs. Edward Tostanoski. Collins has six grandchildren.

Variety Club's Heart Award. Miss Gorme was selected for her many contributions to various charitable and humanitarian causes, including many in the Phila. area.

"It is highly significant that the Variety Club's great honor is to be bestowed once again upon a leading artist in the recording field," stated Rosen last week. Last year's winner was Patti Page. He called attention to the outstanding unsung achievements made by people in show business and in the coin machine business.

Many city and state dignitaries will attend the dinner. The Variety Club's Great Heart Award, presented to a professional in the field of medicine each year, will be given to Dr. Helen B. Taussig, physician-in-charge of the Cardiac Clinic at Johns Hopkins University. The installation dinner is a star-studded affair. This year, Rosen, as Chief Barker, will preside over the banquet as vocalist Al Martino, comics Fisher and Marks, and songster Pat Lynne, entertain the sold-out ballroom audience.



CIGARETTE VENDING is the area under discussion by NAMA's Cigarette Committee (above) who emphasized a 6-step self-regulation program (CB Dec. 28). Left to right (outside): Herbert E. Greenberg, Rowe-AC Manufacturing Division of

Automatic Canteen Co. of America, New York City, N. Y. (for Robert Z. Greene), Aaron Goldman, Macke Vending Company, Washington, D. C., J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis, Ind., NAMA Director of Public Relations Walter W. Reed, NAMA Senior Vice President and President-Elect Carl Millman, Automatic Merchandising Corp., Milwaukee, Wis., NAMA President and Committee Chairman Louis J. Risman, Mystic Automatic Sales Co., Inc., Medford, Mass.,

NAMA Executive Director Thomas B. Hungerford, NAMA Legislative Counsel Richard W. Funk, Public Relations Counsel to NAMA Dale O'Brien, Dale O'Brien and Company, Chicago, Ill., Tom L. Herrick, The Seeburg Corporation, Chicago, Ill., Norman Dolnick, Dale O'Brien and Company, (Mrs. Evelyn Sweetow, NAMA Ste-nographer), Left to right (inside): A. F. Diederich, National Vendors, Inc., St. Louis, Mo., NAMA Western Manager and Counsel Sidney S. Kallick, Los Angeles, Calif., Harry Rosen, Allegheny Cigarette Service Co., Wilkingsburg, Pa., James T. McGuire, Automatic Canteen Co. of America, Chicago, Ill. (for Patrick L. O'Malley), Herb A. Geiger, Geiger Automatic Sales Co., Division of Servomation Corporation, Milwaukee, Wis., Committee members not shown in the picture are: Robert K. Deutsch, Interstate Vending Company, Lincolnwood, Ill., F. C. DuGrenier, Arthur H. DuGrenier, Inc., Haverhill, Mass., and M. B. Rapp, Continental-APCO, Inc., Westbury, L. I., N. Y.



NAVY BRASS: Lieut. (j.g.) Frank Ash, USN, has reason to smile. The Active Amusement Machine Company exec was promoted last month from the rank of Ensign. Ash's father, Joe, runs Active where the firm distributes the Rock-Ola phonograph and vending lines throughout the Pennsylvania territory. At the close of Ash's naval career he will re-join the vending organization.

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THROUGH THE
MARCH OF DIMES!

Bally Will Premiere Slot Machine At London's A.T.E. Convention

CHICAGO—Bill O'Donnell, president of Bally Manufacturing Company, announced last week that he will preside at the presentation of a new Bally-built bell-fruit machine at the 20th Annual Amusement Trades Exhibition in London's New Royal Horticultural Hall, on January 28, 29, 30, 1964.

"The Bally machine," O'Donnell said, "is housed in the compact case which bell-fruit operators expect of contemporary 3-reel machines, and the case has 'the old familiar look' plus new sleek styling, illuminated signs, big easy-to-read symbols and visible jackpot.

"Inside that standard size case, however, our staff of engineers—headed by a veteran of 30 years of bell-fruit design—have packed more new features than you would expect to find in a console three times the size," said O'Donnell.

"Biggest innovation in the Bally machine is the fact that all jackpots are paid out automatically in coins, not tokens. One of the several models we shall preview in London has 5 jackpots, and each and every one is paid out in a cascade of coins.

"Electro-mechanical coin mechanisms, proved accurate and cheat-proof in hundreds of thousands of Bally games, eliminate the need for escalators. Slugs or improper coins immediately drop into the coin-return cup. Bent or otherwise faulty coins are ejected when the handle is pulled, and, of course, reels do not spin unless coin is accepted by the mechanism," he said.

"Mechanical simplicity and sturdy construction are other features of the Bally bell-fruit. Veteran operators from Europe, as well as Nevada, who



BILL O'DONNELL

have examined the Bally machine, say the mechanism is the 'most trouble-proof' they have ever seen.

"I heartily invite friends of Bally in all parts of the world to meet me in London and see the new-era Bally bell-fruit machine," concluded O'Donnell.

London's A.T.E. show has developed into one of Europe's largest and most successful coin machine conventions. 3000 visitors are expected to attend the British show this year, which is expected to be the largest trade show ever held on the Continent.

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Un. Embassy SA	595
Un. Avalon SA	625
Un. Flash SA	225
Chico Triple G.C.	450

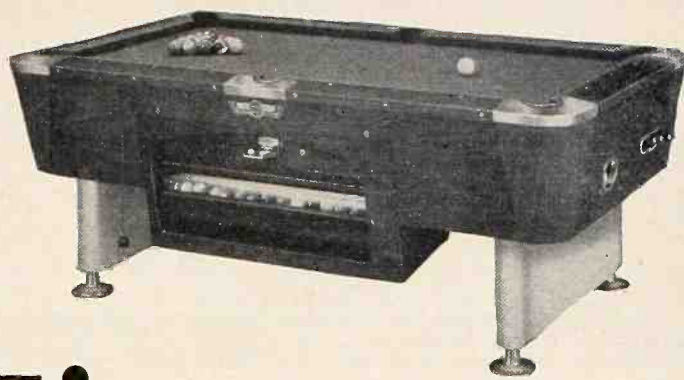
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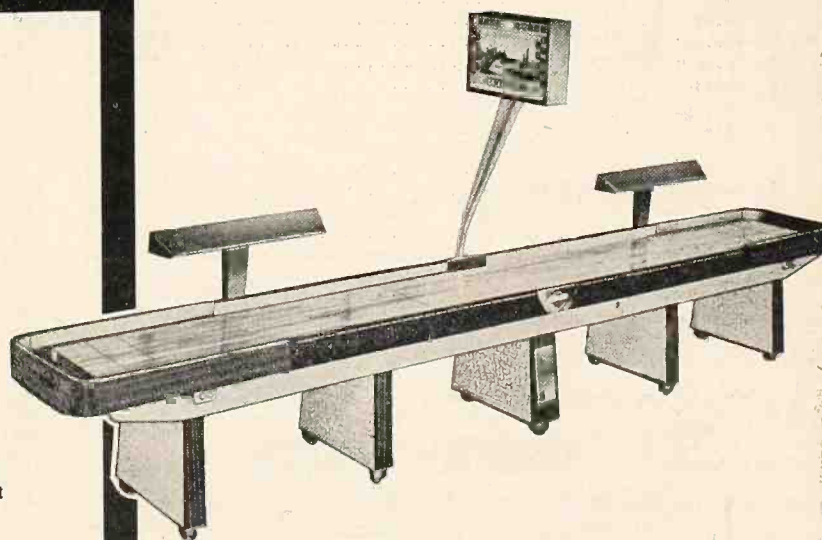
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Eastern Flashes

NEWS NOTES FROM TENTH AVENUE AND POINTS NORTH AND SOUTH: Vic Haim and Morris Nahum jubilant over their appointment as agents for the Rock-Ola phono line in Madagascar and the Reunion Islands. The market isn't the biggest but you'll note that firms with the reputation of Mondial are holding on to franchises for the new amusement machine lines that they already handle. R. H. Belam will do its best to stimulate Rock-Ola sales, you can bet on that.

Jack Mitnick, veteran coinman now in Miami, called long distance on New Year's Eve to wish us a Happy New Year, and it was one of the nicest calls we received. Jack expects to open for business on the day after New Year's with an eye to expanding his export bingo business and also with the possibility of going into the manufacturing business.

All-Tech, manufacturer of pool tables, is expected to go all-out with a promotion campaign during '64. Advised us that plans have been set for a more ambitious program directed at coin machine ops.

Pool table manufacturers (Irving Kaye included) did a bang-up job over the holidays with sales on the home unit. Kaye ran an advertising program in the NY Times and reportedly sold lots of tables to the affluent readers before the Christmas season ended.

Dave Rosen is reorganizing many of the facets of his far-flung business and among other things expects to be more efficient in '64(!) if that's possible. Rosen will be installed as Chief Barker, Phila. Variety Club, Tent #13, at Philly's Bellevue Stratford Hotel on Monday eve., Jan. 13th. Eydie Gorme will sing and it is likely that hubbie Steve Lawrence who'll be rehearsing his "What Makes Sammy Run?" show in that city will also attend. Al Martino heads the line-up. Last year Patti Page was honored. This year Eydie. "It's significant that the show biz crowd has won two years in a row," said Rosen. "We need more attention paid to the coin machine business as well." And Dave's the guy who can draw attention, you better bet on that.

Frank Ash, Joe's son, promoted to Lieutenant J.G. Frank is aboard the U.S.S. Pickaway (APA 222) which happens to be in dry dock, a pleasant state of affairs for any gob stationed in San Francisco.

Art Silbert informs that Marcus Wexman was elected a director of SFC. Standard's annual volume is now \$500 million.

Suren Fesjian and Aspet Varten can rest a little easier between European trips. Sales exec Richard Sarkisian will spell the export execs starting with his first trip on Jan. 26. Richard will attend the A.T.E. in London and then visit about six major cities on the Continent.

Bally will exhibit a slot machine for the first time next month. The machine, recently announced by Bill O'Donnell, will receive its premiere at London's A.T.E. and why not? London is probably the biggest slot machine market in the world. Just ask Jennings, Mills and half-a-dozen other smaller firms cutting into the \$4 million annual business done in the United Kingdom on amusement machines. Bally has made progress with other console type equipment during 1963 and evidently figured the time was ripe for a slot machine intro.

Sam Kramer called from his Interboro Music address on Tenth Avenue to advise that he has "as is" arcade equipment available to the trade.

Williams followed up the "Merry Widow" 4-plyer with "Beat The Clock" a 1-plyer pingame that is off to a flying start.

Dave Howle, who toured the nation with the 'Book-O-Mat' (or 'Shop-O-Mat') as some distribs prefer to call it, has been promoted to the post of VP Director Of Sales at Rock-Ola. That's a fine way of thanking a good man for doing an excellent job.

Hank Ross told Harold Hoffman and Clint Shockey that he'd prefer it if Royal distributed the Midway line throughout the State of Ohio rather than just the Cincy area. The result: Royal ordered more "Winner" novelty games from the Midway plant.

Are you ready for the supprises the Wurlitzer distribs have in store for you? The week of January 13-18 has been set aside for National Wurlitzer Week. Are you beginning to get the pitch?

Wico has a new parts catalog for vending machines. . . . Bert Betti and his missus had a quiet New Year's Eve as did just about everyone we spoke with (so who made all that noise?) . . . Canteen's John Collins was named to the Board of Bohack's supermarts. . . . Irving Holzman's sales are moving very well with his latest combination: "Futura," "Skippy" and "Bank Pool." In NYC we should note that "Skippy" becomes "Jill-Jill," but the game's the same.

Our west coast man, Jack Devaney came into New York last week and said that the weather was miserable. "I spent New Year's Day watching Pasadena on tv," said the devoted Californian.

Si Redd has moved to his new address and is ready for that announcement he promised only one month ago. So wait another week.

MOA execs were reportedly scanning resumes before sitting down to serious interviews in search of the heir to Bob Blundred's Manager's post.

If you have machines in any of the new motels around the World's Fair site put in a larger cash box. . . . Check cigarette company promotion allowances. They're up to \$38.50 per machine per year.

Make a resolution to get more location contracts signed this year. Then make a resolution to join your association. Then make a resolution to attend meetings. Then pinch yourself before you snooze the day away. Get busy on the route and stop spending so much time reading(!)

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Chicago Chatter

Judging from past years there should be a brief lull in coinbiz during this holiday hiatus. However, observations in this major coin machine market, during these past two weeks, indicate a continuing overall active trend on the manufacturing, distributing and operating levels. This certainly bodes well for 1964! As all coinmen know Cash Box has most assuredly been the effective voice of the allied coin machine, vending and music trades over the years. We resolve to continue as the true "bible" of the industry.

Chicago Coin rings in the New Year with a big BANG—a "Firecracker" type bang, generated by terrific sales reports by Mort Seore on ChiCoin's "Firecracker" two-player pingame. Those happy smiles you see in the background belong to ChiCoin heads Sam Wolberg and Sam Gensburg, who—incidentally—expect a banner 1964.

The Rock-Ola story in '63 was a happy biography in the music and vending sales picture, according to Edward G. Doris, executive vice prexy. Congrats to old buddy Dave Howle, who was promoted to vice president and director of sales for all divisions of Rock-Ola Mfg. Corp. by David C. Rockola, president. This action by Rock-Ola is viewed as a greater expansion in vending machine business. . . . The New Year comes in at Bally Mfg. with the intro of the new "Slot Machine" game, and Bill O'Donnell and Herb Jones are somewhat elated already.

The sales and profit picture is certainly expected to continue bright and rosy at Seeburg Corp. New Year greetings are extended by Del Coleman, Jack Gordon, Bill Adair, Tom Herrick, Stan Jarocki, Dan Collins, Bob Dunlap, Ed Cleland, et al.

Keeney prexy Art Weinand and his lovely Kay had their last visiting season with daughter Ginger (now Sister Mary Denis) until the Easter Season.

Over at D. Gottlieb & Co. they up and left Nate Gottlieb stranded. Judd Weinberg and his family enplaned for a Florida vacation, and with Dave and Dorothy, and Alvin and Evelyn and the kiddies basking in the Florida sunshine that leaves Nate all alone minding the store (anyway, he has Manny Skibell as company). . . . We're delighted that First Coin prexy Joe Kline is back in his office feeling chipper again, after his recent painful siege. Joe, Sam Kolber and Fred Kline are enjoying a fine year-end season, and looking forward eagerly to 1964.

Judging from the fine reports we're getting these days from Nate Feinstein and the gang at World Wide Distribs 1964 looms very bright in the horizon. Best wishes to all from the gang at World Wide.

The much honored genial Patrick L. O'Malley, prexy & chief executive officer of Automatic Canteen Co. of America, receives a highly coveted honor in New York on Jan. 13. He'll become a Knight of Malta, to be presented in St. Patrick's Cathedral by Francis Cardinal Spellman, Archbishop of the New York Archdiocese. The knighthood was bestowed on Pat by Pope Paul VI.

"Eskimo" Joe Robbins and his shivering son were on hand in Wrigley Field last Sunday to watch the Chicago Bears unhinge Allie Sherman's (we should say Y. A. Tittle's) New York Giants (we don't dare say "midgets" for fear our New York pals will "cream" us!). Anyway, Joe, Empire Coin owner Gil Kitt and everyone else hereabouts is singing the praises of "Papa Bear" George Halas and his "giant killers." Ditto the Illini team which romped thru Washington Huskies on New Year's Day!

The outlook for 1964 is bright at Rowe AC Services in all divisions. The picture is particularly rosy with Rowe-AMI's "Tropicana" phono, according to a very pleased Fred Pollak, vice president. Among the New Year celebrants at Rowe AC are Jack Harper, Dean McMurdie, Fred, Paul Huebsch, Jim Newlander, genial Don Lunday, Bob MacGregor, Jerry Marcus, et al. . . . We always get a big kick out of chatting with Johnny Frantz at this time of the year. Johnny, as usual, is very optimistic about his counter game sales, expecting J. F. Frantz Mfg. Co. sales to go even higher in '64. Naturally, Don Congdon says "ditto!"

After chatting with the execs at United Mfg. Co. we can easily understand why they're all so confident, what with three big amusement games making it big. Such as, "Bankpool," "Futura" ball bowler, and "Skippy" shuffle alley bowler. Our fedora is tipped to Lyn Durant, Herb Oettinger, Bill DeSelm, Ray Riehl, Art Rapacz, LeRoy Kraehmer, Glenn Johnson, Johnny (perennial youth) Casola and Al (the non-flying Dutchman) Thaelke. And, we can't forget all the sweet gals at United (that means you, too, Laverne!).

It's a big week at Williams Electronic Mfg. for more than one reason—the New Year, and the intro of Williams new "Beat The Clock" flipper amusement game. Prexy Sam Stern and sales manager Jack Mittel look to 1964 with much joy, knowing it will be a banner Williams year in the sales column.

Eddie Ginsburg tells us that there has been no slack-off in business at all at Atlas Music Co. despite the holiday season. Happy New Year greetings to Eddie, Bob Fabian, Stan Levin, Chuck Harper, Mike Blumberg, Mort Jacobs, Bill Phillips, Joe Klykun and Morrie Minkus.

Marvel Mfg. prexy Ted Rubey just closed out a big sales year with Marvel's "Slugger" counter amusement game. He and Estelle Bye look to 1964 with mucho optimism. Oh, yes, Estelle doesn't want to "babysit" on the West Coast for awhile, so she hopes Bob and his wife will take a vacation in the "off-spring" dept. (What, no more diapers, Estelle??).

A big, banner year was closed out at Midway Mfg. Co., where Hank Ross, "Iggy" Wolverton and Bob Jones had several "winners" on the production lines. They have a "Winner" now, and its sales are skyrocketing as the New Year comes in. Good Luck, in '64, fellows!!! OUR VERY BEST WISHES TO ALL FROM US AND ALL THE GANG AT CASH BOX EVERYWHERE IN THE WORLD!

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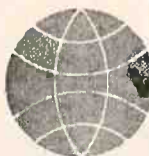
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2800 ATTEND 19th ANNUAL A.T.E. LONDON COIN SHOW NEW EQUIPMENT DOMINATES EUROPE'S TOP CONVENTION

LONDON—The 19th Annual Amusement Trades Exhibition took place in London last week at the New Royal Horticultural Hall, Westminster. Once again the venue was transformed for the occasion into a business-cum-pleasure garden where coin men from all over the world could meet and view the latest and best in coin operated equipment supplied by the leading manufacturers of three continents. The emphasis on quality rather than quantity, a noticeable feature at last year's show, was this year even more apparent. New equipment and new ideas were the order of the day with used and re-conditioned machines very much in the minority. Despite the rising costs of labour and materials many exhibitors this year "went to town" on their stands. A new level of presentation was established which not only maintained but further justified the growing reputation of the A.T.E. as the No. 1 show window for the European industry. The organizers deserve full marks for the success of this year's three-day convention and a special note of thanks for the much improved catering facilities. The social aspect of this kind of show is all-important and the additional bars and lounges available this year provided a welcome haven from the noise and bustle of the Exhibition Hall.

not called this year. However, many of our fortunate American friends were seriously handicapped by the New York dock strike. One would-be exhibitor Urban Distributors, had to withdraw and several items of new equipment destined for the show failed to arrive in time. The major hazard this year was the weather. Although attendance figures have not yet been announced it seems likely that the final count will be slightly down on last year—not surprising with Britain and the continent still in the grip of the coldest winter for years. Nevertheless those manufacturers, distributors, operators etc. who made the journey to London both from home and abroad were not disappointed. Ironically across the channel in Brussels the doors were finally closed on Britain's application to join the Common Market. Nevertheless coin men from the member countries were well represented together with those of other territories around the world—America, Australia, France, Germany, Belgium, Holland, Italy, Switzerland, Spain, Scandinavia, Denmark and Southern Rhodesia.

Multi-Players Dominate, Reflect Arcade Prosperity
As expected the trend this year was emphatically towards multi-players, multi-slot and electrication. The many now expensive and elaborately designed models in this category brought an air of affluence to the show reflecting both the healthy prosperity of the arcade business and the technical advance in British design and manufacture. One of the most impressive and, at £1750 one of the most expensive, multi-players was the 3d Derby 20-player exhibited for the first time in London by the Crompton Patent Machine Co. The machine fits 20 horses on a green base track—each came pays out six winners, three at 6d, two at 1d and one at 1/2. Another multi player designed to meet the arcade owners requirements for maximum play and minimum space was the 2d 16 play Colour Roulette seen on the Mayfield Automatics stand. With red, green, yellow and white panels payouts of either 2-4-12-12 are paid on the winning light. Also on show a 16 player 3d play Roulette with 6-9-15 payouts. Another Mayfield attraction was the International Snuff Race, a four player 1d play with back hand panel depicting roulette in flight from Earth to Venus. Strategically placed at the entrance to the hall were Millers (Multi-Slots) Ltd. who arrested the attention with a large range of attractive multi-slot, multi-player machines notably "The Newmarket ten panel, 50 slot 1d play with 2-4-6-12 payouts and "Fixed Odds" fifteen panel 1d or 3d play with either 2-4-6-12 or 6-9-12 payouts. All the company's 3d play machines have best coin rejectors. Krafas Automatics featured multi-slots of their own manufacture and orders

were taken to ensure maximum production for Whitsun delivery. Multi-slots were also the main attraction on the stands of Philip Shermans where the highlight was the twelve player 3d play Royal Ascol whilst Whitaker Bros. catered for the larger site owner with a double sided 10 slot, eight player 3d play Roulette Console with 6-9-12 payouts.
For the third year in succession Streets Automatics drew the crowds with their sensational Wheel 2m in machine and rifle range. However, the year Walter Street provided another black banner with his automatic change giver. No stacking of coins is necessary—just throw a 100wt odd coin in the hopper and the machine automatically sorts and supplies six-pences, three-pences and pennies as required. Bent coins are automatically rejected. The International Coin Counting Company also introduced a new machine giving six-pences in exchange for either 2/- or 2/6d. In terms of change it has a capacity for 200 operations.

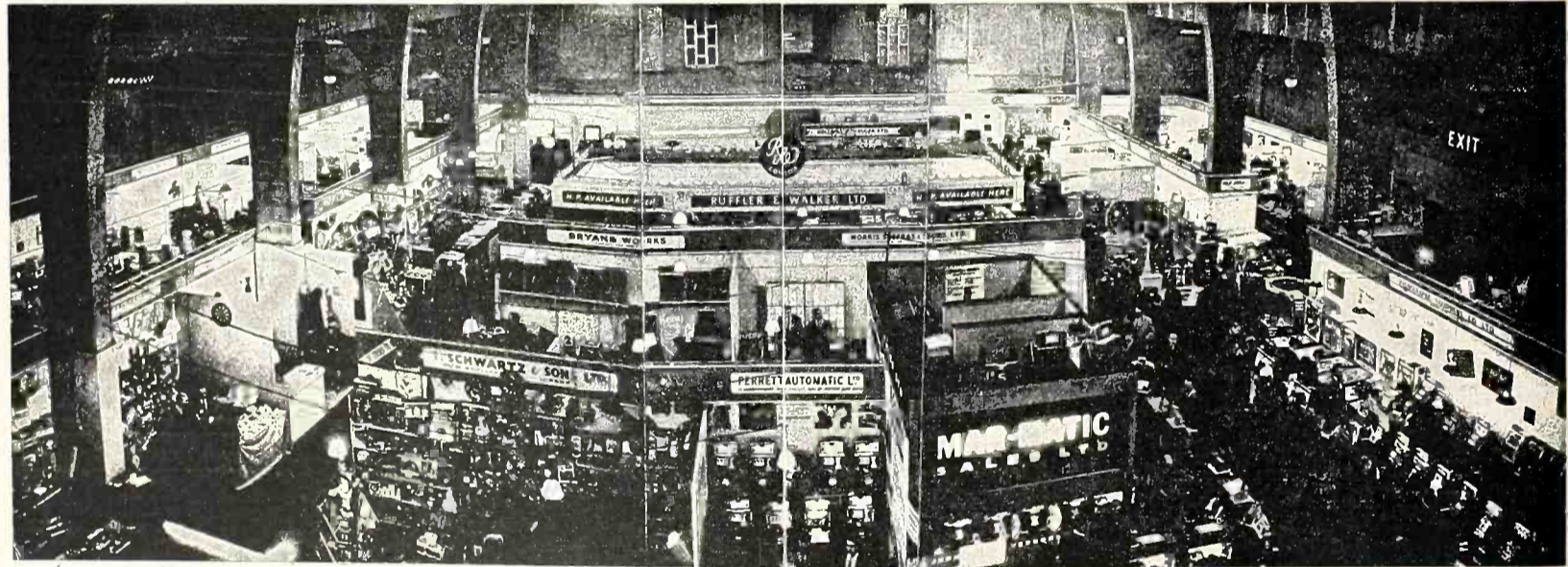
Cinebox A Show-Stopper
Another show stopper on exhibit for the first time was the Italian made Cinebox, already proving popular in a number of coffee bars, hotels and holiday camps, the distributors, Filmbox Equipment Co. Ltd. are seeking to expand their locations to roll clubs, bowling alleys etc. with specially made instructional films to suit individual locations.

One of the most impressive stands was that of Butter and Walker. Occupying a complete island site one section was given over entirely to Rock-Ola where, against a Copri background, the latest "Rhapsody 100" and "Copri 100" phonographs were presented. Gordon Walker reported exceptionally high on-the-spot sales for both these machines. He also said there was a strong reaction to multi-slots particularly their own manufactured wall machine "Dwinkle Toot". On a nearby stand Automatic Canteen Co. (Great Britain) Ltd. were showing the Rowe ABL 200 Selection stereo phonograph for the first time in London. Strong selling points are the eye catching kaleidoscope moving panel, large illuminated piano style key board for selection and the pop-simulation panel. Also on show was the ABL Hideaway and 800 pack 70 selection Automatic Canteen cigarette vendor. Another phonograph to make a big impression was the Swiss made "Jupiter". The complete range was shown by Phonographic Equipment Ltd. The newly arrived 120 The Luva model at £400 and the Console 96 at £285 proved so popular that supplies are being air lifted to meet the demand with minimum delay. Two juke boxes of German manufacture were also on show at the exhibition. The Symphonic 100 stereo of Th. Bergmann displayed by Symphy Ltd. who also showed a full range of Bergmann equipment including the Arizona miniature shooting range and the 1d play

Monaco wall machine. The other German phonograph was the Elic G100 selection described by the exhibitor, Elic of West Berlin, as "the Volks-wagen of the music box business". Already being exported to 21 countries Elic are about to set up a distribution in the United Kingdom. They also showed the Elic 100 selection wall box. Not far away Auto-Slot Sales Ltd. highlighted their stand with the factory rebuilt Panfara USA juke box and the new Lowen-Automaton electronic reaction tester.

Bus Service Helped Seeburg, Wurlitzer Hotel Displays
A special bus service supplied by Seeburg (Great Britain) Ltd. and The Ditchburn Organisation transported hundreds of visitors from the A.T.E. to the Mervyn Hotel where the two companies held a special exhibition of their own. The latest Seeburg models including the "L.P. Console" and the latest Wurlitzer models including the "2700" were on show.
Mar-Matic Displays From Double Deck Stand
Back at the Horticultural Hall fruit machines were well in evidence. Mar-Matic Sales Ltd. with the show's only two decker stand was at once a landmark and a magnet for visitors. Jennings fruit machines including the Governor 6d play and the new "Fanny Comet" were on show while Keeley

was represented with "Fold And Draw" and "Penny Twist". Much interest was also caused by the new kiddie car Drive In Movie 6d play. Visitors to the Mar-Matic stand included Maurice Sykes, Director of the company, Jim Cherry, newly appointed Executive Sales Director for Continental Europe, Sid Feldman, Mar-Matic representative for U.S. bases in Germany, Bob Fisher, rep for Spain and France, H. T. Baker, Purchasing Agent for Kenya. Nearby on the Phonographic Equipment stand was exhibited a vast range of the latest Sega fruits. The greatest activity was centered around the 6d play, particularly Diamond Three Star, Mad Money, Honours Star Progressive Star—the latter being completely sold out before the exhibition closed. As usual in the fruit machine field a notable exhibitor was Ainsworth Consolidated Industries (Great Britain) Ltd. with one of the most attractive stands in the hall. General Manager Hal Pirridge reported brisk business in all machines particularly their latest dual play model which has already proved successful in Scandinavia. The machine takes money and tokens but only pays tokens. Another Australian fruit machine firm Jubilee Products caused considerable interest with their range of 6d, 3d and 1d play machines which feature live jackpot and token drop. Edwin Hall & Co., specialists in kiddie rides, once again occupied their usual position on the dias at the end of the hall. This year considerable jubilee celebrations to be held in Hants (Continued next page)



Panoramic Photo Of New Royal Horticultural Hall Taken By Cash Box During 19th Annual A.T.E. Show. 2800 Visitors Were Recorded During 3-Day Exhibition.

Reprinted from Cash Box, February 16, 1963. Story reports on record-breaking attendance at 19th Annual A.T.E. Convention in London.

- More than 3000 International coin machine buyers are expected to attend from more than twenty different countries. The largest number of buyers for your equipment marked for export sales. Reach them all at once during the A.T.E. Convention when the ONLY International trade paper in the business to attend, Cash Box, is on hand at New Royal Horticultural Hall in London.
- Prepare copy now and advertise your export facilities, services, list inventory for immediate delivery. Speak to the world's coin machine buyers through the pages of Cash Box in the A.T.E. CONVENTION SPECIAL ISSUE. Dated February 1st—Deadline for copy, Wednesday, Jan. 22nd!!!

Your A.T.E. Ad Is Personally Presented To 3000 Buyers When It Appears In Cash Box—Feb. 1st Issue!

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California Clippings

Everyone along 'coin machine row' reporting a wonderful time over the holiday season, and looking forward to the new year. . . . The new Gottlieb single player, 'Gigi', arrived at R. F. Jones & Co. and met with immediate operator acceptance, according to Ed Wilkes. Chuck Klein hosted a New Year's party for the employees of the sales division, at his home in Sepulveda, and Jack Leonard and his wife, Dorothy, spent the holiday in Las Vegas. . . . Mr. Rothfield of Chicago in town last week and conferring with Don Ross at Amco Music & Vending, Inc. Dale Rogers of Commerce Records stopped by Amco's one-stop promoting "Temptation" by Roy Counts. Dave Yates said the record is one of his best sellers at the present time. . . . Bally's new Star-Jet novelty game arrived at Paul Laymon Inc. with the initial order completely sold out, and another shipment on the way. Jim Wilkins spent a few days in the Bakersfield area calling on operators. . . . The export business continuing firm and steady at Simon Distributing Co., with the shop busy preparing orders for overseas shipments. . . . Mr. & Mrs. Woody Matthews of Monterey, Calif. spent the Xmas holiday in Long Beach. . . . Jerry Wallace in California Music Co. checking sales on his latest disc, "Auf Weidersehn" on the Challenge label. . . . At the local Wurlitzer Factory Branch Clayton Ballard was happy to announce that Wurlitzer has a surprise coming for all ops soon! . . . The shop at American Coin Machine, Inc. busy this week with Bill Lanzy repairing arcade equipment and Nick working on phonographs. . . . At C. A. Robinson & Co., Hank Tronick said the usual tapering off of business during the holiday filled month of Dec., did not occur. He added, we are confident that the surge of business that closed out 1963 will continue throughout the new year. With the tremendous effort being made by the factories that Robinson's represent, United, Midway, Kaye, Valley, and American—in providing the finest products, we have reason to be optimistic for the year 1964. . . . Mary & Kaye Solle at Leuehagen's 'record bar' predicting Ned Miller's new release, "Big Love" on Labor, to be another "Jack to a King." Bob Singer of King Records in to check sales on "Greasy Spoon" by Hank Marr. . . . At Duarte International Sales Co. export orders are being readied for shipment to Manila and Singapore. . . . Some of the visiting operators in town this week were: Bill Yedlin, Sherman Oaks; Amos Hamady, Lancaster; Walter Cook, Palos Verdes and Cliff Jones, Long Beach.



UPPER MID-WEST MUSINGS

Mr. & Mrs. Stanley Baeder, Fargo, in town and will spend the weekend in Minneapolis before returning home. . . . Verne Boerger's son Terry was home for the Christmas holiday. Terry is in the Navy Reserve. . . . Ray and Evelyn Diedrich in town visiting relatives and spending the Christmas Holiday with Evelyn's sister and family. . . . Mr. & Mrs. Arnold Brevik spent the Christmas holiday with their son and daughter-in-law in Minneapolis. Allan Brevik is returning to the General Hospital in Minneapolis. . . . Harry and Johnny Galep in town for the day picking up records and parts. . . . Doc Keintz and son Steve in town for the day making the rounds, and picking up records and parts. . . . Bud and Clare Nitteberg, Castlewood, in town for the day making the rounds. . . . Bob Bregal, Willmar, in town, for a few hours picking up parts and records. . . . Eddie Kubes, New Prague, in town for the day making the rounds. . . . Lloyd Williamson, Winona, in town for the day picking up parts, records and premiums.

Happy Birthday This Week To:

- J. H. Sprott, Temple, Texas . . . Milton Bainbridge, Moosic, Pa. . . . Wm. T. Chadwick, Des Moines, Iowa . . . Myron Sugerman, New York, N.Y. . . . John N. Young, Falls City, Nebr. . . . Robert C. Gilbert, Montgomery, Ala. . . . James A. Smith, Pleasantville, N.Y. . . . Ben J. Sterling Jr., Moosic Pa. . . . Robert E. (Buster) Memphis, Tenn. . . . Ben J. Kelly, Houston, Texas . . . Wm. R. Geier, Gentryville, Ind. . . . John M. Cartwright, Nashville, Tenn. . . . Chas. A. Missler, Linthicum Hts., Md. . . . Arthur J. Oley, Sr., Richmond, Va. . . . Bernard S. Berman, Louisville, Ky. . . . R. C. Carpenter, Chester, N.Y. . . . Angelo N. Delaport, Syracuse, N.Y. . . . Theo. Blatt, Bkly., N.Y. . . . Kenneth J. Edwards, Charleston, W. Va. . . . Geo. S. Workman, Chester, Pa. . . . Walter Clark, Waukegan, Ill. . . . Damon P. Peters, Sr. Port St. Joe, Fla.

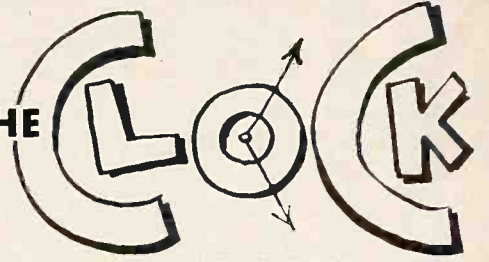
Cash Box—January 11, 1964



PACE SETTER! PROFIT MAKER!

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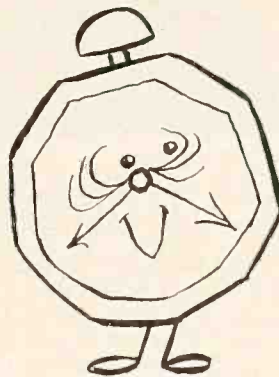
2 BALLS ON THE PLAYFIELD AT THE SAME TIME!



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HERE'S HOW—WILLIAMS DOUBLES-UP THE ENJOYMENT—BALL IN THE STARHOLE IS EJECTED BY A BALL THRU TOP ROLL-OVER OR IN EITHER SIDE EJECT POCKET, STARTING CLOCK WHICH RUNS UNTIL 1 BALL LEAVES PLAYFIELD—CLOCK REACHING "12" LITES 2 SIDE EJECT POCKETS TO SCORE SPECIAL AND LITES "6" IN CLOCK. CLOCK REACHING "6" WHEN LIT, SCORES SPECIAL.



- A-B-C-D LIGHTS TOP ROLLOVER FOR SPECIAL.
- 2 SPECIAL when lit KICKOUT POCKETS.
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**Midway Expands Royal's
Territory In Ohio**

CHICAGO—Hank Ross and Marcine Wolvorton, co-heads of Midway Manufacturing Company, located in suburban Franklin Park, Illinois, announced last week that Royal Distributing Company's territory for distribution of Midway's coin-operated amusement games has been increased to include Columbus, Ohio. Prior to this, Royal was Midway's exclusive distributor in Cincinnati.

Heading up the Royal branch in

Columbus, Ohio are Dick Gilger and Clarence Anderson.

Midway's new "Winner" (Pitch-ar-Bat) amusement game is currently display in the Royal Columbus show rooms. The unit was released to trade last month (Cash Box, December 28 issue).

Royal is one of the largest machine distributing firms in country and added Wurlitzer to multi-music and games lines last

CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$67 Classified Advertisers. (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT

WANT—45 rpm records. Please send list for quick reply. Masters also purchased. Please state what you have. PARAMOUNT RECORD CO.—16 CHERYL LANE—N. BETH-PAGE, L.I. N.Y. (Tel. 516—MY 4-4178)

WANT—Used 45 rpm records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO. INC.—1215 S. HOWARD STREET—BALTIMORE, MD. 21230.

WANT—Experienced pinball and music box mechanic to relocate. References and resume of experience. Salary commensurate with ability. Reply. BOX 602—CASH BOX—1780 BROADWAY—NEW YORK, N.Y. 10019.

WANT—Late Gottlieb & Williams Pin Games, also all types of Music Boxes and AMI 200 selection Hideaway. CLEVELAND COIN INTERNATIONAL—2029 PROSPECT, CLEVELAND, OHIO.

WANT—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished. We are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I. N.Y. (Tel. 516-TU 9-9300).

WANT—Seeburg M100c, HF100R, VL200, 222S, AY160S, DS160S, Wurl: 1900, 2000, 2100, 2150, 2200, 2250, 2300S, 2400S, 2500S, 2600S, 2700S, Rockola 1448, 1454, 1455, AMI H200E, J200ES, Guns, Bowlers, Bingos. Rush offers to VICTOR HUGO—KONINGIN ASTRID-LAAN—49 MECHELEN, BELGIUM.

WANT—Used Spanish (Mexican, Puerto Rican) 45 rpm records. We pay 15¢ and the freight. KING SALES—1415 WASHINGTON ST.—BOSTON, MASS.

WANT—New records 45 rpm and LP's any quantity. Highest prices paid. All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).

WANT—Late Bingos, Gott: 2-4 players, Seeburg CV200, Large Ball-roller Bowlers. Unshopped, complete, working packed original cartons. We pay CASH in Dollars. Prices FOB nearest seaport. MAX LOBO & CO.—MEIR 23, ANTWERP, BELGIUM. (Tel. 33.81.32—cable LOBOMA).

WANT—Juke Box Operators. For a steady year round outlet for your used records. Manufacturers'. For your overruns and surplus LP's & 45s. Call or write. EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 6-9469).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1759).

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRI., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address. HOBEL-EUROPE-BRUSSELS).

WANT—Bally Gun Smoke; C. C. Bull's Eye Drop Balls with 8000 feature; Midway Red Ball; Rock-Ola 1464; Super Jumbo; Keeney Black Dragon; Seeburg L-100. CROSSEDUNHAM & CO.—350 GREENDALE ROAD—YORK, PA.

WANT—Music, games, vending. Call. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

WANT—Seeburg Hi Fi C.V. 2-8 Speakers. TOLEDO COIN MACHINE. 814 SUMMIT—TOLEDO, OHIO.

WANT—Records, 45's and LP's, surplus, returns, overstock, cut-outs, etc. HARRY WARRINER, KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. GRenleaf 6-7778).

WANT—Buckley track Odd, Bally Grandstand and Kentucky One Balls, Evans Races, Standard and Sun Chiefs, and similar type machines, also used American Imperial 22-ft. Shuffleboards. SASKATCHEWAN COIN MACHINE, 1025-104th ST., NORTH BATTLEFORD, SASKATCHEWAN, CANADA.

WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

WANT—New 45 rpm records. No quantity to large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction Call Collect. SUTTON RECORD CO. 34 EAST 14th STREET NEW YORK, (Tel. CH 2-3250).

WANT—We pay cash as always for: Seeburg; Wurlitzer; AMI and Rock-Ola music. Gottlieb Pins; Arcade equipment; Bally Bingos; Write or cable: PALMER AT BELIN-TRACO—31 SOMERSTRAAT—ANTWERP 1, BELGIUM.

WANT—For resale: Seeburg and Wurlitzer Phonographs, Games. Send inventory and lowest cash prices. HASTINGS DIST. CO. INC.—6100 WEST BLUEMOUND ROAD—MILWAUKEE 13, WISC.

WANT—Any age used 45 RPM records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

CLASSIFIED ADVERTISING SECTION

WANT—Juke Box operators for a steady year round outlet for your used records. We pay freight. Top prices, manufacturers no quantity too large. LP's or 45's. Call or write. BULLDOG DIST. INC.—33 SPRING ST.—LYNN, MASS. (Tel. 693-3920).

WANT—Attention Distributors, Operators! We pay cash for used juke boxes, all makes of pinballs, shuffles, bowlers, guns, guns, arcade equipment. Forward list to: IMPERIAL COIN MACHINE CO.—498 ANDERSON AVE.—CLIFFSIDE PARK, NEW JERSEY.

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Your used or surplus 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. Union 1-7500. JACkson 1-5121).

WANT—Special Attention! Please note our new address and phone number (eff. Jan. 1st!) We want all makes and models Pool Tables; Late Shuffles. For sale or will trade: Bally 3-In-Line; Cue-Tease; Spinner. Chi-Coin Riot Gun; Southland Speedway. All new in original crates at drastically reduced prices. REDD DISTRIBUTING CO. INC.—70-80 COOLIDGE HILL ROAD—WATERTOWN, MASS. (Tel. WA 6-2550)

FOR SALE

FOR SALE—33 1/3 Top Talent Brand New Albums—Five in a pack @ \$2.40 each. Italian 57" Cue Sticks @ \$33 per doz.. 52" @ \$25 per doz; 2 1/4 Belgium Balls @ \$19.95 per set.—MILLER NEWMARK DIST. CO.—3767 EAST 28th STREET—GRAND RAPIDS 8, MICH.

FOR SALE—See: AY160's fully equipped \$850; Un. Big Bonus Shuffle \$225; Wm's King Swat \$79.50; Genco Hi Fly \$50; 10 small ball bowlers; United make offer. Bally Lucky \$125; United Frolic \$625; GRECO BROS. AMUSE. CO. 1288 BROADWAY—ALBANY, N.Y. (Tel. HOBart 5-0228)

FOR SALE—Specials: Completely reconditioned: Keeney Old Plantation \$175; Star-time \$195; AMI-F80 \$145; F120 \$165; JCH 100-M \$245; Seeburg V200 \$150; Wurl: 1900 \$195; 2104 \$295; 2310 \$445; United Big Bonus Shuffles 8 1/2" \$295; 3 Way \$345; MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE, PA. (Tel. CLendale 2-3207)

FOR SALE—All new automatic shoe-shine machine. Genuine horsehair brushes—special neutral cake wax. 1/4 H.P., 60 cycles, 100 V.A.C. General Electric motor. \$350; MIKE MUNVES CORP.—577 10th AVENUE—NEW YORK, N.Y. 10036 (Tel. BRyant 9-6677)

FOR SALE—Bally: Silver Sails \$925; Golden Gates \$800; Can Cans \$675; Lidos \$675; Beauty Contests \$110; Skill Parades \$75; Gott: Gauchos \$460; Tropic Isles \$215; Oklahomas \$375; Williams: Tom Toms \$325; Mardi Gras \$425; El Toros \$370; Major Leagues \$340; Chicago Coin: Sun Valleys \$355; Citation Bowlers \$525; All Tech: Musical Ferris Wheels \$425; Indian Scouts \$390; NEW ORLEANS NOVELTY CO.—1055 DRYADES STREET—NEW ORLEANS, LA. (Tel. 529-7321)

FOR SALE—Buckley track Odd, Bally Grandstand and Kentucky One Balls, Evans Races, Standard and Sun Chiefs, and similar type machines, also used American Imperial 22-ft. Shuffleboards. SASKATCHEWAN COIN MACHINE, 1025-104th ST., NORTH BATTLEFORD, SASKATCHEWAN, CANADA.

FOR SALE—Guns cleaned, reconditioned ready for location. Genco Circus \$125; Williams Vanguard \$140; Chicago Coin Worlds Fair \$425; Genco Wild West \$125; Williams Hercules \$175; Bally Sharpshooter \$225; UNITED DISTRIBUTORS INC.—902 WEST SECOND STREET—WICHITA 3, KANSAS.

FOR SALE—Embassy S/A \$595; Zenith S/A \$225; Want: United Rumpus; Chi-Coin Citation; Wurlitzer Model 5250 W/B—MOHAWK SKILL GAMES CO. 67 SWAGGER-TOWN ROAD—SCOTIA 2, N.Y. 12302

FOR SALE—We have a choice selection of late Williams Two Players. Write for prices. MID-WEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

FOR SALE—Rock-Ola 1493 Princess \$650; AMI L-200 \$725; Cont. 1 \$575; Lyric \$475; K-100 \$525; W-80 WB \$20; WQ-200 \$49.50; Wurl: 2300 \$400; Seeb: 3WA WB \$49.50; BIRD MUSIC DIST. INC.—124-126 POYNTZ AVE.—MANHATTAN, KANS.

FOR SALE—Cig. Machines Corsair 30 \$119.50; Continental 30 \$219.50; Route Ready Corsair \$149.50; Continental 30 \$249.50; Reconditioned and painted. Apco Soda Shoppe 4 D Ice \$895; Cola Spa Soda 3 D complete \$95; AUTOMATIC SELLING ASSOCIATION—12 WATERFORD ROAD—ISLAND PARK, N.Y. (Tel. 212—GE 1-3321).

FOR SALE—New kiddie rides Southland Traveling Pony; X17 Space Ship; Traveling Dinosaur; Top locations available. write or phone. WESTERN TRAILS AMUSE. CO.—132 SHAKER ROAD—EAST LONGMEADOW, MASS. (Also 3249 N. BROADWAY CHICAGO, ILL. (Tel. DI8-2900)

FOR SALE—For export! Sweet Shawnee, Big 3, Flashback, Wildcat, Twist, Laguna Beach, Circus Queen; CROSSEDUNHAM & CO., 350 GREENDALE ROAD, YORK, PENNSYLVANIA.

FOR SALE—United 16' Falcon B.A. \$450; 16' Playtime B.A. \$225; 16' Bonus B.A. \$200; 16' Jumbo B.A. \$195; Silver Roll-Down \$595; Super Slugger Baseball \$95; Shuffle Baseball (floor sample) \$595; Chicooin: 6-pl; Midway DeLuxe Shooting Gallery \$225; Skee-Fun \$225; CENTRAL OHIO COIN MACHINE EXCH. INC.—858 N. HIGH ST.—COLUMBUS, OHIO. (Tel. AX 4-3529).

FOR SALE: For export—Bally Beach Beauty, Big Show, Broadway, Beauty Contest (new), Gott. World Champ, Turf Champ, Midway Joker Ball, Bally Bank Balls (new), NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. MA 1-5438.

FOR SALE—Bally Shuffles; ABC Super, Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas. GLOBE DIST. CO. INC., 2330 N. WESTERN AVENUE, CHICAGO 47, ILL.

FOR SALE—50 recorded songs only \$3.00. Many great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R & B or Country. Offer good only U.S.A. No C.O.D.'s. RHYTHM RECORDS—BOX A—ARCADIA, CALIF.

FOR SALE—Distributors of Bally, Gott: Williams, Chicago Coin, etc.; Bingos; Novelties; Kiddie Rides; Bowlers; Shuffles; Pool Tables; Arcade Equipment; Everything that takes a coin. Call or write NASTABI DIST. CO.—1055 BARONNE ST. NEW ORLEANS, LA. (TEL. 523-6386) Quickly.

FOR SALE—Cash for used Mills or Jennings slot machines. Machines can be shipped legally to Nevada. All inquiries will be confidential. Write or call WESTERN NOVELTY CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-6546).

FOR SALE—1 new 408 Rock-Ola \$1075; 1 New 404 Rock-Ola \$925; 1 used 404 Rock-Ola \$850; 1 used AMI Lyric 100 \$450; 1 used Seeburg AY100 \$775; 1 used AMI J-20M \$395; 1 used AMI L-200 \$895; 1 new C.C. Grand Prize 16" Bowler \$1050; WAL-LACE DIST. CO.—P.O. BOX 75—MINERAL WELLS, TEXAS. (Tel. FA 5-3600 Area Code 817)

CLASSIFIED ADVERTISING SECTION

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—We have a limited number of Keeney Venus bingos for sale at various attractive close out prices. Brand new. If any one is interested contact GENERAL SALES CO., LTD.—IRELAND ISLAND, BERMUDA.

FOR SALE—Bally Challenger B/A 13' \$325; Bally Lucky S/A \$150; Bally Mystic S/A \$75; United Deluxe Baseball \$375; Bally DeLuxe Club Bowler \$195; United Super Slugger Base \$125; United Handicap \$95; C.C. Red Pin \$125; Keeney Ranger Gallery \$125; United Regulation \$75; Bally A.B.C. \$75; AMI W-120 Wall Boxes (9) \$25; BETSON ENTERPRISES, INC.—3726 TONNELLE AVENUE—NO. BERGEN, NEW JERSEY.

FOR SALE—Registered for export: 15 Keeney's Red Arrows \$150; 1 Gott: Liberty Bell \$450; Gott: Oklahomas \$350; Assortment of Bally Bingo machines. Write D & P MUSIC—27 EAST PHILADELPHIA STREET—YORK—PA. (Tel. 81846).

FOR SALE—All chrome Wall Boxes, action closeout, immediate delivery. Seaburg 125 3W1, 100 Selection each \$15; 100 V3WA, 200 Selection each \$35. We buy, sell or exchange any make or model of Late Phonographs and Wall Boxes. Inquiries invited, lowest prices. SEACOAST DIST. CIN., 1200 NORTH AVENUE, ELIZABETH 4, N. J. (Tel. B18-3524-5)

FOR SALE—Coin changers: Twin-tube nickel, close-out at \$4.95; Dime and nickel comb. \$7.95; Kwik-Coin single tube 25¢, each \$5; WESTERN DIST.—1226 S.W. 16th AVENUE—PORTLAND 5, OREGON.

FOR SALE—Bingos: Silver Sails; Twists; Golden Gates; Lidos; Can Cans; Bikinis; Acapulcos; Circus Queens; Touchdowns; Roller Derbys; Laguna Beaches; County Fairs; Ballerinas; Sea Islands Carnival Queens, Etc. Foreign buyers only. STATE SALES & SERVICE CORP., 1005 E. BALTIMORE ST., BALTIMORE, MD. (Tel. DI 2-3055) Cable STASA

FOR SALE—All kinds of Fruit Machines, Jennings Standards and Mills High and Low tops. Evans Races and Bangtalls, Clover Bells, Draw Bells, Citation and Turf King One Ball. Shopped for export. ATOMIC COIN MACHINE CO. BOX 4312, NORTH LAS VEGAS, NEV.

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpla 8-4012).

FOR SALE—United Jumbo or Royal 16' Bowler \$75; Bonus 16' \$125; Duplex 16' \$175; Advance 16' \$200; ABC Tournament \$75; All are as is, not shipped. Have Guns, five balls, drink machines and cigarette vendors. Write or call. CENTRAL DIST. INC.—2315 OLIVE ST.—ST. LOUIS 3, MO. (Tel. MAL 3511).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELLE AVE., NORTH BERGEN, N. J. (Tel. UNion 3-8627).

FOR SALE—For export. Bally Lotta Funs \$225; Barrel O Funs \$325; Shoot A Lines \$425; FOB Port of Philadelphia, Pa. Late United Shuffle Alleys. D & L COIN MACHINE CO.—414 KELKER STREET—HARRISBURG, PA. Cable address DALCOIN.

FOR SALE—Games & music of all kinds: Baseballs \$100 up; Pin Games \$75 up; S. Alleys \$50 up; Games \$125 up; Bally Horses \$200 ea; 6 for \$1000. Also used Vending & Cigarette Machines. Wire, write, or call! GABRIELSON & CO.—724 MEMORIAL DRIVE S.E.—ATLANTA 16, GA. (Tel. 525-7441).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Gottlieb Pingames, Bally Shuffles-Bowlers, Small Ball Bowlers, United Shuffles-Bowlers. CALL VENDORS EXCHANGE INS., 1440 WEST 10th, CLEVELAND 13, OHIO (Tel. 861-1443).

FOR SALE—Seeburg V200's \$150 or five for \$695; Wurl: 2204 \$345; 2510 \$645; AMI H120 \$275; 1 120 \$325; J120 \$395; Continental 1 200 \$495; Continental 11 200 \$695; Bally Spinner and Table Hockey, make offer; direct overseas shipment from Port of Detroit. MARTIN AND SNYDER CO., 13200 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300)

FOR SALE—For best prices on Pin Ball and Shuffleboard machines, please write or call 234-7123. TRI-STATE DIST. CO., Box 615, Rome, Ga., or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—Gott: 5 balls, Baseball Games, Uprights, Rock-Ola Jukeboxes and Seeburg 100 Wall Boxes. HALGREN DIST. INC.—1626 3rd AVE. MOLINE, ILL.

FOR SALE—All late model United Shuffle Alleys and Ball Bowlers Sacrifice. UNITED EAST COAST CORP.—585 TENTH AVE.—NEW YORK, N.Y. (Tel. 6-6680)

FOR SALE—Mills & Jennings Fruit Machines all types and models, complete with automatic JacPots, in top condition. Will pack in wood for export. ALMAN ENT., BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.

FOR SALE—Wurl: 1800 \$225; Wurl: 2150 \$345; Wurl: 2200 \$495; Wurl: 2300 \$595; Wurl: 2400 \$695; Wurl: 2500 \$795; NORTH-WEST SALES CO. OF OREGON.—1040 S.W. 2nd AVE.—PORTLAND 4, OREGON. (Tel. 228-6557).

FOR SALE—Arcade films for coin operated machines. Pasties, pin-up, burlesque and art. Available in 16mm & 8 mm. ACKERMAN ENTERPRISES—P.O. BOX 1334—ESCONDIDO, CALIF.

MISCELLANEOUS

MISCELLANEOUS—30,000 professional comedy lines! Largest laugh library in show business. 36 books; over 400,000 copies sold! Used by 1,000 disc jockeys! Orben's Current Comedy our monthly topical gag service features deejay material each issue. Free catalog. Write: ORBEN DEE-JAY LAUGHS, 3536 DANIEL CRESCENT—BALDWIN HARBOR, N.Y.

MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.a.b. factory. Mfrs. have not authorized prices where no price is shown

AMERICAN SHUFFLEBOARD CORP.

Imperial Shuffleboard
Electra II 6 Pkt. Pool Table

AMERICANA BILLIARD CORP.

Tropicana Bumper Pool

AUTO-PHOTO CO.

Model 12 Studio \$3,245.00
V 2 Auto-Voice Recorder

BALLY MFG. CO.

Star-Jet Pin (12/63)
Hootenanny Pin (11/63)
Bounty (Bingo) (10/63)
Super 8 Shuffle (4/63)
Fun-Phone (3/63)
Bucky Bronco Kiddie Horse \$995.00
Deluxe Bally Bowler 16' length

CHICAGO COIN MACHINE

Firecracker 2P (12/63) Pin
Spotlite Shuffle 11/63
Official Spare Lite (Big Ball) (9/63)
Riot Gun (6/63)

CINEVISION CORP. OF AMERICA

Cinebox Movie-Music Machine

FISCHER SALES & MFG. CO.

Empress 101 (101")
Empress 92 (92")
Crown One Hundred (100")
Crown Ninety (90")
Crown Eighty Five (85")
Royal 90 (90")
Royal 76 (76")
Crown Fiesta—Reg. Bumper

J. F. FRANTZ MFG. CO.

Little Leager (12/62)
Double Header (12/62)
Save Our Business
U.S. Marshall 54 Gun
Kicker & Catcher
ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
Aristo Scale

D. GOTTLIEB & CO.

Gigi (1P) (12/63)

PAUL W. HAWKINS MFG.

Rodeo Pony \$845.00
Ben Hur Chariot 645.00
Twin Quarterhorse 575.00
Derby Pony Jr. 550.00
Sam The Clown 395.00

IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series
Mark I, 77x45
Mark II, 85x47
Mark III, 92x52
Mark IV, 106x68
Mark V, 113x63
Deluxe Satellite, 77x45
Deluxe Klub Pool
Regular 56x40
Jumbo 75x43

J. H. KEENEY & CO.

Colorama 2P Pin (12/63)

MARVEL MFG. CO.

Slugger-Counter Baseball
(1¢, 5¢, 10¢)

MIDWAY MFG. CO.

Winner 2P (Novelty) (12/63)

ROCK-OLA MFG. CORP.

Caravelle (20 Col., 800 Packs) Cigaret
414S 100 Sel. (Capri II) Del. St.-Mon.
414S With St. Optional
418 160 Sel. (Rhapsody II) Del. St.-Mon.
418SA 160 Sel. (Rhapsody II)
With 7" LP Feature
1494 100 Sel. Wall Phone
1628 DeLuxe "Stereo Twins" Spkrs.
1629 "Stereo Twins, Jr." Spkrs.
1950 Remote Volume
Control Unit
1551 Universal Wall Box
Bar Bracket
1578 (160 Sel.) Wall Box
1584 (100 Sel.) Wall Box

ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Chocolate, Soup
Vendor—Batch fresh brew, modulator door
and light, 600 cup capacity, coffee 4 ways,
extra cream and sugar, whipped powdered
chocolate, liquid sugar, liquid soup, fresh
cream, with changer.
Model 1403-S—Coffee, Hot Chocolate, Soup—
Single cup fresh brew. 500 cup capacity.
Coffee 4 ways, extra cream and sugar,
with sugar and cream buttons a standard
feature. (Extra strong coffee button kit,
Model 2017, available for Model 1403-S.
Also available as Model 1403 without hot
whipped soup feature).
Model 1200—Coffee, Hot Chocolate, Soup—
single cup fresh brew. 500 cup capacity.
Coffee 4 ways, extra cream and sugar
buttons are standard.
Model 3402—Coffee, Hot Chocolate, Soup and
Tea—(Compact Model). Single cup, fresh
brew, serves coffee and tea 4 ways.
Model 3403—as above, without 4 way tea
feature.

ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix,
Stereo-Round (Plays 33-1/3-45 stereo or
monaural records, intermixed.) Has three-
in-one convertibility. 200 selections, 160
selections, or 100 selections.
HAC-200 Hideaway, 200 Sel. Sel. Mon.
HEB-200 Hideaway, 200 Sel. Selective Stereo
CDA Stepper, CDD Stepper, WQ-100 100
Sel. W.B., WQ-100 100 Sel. W.B., WQ-120
120 Sel. W.B., WQ-200 200 Sel. W.B.,
WQ-200-1 200 Sel. W.B., Dual Price Play,
WQ-200-3 200 Sel. W.B., Dual Price Play,
4-coin Receptor.
F-10436 Bar Grip, W.B. Mounting Bracket
EX-600 Cylindrical Wall Speaker
EX-700 Wall Speaker
L-2130 Ceiling Spkr., Choice of Grille
Types Listed: L-2136 Random Pattern,
L-2136 Uniform Pattern, L-2605 Circular
Flush-Mount Grille
Riviera Cigarette, 20 sel. 800 pack.
Celebrity Cigarette Merchandiser, 14 selection,
510 pack capacity, modular line.
Celebrity Candy Merchandiser, 11 selections,
360 capacity, modular.

77 Candy Merchandiser, 11 sel. 860 cap.
Tasty 20 Candy Merchandiser, 20 sel. 560 cap.
Celebrity Pastry Merchandiser, 5 selection,
100 capacity, modular.
Celebrity Hot Food Merchandiser, 7 selection,
140 capacity, modular.
Celebrity All Purpose Merchandiser, 180 ca-
pacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser,
11 selection, 750 cup capacity, modular.
Celebrity Cold Drink Merchandiser, 4 selection,
1000 cup capacity, crushed ice feature
optional, modular.
Dollar Bill Changer, 10 change combinations,
up to \$800 bank capacity.
Celebrity Condiment unit, accommodating
oven, can opener, ketchup, mustard, salt,
pepper, etc., modular.
Customic Background Music (Tape Car-
tridge)

THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection
Phono.
LPC-1R—Stereo LP Console, 160 Selection
Phono, remote control.
All LP Consoles have the following stand-
ard equipment: Personalized, Album of
the Month Feature, Plays 33-1/3 and 45
RPM records intermixed, Album Pricing
and universal pricing system, Half Dollar,
Income Totalizer.
HLPC-1—Stereo LP, 160 Selection, Hide-
away Plays 33-1/3 and 45 RPM records
intermixed, Album pricing and universal
pricing system, Income totalizer.
DS160H—Directional Stereo, 160 Selection
Phono. With Artist of the Week Feature,
Universal Pricing, Plays 33-1/3 and 45
RPM records intermixed, Half Dollar, Re-
mote Control optional.
SC-1—Stereo Console, 160 Selection.
Includes the following features: Person-
alized, Album of the Month, Album and
single pricing, Pushbutton volume control.
Remote selection, Twin stereo speakers
Remote income totalizer.
3W100—Wall-O-Matic 100, Single Pricing
TW1—Twin stereo wall speaker, 8 inch
TC1—Twin stereo corner speakers, 8 inch
TR1—Twin stereo recessed speakers, 8 inch
EBWC1-12—Extended bass corner/wall
speaker, 12 inch
PRVC-2—Powered remote volume control
CC-2—Coin counter
BACKGROUND MUSIC
Encore! 750 Sel.
BMS-2—Background Music unit, 1000 sel.
BMC-1—Background Music Compact
BMCA-1—Companion Audio
CIGARETTE VENDOR
4E3—Modular unit, 825 pack capacity.
4E3M—Modular (less match unit) 825 pack
capacity.
4E4—Free Standing, Personalized, 825 pack
capacity.
4E4M—Free Standing, Personalized (less
match unit) 825 pack capacity
COFFEE VENDOR
662-C—Seeburg/Bally Coffee vendor brews
coffee cup at a time. Coffee-Chocolate (dry
ingredients) 200 7 oz. cups. Selective: 6
664-D—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate (dry ingredients)
450 7 oz. cups. Selective: 6
664-DS—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate-Soup or Tea (dry
ingredients) 450 7 oz. cups. Selective: 6
664-R—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate (refrigerated cream)
450 7 oz. cups. Selective: 6
767—Seeburg/Bally Coffee Vendor—Fits any
in-line modular installation, Coffee-Choco-
late-Soup or Tea (dry ingredients) 660
cup capacity, Selective: 6

SOUTHLAND ENGINEERING CORP.

Time Trials (9/63)
Traveling Frog
Orbiting Gemini Ride
Traveling Dinosaur
Space Ship
Travel Pony (Adaptable to Other
Rides)

UNITED MFG. CORP.

Futura Bowling Alley (12/63)
Bank Pool (11/63)
Skippy Shuffle (11/63)
Jill-Jill (N.Y.C. Version of Skippy Shuffle)

U.S. BILLIARDS INC.

Comet 6-Pkt. Series
Model 6700
Model 7700
Model 8200
Model 9100
Deluxe Rotation Bumper
Model 48
Model 67

VALLEY SALES CO.

Deluxe 6-Pocket Models
Model 750A—75x42x31
Model 850A—84x47x31
Model 900A—90x50x31
Special 6-Pocket Model
Model 745A—75x42x31
Regulation Bumper Pool

WILLIAMS MFG. CO.

Beat The Clock 1P (1/64)

THE WURLITZER COMPANY

2700 Stereo-Mono, 200-sel. phono.
2710 Stereo-Mono, 100-sel. phono.
Wall Boxes
5121 Private Stereo Spkr. for use on WB
5200 and WB 6250 with Models 2300 thru
2700
5010 WB Ten Top Tunes sel. 50¢
5250 WB 200-sel. 10-25-50¢
5207 WB 104-sel.
5200 WB 100-sel. 10-25-50¢
Speakers
5122 Stereo Convertible Console Spkr.
5123 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended
Range
5125 Stereo Extender Spkr. (Packed in
Pairs)
5126 Stereo Directional Spkr. (Packed in
Pairs)
Hideaway Phonographs
2717 Stereo-Mono. 200-sel.
2711 Stereo-Mono. 100-sel.



PREMIERE PREVIEW

of

Bally

AUTOMATIC PAYOUT

SLOT-MACHINE

WITH NEW ELECTRO-MECHANICAL FEATURES
DESTINED TO REVOLUTIONIZE SLOT-MACHINE OPERATION

BALLY

BALLY

LONDON

Amusement Trades

EXHIBITION

NEW HORTICULTURAL HALL

Westminster, London

JANUARY 28, 29, 30, 1964

BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.



COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

MUSIC MACHINES
AMI
 D-40, '51, 40 Sel.
 D-80, '51, 80 Sel.
 E-40, '53, 40 Sel.
 E-80, '53, 80 Sel.
 E-120, '53, 120 Sel.
 F-40, '54, 40 Sel.
 F-80, '54, 80 Sel.
 F-120, '54, 120 Sel.
 G-80, '55, 120 Sel.
 G-120, '55, 120 Sel.
 G-200, '56, 200 Sel.
 H-120, '57, 120 Sel.
 H-200, '57, 200 Sel.
 I-100M, '58, 100 Sel.
 I-200M, '58, 200 Sel.
 I-200E, '58, 200 Sel.
 J-200K, '59, 200 Sel.
 J-200M, '59, 200 Sel.
 J-120, '59, 120 Sel.
 K-200, '60, 200 Sel.
 K-120, '60, 120 Sel.
 Continental '60, 200 Sel.
 Lyric, '60, 100 Sel.
 Continental 2, '61, 200 Sel.
 Continental 2, '61, 100 Sel.

ROCK-OLA
 1436, '52, Fireball, 120 Sel.
 1436A, '53, Fireball, 120 Sel.
 1438, '54, Comet, 120 Sel.
 1446, '54, HiFi, 120 Sel.
 1488, '55, HiFi, 120 Sel.
 1452, '55, 50 Sel.
 1454, '56, 120 Sel.
 1455, '57, 200 Sel.
 1458, '58, 120 Sel.
 1465, '58, 200 Sel.
 1475, '59, 200 Sel. Tempo I
 1468, '59, 120 Sel. Tempo I
 1485, '60, 200 Sel. Tempo II
 1478, '60, 120 Sel. Tempo II
 1495, '61, 200 Sel. Regis
 1488, '61, 120 Sel. Regis
 1496, '62, 120 Sel. Empress
 1497, '62, 200 Sel. Empress
 1493, '62, 100 Sel. Princess

SEEBURG
 M100A, '51, 100 Sel.
 M100B, '51, 100 Sel.
 M100BL, '51, 100 Sel.
Light Cab
 M100C, '52, 100 Sel.
 HF100G, '53, 100 Sel.
 HF100R, '54, 100 Sel.
 V200, '55, 200 Sel.
 VL200, '56, 200 Sel.
 KD200H, '57, 200 Sel.
 L100, '57, 100 Sel.
 201, '58, 200 Sel.
 161, '58, 100 Sel.
 222, '59, 160 Sel.
 220, '59, 100 Sel.
 Q-160, '60, 160 Sel.
 Q-100, '60, 100 Sel.
 AY100S, '61, 160 Sel.
 AY100S, '61, 100 Sel.
 DS 100, '62, 160 Sel.
 DS 100, '62, 100 Sel.

WURLITZER
 1250, '50, 48 Sel., 45 or 78 RPM
 1400, '51, 48 Sel., 45 or 78 RPM
 1450, '51, 48 Sel., 45 or 78 RPM
 1500, '52, 104 Sel., 45 & 78 Intermix
 1500 A, '53, 104 Sel., 45 & 78 Intermix
 1600, '53, 48 Sel., 45 & 78 Intermix
 1650, '53, 38 Sel.
 1650A, '54, 48 Sel.
 1700, '54, 104 Sel.
 1800, '55, 104 Sel.
 1900, '56, 200 Sel.
 2000, '56, 200 Sel.
 2100, '57, 200 Sel.
 2104, '57, 104 Sel.
 2150, '57, 200 Sel.
 2200, '58, 200 Sel.
 2204, '58, 104 Sel.
 2250, '58, 200 Sel.
 2300, '59, 200 Sel.
 2304, '59, 104 Sel.
 2310, '59, 100 Sel.
 2400, '60, 200 Sel.
 2404, '60, 104 Sel.
 2410, '60, 100 Sel.
 2500, '61, 200 Sel.
 2504, '61, 104 Sel.
 2510, '61, 100 Sel.
 2600, '62, 200 Sel.
 2610, '62, 100 Sel.

CHICAGO COIN
 Sun Valley (8/63)
GOTTLIEB
 Around Wld. 2P (7/59)
 Atlas 2P (5/59)
 Briter Star 2P (4/58)
 Captain Kidd 2P (7/60)
 Contest 4P (10/58)
 Contl. Cafe 2P (7/57)
 Cover Girl 1-Plyr (7/62)
 Criss Cross 1P (3/58)
 Dneg. Dolls 1P (6/60)
 Dbl. Action 2P (1/59)
 Fair Lady (12/56)
 Falstaff 4P (11/57)
 Fashion Show 2P (6/62)
 Flagship (1/57)
 Flipper 1P (11/60)
 Flipper Clown (4/62)
 Flipper Cowboy 1-P (10/62)
 Flipper Fair 1P (11/61)
 Flpr. Parade (5/61)
 Foto Finish 1P (1/61)
 Flying Chariots 2P (10/63)
 Gondolier 2P (8/58)
 Hi-Diver 1P (4/59)
 Kewpie Doll 1P (10/60)
 Liberty Belle 4P (3/62)
 Ltng. Ball 1P (12/59)
 Lite-A-Card 2P (3/60)
 Mademoiselle 2P (11/59)
 Majestic (4/57)
 Melody Lane 2P (9/60)
 Mry-Go-Round 2P (12/60)
 Miss Annabelle 1P (8/59)
 Oklahoma 4P (2/61)
 Olympics 1-P (9/62)
 Picnic 2P (10/58)
 Preview 2-P (8/62)
 Qun. of Diam. (6/59)
 Race Time 2P (3/59)
 Rack-A-Ball 2P (12/62)
 Rocket Ship 1P (5/58)
 Roto Pool 1P (7/58)
 Royal Flush (5/57)
 Seven Seas 2P (1/60)
 Showboat 1P (4/61)
 Silver 1P (10/57)
 Sittin' Pretty 1P (11/58)
 Slick Chick 1P (4/63)
 Spot-A-Card 1P (3/60)
 Str. Flush 1P (12/57)
 Straight Shooter (2/59)
 Sunset 2-player (11/62)
 Sunshine 1P (10/58)
 Spr. Circus 2P (10/57)
 Sweet Hearts 1P (9/63)
 Sweet Sioux 4P (9/59)
 Swing Along 2P (7/63)
 Texan 4P (4/60)
 Tropic Isle 1P (5/62)
 Universe 1P (10/59)
 Wagon Train 1P (4/60)
 Whirlwind 2P (2/58)
 Wld. Beauties 1P (2/60)
 World Champ 1P (8/57)

KEENEY
 Flash Back
 Old Plantation (2/61)
 Black Dragon
 El Rancho Hacienda
 Rainbow (6/62)
 Go-Cart 1P (5/63)
 Poker Face 2P (9/63)

PINGAMES (contd.)
WILLIAMS
 Big Daddy 1P (9/63)
 Big Deal 1P (2/63)
 Black Jack 1P (1/60)
 Casino 1P (10/58)
 Club House 1P (10/59)
 Coquette (4/62)
 Crossword 1P (4/59)
 Darts 1P (6/60)
 El Toro 2P (8/63)
 Fiesta 2P (12/59)
 Four Roses 1P (12/62)
 Four Star 1P (7/58)
 Gay Paree (6/57)
 Gldn. Bells 1P (9/59)
 Gldn. Gloves 1P (1/60)
 Gusher 1P (9/58)
 Jig Saw 1P (12/57)
 Jumpin' Jacks 2P (4/63)
 Jungle 1P (9/60)
 Kingpin (9/62)
 Kings 1P (8/57)
 Mardi Gras 4P (11/62)
 Merry Widow 4P (10/63)
 Music Man 4P (8/60)
 Naples 2P (9/57)
 Nags 1P (3/60)
 Reno 1P (10/59)
 Rocket 1P (11/59)
 Satellite 1P (7/58)
 Sea Wolf 1P (7/59)
 Serenade 2P (5/60)
 Skill Pool 1P (6/63)
 Space Ship 2P (12/61)
 Starfire (1/57)
 Steeplechase 1P (11/57)
 Swing Time 1P (5/53)
 10 Strike 2P (1/58)
 3-D 1P (11/58)
 Tic-Tac-Toe 1P (1/59)
 Tom-Tom 2P (1/63)
 Top Hat (10/58)
 Trade Winds (6/62)
 Turt Champ (8/58)
 Twenty-One 1P (2/60)
 Valient 2P (8/62)
 Vagabond (10/62)
 Viking 2P (10/61)
SHUFFLES—BOWLERS
BALLY
 Shuffles
 ABC Bowler (7/55)
 Jumbo Bowler (9/55)
 King Pin Bowler (9/55)
 ABC Spr. Del. (9/57)
 All-Star Bowling (12/57)
 All-Star Deluxe (2/58)
 Lucky Shuffle (9/58)
 Star Shuffle (10/58)
 Speed Bowler (11/58)
 Club Bowler (2/59)
 Club Deluxe (5/59)
 Monarch Bowler (11/59)
 Official Jumbo (9/60)
 Jumbo Deluxe (9/60)
Ball Bowlers
 ABC Bowl. Lane (1/57)
 ABC Tournament (6/57)
 ABC Champion (10/57)
 Strike Bowler (11/57)
 Trophy Bowler (4/58)
 Lucky Alley (8/58)
 Pan American (6/59)
 Challenger (9/59)
 Super Shuffle (12/61)
 Big 7 Shuffle (9/62)
CHICAGO COIN
 Shuffles
 Triple Strike (2/55)
 Arrow (2/55)
 Cr. Cross Targette (1/55)
 Bonus Score (4/55)
 Hollywood (5/55)
 Blinker (8/55)
 Score-A-Line (9/55)
 Bowling Team (10/55)
 Rocket Shuffle (3/58)
 Explorer Shuffle (6/58)
 ReBound Shuffle (12/58)
 Championship (11/58)
 Double Feature (12/58)
 Red Pin (2/59)
 Bowl Master (8/59)
 4-Game Shuffle (11/59)
 Bull's Eye Drop Ball (12/59)
 6-Game Shuffle (6/60)
 Triple Gold Pin Pro (2/61)
 Starlite (5/62)
 Citation (10/62)
 Strike Ball (5/63)
Ball Bowlers
 Bowling League (2/57)
 Ski Bowl 6 Plyr (11/57)
 Classic (7/57)
 TV Bowling Lg. (11/57)
 Lucky Strike (1/58)
 TV (with rollovers)
 Player's Choice (9/58)
 Twin Bowler (10/58)
 King Bowler (3/59)
 Queen Bowler (9/59)
 Duke Bowler (8/60)

SHUFFLES—BOWLERS
BALLY
 Shuffles
 ABC Bowler (7/55)
 Jumbo Bowler (9/55)
 King Pin Bowler (9/55)
 ABC Spr. Del. (9/57)
 All-Star Bowling (12/57)
 All-Star Deluxe (2/58)
 Lucky Shuffle (9/58)
 Star Shuffle (10/58)
 Speed Bowler (11/58)
 Club Bowler (2/59)
 Club Deluxe (5/59)
 Monarch Bowler (11/59)
 Official Jumbo (9/60)
 Jumbo Deluxe (9/60)
Ball Bowlers
 ABC Bowl. Lane (1/57)
 ABC Tournament (6/57)
 ABC Champion (10/57)
 Strike Bowler (11/57)
 Trophy Bowler (4/58)
 Lucky Alley (8/58)
 Pan American (6/59)
 Challenger (9/59)
 Super Shuffle (12/61)
 Big 7 Shuffle (9/62)
CHICAGO COIN
 Shuffles
 Triple Strike (2/55)
 Arrow (2/55)
 Cr. Cross Targette (1/55)
 Bonus Score (4/55)
 Hollywood (5/55)
 Blinker (8/55)
 Score-A-Line (9/55)
 Bowling Team (10/55)
 Rocket Shuffle (3/58)
 Explorer Shuffle (6/58)
 ReBound Shuffle (12/58)
 Championship (11/58)
 Double Feature (12/58)
 Red Pin (2/59)
 Bowl Master (8/59)
 4-Game Shuffle (11/59)
 Bull's Eye Drop Ball (12/59)
 6-Game Shuffle (6/60)
 Triple Gold Pin Pro (2/61)
 Starlite (5/62)
 Citation (10/62)
 Strike Ball (5/63)
Ball Bowlers
 Bowling League (2/57)
 Ski Bowl 6 Plyr (11/57)
 Classic (7/57)
 TV Bowling Lg. (11/57)
 Lucky Strike (1/58)
 TV (with rollovers)
 Player's Choice (9/58)
 Twin Bowler (10/58)
 King Bowler (3/59)
 Queen Bowler (9/59)
 Duke Bowler (8/60)

Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
SHUFFLES—BOWLERS
UNITED
 Shuffles
 Clipper (5/55)
 5th Inning (6/55)
 Capitol (6/55)
 Super Bonus (9/55)
 DeLuxe model
 Top Notch (10/55)
 Regulation (11/55)
 6-Star (10/57)
 Midget Bowling (3/58)
 Shooting Stars (4/58)
 Eagle (5/58)
 Atlas (8/58)
 Cyclone (10/58)
 Niagara (11/58)
 Dual (1/59)
 Zenith (6/59)
 Flash (6/59)
 3-Way (9/59)
 4-Way (12/59)
 Big Bonus (2/60)
 Sunny (5/60)
 Sure Fire (10/60)
 Line-Up (1/61)
 5-Way (5/61)
 Avalon (4/62)
 Silver (6/62)
 Shuffle Baseball (6/62)
 Action (7/62)
 Embassy (9/62)
 Circus Roll-Down (9/62)
 Lancer (11/62)
 Sparky (12/62)
 Caravelle (2/63)
 Crest (4/53)
 Rumpus Targette (5/63)
 Astro (6/63)
 Ultra (8/63)
Ball Bowlers
 Bowling Alley (11/56)
 Jumbo Bowling (9/57)
 Royal Bowler (12/57)
 Pixie Bowler (8/58)
 Duplex (11/58)
 Simplex (5/59)
 Advance (5/59)
 League (10/59)
 Handicap (11/59)
 Teammate (12/59)
 Falcon (4/60)
 Savoy (5/60)
 Bowl-A-Rama (9/60)
 Tip Top (10/60)
 Dixie (1/61)
 Cameo
 5-Star Bowling (5/61)
 Classic (6/61)
 Alamo (4/62)
 Sabara (7/62)
 Tropic Bowler (9/62)
 Lucky (11/62)
 Cypress (12/62)
 Sabre (2/63)
 Regal (4/63)
 Fury (8/63)
WILLIAMS
Ball Bowlers
 Roll-A-Ball (12/56)
 6 Player
UPRIGHTS
 AB Circus (5/56)
 AB County Fair (3/57)
 AB Circus Wagon Wheels (12/58)
 AB Galloping Dominos
 AB Circus Play Ball (4/59)
 AB Magic Mirror
 Horoscope (11/59)
 AB Mermaid (3/60)
 B Jumbo (5/59)
 B Sportsman (6/59)
 B Jamboree (10/60)
 B Super Jumbo (11/60)
 CC Star Rocket (5/59)
 GA Skeeet Shoot (1/57)
 GA Super Hunter (6/57)
 GA Double Shot (4/58)
 GA Wild Cat (12/58)
 GA Spr. Wild Cat
 GA Twin Wild Cat (7/59)
 GA Super Wild Cat
 Trail Blazer (12/60)
 Twin Trail Blazer (2/61)
 K Big Tent
 K Spr. Big Tent (6/57)
 K Shawnee (1/59)
 K Big Roundup (3/59)
 K Little Buckaroo (4/59)
 K Del. Big Tent (5/59)
 K Big 3 (5/59)
 K Touchdown (9/59)
 K Big Dipper (10/59)
 K Twin Big Tent
 Criss Cross Diamond (1/60)
 K Red Arrow (4/60)
 Sweet Shawnee '60

Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)
ARCADE
 ABT 6 Gun Rifle Range
 Air Football
 Air Hockey
 Auto Photo Model 9
 Amer. Shuff. Situation (5/61)
 B Undersea Raider
 B Derby Gun (2/60)
 B Bulls Eye Shooting Gallery (9/55)
 B Big Inning (5/58)
 B Heavy Hitter (4/59)
 B Ball Park (4/60)
 B Sharpshooter (2/61)
 B Golf Champ (8/58)
 B Bat. Practice (8/59)
 B Skill Roll (B 3/58)
 B Moon Raider (7/59)
 B Target (10/59)
 B Spook Gun (9/58)
 B Skill Parade (1/59)
 B Skill Score (6/60)
 B Skill Derby (10/60)
 B Del. Skill Parade (4/59)
 B Table Hockey (2/63)
 B Spinner (2/63)
 Novelty
 B Bank Ball (1/63)
 Capitol Midget Movies
 CC Bullseye Baseball
 CC Basketball Champ
 CC 4-Player Derby
 C Goalee
 CC Midget Skee Super model
 CC Big League (5/55)
 CC Twin Hockey (5/56)
 CC Shoot The Clown
 CC Stm. Shovel (5/56)
 SS Batter Up (4/58)
 CC Criss Cross
 Hockey (10/58)
 CC Croquet (8/58)
 CC Playland Rifle Gallery (8/59)
 CC Pony Express (4/60)
 CC Ray Gun (10/60)
 CC Wild West (5/61)
 CC Long Range Rifle Gallery (1/62)
 CC All-Star Baseball (1/63)
 CC Big Hit (10/62)
 CC Pro Basketball (6/61)
 Ex Gun Patrol
 Ex Jet Gun
 Ex Space Gun
 Ex Pony Express
 Ex Six Shooter
 Ex Shooting Gal. (6/54)
 Ex Star Shtg. Gal. (9/54)
 Ex Sportland Shooting Gallery (11/54)
 Ex "500" Shooting Gallery (3/55)
 Ex Treasure Cove Shooting Gal. (6/55)
 Ex Jungle Hunt (3/57)
 Ex Ringer Ball (11/56)
 Ex Pop Gun (9/57)
 Ge Lucky Seven
 Ge Sky Gunner
 Ge Night Fighter
 Ge 2-Player Basketball
 Ge Rifle Gal. (6/54)
 Ge Big Top Rifle Gallery (6/54)
 Super model (12/55)
 Ge Gun Club
 Ge Wild West Gun (2/55)
 Ge Sky Rocket Rifle Gallery (5/55)
 Ge Championship Baseball (9/55)
 Ge Quarterback (10/55)
 Ge Hi Fly Baseball (5/56)
 Ge State Fair Rifle Gal. (6/56)
 Ge Davy Crockett (10/56)
 Ge Circus Rifle (3/57)
 Ge Motorama (10/57)
 Ge Gypsy Grandma (5/57)
 Ge Fun Fair (3/58)
 Ge Space Age Gun (6/58)
 Jungle Joe
 Ke Air Raider
 Ke Sub Gun
 Ke Sportland
 De Luxe model
 Ke Ranger (3/58)
 DeLuxe Model (3/55)
 Ke League Leader (4/58)
 Ke Sportland
 Ke Two-Gun Fun (3/62)
 Mid Red Ball (5/59)
 Mid Joker Ball (11/59)
 Midway Bazooka (10/60)

Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)
ARCADE
 ABT 6 Gun Rifle Range
 Air Football
 Air Hockey
 Auto Photo Model 9
 Amer. Shuff. Situation (5/61)
 B Undersea Raider
 B Derby Gun (2/60)
 B Bulls Eye Shooting Gallery (9/55)
 B Big Inning (5/58)
 B Heavy Hitter (4/59)
 B Ball Park (4/60)
 B Sharpshooter (2/61)
 B Golf Champ (8/58)
 B Bat. Practice (8/59)
 B Skill Roll (B 3/58)
 B Moon Raider (7/59)
 B Target (10/59)
 B Spook Gun (9/58)
 B Skill Parade (1/59)
 B Skill Score (6/60)
 B Skill Derby (10/60)
 B Del. Skill Parade (4/59)
 B Table Hockey (2/63)
 B Spinner (2/63)
 Novelty
 B Bank Ball (1/63)
 Capitol Midget Movies
 CC Bullseye Baseball
 CC Basketball Champ
 CC 4-Player Derby
 C Goalee
 CC Midget Skee Super model
 CC Big League (5/55)
 CC Twin Hockey (5/56)
 CC Shoot The Clown
 CC Stm. Shovel (5/56)
 SS Batter Up (4/58)
 CC Criss Cross
 Hockey (10/58)
 CC Croquet (8/58)
 CC Playland Rifle Gallery (8/59)
 CC Pony Express (4/60)
 CC Ray Gun (10/60)
 CC Wild West (5/61)
 CC Long Range Rifle Gallery (1/62)
 CC All-Star Baseball (1/63)
 CC Big Hit (10/62)
 CC Pro Basketball (6/61)
 Ex Gun Patrol
 Ex Jet Gun
 Ex Space Gun
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 Ex Six Shooter
 Ex Shooting Gal. (6/54)
 Ex Star Shtg. Gal. (9/54)
 Ex Sportland Shooting Gallery (11/54)
 Ex "500" Shooting Gallery (3/55)
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 Ge 2-Player Basketball
 Ge Rifle Gal. (6/54)
 Ge Big Top Rifle Gallery (6/54)
 Super model (12/55)
 Ge Gun Club
 Ge Wild West Gun (2/55)
 Ge Sky Rocket Rifle Gallery (5/55)
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 Ge State Fair Rifle Gal. (6/56)
 Ge Davy Crockett (10/56)
 Ge Circus Rifle (3/57)
 Ge Motorama (10/57)
 Ge Gypsy Grandma (5/57)
 Ge Fun Fair (3/58)
 Ge Space Age Gun (6/58)
 Jungle Joe
 Ke Air Raider
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 Ke Sportland
 De Luxe model
 Ke Ranger (3/58)
 DeLuxe Model (3/55)
 Ke League Leader (4/58)
 Ke Sportland
 Ke Two-Gun Fun (3/62)
 Mid Red Ball (5/59)
 Mid Joker Ball (11/59)
 Midway Bazooka (10/60)

Midway (contd.)
 Midway Shooting Gallery (2/60)
 Midway Del. Baseball (5/62)
 Mid. Target Gallery (7/62)
 Mid. Carn. Tgt. Glry. (2/63)
 Mid. Slugger BB (3/63)
 Mid. Rifle Range (6/63)
 Mid. Raceway (10/63)
 Mills Panorama Peek (11/54)
 Munves Bike Race (5/58)
 Munv. Sat. Trkr. (5/59)
 Mu Atomic Bomber
 Mu Ace Bomber
 Mu Dr. Mobile
 Mu Fly Saucers
 Muto Lord's Prayer
 Mu Photo (Pre-War)
 Mu Photo (DeLuxe)
 Mu Silver Gloves
 Mu Sky Fighter
 Munves (Squirts) (11/57)
 Muto Voice-O-Graph
 Pre-War Model
 Post-War Model
 Mu K. O. Champ
 Mu Drive Yourself
 Mu Bang-O-Rama (4/57)
 Philadelphia Toboggan
 Skee Alley
 Scientific Pitch 'Em
 Seeburg Bear Gun
 Seeburg Coon Hunt
 Set Shot Basketball
 Southland's Speedway (6/63)
 Southland Fast Draw '63
 Telequiz
 Un Jungle Gun
 Un Carn. Gun (10/54)
 Un Bonus Baseball (3/62)
 Un Bonus Gun (1/55)
 Un Star Slugger (7/55)
 Un Spr. Slugger (4/56)
 Un Pirate Gun (10/56)
 Un Yankee BB (3/59)
 Un Sky Raider (10/58)
 Wm. Del. BB (4/53)
 Wm. Major Leaguer
 Wm. Big Lg. BB (2/54)
 Wm. Jet Fighter (10/54)
 Wm. Safari (2/54)
 Wm. Polar Hunt (3/55)
 Wm. Sidewalk Eng (4/55)
 Wm. King of Swat (5/55)
 Wm. 4-Bagger (4/56)
 Wm. Crane (10/56)
 Wm. Penny Clown (12/56)
 Wm. 1957 Baseball
 Wm. 10-Strike (12/57)
 Wm. Ten Pins (12/57)
 Wm. Shortstop (4/58)
 Wm. Pinchhitter (4/59)
 Wm. Vanguard (10/58)
 Wm. Hercules (2/59)
 Wm. Crusader (6/59)
 Wm. Titan (8/59)
 Wm. Del. Bat. Champ (5/61)
 Wm. Extra Inning (5/62)
 Wm. World Series (5/62)
 Wm. Road Racer (5/62)
 Bally Champion Horse
 Bally Moon Ride
 Wm. Official Baseball (4/60)
 Wm. Major League (3/63)
 Wm. Voice-O-Graph 1962
KIDDIE RIDES
 Bally Champion Horse
 Bally Moon Ride
 Pony Twins
 Bally Space Ship
 Bally Speed Boat
 Bally Trnrvl. Trolley
 Bert Lane Lancer Horse
 Bert Lane Merry-Go-Round
 B.L. Miss America Boat
 Bert Lane Fire Engine
 B.L. Whirllybird (3/61)
 B.L. Moon Rocket (3/61)
 Capitol Donald Duck
 Capitol Elsie
 Capitol Palomina Horse
 Capitol See Saw
 Chicago Coin Super Jet
 Chicago Round The World Trainer
 Deco Merry-Go-Round
 Deco Space Ranger
 Exhibit Big Broncho
 Exhibit Mustang
 Exhibit Sea Skates
 Exhibit Space Patrol
 Scientific Television
 Scientific Boat Ride
 Texas Merry-Go-Round
 Exhibit Rudolph The Reindeer

Midway (contd.)
 Midway Shooting Gallery (2/60)
 Midway Del. Baseball (5/62)
 Mid. Target Gallery (7/62)
 Mid. Carn. Tgt. Glry. (2/63)
 Mid. Slugger BB (3/63)
 Mid. Rifle Range (6/63)
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 Un Bonus Baseball (3/62)
 Un Bonus Gun (1/55)
 Un Star Slugger (7/55)
 Un Spr. Slugger (4/56)
 Un Pirate Gun (10/56)
 Un Yankee BB (3/59)
 Un Sky Raider (10/58)
 Wm. Del. BB (4/53)
 Wm. Major Leaguer
 Wm. Big Lg. BB (2/54)
 Wm. Jet Fighter (10/54)
 Wm. Safari (2/54)
 Wm. Polar Hunt (3/55)
 Wm. Sidewalk Eng (4/55)
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 Wm. 4-Bagger (4/56)
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 Wm. Vanguard (10/58)
 Wm. Hercules (2/59)
 Wm. Crusader (6/59)
 Wm. Titan (8/59)
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 Bally Space Ship
 Bally Speed Boat
 Bally Trnrvl. Trolley
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 B.L. Miss America Boat
 Bert Lane Fire Engine
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 Deco Merry-Go-Round
 Deco Space Ranger
 Exhibit Big Broncho
 Exhibit Mustang
 Exhibit Sea Skates
 Exhibit Space Patrol
 Scientific Television
 Scientific Boat Ride
 Texas Merry-Go-Round
 Exhibit Rudolph The Reindeer

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FIRE CRACKER

2-PLAYER PIN GAME



New "Firecracker Zone"
EXPLODES with
Scoring Action!

- Balls "Ricochet" in "Firecracker Zone" as if in perpetual motion — Exploding in and out of Action Holes — Back into "Firecracker Zone" for high score!
- New! Special Target "Live" at all Times!
- New! Score-frame has Stainless Steel trim on front, and protective metal corners at the back to prevent damage!
- New! Front hand-rests are made of Cylolac Plastic, from which telephones are made. It will not tarnish, has long life and re-mains clean!
- New! Exclusive "Lift-Out", Self-locking Playfield! Instant access to interior mechanism! No screws! No levers!
- Tilt adjustable for One Ball Tilt or Complete Game Tilt!
- Game adjustable to 3 or 5 Ball!
- Brilliant "Long-Life" finish Playfield!
- Match feature!

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Added Ball
Model!

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SPOTLITE
PUCK BOWLER
with Spare-Lite Feature
AT YOUR DISTRIBUTOR



DIRECTIONAL
ARROW
"LIGHTS-UP"

NEW OFFICIAL "SPARE-LITE"
6 PLAYER BOWLING GAME



NEW! "SWING-AWAY"
Servicing — Provides
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Interior Mechanism
without moving Game!

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UNITED'S NEW SKIPPY SHUFFLE ALLEY

Features

Fascinating **HIGH SCORES** by Popular Demand

Big 4-REEL Scoring
IN THE
THOUSANDS
IN
Dual Flash · Flash · Advance

3-REEL Scoring
IN
REGULATION
AND
REGULATION CHAMP



FLUORESCENT
LIGHTING

EASY TO SERVICE

Designed by the
ORIGINATOR
of Coin-Operated
SHUFFLE ALLEYS
and
BOWLING ALLEYS

HIGHEST RESALE VALUE

ORDER FROM YOUR
UNITED DISTRIBUTOR
TODAY!

1
TO
6
CAN
PLAY

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**MULTIPLE
COIN MECHANISM**
(OPTIONAL AT EXTRA COST)

RUGGED
Pilfer-Proof
CONSTRUCTION

8½ FT. LONG
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SHIPPING
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(CRATED)
465 lbs.

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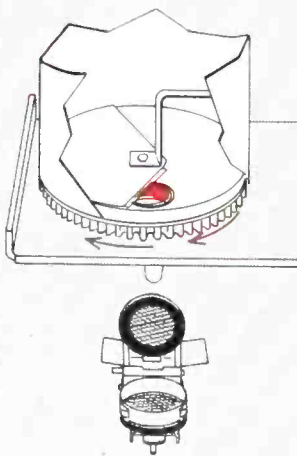


Exclusive **ROCK-OLA** feature takes the guesswork out of profit yield per cup

Perfect coffee flavor is a sure bet!

Only Rock-Ola gives you four ways to "turn" perfect flavor into more profits . . . with these four exclusive inter-changeable measuring cups. As you know, accurately measured coffee throw ends waste. With this exclusive Rock-Ola feature you get more cups of coffee per pound, more profit. You know in advance the *exact* profit yield per cup!

Here's how it works: The Coffee Hopper is a simple revolving unit. When a coffee selection is made, fresh coffee is automatically dropped into brewer; there it is brewed at a pre-set time adjustment for proper extraction and dispensed. Upon completion of vending cycle measuring cup is refilled in coffee hopper, excess



coffee is "cleaved" away. An accurately measured cup of fresh coffee is now ready for the next vend cycle.

To vary coffee throw . . . vend more cups per pound, simply change measuring cup at the bottom of the hopper. The 45 cup per lb. measuring cup drops 9.9 grams each vend, the 52 cup per lb. measuring cup drops 8.7 grams each vend, the 58 cup per lb. measuring cup drops 7.8 grams and the 63 cup per lb. measuring cup drops 7.2 grams. Adjustable brewing time feature assures proper extraction regardless of cup quantity selection.

That's all there is to it! No augers, no impellers . . . nothing to break down, no waste! Like all Rock-Ola coffee vendor features, *simplicity is the key to top profit!*



ROCK-OLA MODEL 1403-S

This exclusive feature is only one of the top profit makers on the Rock-Ola Model 1403-S Coffee and Hot Drink Vendor. Rich, flavorful coffee is always the case . . . four ways: black, black with sugar, with creme, with sugar and creme; extra creme and sugar buttons are a standard feature. Plus, hot whipped chocolate and hot whipped soup. Modular skirt conversion kit available when used in full line vending bank. Model 1403 (no soup) also available.

PUT THIS PROFIT PRODUCER TO WORK FOR YOU NOW!

Look to

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