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(Publication Office) 1780 Broadway New York 19, N. Y.-10019 (Phone: JUdson 6-2640) CABLE ADDRESS: CASHBOX, N. Y.

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SUBSCRIPTION RATES \$15 per year any-vhere in the U. S. A. Published weekly. Second lass postage paid at Bristol, Conn. Copyright © 1964 by The Cash Box Publishing

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# **ANOTHER STEP IN THE RIGHT DIRECTION**

October 24, 1964

On Nov. 9, the record industry will join hundreds of other industries which conduct business under a set of trade practice rules as issued by the Federal Trade Commission (FTC).

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As consistently pointed out since the FTC conducted hearings last March on its original trade rules draft (essentially similar to the final guidelines) the promulgation of the rules for the record business is unique in that the business itself initiated-through various trade organizations-the process that led to the Federal agency's action.

This self-confession of serious failings, praised by a number of public figures, including Rep. James Roosevelt, is perhaps the greatest guarantee that the business will take the trade rules to heart.

It should be remembered that the FTC doesn't provide do-or-die enforcement of its trade rules. Penalties for infractions won't put a violator out of business.

Thus, it is gratifying that the business-at least the majority of its participants-has acted from within to bring an element of Governmental regulation.

And, to be perfectly frank about it, the FTC is hardly the final part that Washington could play in record industry matters. If violations of the trade rules are rampant, the industry has been warned, actual legislation from Congress can result-and when that comes about, you've got the entire enforcement strength of the Federal Government as an interested party!

But all who were present at the FTC hearings sensed that the industry felt it was in dire need of trade rules, even if the hearings produced certain qualms on some of the non-vital sections of the proposed rules. With the hearings producing no serious obstacle to final promulgation of the guidelines, it was just a matter of time before the final set of rules would be issued.

That time is here-or officially so come Nov. 9. In our view, Trade Practice Rules are a fair and comprehensive document pertaining to the conduct of various factions of the business. For those who question some of the guidelines, the matter is still open to FTC scrutiny and possible change.

Even prior to the promulgation of the rules, there had been indications that the industry had made decisions to set itself on a more orderly and stable course, especially in the area of pricing.

Through intention and action, the industry as a whole seems to be ready to clean house by abiding by the sweeping pronouncements of the trade rules.

**Every industry organization and** various individuals are to be congratulated for the unstinting efforts that led to the coming of the guidelines. The sympathetic attitude of FTC members is also to be applauded.

The big word for the industry now is COMPLIANCE. In two words that means a more PROFIT-ABLE BUSINESS.

**Cash Box TOP 100** 

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1	AMANFRED MANN-Ascort-2157	1	2
2	₩E'LL SING IN THE SUNSHIN ☆GALE GARNETT-RCA-8388	3	3
3	AST KISS		
4	Josie-923 OH, PRETTY WOMAN	5	12
	ROY ORBISON-Monument-851	2	1
5	AMARTHA & VANDELLAS-Gordy-7033	4	4
6	CHUG A LUG ☆ROGER MILLER-Smash-1926	9	14
	BABY LOVE	10	42
8	A SUMMER SONG		
3	CHAD STUART & JEREMY CLYDE- World Artists-1027 HAVE I THE RIGHT?	8	13
	CHONEYCOMBS-Interphon-7707	11	25
10	DETTY EVERETT & JERRY BUTLER	13	18
11	LITTLE HONDA		
12	HONDELLS-Mercury-72324 WHEN I GROW UP TO BE A M		19
13	BEACH BOYS-Capitol-5245     REMEMBER (WALKIN' IN TH	7 E	10
15	SAND)	_	5
14	TOU MUST BELIEVE ME	0	2
	습THE IMPRESSIONS-ABC- Paramount-10581	17	21
15	COME A LITTLE BIT CLOSER	24	2.0
16	TOBACCO ROAD	24	28
17	BREAD AND BUTTER	21	24
18	ANEWBEATS-Hickory-1269	12	6
	GENE PITNEY-Musicor-1040	16	7
		28	43
20		15	16
21	AIN'T THAT LOVING YOU	53	67
22	BABY, I NEED YOUR LOVING ☆FOUR TOPS-Motown-1062	20	15
23	G.T.O.		
24	☆RONNIE & DAYTONAS-Mala-481	19	9
25	☆ANIMALS-MGM-13274 RIDE THE WILD SURF	32	ז 5
26	☆DAN & DEAN-Liberty-55724 MERCY, MERCY	23	26
27	DON-COVAY-Rosemart-801	26	30
	☆SAM COOKE-RCA Victor-8426	30	35
28	ADAVE CLARK FIVE-Epic-9722	34	48
29	LEADER OF THE PACK	56	75
30	I LIKE IT		
	☆GERRY & THE PACEMAKERS- Lourie-3271	41	47
31	I'VE GOT SAND IN MY SHOE ☆DRIFTERS-Atlantic-2253	<b>S</b> 35	41
32	I DON'T WANT TO SEE YOU	47	73
33	ALL CRIED OUT		
	TOUSTY SPRINGFIELD-Philips-40229	39	45

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34	10, I DON'T WANT TO SEE TOM ☆NAT KING COLE-Capitol-5261		0/10 <b>)₩</b> 39
35	YOU REALLY GOT ME		
36	☆KINKS-Reprise-0396 I'M ON THE OUTSIDE (LOOK	<sup>46</sup> ING	79 IN)
	CP-1104	22	20
37	ADDR LANCE-Okeh-7203	31	23
38	SOFTLY AS I LEAVE YOU	42	44
39	TEEN BEAT '65	48	57
40	FROM A WINDOW	40	0,
41	BILLY J. KRAMER & DAKOTAS- Imperial-66051	29	31
	KINGSMEN-Wand-164	33	38
42	SO LONG, DEARIE	49	55
43	AFOUR SEASON S-Philips-40225	25	11
44	SHE'S NOT THERE AZOMBIES-Parrot-9695	60	77
45	BABY DON'T YOU DO IT	27	29
46	THE HOUSE OF THE RISING S		8
47	LUMBERJACK		59
48	☆BROOK BENTON-Mercury-72333	50	
49	☆BRENDA LEE-Decco-31690 MATCHBOX	71	83
50	☆BEATLES-Capitol-5255 TIME IS ON MY SIDE	40	17
51	AIN'T DOING TOO BAD	70	
52	BOBBY BLAND-Duke-383	68	86
53	MITTY COLLIER-Chess-1907	61	76
	☆JELLY BEANS-Red Bird-10-011	59	66
54	FUNNY GIRL		
55	Columbia-43127 WHY YOU WANNA MAKE A	58 AE BL	65 .UE
56	TEMPTATIONS-Gordy-7035 ON THE STREET WHERE YOU	36	27 E
-	ANDY WILLIAMS-Columbia-43128	52	40
57	HO CAN I TURN TO ☆TONY BENNETT-Columbia-43141	66	81
58	☆MIRACLES-Tamla-54102	37 OE	37
59	THAT'S WHERE IT'S AT	64	68
60	HAUNTED HOUSE	04	00
61	GOODNIGHT BABY	43	22
62	合BUTTERFLYS-Red Bird-10-009	44	46
02	PEARLY SHELLS ☆BURL IVES-Decca-31659 *Arthur Lyman-Crescendo 315	63	63
63	SMACK DAB IN THE MIDDL	E	
	☆RAY CHARLES- ABC Paramount-10585	65	71
64	FOUR BY THE BEACH BOYS ☆BEACH BOYS-Capitol-5267	75	97
65	WHEN YOU WALK IN THE R ☆SEARCHERS-Kapp-618	00M	96
66	BLESS OUR LOVE		
	☆GENE CHANDLER-Constellation-136	69	78

67       ASK ME	☆ELVIS PRESLEY-RCA Victor-8440       78         HEY NOW       ☆LESLEY GORE-Mercury-72353       80         69       I WOULDN'T TRADE YOU FOR         THE WORLD       ☆THE BACHELORS-London-9693       67         70       WHEN YOU'RE YOUNG AND       67         IN LOVE       ☆RUBY & ROMANTICS-Kapp-615       74         71       RUNNIN' OUT OF FOOLS       ☆ARETHA FRANKLIN-Columbia-43113       77         72       EVERYTHING'S ALRIGHT       ☆NEWBEATS-Hickory 1288       —         73       I WANNA BE WITH YOU       10	80 82 
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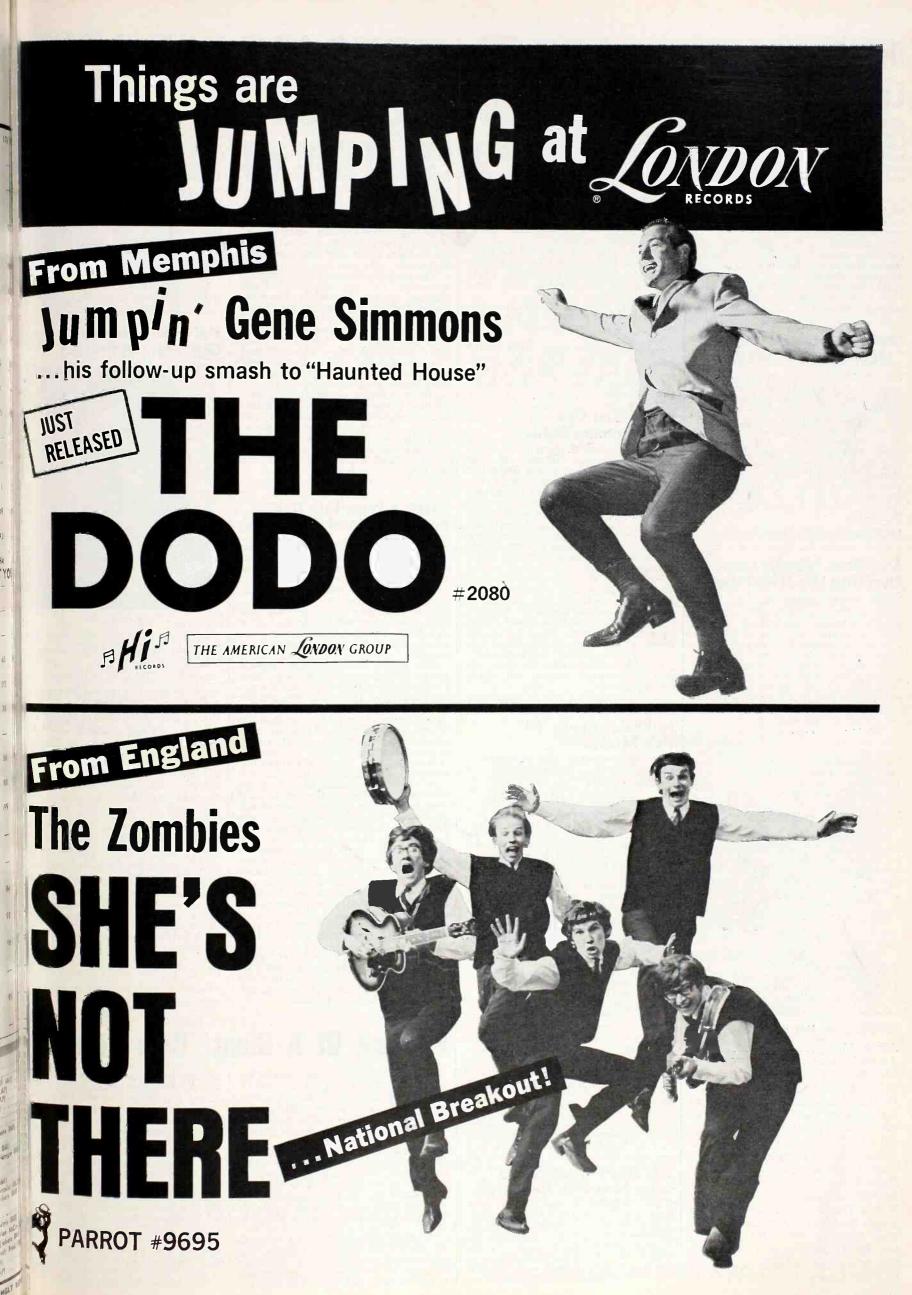
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#### ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Baby Dan't Do It [Jabete BMI]45Hey Naw (Jenny ASCAP)68Little Morie [Isole BMI]75Baby Lave [Jabete BMI]7Baby Lave [Jabete BMI]7Bach Cirl T M-Blackwood BMI]91I Don't Want To See Tomorrow [Sweco BMI]46Lon't Lave [Jalynne-Curtom BMI]93Bless Our Lave [Jalynne-Curtom BMI]64Bread & Butter (Actif-Rose BMI]17Little Bit Closer (Ficturetion BAUI)17Chuinca And Bound [East-Time BMI]17Little Bit Closer (Ficturetion BMI]17Little Bit Closer (Ficturetion BMI]17Little Bit Closer (Ficturetion BMI]15Comin A Little Bit Closer (Ficturetion BMI]15Consin G Mine (Isole BMI]15Deart Ord Man (Bast-Time BMI]15Deart Ord Man (Bast-Strift Master (Labete BMI])17Deart Ord Man (Bast-Strift BMI]11Deart Ord Man (Bast-Strift BMI]11Dor I s Still Open (Bertshire BMI]11Dor I s Still Open (Bertshire BMI]11Dor I s Still Open (Bertshire BMI]12Dor I s Still Open (Bertshire BMI]14Dor I s Still Open (Bertshire BMI]15Dor I s Still Open (Bertshire BMI]16Dor I s Still Open (Bertshire BMI]17Darit Seer (Bortson BMI]18Deart Ord Man (Bertshire BMI]19Deart Ord Man (Bertshire BMI]19Deart Ord Man (Bertshire BMI]19Dor I want I to Seer (Bronston RMI]19Dor I want I to Seer (Basthire BMI]19
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## **Ops Give Strong Support To** Label Exhibitors At MOA

CHICAGO—The Music Operators of America convention in Chicago last week (14-16) crowded them in, al-though an actual count could not be obtained by presstime. A final esti-mate of some 1,200 ops was forecast. Of special significance, in view of the strong label representation (12 majors and indies), was the constant traffic of ops to the various record company booths. In addition to the labels officially present, execs from other diskeries made the convention scene at the Sherman House. Op interest in label activity was even more impressive in view of the strong competition stemming from CHICAGO-The Music Operators of

#### MOA ELECTS OFFICERS

CHICAGO—A prime order of busi-ness on the agenda of last week's MOA confab here was the election of officers. Clinton S. Pierce was given the nod as president of the associ-ation. Other new officers include: John Wallace, Sec., Jim Tolisano, Tres., Ted Nichols, Sgt. At Arms; and the following vice-presidents: Al Denver, Howard Ellis, Frank Fabi-ano, Norman Gefke, Jim Hutzler, Les Montooth, A. L. Ptacek, Jr., William Cannon, Henry Leyser and Harry Sondgrass. Sondgrass.

#### Kapp Bows "Winners Circle," More Little LP's At MOA Meet

More Little LP's At MOA Meet NEW YORK—Kapp Records intro-duced a Winners Circle Series at last week's Chicago convention of the Music Operators of America (MOA). Line is composed of singles with either former hit material or stand-ards from successful albums. Re-leases will be marketed for juke box operators, as well as the retail disk shop. Thus, Kapp hopes that any of its releases in the series may turn out to be a click side. There are 31 singles in the initial release, which is being backed by various merchandising aids, includ-ing order forms, attractive streamers and index cards for each selection featuring self-contained inventory control system. A supply of wire counter racks, with a Winners Circle header, will be made available to key one-stops.

one-stops. In another move at the MOA meet, the label added six new Little LP's to its catalog of juke-box material. The newcomers are "Valentino Tangos In Stereo" with Orchestra de Granados, "Jump For Joy!" by Art Mooney and His Orchestra, "Great Waltzes" (Vol-umes 1 and 2) by Freddy Martin, "Where Love Has Gone" by Jack Jones and "This Is Us" by the Searchers, Representing Kapp at the MOA

Representing Kapp at the MOA convention were Al Cahn, vp and national sales manager, and Macey Lipman, sales exec. Both participated in panel discussions.

#### INDEX INTERNET Album Plans ..... 44 Bios for DJ's ... . 44 Coin Machine Section ..... 56-78 Country Music Section ..... 45, 46 International Cover 47 Looking Ahead (Singles) 8 Platter Spinner Patter ...... 10 R & B Top 50 ..... 36 Single Reviews .... 12, 14, 16, 18, 20 Sure Shots Top 100 Albums (Mono) 21 Top 50 Albums (Stereo) 21 Top 100 Labels ..... 49

St. Louis - the seven-game World

St. Louis — the seven-game world Series. Each of the exhibiting labels had a juke-box line story to tell, and ops were offered free samples of new material. Labels also debuted new juke-box programming aids, includ-ing Epic's Juke Box Location Pro-gramming Guide and Counter Dis-lay Programming Center for onegramming Guide and Counter Dis-play Programming Center for one-stops. Kapp's "Winners Circle Series" (see separate stories).

(see separate stories). Labels could also boast strong turn-outs at a number of label functions, including Columbia's cocktail party and dance, and similar fetes from RCA Victor. Forums were scheduled for Fri. morning. A full report on these dis-cussions will be included in next week's issue

week's issue. Label exhibitors at the MOA confab included: Capitol, Columbia, Decca, Epic, Jay-Jay, Kapp, Mercury, Monu-ment, RCA Victor, Vee Jay, Rojac and Waikiki.

#### **Epic Offers Ops Programming Guide**

CHICAGO—Len S. Levy, vice presi-dent and general manager of Epic Records, introduced a new Juke Box Location Programming Guide for operators and one-stops at the annual MOA Meeting in Chicago last week. The guide programs the entire Epic Memory Lane Series and newly-re-leased Little LP's for such locations as bars, lounges, pizza parlors, lunch-conettes and other specialized operations

Answering the request of "numer-Answering the reduces of inher-ous" operators and one-stops, the Programming Guide will act as an aid for operators who want to place proven hits in locations most likely to give maximum play. Additional releases will be scheduled as new Memory Lane singles and Little LP's are made available in the juke box operator-oriented section of Epic's catalogue.

#### Smash-Fontana LP's In "Sales Route '64" Fall Release

CHICAGO-Smash Records is underway with a fall product release and companion sales plan. There are eight

way with a ran product release and companion sales plan. There are eight new albums, including dates from Fontana Records, the label's affiliate. The push, called "Sales Route '64," running from Oct. 15 through Dec. 31, offers the entire Smash and Fon-tana catalog to distribs at a special discount. Merchandising support in-cludes full color album coverbooks and dealer order forms showing the LP covers of the fall release and a complete listing of product previously issued. Colorful in-store and window displays include artist divider cards and easel back covers for the eight releases. An "extensive" ad and pro-mo mailing program is planned to launch the "Sales Route '64" pro-gram. Also, a coordinated artist pub-licity campaign will back-up the Smash and Fontana product.

Iticity campaign will back-up the Smash and Fontana product. A series of six separate regional distrib meets have been set in 24 cities from coast-to-coast. Included in the presentations is a click for an distrib meets have been set in 24 cities from coast-to-coast. Included in the presentations is a slide film nar-rated by Bob Hope. Smash-Fontana staffers Charlie Fach (topper), Alan Mink, Lou Dennis (national promo manager for Fontana) and regional managers Elliot Greenberg and Ro-meo Davis will be on hand at the meets. meo È meets.

meets. The new Smash albums include: "The Greatest Live Show on Earth" (Continued on page 39)

## **UA Sets Biggest Single** Sales Month In Its History

NEW YORK — United Artists Rec-ords and the UA-distributed labels, Ascot, DCP and Musicor Records, have surpassed Aug., heretofore the biggest-selling singles month in the history of the organization, during the month of Sept. with each possess-(Continued on page 39)

## Decca-Coral Start Fall Push With 16 New Albums, Plan

NEW YORK — Sixteen new pop-classical album entries are spotlighted in a fall merchandising program from the Decca and Coral labels.

A catalog incentive plan is being offered through Nov. 6, with the de-tails available at Decca branches and distribs.

distribs. The promo will be accompanied by various aids, including a full color litho book, in-store and window dis-plays. Trade ads are also scheduled, along with trade and consumer pub-

plays. Thate and and also scheduled, along with trade and consumer pub-licity. The new Decca product includes: a memorial LP on the late Eddie Cantor, "Songs He Made Famous," Peter Duchin's "Discotheque Dance Party," Burl Ives' "Pearly Shells," Earl Grant's "Just One More Time," Bert Kaempfert's "Treat For Trum-pet," Wayne King's "Dance Time," "The Munsters," "The Lively Set," the soundtrack of the Universal flick, with songs by Bobby Darin. Other Decca newcomers are: "White Ginger Blossoms," the Hono-lulu Symphony Orch. conducted by George Barati, Arthur Prysock's "Strictly Sentimental," with the song-ster making his Decca debut, Patsy

starctly Sentimental," with the song-ster making his Decca debut, Patsy Cline's "That's How A Heartache Begins."

#### Victor's Press-Info Dept. Put Under Marketing Wing

NEW YORK — The public affairs dept. at RCA Victor Records, in-corporating press and info activity, now report directly to the marketing

now report directly to the marketing area at the label, according to Harry E. Jenkins, marketing vp. Now reporting on a division staff level, the public affairs dept., headed by Herb Helman, previously was responsible to the ad and promo func-tion

tion. The move, Jenkins noted, reflects the increasingly important role played by the public affairs dept. in the over-all function of the label. "We consider this department an imaginative arm of marketing," he said, "one that has proven an invaluable aid to our com-pany in conveying our point-of-view to our consumer public." Helman, who joined Victor as LP

to our consumer public." Helman, who joined Victor as LP publicity administrator, in 1955, is a veteran of all phases of the record business, starting in the retail sales area in 1945. He worked in the whole-sale area for Music-Craft Records and as distributor salesman for Krich, the Victor distrib in New Jersey, and for Times Columbia through 1953, when he joined London Records as regional sales manager in charge of sales, promotion and publicity on the East Coast. In 1958, he was appointed manager of press & info for Victor and in 1961 he as-sumed the title of manager of public affairs with the Press & info dept. reporting directly to him. Currently, the press & info dept. includes: press administrators Elliot Horne (pop), Sim Myers (classical) and Grelun Landon (west coast). Staff writer is Tom Berman.

Decca classics are: Vivaldi's "Four Seasons" with Ruggiero Ricci con ducting the Stradivarius Chambe Orchestra, Schubert's "Mass No. 6 I E-Flat Major" with Frederic Wald man conducting the Musica Aetem Orchestra and Chorus, Beethoven' "Archduke Trio" by the Alma Tric the works of Busoni and Bortkievic by pianist Marjorie Mitchell and th Vienna State Opera Orchestra unde the direction of William Strickland Coral's entry is "Liberace Play Golden Themes from Hollywood."

Hal Neely Named Gen. Mgr. Of Starday

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HAROLD G. NEELY

st-edit New York-Vet disk man Hal Nee has been named general manager Starday Records and its affiliat (Cor companies, it was announced le week by Don Pierce, the label's pre Inde O

week by Don Pierce, the label's pre-dent. Neely will work directly und Pierce and along with national sal manager Chuck Chellman and Ad director Tommy Hill. Neely, Chellm and Hill will all be vice-presiden The executive, who previous served stints with Allied in N York and Los Angeles, comes to St day after six years with King R ords in Cincinnati. Neely assist King president Syd Nathan and, times, was in full charge of entire operation including manuf promotion and administration.

promotion and administration. The Starday LP line is manufered for the true of true of the true of th cinnati and will continue to be. Pie ding and noted that Neely's familiarity w ess resp ents of o g its pro ei note the King plant will greatly streng en the label's production and sl ping.

## Passing Of A Giant: Cole Porter

NEW YORK—Cole Porter, one of the men responsible for America's "Gold-en Age of Musical Comedy," not to mention a remarkable collection of world-wide standards, died last week (16) in Santa Monica (Calif.) Hos-pital at the age of 71. A week before, Porter had been operated on for the removal of a kid-ney stone. In failing health for a number of years, Porter's leg was amputated several years ago in what was the final outcome of an injury he received after falling off a horse in 1937. Although the trademarks of both

1937. Although the trademarks of both his distinctive words and music was sophistication urbanity, his style got through to all segments of the pop music market. But, there are also nu-

merous Porter songs only making sional recording that musical com buffs also refer to as Cole Po standards.

standards. Porter was born into a well-t Indiana farm family on June 9, 1 He attended Yale (where he w the school's two theme songs, "Bi Eli Yale" and "Yale Bulldog Son and Harvard Law School. While 1 the data was been be and Harvard Law School. While tending the latter university, he w his first show—wth fellow schooln, T. Lawrason Riggs — "See Ame First" (1916), whose failure partly responsible for Porter's de ture to the French Foreign Le and participation in World War While Porter had written songs (Continued on page 39)



HOLLYWOOD — Earl Leaf (right), guest editor of Capitol's first "Teen bet" mag issue, presents initial copy o Brian Wilson, leader of the Beach Boys

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Octobel

HOLLYWOOD --- Capitol Records, hrough its CRDC distrib network, is abish a "closer rapport" between it-elf and the individual it terms its nost important customer-the teeneger

In its most comprehensive teen pro-no ever, CRDC is launching this veek (19) "The Teen Set," a multiaceted, youth-oriented national pro-

According to Brown Meggs, CRDC p and merchandising head, who an-nounced the giant push, the "Teen set" operation comprises a wide vari-ty of merchandising, advertising, ublicity and marketing aids, includng a full-fiedged, quarterly profes-ional fan mag and a national teen-itist fan club. The first mag is being guest-edited" by Earl Leaf, vet follywood fan mag scribe. Cornerstone of the promo is volume ne of "The Teen Set," a 36-page fan

(Continued on page 40)

#### labe Frade Organizations Aim dired To Meet Challenge **Of FTC Trade Rules**

JEW YORK - While the Federal rade Commission's promulgation of rade practice rules for the disk in-ustry seemed anti-climatic—they had Allied een expected for months with minor , com lteration from original FTC pro-with 8 osals-various trade organizations Neer ast work and another usefulness

Net as as various trade organizations Net as as various trade organizations ast week and amounced moves to elp guarantee their success. chard Members of the Record Industry ussociation of America (RIAA) met ast week (13) in Beverly Hills, Calif. or a regional meet, where the sub-ect of the trade rules came up. As eported by Henry Brief, exec sec-tary, those present complimented he FTC on its "excellent work in estating and clarifying the legal and usiness responsibilities of all the familie egments of our industry in merchan-ising its products." Brief noted that as frequently tated to members of the Commission, IAA and its membership will con-nue to cooperate with the Committee all matters covered by the rules or fecting the industry.

all matters covered by the rules or

all matters covered by the rules or fecting the industry. Over at ARMADA, the distrib rganization Ed Jones, exec secre-ary, expressed delight over the is-lance of the guidelines, but had ne reservation—the lack of a pro-libition against transshipping. On as the FTC has traditionally opposed into a clusivity of territory. ARMADA members and all other iterested parties meet this week (23) i Chicago for a "workshop" session the the trade rules. Members of the TC will be on hand at the Edge-

n the trade rules. Members of the TC will be on hand at the Edge-ater Beach Hotel to make specific ferences on each rule. ARMADA, y the way, is not taking reserva-ons for the meet. The \$25 fee, in leck or cash, can be paid at the Dtel. The workshop will begin at 30 am. On the 22nd, there will be meeting of the ARMADA board.

## 18 Capitol "Teen Set" Promo COLUMBIA RECORD CLUB WINS **DECISION FROM FTC EXAMINER** IN ANTI-TRUST ACTION

NEW YORK—The Columbia Record Club received a clean-bill-of-health last week with an order by Federal Trade Commission (FTC) examiner Donald Moore that would dismiss charges that the Club engaged in monopolistic and unfair practices and illegally suppressed competition in illegally suppressed competition in the disk industry. In fact, Moore's decision enume-rated a number of positive develop-

ments in the industry as a whole since the formation of the club in

Moore's 332-page opinion was the culmination of over two years of liti-gation, with 85 trial days of continu-ous daily hearings held throughout the country. There were 11,000 pages of testimony, and 1400 exhibits, from 174 different witnesses before the decision was rendered.

As in all decisions of this type, Moore's comments do not constitute a final decision of the FTC and may be appealed, stayed or docketed for review if the four FTC Commission-ers decide to do so.

ers decide to do so. The complaint, first issued in June, 1962, challenged the legality of li-censing agreements between the Columbia Record Club and certain smaller record manufacturers (out-side labels) providing for Club dis-tribution; (2) accused Columbia of monopolizing, attempting to and tend-ing to monopolize the entire record ing to monopolize the entire record industry as well as various claimed sub-markets; (3) alleged that the Club sells Columbia and outside label records to consumers at lower prices than dealers pay and that this al-leged differential is unfair; and (4) alleged that certain pricing and sav-ings representations in the Club's advantising are misleading advertising are misleading.

Columbia formed its record club in 1955 and three years later began to press and sell through the club out-side label LP records pursuant to side label LP records pursuant to licensing agreements with other man-ufacturers. The principal licensors included Caedmon Records, Verve Records, Mercury Records, Warner Bros. Records, Kapp Records, Van-guard Recording Society, Inc., United Artists Records, Liberty Records, and Cameo-Parkway Records. The licens-ing agreements provide in effect that ing agreements provide in effect that the licensors will not compete with Columbia in the direct mail or club methods of distribution but do not involve other retail distribution in any way.

The Government's attack on these agreements centered around allega-tions that (1) they operate to fix

#### New British Invasion: **7 EMI Directors**

HOLLYWOOD-Seven members of HOLLY WOOD—Seven members of the board of directors of Electric & Musical Industries, Ltd. (EMI) will come to America this month at the invitation of their fellow EMI direc-tor, Glenn E. Wallichs, board chair-man and chief executive officer of Capitol Records. EMI is principal stockholder in Capitol stockholder in Capitol.

stockholder in Capitol. The seven execs making the trip are: Sir Joseph Lockwood, EMI board chairman; Richard Dawes, Lt.-Col.; C. P. Dawnay CBE, MVO; John Henry Hansard, Lt.-Gen.; Sir Ian Jacob GBE, CB; The Rt. Hon. Vis-count Mills KBE; and John Edward Wall OBE, EMI's managing director. The group will begin arriving in Wall OBE, EMI's managing director. The group will begin arriving in New York this Wed. (21) and will conclude the visit in Hollywood on Nov. 5. The British exces will be entertained by Wallichs and Alan Livingston, Capitol's president. at various functions in both New York and Hollywood. Mrs. Wallichs and Mrs. Livingston will also host activ-ities for wives of the EMI directors ities for wives of the EMI directors during they stay.

prices, (2) involve "other concerted activity" (communications about artprices, ists; repertoire and release schedules; sales information; copyright infor-mation; and influence over reper-

mation; and influence over reper-toire), and (3) are unlawfully ex-clusionary, Examiner Moore said. He found that except for two obso-lete contracts, Verve and Caedmon, "the licensing agreements between Columbia and the outside labels were not intended to, and did not in fact, fix prices either in the club field or in the field of conventional distribut-tion." The price-fix aspects of the Verve and Caedmon contracts were due to special circumstances and due to special circumstances and "were technical violations, sporadic and of questionable effect." They were eliminated from the contracts prior to issuance of the complaint. "The findings set forth in some de-tail the augustance acurculate the

tail the circumstances surrounding the negotiation and pre-complaint aban-donment of the price-fixing aspects of the Verve and Caedmon contracts. On that basis, and in view of the dis-position of the other charges, the ex-aminer is of the opinion that the public interest does not require issuance of an order to cease and desist from price fixing. Under all the cir-cumstances disclosed by the record, it is, in his opinion, unnecessary to issue an order predicated on practices long discontinued. "Such a determination, of course, is based on the further finding that none of the other contracts contained

any provisions fixing either Club or retail prices. What the Government insisted was a price-fixing scheme in other contracts has been found to be simply a method governing royalty payments."

Concerning the exclusive-dealing provisions of the agreements, the ex-aminer noted that they "do preclude

the outside labels from competing with Columbia in the club or mail-order sales of records, and do set up a barrier to the use by other clubs and mail-order sellers of the records covered by the licensing agreements." Those exclusionary clauses "pose one of the most troublesome aspects from an anti-trust standpoint," according to the examiner.

to the examiner. However, even though it thus appears that "the purpose and effect of the exclusionary clause\*\*\* are the

the exclusionary clause\*\*\* are the elimination of competition, at least on a temporary basis," the examiner held the restrictive agreements "per-missible" as reasonably-termed "an-cillary restraints." After reviewing precedents in Sherman Act cases, Moore expressed the view that the legality of Colum-bia's licensing agreements with the outside labels "is governed by the Rule of Reason and long established antitrust principles with respect to ancillary restraints, and not by any rules prescribing per se illegality."

rules prescribing per se illegality." The examiner said that restrictive arrangements of the kind involved in this case have been upheld where the restraint is "necessary for the pro-tection of some legitimate interest"; where the restraint does not "impose undue hardships upon the person re-strained" and where the restraint is not "injurious to the public as a whole." He held the instant contracts "valid as meeting those specifica-tions." tions.

As to the impact of the agreements on competition, the examiner said the record "amply demonstrated that to whatever extent dealers may have been suffering injuries as a result of club operation, there was no bridge of causation linking such injury with (Continued on page 38)

#### **Decca To Cut Kingston Trio**



HOLLYWOOD-Decca Records has consumated an agreement with the Kingston Trio's Trident Productions

Kingston Trio's Trident Productions for their exclusive services as record-ing artists, it was announced last week (13) by Milton R. Rackmil, the label's president. The pact, which was entered into by Decca and Trident Productions, which is owned by the songsters and their manager, Frank Werber, calls for the services of the group both for the services of the group both as recording artists and producers. In addition to having all their new recordings released on the Decca label, they will also be releasing new acts through their company on Decca

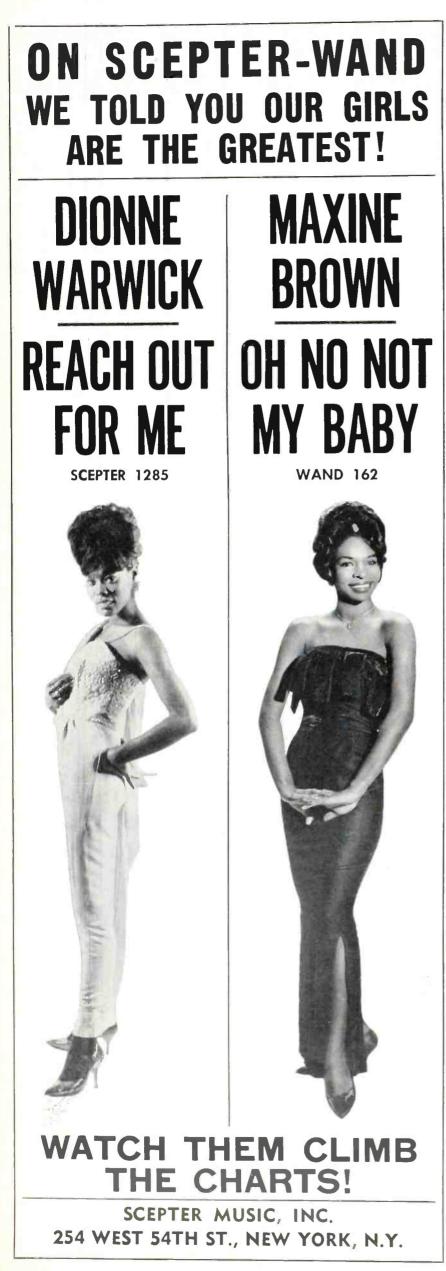
as well. The agreement calls for an amount of money in excess of one million dollars. The terms of the pact is for five years, with provisions for ex-tensions tensions.

The Kingston Trio, who previously

cut for Capitol, were, in part, re-sponsible for the renewed interest in folk via their million-selling "Tom Dooley" single six years ago. They've been awarded many gold records, among which have been eight gold P's each representing over one mil-LP's, each representing over one mil-lion dollars in sales. In addition, they have regularly been represented on the Top 100 with such sales giants as "M.T.A.," "Where Have all The Flowers Gone," "Jane, Jane, Jane," "Scotch And Soda," etc.

The first release on Decca for the Trio is being rushed out this week, and will be followed by their initial LP for the label in Nov.

Standing (left to right) in the above pic around a seated Milton Rackmil are Trio members Nick Reynolds, John Stewart and Bob Shane. Pictured at the extreme right is Frank Werber.





# LOOKING

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.

- **SLAUGHTER ON 10th AVENUE** (Choppell—ASCAP) Ventures (Dolton 300)
- 2 DON'T SPREAD IT AROUND (Crazy, Cajon—BMI) Barbara Lynn (Jamie 1286)
- 3 MAYBE TONIGHT (Blockwood\_BMI) Shirelles (Scepter 1284)
- 4 YES I DO (Keelch, Coesor & Dino-BMI) Solomon Burke (Atlantic 2254)
- 5 MY LOVE, FORGIVE ME (Amore, Scusami) (Gil-BMI) Robert Goulet (Columbia 43131)
- 6 GONE, GONE, GONE (Acuff Rose-BMI) Everly Brothers (Warner Bros. 5478)
- 7 MY ADORABLE ONE (Duane-BMI) Joe Simon (Yee Jay 609)
- 8 WHY (DON'CHA BE MY GIRL) (Charbuster, Eastwick—BMI) Charbusters (Mutual 508)
  - GARDEN IN THE RAIN (Campbell, Connelly—ASCAP) Vic Dana (Dolton 99)
- 10 OH NO NOT MY BABY (Screen Gems, Col.—BMI) Maxine Brown (Wand 162)

Q

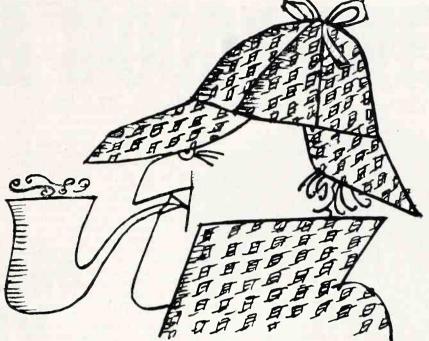
- 11 THE DARTELL STOMP (Goins-BMI) Mustangs (Providence 401)
- 12 RIGHT OR WRONG (Combine—BMI) Ronnie Dove (Diamond 173).
- 13 GALE WINDS (Gil-Coion—BMI) Egyptian Combo (Norman 549)
- 14 FOUR STRONG WINDS (M. Wilmork & Sons-ASCAP) Bobby Bare (RCA Victor 8443)
- 15 BABY, BABY ALL THE TIME (Embossy-BMI) Superbs (Dore 715)
- 16 WATCH OUT (Merrimoc—8MI) SHE'S ALL RIGHT (Ramitory, BRC—8MI) Jackie Wilson (Brunswick 55273)
- 17 THE THINGS IN THIS HOUSE (T. M.-BMI) Bobby Darin (Capitol 5257)
- 18 OH MARIE (Poris—ASCAP) Village Stompers (Epic 9718)
- 19 LITTLE QUEENIE (Arc-BMI) Bill Black Combo (Hi 2079)
- 20 THAT'S ALL I NEED TO KNOW (Drury Lone, Beckle-BMI) Bobby Wood (Joy 288)
- 21 I COULD CONQUER THE WORLD (Youvon-ASCAP) Shevelles (World Artists 1025)
- 22 APPLE OF MY EYE (Travis-BMI) Four Seasons (Vee Jay 618)
- 23 HEARTBREAK HILL (Anatole, Kansond-BMI) Fats Domino (ABC Paramount 10596)
- 24 SOMEBODY NEW (Ludix, Flomar-BMI) Chuck Jackson (Wand 161)
- 25 WAIT FOR ME (Geo. Pincus—ASCAP) Rita Payone (RCA Victor 8204)

26 YOU SHOULD HAVE SEEN THE WAY HE LOOKED AT ME (Trio-BMI) Dixie Cups (Red Bird 10-012)

- 27 GOTTA GIVE HER LOVE Volumes (American Arts 6)
- 28 RINGO (Don Robertson—ASCAP) Lorne Greene (RCA Victor 8444)
- 29 SHE UNDERSTANDS ME (Al Gollico-BMI) Johnny Tillotson (MGM 13284)
- 30 HIS LIPS GET IN THE WAY (Screen Goms, Columbia—BMI) Bernadette Castro (Colpix 747)
- 31 UNLESS YOU CARE (Trousdale—BMI) Terry Black (Tollie 9026)
- 32 THE GYPSY (Leeds-ASCAP) Robert Davie (Congress 224)
- 33 THANK YOU FOR LOVING M (Picturetone—ASCAP) Sapphires (ABC Paramaunt 10590)
- 34 I CAN'T BELIEVE WHAT YOU SAY (Modern, Plocid-BMI) Ike & Ting Turner (Kent 402)
- 35 GOODBYE GIRL (Print—ASCAP) Richie Dean (Tower 102)
- 36 WHEN YOU WALK
- (Metric—BM1) Jackie DeShannon (Liberty 55735)
- 37 HIGH HEEL SNEAKERS (Medal-BM1) Jerry Lee Lewis (Smash 1930)
- 38 LUMBERJACK (English—BMI) Hal Willis (SIms 207)
- 39 SOMETIMES I WISH I WERE A BOY (Blockwood—BMI) Lestcy Gore (Mercury 72353)
- 40 THE DODO (Screen Gens, Col.—BMI) Jumpin' Gene Simmons (Hi 2080)
- 41 EMPTY ARMS (Desiard—BMI) Ace Cannon (Hi 2081)
- 42 I'M MAKING IT OVER (Big Soven-BMI) Anita Humes (Roulette 4575)
- 43 LOST WITHOUT YOU (South M1.—BMI) Teddy Randazzo (DCP 1108)
- 44 ENDLESS SLEEP (John, Stone, Elizobeth-BMI) Hank Williams Jr. (MGM 13278)
- 45 IT'S ALL OVER (Noma-BMI) Walter Jackson (Okeh 7204)
- 46 DO ANYTHING YOU WANNA (Waygole—ASCAP) Harold Betters (Gateway 747)
- 47 OH, BOBBY SOXER (Isolee---8MI) Chuck Berry (Chess 1912)
- 48 I JUST DON'T UNDERSTAND (Cedarwood-BMI) Tommy Adderly (Mar-Mar 314)
- 49 I'VE GOT THE SKILL (Chevis-BMI) Jackie Ross (Chess 1913)
- 50 SPANISH GUITARS (Pointed Desert—BMI) Jerry Wallace (Challenge 59265)

## YOU SOLVED IT! CASE: Can you release at

CASE: Can you release another hit with two on the charts?



# SUSPECTS: JANG DEAN SIDEWALK SURFIN', 55727

## CLUES: Everybody's playing it!

EVIDENCE:

It's in both these albums, which are selling like singles!





VERDICT: It's another smash!



Produced by Jan Berry

VER

OUT

NDERS

KILL

www.americanradiohistory.com



WFLA-Tampa-St. Petersburg has WFLA-Tampa-St. Petersburg has just wrapped up a very successful World Series contest. An appliance dealer used the contest to create in-store traffic. The prize helped the over-all success of the contest—a color TV set. Listeners were urged to go by the client's store and estimate the total runs, hits and errors made by both teams in the Series. The store reported an immediate increase in store traffic and the promotion helped the outlet create interest in its live coverage of the World Series.

Looking back over the summer just past, WLS-Chicago president Ralph Beaudin recently noted that the sta-tion gave free air time to 49 different local and national organizations. In many cases, the WLS public affair department custom-produced the spot announcements for added impact and department custom-produced the spot announcements for added impact and color. Total cost of air time donated by WLS as a public service to the community for the months of June, July and August totaled \$202,000. "Radio has been known to make its heaviest contribution in public service spots during the slow summer months. I'm happy to report that this summer past was a sales record breaker for Part was a sales record breaker for WLS, but in spite of heavy business we were able to make a strong con-tribution in time to the important area of community service," com-mented Beaudin.

Mike Retheri, operations director of WPDQ-Jacksonville, infos word that the outlet, owned by Belk Broadcasting, has changed its programming policy to contemporary Top 40 with strong emphasis on a local news department and Radio Press International.

WMCA-New York's Barry Gray is currently in London, supplying direct coverage of Great Britain's national elections for his nightly interviewcommentary series.

A complete Get Out The Vote pro-motional campaign is presently being highlighted on WABC-New York. The campaign, designed to stimulate voter registration and subsequent voting in the Nov. presidential elec-tion in greater New York, will en-compass the full facilities of the outlets. Promotional efforts will be spearheaded by WABC on-the-air personalities encouraging listeners to register. In addition to the an-nouncements, WABC will broadcast many times daily, the locations and hours of places of voter registration, and program special interviews and reports directly from many of these registration locations. registration locations.

Better be careful when the lady of Better be careful when the lady of the house starts cleaning. Never know what you're going to turn up with. Louise Jorjorian, promotion di-rector, of KSFO-San Francisco was recently looking for a lost file in the station's storage room and came up with a package of bumper stickers that say "Take It Easy! I'm Listening to KSFO." She gave some to Jim Lange who mentioned it on the air, saying that he would send one to 50 "select commuters." So far, he has received several hundred requests for the stickers. the stickers.

KQV-Pittsburgh has provided a

souvenir of last month's Beatles steel town concert. The souvenirs are  $17" \ge 22"$  glossy Beatle posters of- $17'' \ge 22''$  glossy Beatle posters or-fered by the station to its listeners only one week ago. Over 5,000 re-quests have already arrived. With proceeds going to the Goodwill Indus-tries of Pittsburgh, listeners are asked to send 25 cents for the poster, which includes seven avelusive photoasked to send 25 cents for the poster, which includes seven exclusive photo-graphs of the Beatle press conference, the performance, excited fans, and the station's five deejay personalities. One of the poster highlights is a  $6\frac{1}{2} \times 11^{"}$  pic taken during the actual performance of the Beatles standing directly under the "KQV Welcomes the Beatles" sign.

the Beatles" sign. WWDC-Washington personality Jack Rowzie is real busy these days. Rowzie recently inaugurated a new feature on his Saturday Show (10:30-3:30 PM) called "Top 40 Less One." Rowzie plays the station's new "Top 40" but cleverly leaves one of the songs out. The first listener calling in and identifying the song gets the entire (all 40) set of records. Re-sponse has been enough to keep the switchboard lit up for slightly more than (40) minutes. . . One of the brighter lights around WWDC has been working on an idea to fit the station's Amphicar "Scoop" with ski-runners or possibly military snow-treads. The thinking is that perhaps ice-skating and skiing information could be gathered first hand and broadcast to the many WWDC listen-ers who enjoy these activities. At this point, the management of the station has not commented on this point point, the management of the station has not commented on this point.

Ferrante and Teicher were among Ferrante and Teicher were among the guests appearing in person on the KHJ-TV-Hollywood show "9th Street West." Also making live appearances was Eddie Albert, plugging his new Hickory LP. Deejay hot Sam Rid-dle also welcomed Sam Fletcher to the daily half-hour show, as well as Don Lee Wilson, one of the Ventures. Dovells were also on the show.

Several Quaker City area public rvice organizations will be reservice

warded for the creativeness of the radio campaigns at the 2nd Annu WIP-Philadelphia Public Servic Awards Luncheon on Oct. 26 in the Warwick Hotel, it was announced by Harvey L. Glascock, the outlet's ves and general manager. This unique and general manager. This unique public service switch will honor our winner and two runners-up in ead of six categories: Commerce and In-dustry, Armed Services, Religion Health, Welfare and Education.

Health, Welfare and Education. KVI-Seattle air personalities re-cently paid off a debt to McChord Air Force Base in Tacoma and served air "Airmen Basics" for the day. The "pay-off" was a result of a bet which station personality Hardwick made on behalf of all the deejays on the University of Washington-Air Forre Academy football game. Since the UW lost the game, KVI agreed to go through a day's basic training at McChord . . . including 12 hours of remote broadcasting from four dif-ferent locations at the air base. The remote shows started with the Hard-wick show at 6:00 AM and continued through the Perry Allen stanza en-ing at 6:00 PM. The "bet" was prob-ably the most successful outside pro-motion the station has ever done. Be-cause of the success of the promotion. the Air Force is considering working with radio stations in other cities effective a remote broadcast promotion to mate people aware of the job being dow a remote broadcast promotion to make people aware of the job being dou by Air Force bases all over the comtry.

#### VITAL STATISTICS:

VITAL STATISTICS: Allan Dean Jones joins WIBG-Philadelphia as a newsman. Dean we formerly with WEEZ-Chester when he was known as Jerry Dean ... Go-don Clark, formerly on KEYS-Corpw Christi, has been given the gree-light as program director of KONG-San Antonio. ... George Fennelly now spinning 'em on WORL-Bosto ... Nelia Cockrell has joined the stat of WLLA-Tampa-St. Petersburg continuity director. ... Bruce Milla has been given the nod as director production on WXYZ-Detroit.



## The sound of a raging Rivers! MOUNTAIN OF LOVE & MOODY RIVER #6075

# by Mr. Go-Go JOHNNY RIVERS

## THE PATH OF A RAGING RIVERS (JOHNNY'S SENSATIONAL TOUR)

October 7 October 8 October 9 October 10 October 12 October 14 October 15 October 16 October 17 October 18 San Diego Phoenix Albuquerque Denver Minot, No. Dakota Sioux City Lincoln Drake University, Iowa Green Bay, Wisconsin Rockford, Illinois October 19 October 20 October 21 October 22 October 23 October 24 October 26 October 27 October 28 October 29

Madison Davenport, Iowa Marion, Indiana Indianapolis Murfreesboro, Tennessee Memphis Shreveport, La. Shreveport, La. Shreveport, La. Houston

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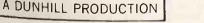
October 30 October 31 November 1 November 4 November 5 November 6 November 7 November 8 November 9 November 10

Dallas Tulsa Salt Lake City Reno Sacramento San Jose Berkeley Fresno Bakersfield

INPERIAL RECORDS, A SUBSIDIARY OF LIDERTY RECORDS

Austin

ICTION



October



## 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

#### MR. LONELY (2:37) [Ripley BMI-Vinton, Allen]

IT'S BETTER TO HAVE LOVED (2:38) [Acacia Ent. BMI-Vinton] BOBBY VINTON (Epic 9730)

"Mr. Lonely," a tune from Bobby Vinton's while-back "Roses Are Red" and his most recent "Greatest Hits" LP, is now being rushed out as a single—due to requests resulting from deejay play. It's a touching slow paced ballad that the songster delivers with great feeling. Top notch arranging-conducting credits belong to Bob Mersey on this Bob Morgan-produced effort. Coupler's a heartfelt, Vinton-penned wistful.

SIDEWALK SURFIN' (2:18) [Sea Of Tunes BMI-Wilson, Christian] WHEN IT'S OVER (2:15) [Screen Gems, Col. BMI-Gibson, Altfeld] JAN & DEAN (Liberty 55727)

Liberty hit-makers Jan & Dean follow their latest chart double-header, "Ride The Wild Surf" and "Anaheim, Azusa, Etc.," with another pairing that should quickly follow suit. Topside, "Sidewalk Surfin"," is a jumpin' teen delight that refers to the new surfboard-on-wheels fad that's spreading like wildfire. The complete change-of-pace companion piece, "When It's Over," is a heartfelt beat-ballad beaut. Jan Berry's the producer of these two tunes from two of the boys' newest LP's. is a fad

MOUNTAIN OF LOVE (2:29) [Vaughn BMI-Dorman] MOODY RIVER (2:33) [Keva BMI-Bruce] JOHNNY RIVERS (Imperial 66075)

Rivers, who now has two big "revival" hits under his belt, can make it three in-a-row with this new Imperial session. This time it's the while-back Harold Dorman success, "Mountain Of Love," that takes the now-familiar handclapping, rock-a-rhythmic Rivers route. Terrific choral-instrumental backdrop on this bright Dunhill Prod. Ditto for the quick moving up-dating of the few-seasons-back Pat Boone tearjerker on the fin flip.

AIN'T IT THE TRUTH (2:50)	STOP TAKIN' ME
[Grand Canyon, Shake-Well	FOR GRANTED (2:03)
BMI-Peques]	[Merna BMI-Gentile, Lambert]
MARY WELLS (20)	th-Century Fox 544)

Mary Wells takes a fabulous chart string over to 20th Fox and chances are either end (or both) of her debut will keep it solidly intact. They're two intriguing low-keyed vocals, the shuffle-rockin' "Ain't It The Truth" and the soft beat cha cha "Stop Takin' Me For Granted" First rate choral-instrumental backdrops on two sides produced by Bob

ONE MORE TIME (2:53) [January BMI-Kohan, Angelos] BLUESETTE (2:53) [Duchess BMI-Gimbel, Thielemans] THE RAY CHARLES SINGERS (Command 4057)

This new Command stand has what it takes to give the Ray Charles Singers their third big one in-a-row. The pro song stylists follow "Love Me With All Your Heart" and "Al Di La" with a beauty tabbed "One More Time," It's a tantalizing cha cha beat romancer with standout instrumental effects. Group does a superb job on the lovely, much-cut iazz-waltz tune jazz-waltz tune.

#### I HOPE HE BREAKS YOUR HEART (2:20) [Screen Gems, Col. BMI-Sedaka, Miller, Greenfield] TOO LATE (2:45) [Sutter BMI-Grossman] NEIL SEDAKA (RCA Victor 8453)

Sedaka can latch onto another hot chart item in this infectious stomp'er. Labeled "I Hope He Breaks Your Heart," tailored-for-teen-tastes winner that the chorus-backed chanter dual-voices in bright fashion. There's more top teen, up tempo doin's on the haunting coupler, "Too Late." Producer is Joe Rene.

#### SAN FRANCISCO DE ASSISI (2:26) [Zeller ASCAP] CARELESS HANDS (2:22) [Melrose ASCAP-Hilliard, Sigman] JERRY WALLACE (Mercury 72356)

Wallace can have a high-up-on-the-charts outing in this extremely different opus. Titled "San Francisco De Assisi (St. Francis of Assisi)," it's a beautiful, religious-inspirational lilter that Jerry warmly sings in Spanish and recites and sings in English. The toe-tappin, shuffle weeper, "Careless Hands," can also step out. Gus Levene's the arranger-conductor and Jack Tracy's the producer.

WHAT AM I GONNA DO WITHOUT YOU (2:45) [Screen Gems, Col. BMI—Titelman, Goffin] DON'T LET ME STAND IN YOUR WAY (2:22) [Screen Gems, Col. BMI-Goffin, King] SKEETER DAVIS (RCA Victor 8450)

Skeeter Davis bids fair to take another trip to chartdom as a result of her newest Victor stanza. Topside's a very pretty lover's lament, titled "What Am I Gonna Do Without You," that the canary multi-tracks with tender emotion. The tear-compelling multi-voiced companion piece takes an effective jump-a-twist ride. Chet Atkins is the producer.



SONG OF PEACE (2:43) [Helios BMI—Scharfenberger]

BILLY'S THEME (2:08) [Talisman ASCAP—Vaughn] BILLY VAUGHN (Dot 16670)

Billy Vaughn and his instrumentalists are solid bets to make the chart rounds, especially on the deejay level, with both ends of his new Dot stand. One half's the beautiful, sweet trumpet-led (with sans-lyric choral chants) "Song Of Peace," while the others' a lush, rockin' teen beat, string-filled winner labeled "Billy's Theme." They're two 'pro-gramming musts'.

#### BLUEBERRY HILL [Chappell ASCAP-Lewis, Rose, Stock] CHERRY RED (E. H. Morris ASCAP-Lazarus, Elliot] LITTLE RICHARD (Veejay 625)

Little Richard can climb back to the top of the charts with this sensational revival of Fats Domino's years-back giant, "Blueberry Hill." Chanter's scream-filled opener's followed by a sizzling rock-a-twist performance that's loaded with dual-mart money-making potential. Backing's a real bluesy, slow soulful beat-ballad affair.

#### LITTLE PLAY SOLDIERS (2:19) [Little Darlin' BMI-Cooper] TAKE THIS HAMMER (3:01) [Frigate BMI-Gotz] BROTHERS FOUR (Columbia 43147)

The Brothers Four can quickly get back in their money-making singles ways with this top-notch new Columbia entry tabbed "Little Play Soldiers." The tune is a medium-paced, rhythmic pop-folk anti-war song with a hauntingly plaintive backbeat. Could be huge. The flip, "Take This Hammer," is a rousing, high-spirited rendition of the folk-blues sturdie culled from the foursome's "Sing Of Our Times" LP.

JOHNNY (2:13) [Sheenfeen ASCAP-J. & B. Scott] I GOT IT BAD (3:02) [Robbins ASCAP-Ellington, Webster]

TIMI YURO (Mercury 72355) Lark follows her chart-making "If" Mercury bow with one that can really break thru in a big way. This time out it's a heartfelt, new folk-like ballad, tabbed "Johnny," that finds Timi at her soulful best. Top drawer arranger-conductor and co-cleffer credits belong to Bobby Scott. Backing's a splendid ballad up-dating of the heartfelt evergreen. Both cuts are from "The Amazing Timi Yuro" LP produced by Quincy Jones.

THE BOY FROM CROSSTOWN (2:40) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer] WORLD WITHOUT LOVE (2:21) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer] THE ANGELS (Smash 1931)

This could be the Angels' strongest deck since their sensational chart debut, "My Boyfriend's Back." It's a pulsating, hard-hitting affair about "The Boy From Crosstown." Big-sounding, Leroy Glover-arranged backdrop on a deck that's right up the teeners' alley. Undercut's a haunting cha cha beat heartbreaker. It's a Feldman-Goldstein-Gottehrer prod prod.

#### EVERYBODY WANTS TO FALL IN LOVE [Kags BMI—Alexander, Womack] BITTER DREAMS (2:29) [Kags BMI-Womack) THE VALENTINOS (Sar 155)

The Valentinos, who introduced (and cashed in nicely) with their last Sar effort, "It's All Over Now," can have a big one all their own here. Tabbed "Everybody Wants To Fall In Love," it's a real inviting cha cha beat romancer that the boys dish up in smooth, ear-arresting manner. 'Coupler's a catchy rhythm jump'er dubbed "Bitter Dreams."

TOPKAPI (2:32) [United Artists ASCAP-Hadjidakis] THE MUSIC GOES 'ROUND AND ROUND (2:12) [Jay ASCAP—Farley, Riley, Hodgson] HENRY JEROME (Decca 31697)

Maestro Jerome, who edged close to Top 100 territory aboard his "Seventh Dawn" flick theme outing, can turn the trick with another tune from filmland. This time it's the theme heard throughout the hit pic "Topkapi" and it's treated to an infectious stomp beat cha cha rendition. Catchy sans-lyric gimmick chant blends brightly with the Near East-flavored instrumental. On the flip the Jerome chorus and ork knock out a sparkling rock-a-rhythmic revival of the way-back delight. Can be a double-header. double-header.

THOU SHALT NOT STEAL (1:58) [Acuff-Rose BMI-Loudermilk] JUST 'ROUND The RIVER BEND (2:15) [Odin ASCAP—Patrick, Ralke]

DICK & DEEDEE (Warner Bros. 5482)

Dick and Deedee's return to chartsville should be marked by this John D. Loudermilk tune. Tabbed "Thou Shalt Not Steal," it's a quick paced jump'er that the artists treat to their vocal stylings. Backing's a warm, sentimental folk-western opus. It's a Ralke-Wilder prod.

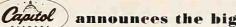
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## **TOP 40 RADIO ADVERTISING**

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**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

#### MAKIN' WITH THE MAGILLA (2:35) [Screen Gems, Col.-BMI—Powers, Keller, Justin] RUN TO HER (2:12) [Screen Gems, Col.-BMI-Goffin, Keller] LITTLE EVA (Dimension 1035)

Little Eva's likely to make "Makin' With The Magilla" as popular as the "Loco-Motion," her initial teen dance success. The new rock-a-rhythmic dance step, created by the Fred Astaire Dance Studios, is treated to a fetching multi-track vocal by the lark. Coupler's a soft, toe-tappin' femme version of Bobby Vee's short-while-back hit. Both ends are arranged by Carole King and produced by hubby Gerry Goffin.

NEVER TRUST A WOMAN (2:37) [Popular ASCAP-Doggett, Jordan] WORRYIN' BLUES (2:54)

> [Pic ASCAP-Southern, Alexander, Jordan] B. B. KING (ABC-Paramount 10599)

The vet blues songster seems destined to do Top 100 business with this ultra-commercial ABC-Paramount outing tagged "Never Trust A Woman." The tune is a funky low-down blueser which puts down distaffers as being untrustworthy. Watch it closely. The attractive under-cut, "Worryin' Blues," is a slow-moving, shufflin' talkin' blues message-song song.

#### RINGO (3:00) [Don Robertson-ASCAP-Robertson, Blair] BONANZA (1:48) [Livingston & Evans-ASCAP-Livingston, Evans] LORNE GREENE (RCA Victor 8444)

The tale of "Ringo" is poignantly told by Lorne Greene on this slice from his Victor album, "Welcome To The Ponderosa." The actor-singer may have his first single hit with this Jimmy Dean-Big John-like offering he narrates with a choral-ork backdrop. The side is already getting West coast action and could spread to other markets in a short time. "Bonanza," the undercut's a spritely and authoritative reading of the familiar TV theme getting West coast action time. "Bonanza," the ur the familiar TV theme.

#### TWO TICKETS (2:05) [TM BMI-Darin] THE BELL WITCH (2:50) [Nu-Star BMI-Nelson] JIMMIE RODGERS (Dot 16673)

It's more than likely Jimmie Rodgers' next chart appearance will result from his new Dot offering. One side's a tear-compelling cha cha beat (Bobby Darin-penned) affair, tagged "Two Tickets," that Jimmie serves up with loads of feeling. The captivating new folk entry, "The Bell Witch," moves along at a quick, multi-tracked pace on the flip. Watch it, too!

SUMMER, WINTER, SPRING AND FALL (2:29) [Moss Rose BMI—Drusky] HEARTACHES CAN BE FUN (1:50) [Central Songs BMI-Bare, Williams] GLEN CAMPBELL (Capitol 5279)

Glen Campbell has had pop-c&w successes in the past and he can score again with this ultra-commercial Capitol newie tabbed "Summer, Winter, Spring, And Fall." The tune is a slow-shufflin' hauntingly plaintive lament about a guy who can't seem to get used to the fact that his romance is fini. The flip, "Heartaches Can Be Fun," is a rollicking, warm-hearted tradition-styled country ditty essayed with loads of poise by the chanter. by the chanter.

#### THE FORTUNE TELLER (3:14) [Nubia BMI-Ryals] ONE LAST KISS CHERIE (2:07) [Nu-Star BMI-Mofett] DALE WARD (Dot 16672)

Chances are Dale Ward, who was a click a few-months-back with a "Letter From Sherry," can make the chart grade once again with this new Dot stint. It's a touching, cha cha beat opus tabbed "The Fortune Teller," that Dale and his ork-choral backing put across with telling teen effect. Also keep a close watch on the throbbing, beat-ballad hip-swinger, "One Last Kiss Cherie." It could be a two-sider for producer Noel Ball.

## LOOK FOR SMALL PLEASURES (2:58) [E. H. Morris ASCAP-Michaels, Sandrich] THIS IS THE LIFE (2:05) [Morley ASCAP-Adams, Strouse]

JODY MILLER (Capitol 5298)

Jody Miller, who garnered attention recently with "He Walks Like A Man," can easily grab the national spotlite with "Look For Small Pleasures." Tune's an inspiring, extremely pretty ballad (from the forthcoming B'way musical "Ben Franklin In Paris") that the lark performs in superb fashion. Standout Lincoln Mayorga ork-choral show-case on a deck that should make Jody an important disk name. The rousing, quick moving "This Is The Life" is a "Golden Boy" delight.

## Pick of the Wee

WHEN I'VE LEARNED (2:12) [Tree BMI-Killen, Baker, Whitson] I'M WORRIED ABOUT ME (2:48) [Pamper BMI-Cochran] **RUSTY DRAPER (Monument 858)** 

Draper, who's been absent from the chart scene for some time, can remedy same with this new Monument release. It's a heartwarming, philosophical beat-ballad lilter, titled "When I've Learned," that Rusty projects with touching sincerity. Stellar, building-to-a-big-finish ork-choral arrangement supplied by Bill Justis. The feelingful, country-styled shuffle ballad on the flip also has chart potential.

## Newcomer Picks

THE WEDDING (2:28) [Regent BMI-Prieto, Jay] WITHOUT YOUR LOVE (2:37) [E. B. Marks BMI-Hawker, Schroeder] JULIE ROGERS (Mercury 72332)

The big foreign-language hit of recent vintage, originally tagged "La Novia," can finally make the grade in the English speaking countries. Tune, "The Wedding," is currently a smash in Great Britain via this Julie Rogers version and chances are it will duplicate that success in the U.S. Lark's thrilling interpretation rests securely in a superb John Arthey ork-choral, beat-ballad showcase. Underlid's a tempting rock-a-cha-cha romancer that can also make a chart splash.

IT'S ALL OVER (2:47) [Curtom & Jalynne BMI-Mayfield] LEE CROSS (2:42) [Noma BMI-White] WALTER JACKSON (Okeh 7204)

Walter Jackson, who is already making pop-r&b noise with this new Okeh release, should have no difficulty in zooming up both charts. The side to watch here is "It's All Over," a lush, slow-shufflin' chorus-backed lament about a guy who has made up his mind to cut-out on his chick. Eye it. The flip, "Lee Cross," is a rhythmic, medium-paced ode about an affectionate ladykiller.

LOW GRADES AND HIGH FEVER (2:03) [ Belinda BMI-Byers] AFTER TODAY (2:33) [Starlight-Hidden]

LINDA LAINE & THE SINNERS (Tower 60020)

The young Tower label can really score with this—the first of the EMI masters to be released here under the Tower banner. It's a wild and woolly, steady driving rocker, tabbed "Low Grades And High Fever," that the artists belt out with unrestrained enthusiasm. "After Today" displays the lark's stellar beat-ballad style. Pretty coupler.

#### MAKE IT (2:06) [Beat, Unart BMI-Lee, Styles, Rubin] THINGS GOTTA CHANGE (2:20) [Beat, Unart BMI-Lee, Styles Rubin] BARRY LEE (Veep 1201)

United Artists, currently sitting on top with "Do Wah Diddy Diddy" on its Ascot line, bows its new Veep label this week and it's a good bet they'll have another winner. Side, which also bows newcomer Barry Lee, is an appealing philosophical affair tabbed "Make It," that stomps along in top teen style. Arranging-conducting credits on this chorus-backed item belong to Redda. Backing's a beat-filled, 'liverpool-styled' rocker.

#### TONIGHT'S THE NIGHT (2:37) [Johete BMI—Stevenson, Van Dyke, Gordy] YOU'RE BAD NEWS (2:17) [Jobete BMI-Stevenson] THE HEADLINERS (V.I.P. 25011)

Look for the Headliners to become just what their names are via this outing on the Motown-distributed V.I.P. label. Side to watch <sup>is</sup> "Tonight's The Night," an exciting, fast moving jumper that's sure to make the teeners sit up and take notice. "You're Bad News" is a building, cha cha beat opus that can also develop into a chart-maker. It's a Wm. Stevenson prod.

#### [Hill & Range BMI-Lynch, Westlake, Shuman] THAT'S WHAT LITTLE GIRLS ARE MADE FOR (2:16) [Kenny Lynch BMI—Westlake, Lynch] **KENNY LYNCH (Liberty 55740)**

Newcomer Kenny Lynch can make a solid first impression with this Liberty bow. Side to keep close watch on is "What Am I To You," a captivating cha cha beat romancer that sports a grade "A" orchestral accompaniment, with sans lyric choral chants, by Harry Robinson's outfit. The tasty up tempo, rock-a-cha underlid takes an appealing multi-vocal ride. Ivor Raymonde's ork backs up here. Waylon Jennings' A&M outing could make both pop and country chart news in the near future. See Country Reviews.

# number 5 on the charts in just five weeks "THE WEDDING" juie rogers

\*BRITAIN'S TOP 50 (record retailer and music industry news, October 8, 1964) but they're conservative—WATCH OUT AMERICA!



**MERCURY SINGLE 72332** 





#### REVIEWS RECORD best bet B+ very good B good C+ fair C mediocr

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

### Best Bets

MICKEY McCULLERS (VIP 25009) • WHO YOU GONNA RUN TO (2:58) [Jobete BMI-Robinson] Here's a low-key beat item by Mickey McCullers that could come from left field to stir up some sales and airtime excitement. Effective ar-rangement enhances proceedings

Cullers

THE SPINNERS (Motown 1067) HOW CAN I (2:38) [Jobete BMI — Fuqua] The Tanıla/ Motown magic should work very well with this pulsating ballad romancer updated by the Spinners. Watch this one step out smartly in sales and air-nlay. play

(B+) SWEET THING (2:40) [Jo-bete BMI — Stevenson] The other end has the edge, but this one should come in for a fair share of the sales the sales.

CATHY BRASHER (Lap 1001)
ONLY WHEN I DREAM (2:17) [Mr. Blue BMI — Brasher] This young lark might very well be a dark horse candidate for chart nomination with this vibrant and pulsating rocker she serves up multi-track with a swingin' rocka-string backing.
(B+) CAN YOU SW [Knob BMI—Oran in' bluesy danceable sound JOE & EDDIE (G. N. P. Crescendo 333)
LONESOME RO [J&E BMI—Brow The pop-folk-blues duo single noisemakers in the they can certainly click w fectious, hand-clappin' r the sturdie. Side boasts so counterpoint portions and

PETE DRAKE (Smash 1935)
ARE YOU SINCERE (2:45) [Cedarwood BMI — Walker]
Pete Drake, the man with the talking guitar who scored a giant with "For-ever" a few months back, talks and picks his way through this melodic ro-mancer in coin-catching manner.
(B+) I'M WALKIN' (2:22) [Travis BMI—Domino, Bartholomew]
The years-back Fats Domino biggie gets the Drake treatment.

THE GREEN MEN (Kapp 619) I'VE HAD IT (2:00) [Brent BMI—Bonura, Ceroni] This hard-hitting version of the Bell Notes' oldie is a real contagious rocker. Starting with a fascinating drum opening the deck keeps up its pulsat-ing beat to the last note. The Green Men could see some green stuff from this one. Hands wtih this warm-hearted going folkish item about an tunate beach-going lad who h his place in the sun now that here. Plenty of sales potential. (B+) ANNIE (2:52) [E: BMI — Ritterbush] I full-bodied pop-folk romancer. JO ANN & TROY (Atlantic 22

(B+) SO FINE (2:01) [Eldorado BMI-Otis] This end features another effectively done teen oldie.

another effectively done teen oldie.
THE CHANNELS (Groove 0046)
I'VE GOT MY EYES ON YOU (2:05) [Ampco ASCAP
Lewis, Hampden] The Channels, who have had many chart successes in the past, make their debut on Groove with a catchy stomp beat ef-fort. Keep your eyes on the action this one brings in.
(B+) ANYTHING YOU DO (2:02) [Pamco BMI — Williams, Hampden] A happy rocker on this end.

M.F.Q. (Warner Bros. 5481) THE LOVE OF A CLOWN (2:15) [Third Story BMI-Yester] The Modern Folk Quartet make a departure from their usual pop-jazz-folk format and dish-up an appealing Mersey Beatish teen-angled lament about a romance which has gone on the rocks. Eye it closely. (B+) IF YOU THINK (2:30) [Third Story BMI - Yester] Emotion-packed, soulful, blues-styled folk-lament.

BARBARA LEWIS (Atlantic 8187)

• PUSHIN' A GOOD THING TOO FAR (2:43) [Saturday BMI—Crewe, Linzer, Randell] Bar-bara Lewis is always a pop-blues sales threat and the lark could easily score with this medium paced rangement enhances proceedings. (B+) SAME OLD STORY (2:34) score with this medium-paced, co [Jobete BMI—Robinson] An. other smooth vocal offering from Mc. Cullers

(B+) COME HOME (2:35) [Lois BMI—Johnson] Tender, slow-shufflin' tradition-oriented r&b weeper.

#### JAN LAWHON (Boyd 138)

I'M GONNA LOVE YOU 0 • I'M GONNA LOVE YOU (1:53) [Knob BMI—Orange] Jan Lawhon could very well create some sales excitement with this rol-licking, fast-moving teen-angled, cho-rus-backed affair about a gal with real determination to snare that spe-cial gruy in her life cial guy in her life.

(B+) CAN YOU SWIM [Knob BMI—Orange] Swing-in' bluesy danceable sounds.

• LONESOME ROAD (2:30) [J&E BMI—Brown, Gilbert] The pop-folk-blues duo have had single noisemakers in the past and they can certainly click with this in-fectious, hand-clappin' rendition of the sturdie. Side boasts some effective counterpoint portions and a listenable repeating riff. Deejays should dig it.

(B+) TEAR DOWN THE WALLS (2:30) [Folkways BMI — Neil] Tender, slow-shufflin' messagesong.

FREEWHEELERS (Epic 9725)

• BEACH BOYS (3:03) [My-gogo BMI—Cogley] The Free-wheelers could have a hit on their hands wtih this warm-hearted, easy-going folkish item about an unfor-tunate beach-going lad who has lost his place in the sun now that fall is here. Plenty of sales potential.

(B+) ANNIE (2:52) [Emperor BMI — Ritterbush] [Lyrical,

JO ANN & TROY (Atlantic 2256)

• I FOUND A LOVE OF WHAT A LOVE (2:39) Cotillion BMI — Allen] New-comers Jo Ann and Troy can make national names for themselves on the basis of this top-drawer slow-moving, about a twosome who finally get to-gether after a hiatus. Side's a natu-ral for airplay. ral for airplay.

(B+) WHO DO YOU LOVE (2:14) [Arc BMI-McDaniels] rhythmic bluesy rocker.

#### THE VELVETS (Monument 861)

• IF (2:38) [Shapiro Bernstein ASCAP — Hargreaves, Damerell, Evans] The Velvets have stirred up action in the past with their offerings and this warm and smoothreading of the oldie, "If," has plenty of sales potential.

• LET THE FOOL KISS YOU (2:26) [Combine — BMI — Johnson] Take your pick with these —both ends have plenty to offer. This end's an uptempo ballad that gets a standout reading from the group.

group.

## Best Bets

AL DE LORY (A&M 754) ۲ THE MOON RACERS (2:15)

[Irving — BMI — Alpert, Turner] Here's an easy-listening in-strumental with lots of lush strings and a big beat in the Kai Winding— More tradition that could score heav-ily. Tune has a concerto flavor.

(B+) MAID IN JAPAN (1:50)
[DeLory/Almo - ASCAP - Maverick - BMI-Salmance]
goodie, this time with an appealing oriental flavor. Don't overlook this

THE JADES (Port 70042)

HE'S MY GUY (2:00) [Leeds ASCAP — DePaul, Raye] des shake the moth flakes off ASCAP — DePaul, Raye] The Jades shake the moth flakes off this oldie to give it a brand-new treatment. A powerful goodie that could make it big again. The teens should dig this slick survey.

(B) THERE WILL COME A DAY (2:45) [ADT/Benell/ Sima — BMI — Anderson] Interest-ing rhythm ballad with limited potential.

#### MILO LIGGETT (Monument 860)

• THE PHONY (2:43) [Com-bine — BMI — Liggett, Fos-ter] Milo Liggett tells a poignant tale of the Phony with a smooth choral-ork setting and a captivating arrangement that has top-drawer spinner and buyer appeal.

(B+) GOLD AND SILVER (2:28) [Marson — BMI — Liggett] A bright and happy sounding up-tempo opus that also merits attention.

#### SAL MINEO (Decca 31692)

• THE GIRL ACROSS THE WAY (2:06) [Premier-BMI-Raleigh, Damon] The actor-chanter's vocal style is while-back rock and roll on this somewhat wild and furious teen-oriented item. A slick ork and borus catting makes this cork and chorus setting makes this one move brightly.

(B+) WHY DON'T YOU LOVE ME (2:06) [Screen Gems — Col—BMI—Keller, Kolber] The song-ster remains in a similar groove for the undercut. Has a slight Latin flavor to offer dance variation.

H. B. BARNUM (Imperial 66074)

• SO WHAT (2:23) [Jec-BMI — Black] Here's a top-draw instrumental from H. B. Barnum that could easily make its way to the charts. It's a Bill Black original that is the theme of the new syndicated Lloyd Thaxton TV'er. Much sales & airplay potential.

(B+) ETERNAL LOVE (2:28) [Hidle — BMI — Barnum] A nicen' easy instrumental with a lilting melody played to a sans-lyric choral backdrop.

#### PEGGY LEE (Capitol 5289)

• AFTER YOU'VE GONE (2:25) [Morley — ASCAP — Creamer, Layton] Peggy Lee could have a clearly-marked map to guide her back to the winning path with this warm and feelingful bluesy read-ing. First-rate late-night program-ming item. ming item.

• TALK TO ME BABY (2:46) [Commander — ASCAP — Mercer, Dolan] The lark's handling of this oldie is traditional Peggy Lee, jazz flavored.

DICK DALE (Capitol 5290) OH MARIE (2:04) [Monsow — ASCAP — diCapua, Russ Dick Dale and crew add a bit of har rock to this traditional Italian favor ite — a new tack for the surfur pioneers. West coast action seems as sured but it could be a noisemaker here too

LITTLE DARLIN' (2:26) [Screen Gems-Col - BMI-Cooke, Harper] Pete Cooke un-leashes a real wailin' shouter for the Dimension entry aimed at pop-r& markets. R&B jocks are sure to lean on it.

(B+) I WON'T CRY (2:28) [Zira-BMI — Cooke, Harper] More soul blues.

THE BUDDIES (Swing 102)

 ON THE GO (2:14) [Bright Tunes-BMI - Friedland, Kalina] The Buddies offer up a strictly American sound on this Beach Bo-like item. It's a natural for the tea dance crowd; deejays will like it toa (B+) ONLY MY FRIEND (2:25) [Bright Tunes - BMI -Margo, Medress, Siegel] More of the same on this end, but also very effec-tive. tive.

THE VIRTUES (Fayette 1626)

GUITAR SHUFFLE & (2:19) [BAE — ASCAP – Virtuoso, Walters] The Virtues make a potent bid for second-time around-coin on this updating of their ownoldie, "Guitar Boogie Shuffle." It's is strong instrumental offering that could make it again

 (B+) MOON MAID (2:32) [BAE ASCAP - Virtuoso, Walten]
 Choice melodic theme with broad ap peal.

JEROME POWELL (Parkway 927 HOME TO STAY (2:24 [Evanston — BMI — Bel Evans] Jerome Powell gets som high-powered assistance from the choral-ork backdrop for this ref choral-ork backdrop for this ref choral-ork backdrop for this te-oriented entry that sports a driving beat and some lively handclapping. Dual-market possibility. (B+) LIVE AND LET LIVE (2:16) [Evanston — BMI — Perron. Butler] Slow ballad with moderate anneal

appeal.

THE STYLETTES (Cameo 337)

ON FIRE (2:10) [Cameo 337]
 ON FIRE (2:10) [Cameo Parkway — BMI — Dozier The Stylettes take an unusual voc approach to this r&b-rock affair the benefits from a "Heat Wave"-type beat. This is sellable sound and cour be an early winner.
 (B +) PACUNC UD NU WEW

(B+) PACKING UP MY MEW ORIES (2:19) [Ronberth BMI — Dozier] An r&b romancer with plenty of high style. MY MEN

HEINZ (Tower 60024)

QUESTIONS I CAN'T Al-SWER (2:18) [Celpha Blunt, Triune] Heinz, formerly of Tornadoes, bows on Tower with the English-sounding rhythm ballad wails with authority and feeling. The label could get off the ground with this one.

(B+) THE BEATING OF M HEART (2:23) [Gold Disk-Meek] Another charmer but the other end appears to be the stronger. very pleasant romancer.

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## BY POPULAR DEMAND ANOTHER SMASH HIT FROM THE ALBUM

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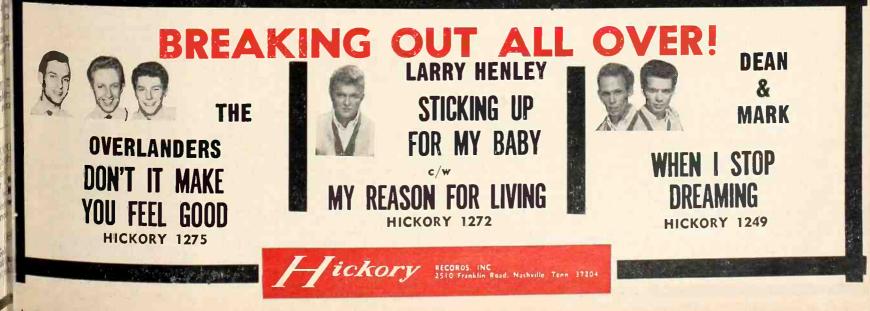
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BREAD AND BUTTER • BYE BYE, LOVE • THE SHOOP SHOOP SONG (IT'S IN HIS KISS) THERE OUGHTA BE A LAW (BOUT THE STUFF I SAW) • SO FINE • PINK DALLY RUE EVERYTHING'S ALRIGHT • A PATENT ON LOVE • I'AN BLUE (THE GONG-GONG SONG) TOUGH LITTLE BUGGY • THOU SHALT NOT STEAL • AIN'T THAT LOVIN' YOU, BABY

HICKORY LP-120

# BY THE ALLANDER OF THE ALLAND





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## **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**

RONNIE BROOKS (Reprise 0311) CAN'T HELP LOVIN' YOU (2:00) [Atlantic-BMI-Coop-

(2:10) [Atlantic-BMI-Coop-er, West] Ronnie Brooks, who had a while-back noisemaker with "Mission Bell," could get back in the money with this very likeable and rhythmic entry he dishes up with vigor. (B+) PICKIN' UP THE PIECES (2:16) [Cold Uddl! ASCAR

(2:16) [Geld-Udell-ASCAP-Geld, Udell] Strong country-pop bal-lad in the Nashville manner.

## FREDDIE & THE DREAMERS (Mercury 72327)

JUST FOR YOU . JUST FOR YOU (2:11) [Feldman-Murray] More live-ly British doings, this one a lively and happy melody by Freddie & The Dreamers that could catch on here with a little push from the spinners. Extremely pleasant, watch it closely. (B+) DON'T DO THAT TO ME (1:50) [Dreamers Ltd.—Gar-rity] Similarly-fashioned item with expected Liverpool sound. (2:11)

SAM FLETCHER (Veejay 623)

GUESS WHO [Michele-BMI —Belvin] Sam Fletcher up-dates the old Jesse Belvin hit for this new outing on Veejay. It's a warm and feelingful reading that could find mutual interest in pop and r&b mar-kets. A slick production.

(B+) THE SINNER [Mills-ASCAP —Roth, Parrish] Strictly a pop sound on this end with a big, lush romantic ballad.

THE ARABIANS (LeMans 004)

• YOU UPSET ME BABY (2:30) [Bridgeport-BMI — Grant] The Arabians lash out with a r&b shouter and a forceful beat loaded with teen appeal for both dancing and listening enjoyment. enjoyment. Strongest action sure to be r&b.

(B+) (PLEASE) TAKE A CHANCE ON ME (2:27) [Bridgeport-BMI—Grant] A bluesy handclapper with a Sam Cooke-like reading.

THE ACCENTS (CRC Charter 1017) I'VE GOT BETTER THINGS TO DO (2:25) [Trousdale TO DO (2:25) [Trousdale BMI—Sloan, Barri] The lead singer of this fenme group displays plenty of warmth and style on this r&b-pop easy-paced ballad opus. A slick sound that could catch on.

(B+) THEN HE STARTS TO CRY (2:02) [Honeysuckle BMI Lapano] Juvenile romancer.

CARMEN COLE (Groove 58-0045)

• I'LL NEVER STAND IN YOUR WAY (2:40) [Hill & Range BMI-Byers] Carmen Cole could very well wail her way right up to the front door of the charts with this powerful r&b ballad opus that has top pop potential. A spinner's natural

(B+) STEP RIGHT UP (2:41) [Hill & Range BMI-Byers] An emotion-charged blues reading.

**GERALDINE HUNT** (Bombay 4501)

• TWO CAN LIVE CHEAPER THAN ONE (2:12) [Bazaar Catron BMI—Catron] Geraldine Hunt lets loose with an infectious rocker. The songstress creates a real feeling of excitement that could hypnotize the teen set. Watch the spins and sales on this one. sales on this one.

(B+) HE'S FOR REAL (2:10) [Ba-zaar Catron BMI-Catron] A smooth beat ballad.

18

**B+ REVIEWS** 

JOHNNY PULEO

(Audio Fidelity 099) (B+) I SAW HER STANDING THERE (2:31) [Knights-bridge\_BMI\_McCartney \_ Lennon] The harmonica boys have a pleasant version of the Beatles' hit.

(B+) ALL MY LOVING (2:30) [MacLen-BMI - McCartney -Lennon] Ditto.

#### AQUANAUTS (Sande 104)

(B+) SWIM ALL DAY (2:08) [Blackwood — BMI—Todd— Jetter—Holly] Here's a real jumpin' rocker. This 'swim' can make a chart splash.

(B+) HIGHDIVIN' (2:17) [Black-wood — BMI—Todd—Jetter— Holly] This end features a conta-gious slop.

BOBBY GRAY (Bismark 1008)

(B+) I'M NOT SLEEPING (2:03) [Bobe Wes BMI — Balthrop] Good offering rock-a-ballad similar to the Don Gibson's hit "Oh Lone-some Me" some Me.

(B) DIXIE DOODLE DANDY (3:03) [Bobe Wes BMI—Bal-throp] Songster rocks on this fast movin' shuffler.

(B) I WANT YOU (2:15) [Rambed BMI — Favole]
Backdrop is a similar offering but not as strong as A side.

MOE KOFFMAN (Jubilee 5485) (B+) I WANT TO HOLD YOUR HAND (2:16) [Dutchess BMI -Lennon, McCartney] Artist who clicked with "Swingin' Shepherd Blues" puts the flute sound on this Beatle hit.

(B) SOUL BROTHERS (2:40) [Dutchess BMI — Koffman] Good pop-jazz blues sound.

FREDDY KING (Federal 12532)

(B+) SOME OTHER DAY, SOME OTHER TIME (2:35) [Briar-cliff BMI — Washington, Stryker] Raunchy, low-key tradition-oriented Raunchy, low-r&b tearjerker.

(B+) MANHOLE (2:10) [Sonlo BMI—Thompson, King] In-fectious, swingin' in strumental blueser.

DEAN JONES (Valiant 6055)

(B+) STRAWBERRIES AND WINE (2:41) [Radford BMI —Gordon] Pleasant, laconic pop-folk romancer

WOMEN (SKA-DA-LA-DE-DA) (2:13) [Radford BMI-a, Rogers] Hard-driving, (B+) WOMEN Gordon, Rogers] Hard-d cookin' teen-angled dance item.

THE NOCTURNES (Carlson 4105)

(B+) WINDY NIGHTS (2:30) [Mickado — BMI — Ciancitta — Ciancitta — Marfucci] All instrumental rocker.

(B+) MY CHRISTMAS STAR (B+) MY CHRISTMAS STAR (2:52) [Five Guys - BMI -Farno - De Falco] A rock-a-ballad that might catch on in the Christmas season.

#### FIVE JETS (Jewel 739)

(B+) SUGAREE (2:30) [Acuff-Rose BMI-Robbins] Rollick-ing, rhythmic reading of the blues sturdie.

(B+) THE SHAKE (1:43) [Su-Ma BMI-Goodwin, Lovelace] In-fectious, hard-driving terpsichoreanfectious, hard-geared bluers.

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JONI JAMES (MGM 13288) (B+) SENTIMENTAL ME (2:40) [Ross Jungnickel—ASCAP— Morehead, Cassin.] Straight-forward multi-track legit reading of familiar

(B+) YOU'RE NEARER (2:29) [Chappell — ASCAP — Rod-gers, Hart.] The lark did this one years ago, this a bossa nova-like up-dating.

DICK JACOBS (Coral 62436) (B+) THE MUNSTERS' THEME (2:23) [Hawaii-BMI-Mar-shall.] Catchy instrumental reading

(2:23) [Hawan shall.] Catchy instrumental reading of TV theme. (B+) SABBATH PRAYER [Sun-beam—BMI—Bock, Harnick.] Choral-ork rendition of tune from 'Fiddler On The Roof.'

EDWARD JOHN MILLER

(B+) I STILL SEND HER FLOW-ERS [Cromwell – ASCAP – Wells, Segal.] Pleasant, softly read romantic opus—sides produced by

Mike Berniker. (B+) SHE'S NOT MINE (2:30) [Stride—BMI—Miller.] Build-ing ballad with martial beat—also very effective.

## NEAL AND THE NEWCOMERS

THE FEMALE BEATLES(Hall-way 1200)(20th Century Fox 531)(B+) ROCKIN' PNEUMONIA(B+) I DON'T WANT TO CRY<br/>(1:55) [Rambed BMI — Fa-<br/>(1:55) [Rambed Here vocal interjection Huey Smith oldie. (R) REELING (R) [Ar ROCKING 8-

(B) REELING & ROCKING (2:18) [Arc-BMI—Berry] An all instrumental version of Chuck Berry's while-back stint.

#### **BOUDLEAUX BRYANT**

BOUDLEAUX BRYANT
(Monument 857)
(B+) WAKE UP LITTLE SUZIE
(2:20) [Acuff Rose-BMI—Bryant] A catchy all instrumental version
of the Everly Bros. awhile back hit
penned by Bryant.
(B) RAINING IN MY HEART
(2:55) [Acuff Rose-BMI—
Boudleaux-Bryant] This end features
a lush arrangement of the late Buddy
Hollv's noisemaker.

Holly's noisemaker.

GARY JAMES AND THE CREATIONS (Light'ning 3) (B+) WILL I CRY (2:29) [Gary Abrams — BMI — Abrams — Foti] The songsters have an infec-tious, handclapping chicken. (B) I SAID HEY (2:00) [Gary Abrams — BMI — Foti] Mara of the same on this side.

#### SEYMOUR'S HEARTBEAT

 SET MOOR S HEAR IBEAT

 TRUMPET (Halifax 2853)

 (B+) MY FUNNY VALENTINE

 (3:02) [Chappell — ASCAP

 — Hart — Rodgers] This smooth

 all instrumental rendition of the old

 standard could become a juke box

 favorite

 favorite. (B+) WHEN IT'S SLEEPYTIME DOWN SOUTH (2:27) [Chappell — ASCAP — Hart — Rodgers] Same story on this side.

DAVE "BABY" CORTEZ/ JOE CARTER (B. & J. 1001) (B+) JUST TO LET YOU KNOW (2:00) [Mickey Hooks BMI-Hooks, Cortez] Affectionate, uptempo

happy blues romancer.
(B) SOUL BEFORE NEWS (2:50) [Trend ASCAP—Johnson] Raunchy r&b instrumental by

Carter.

ESTER OFARIM (Philips 40237) (B+) AWAY FROM YOU (2:13) [Famous ASCAP — Morris] Delightful, easy-going, countryish romantic ballad. romantic ballad. (B+) HEALING

(B+) HEALING RIVER (2:13) [Appleseed ASCAP — Heller-man, Minkoff] Dramatic, chorus-backed upliftin' folk affair.

#### **B** REVIEWS

LENORE KING & TOMMY ANDERSON (Her Majesty 101) (B) THE BEATLES IS BAC (YEA, YEA, YEA) (2:2) (YEA, YEA, YE [Douglas BMI] Session with a novelty effect via the "Flyin Saucer" school.

(C+) YE OLD LION & HI FEUDLIN COUSIONS (2:30 More of the same.

DR. HERMAN SILVERS & TRIO

(Silver 4902)
 (B) WHY (2:45) [Crest ASCA] —Schaaf] Delightful, easy-te listen-to piano-led revival.

(C+) ALL THE WAY WITH LB. (1:20) [Crest ASCAP Schaaf] Pro-Johnson campaign iten

#### JAYNE MANSFIELD

(Original Sound 51)
 (B) THAT MAKES IT (2:19 [Drive - In BMI — Egnoin Floyd, Holiday] Cute gimmick as rangement. Item's from "Chantily Lace" School.

LITTLE THINGS MEAN (B) LOT (2:44) [Leo Fer ASCAP — Lindeman, Stutz] Actres puts her own unique touch on the evergreen.

TONY SEYMOUR (Carib 1016)

(B) WILL YOU STILL LOW ME TOMORROW (2:54) The Shirelles biggie done with a har LOW

limbo sound. (C+) YOUNG BOY BLUES (2:5)

A heart-breaker ballad. THE BLOCKBUSTERS (Entree 10

GORILLA WALK (2:15 [Symbol BMI-Paul, Lemo instrumental. (B) Funky

(B) GORILLA WALK (2:16 [Symbol BMI—Paul, Lemon Same as flip with vocal added. (B)

SCOTT CARR (DC 122)

(C+) GOT THE RHYTHM (2:3) [Claiborne BMI — Leid Kauer] Pleasant rhythmic easy swe blues sound.

(C) RUN MY FINGERS THE YOUR HAIR (2:01) [Cb borne BMI—Kauer] Up-tempo jut hand-clapper.

THE FIREBIRDS (DMD 2040)

(C+) TERMITE (2:40) [B&B B -King & Stand] Fast mor bounce rock instrumental.

(C+) CHOP STICK BLUES (24) [B&B BMI—King & Star Good rock-a-cha instrumental.

(Nashboro-837) "What Kind Of Man Is Jesus"/" My Father's House"

(Nashboro-836) "Pray Like The Lord Says"/"My Lor For Jesus"

(Nashboro-635) "The Master's On Our Side"/" Mother Prayed For Me"

(Nashboro—834) "Beautiful Home"/"Wait On Th

THE SENSATIONAL PORTER SIN ERS (Song Bird 1018)

"Did You Stop To Pray" /"By M

ROSCOE ROBINSON and the BLIND BOYS OF OHIO (Constellation-64-238)

'I'm A Child Of The King"/"Sell (" To The Master"

Cash Box-October 24, 1981-18

RADIO FOUR

SILVER BELLS

BROTHER JOE MAY

**BONITA CANTRELL** 

Lord"

By'

To

RELIGIOUS

# We just hitched our wagon to another star.

## Now hear the Great Lloyd Price on Monument. "I love you" (I just love you) bw "Don't Cry"

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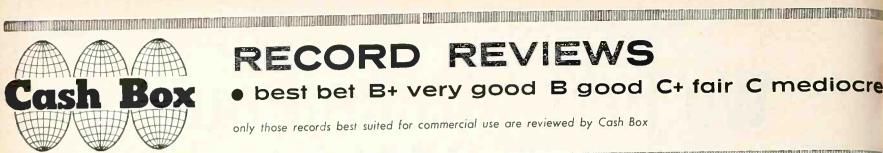
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## RECORD REVIEWS best bet B+ very good B good C+ fair C mediocre

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

**B+ REVIEWS** 

DUKE LARSON (Bangar 00643) (B+) HEARTBREAKIN' SPECIAL (2.23) [Danamos - ASCAP -Kairay-Humphrey] This rocker has a flavor of the "Mule Skinner Blues."

(B+) BEFORE I'M OVER YOU (2:32) [Sure-Fire-BMI—Per-ry] Good pop version of the Loretta Lynn country hit.

MILES DAVIS (Prestige 321)

(B+) DIG (3:00) [Prestige BMI-Davis] Sweet 'n' sour avan sour avant garde jazz trumpet sounds.

(B+) IT'S ONLY A PAPER MOON (2:45) [Harms—Arlen, Har-burg] Interesting jazz version of the evergreen.

BETTE RENNE AND THRILLETTES (Lawn 246)

(B+) YOU AIN'T SO SUCH A MUCH (2:45) [Sharsnock— Palmina — BMI — Bailey — Mitch-ell] Handclapping shuffle beat frug.

(B+) YOUR KINDA LOVE (2:33) [Sharsnock — Palmina — BMI — Bailey] More R & B feeling on this end.

#### BECKY & THE LOLLIPOPS (Troy 6493)

(B+) I DON'T CARE (WHAT THEY SAY) (2:02) [Rick-land — MBI — Motola — Page] Soft rock-a-cha cha.

COME ON HOME (2:20) [Ponderosa — BMI — Motola] **(B)** Slow ballad with an enchanting flavor

## KENNY GAMBLE (Columbia 43132) (B+) YOU DON'T KNOW WHAT YOU GOT UNTIL YOU LOSE IT (3:02) [Hill & Range/Shelros-BMI—Gamble, Rose] Potent blues entry with big chorus and ork back-dron drop.

(B) OUR LOVE (2:43) [T. M.-BMI — Clark] Romance 'n handclappin'.

#### **RED RYDERS (Mercury 72329)**

(B+) DO THE DOG (2:14) [Earth BMI-Abel] Lively, handclap-pin' teen-oriented rocker.

SOUL FOOD (2:04) [Earth BMI-Doman] Funky pop-(B) blues instrumental.

#### HOYT AXTON (Vee Jay 4498)

(B+) BRING YOUR LOVIN' [Stork BMI—Axton] Hard-driving, rhythmic, bluesey twister.

(B) TIGER IN THE CLOSET [Stork BMI—Axton] Lyrical, slow-moving pop-folk ballad.

#### LESTER YOUNG (Angletone 549)

(B+) MARYBELL (2:48) [Marc Avery BMI—Young] Slow-shufflin' feelingful blues tearjerker. (B+) WALKIN' DOWN A LONE-LY STREET (2:40) [Mac Avery BMI-Young] Same vein as the top side.

EDDIE & MARY (Pastel 505) (B+) HI MARY (2:06) [LeBill BMI — Smith, Hildebrand] Duet offers a Paul & Paula on this rock-a-ballad.

(B) WHEN WILL WE EVER KNOW (2:11) [LeBill BMI-Osburn] Stronger, pulsating tempo here.

THE TURNAROUNDS (Era 3137) (B+) RUN AWAY AND HIDE (2:08) [Bamboo-BMI—Turn-er] A finger snappin' moving frug. (B+) AIN'T NOTHIN' SHAKIN' (2:24) Bamboo-BMI—Turner] More on this end.

#### THE ROYALS (Monumental 511)

(B+) YOUR SWEET LOVE (2:05) [Welz-ASCAP—Fury-Wilder] A rockin' twist beat that will send the teens into a frenzy.

(B) PRECISION (2:10) [Welz-ASCAP—Fury-Dryden] More of the same on this end.

## THE ROYALETTES (MGM 13283)

(B+) HE'S GONE (2:27) [Frost-BMI — Smith-Goldner] This rendition of the Chantels oldie might take another trip on the charts.

(B+) DON'T YOU CRY (1:58) [South Mountain-BMI — Ran-dazzo-Weinstein-Meshel] A happy frug on this end.

GARRY MILES (Liberty 55738)

**B+ REVIEWS** 

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(B+) PLEASE TAKE THE TIME (2:42) [Tamrose-Metric-BMI --Cason-Lesslie] The songster has a finger snappin' frug that could catch on.

(B) HOW ARE THINGS IN PARADISE (2:03) [Screen Gems - Col. - BMI — Mann - Anthony] Lush arrangement for a pretty ballad THE VULCANES (Capitol 5285)

(B+) LIVERPOOL (1:46) [Beech-wood-Haymarket-BMI—Axel-rod-Taylor] Here's a pleasant all in-strumental rocker by the Vulcanes. Good programming material.

THE OUTRAGE (1:55) [Mil-(B) ler-ASCAP—North] An in-instrumental from the flick of the same name.

ALBERT RAY COMBO (Kite 104) (B+) BABY BLUE (2:14) [Big River - BMI — Ray - Howard] Up tempo stomp rocker. Deck is not the old Echoes hit.

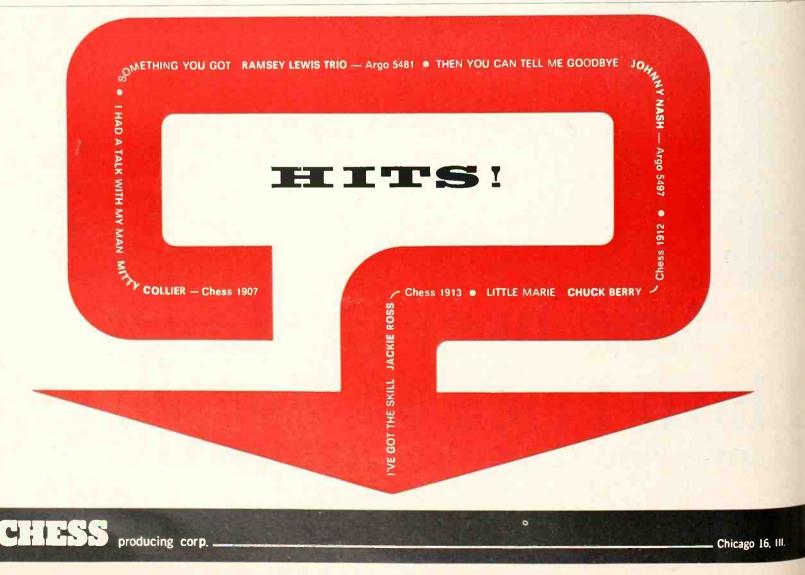
(B) THIS HOUSE GOT GHOSTS

(2:03) [Big River-BMI-Ray-Howard-Howard] Finger snappin jumper.

THE NEWPORTS (Guyden 2116) (B+) TEARS (2:28) [Dandelion Adams - BMI — Reinleb] A handclapper that rings of a Little Peggy March arrangement.

DISILLUSIONED LOVE (B) (2:01) [Dandelion - Adams BMI—Pilar-April] Pleasant rock-a-

cha.



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ior	Ca	sh Box		P	100 A			PIN-UP		TOP 50 Stereo	
								SHEET	F Rifthannon		Billing
	MONAURAL OCTOBER 24, 1964 Pos. Last Week										
				KANNIN IN MANANANANANANANANANANANANANANANANANANA		HUNDON			1	EVERYBODY LOVES SOMEBODY Dean Martin (Reprise RS 6130)	1
	,	Pos. Lost W	eek 1	35	Pos. Last V	Yeek 32	68	Pos. Last Week	3	PEOPLE Barbra Streisand (Columbia CS 9015) SUGAR LIPS	5
55738		Beatles (United Artists UAL 3366) EVERYBODY LOVES		36	Dean Martin (Reprise R 6123) VINTON'S GREATEST HITS	46		ALBUM (Columbia CL 2007) 53	4	Al Hirt (RCA Victor LSP 2965) GETZ/GILBERTO Stan Getz & Joao Gilberto	2
THE Metr		SOMEBODY Dean Martin (Reprise RS 6130)	2	37	Bobby Vinton (Epic LN 24098) AMERICAN TOUR WITH		69	WE'LL SING IN THE SUNSHINE 79	5	(Verve VS 8545) HELLO DOLLY Broadway Cast (RCA Victor LSO 108)	6
gster	3	SOMETHING NEW Beatles (Capitol T 2108)	3	37	DAVE CLARK FIVE (Epic LN 24117)	22	70	Gale Garnett (RCA Victor LPM 2833)	6	HARD DAY'S NIGHT Beatles (United Artists UAS 3364)	4
ING	4	PEOPLE Barbra Streisand (Columbia CL 2215)	5	-	MY FAIR LADY Soundtrack (Columbia KOL 8000)	48		OTHER ACADEMY AWARD WINNERS Andy Williams (Columbia CL 2171)	8	ALL SUMMER LONG Beach Boys (Capitol ST 2110) PETER, PAUL AND MARY	8
3) [ n · An pretty	5	ALL SUMMER LONG Beach Boys (Capitol T 2110)	4	39	LAND OF GIANTS New Christy Minstreis	28	71	SHUT DOWN VOL. II Beach Boys (Capital T 2027) 62	9	IN CONCERT (Warner Bros. 1555) SOMETHING NEW	7
tol 5	6	SUGAR LIPS Al Hirt (RCA Victor LPM 2965)	7	40	(Columbia CL 2187) CHIPMUNKS SING THE		72		10	Beatles (Capitol ST 2108) FUNNY GIRL Broadway Cast (Capitol SVAS 2059)	10
:46) -BMI	7	PETER, PAUL & MARY	6		BEATLES (Liberty 3388)	31	73	Lee Morgan (Blue Note BLP 4157) ANOTHER HIT ALBUM 66	11	MY FAIR LADY Andy Williams (Columbia CS 9005)	11
asan he Vi erial		(Warner Bros. 1555)	0	41	COTTON CANDY AI Hirt (RCA Victor LPM 2917)	33	74	Billy Vaughn (Dot DLP 25593) SEX LIFE OF A PRIMATE 67	12	YOU DON'T KNOW (HOW GLAD   AM) Nancy Wilson (Capitol 2155)	12
(1:55	8	GETZ/GILBERTO Stan Getz & Joao Gilbêrto (Verve V 854)	5)	42	WALK DON'T RUN VOL. II Ventures (Dolton BLP 2031)	54		Shelly Berman (Verve 15043)	13 14	HELLO DOLLY Louis Armstrong (Kapp KS 3364) POP GOES THE TRUMPET	13 17
th] flick	9	HELLO DOLLY Broadway Cast (RCA Victor LCO 1087)	)	43	LATIN ALBUM Trini Lopez (Reprise RS 6125)	34		ANYMORE Nat King Cole (Capitol T 2118) 70	15	Al Hirt & Arthur Fledler (RCA Victor LSP 2729) PINK PANTHER	
(Kite	10	MORE OF ROY ORBISON'S GREATEST HITS (Monument MLP 8024)	10	44	BE MY LOVE Jerry Vale (Columbia CL 2181)	36	76	BREAD AND BUTTER Newbeats (Hickory 120)	16	Henry Mancini (RCA Victor LSP 2795)	16
(2:1) Ray - E . Deck	11	HELLO DOLLY Louis Armstrong (Kapp FL 1364)	11	45	HONEY IN THE HORN AI Hirt (RCA Victor LPM 2733)	47	77	CHUCK BERRY'S GREATEST HITS 71	17	IT MIGHT AS WELL BE SWING Frank Sinatra & Count Basie	18
	12	YOU DON'T KNOW (HOW GLAD I AM)	15	46	EVERYBODY KNOWS Steve Lawrence (Columbia 2227)	40	78	(Chess LP 1485) TRINI LOPEZ AT P.J.'S 73	18	(Reprise FS 1012) LICORICE STICK Pete Fountain (Coral CRL 757460)	15
GOT G er-BM ger	13	Nancy Wilson (Capitol 2155) FUNNY GIRL	12	(7)	BEACH BOYS' SONG BOOK	59	79	(Reprise R 6093) MY FAIR LADY 75	19	BEST OF JIM REEVES (RCA Victor LSP 2890)	20
	14	Broadway Cast (Capitol VAS 2059) IT MIGHT AS WELL		48	Hollyridge Strings (Capitol T 2156) BEATLES' SONG BOOK	41	80	Nat Cole (Capitol W 2117) AMOR 78	<b>20</b> 21	INVISIBLE TEARS Ray Conniff (Columbia CS 9064) MY FAIR LADY	29
yden [Da	1-7	BE SWING Frank Sinatra & Count Basie	13	49	Hollyridge Strings (Capitol T 2116)	56		Eydle Gorme & Trio Los Panchos (Columbia CL 2203)		Soundtrack (Columbia KOS 2600) THE CAT	23 24
s of nent.	15	(Reprise FS 1012) MY FAIR LADY Andy Williams (Columbia CS 9005)	17		New Christy Minstrels (Columbia CL 2159)	50	81	IN THE MISTY MOONLIGHT Jerry Wallace (Challange CH 619)	23	Jimmy Smith (Verve V 6 8587)	19
ED lelion-	16	BEST OF JIM REEVES (RCA Victor LSP 2890)	16	50	THE ROLLING STONES (London LL 3375)	58	82	MEET THE BEATLES 68 (Capitol T 2047)	24	(Columbia CS 8954) UNSINKABLE MOLLY BROWN	22
easant	17	THE KINGSMEN VOL- 11 (Wand 659)	23	1	YESTERDAY'S GONE	61	83	LIVE IN LAS VEGAS	25	Soundtrack (MGM SE 4232) LAND OF GIANTS New Christy Minstrels	21
	18	THE ANIMALS (MGM E 4264)	14	52	Chad Stuart & Jeremy Clyde (World Artists WAM 2000)	(0)	84	DISCOTHEQUE Enoch Light (Command RS 873)	26	(Columbia CS 8987)	25
	19	WHERE DID OUR LOVE GO	19		Ray Charles Singers (Command 33-87)	<b>60</b>	85	BALLADS, BLUES, & BOASTERS 100 Harry Belafonte (RCA Victor LPM 2953)	27	HONEY IN THE HORN Al Hirt (RCA Victor LSP 2733)	28
	20	PINK PANTHER Henry Mancini (RCA Victor LPM 2894	18	53	CONCERT SOUND OF HENRY MANCINI (RCA Victor LPM 2897)	52	86	FIDDLER ON THE ROOF	28	John Gary (RCA Victor LSP 2922)	27
	21	RAG DOLL	20	-	PETER NERO PLAYS SONGS	65	87	SLIGHTLY IRREVERENT 93	-	CONCERT SOUND OF HENRY MANCINI (RCA Victor LSP 2897)	26
	22	4 Seasons (Philips PHS 600-146) BARBRA STREISAND/THE			(RCA Victor LPM 2935)	05	88	Chod Mitchell Trio (Mercury MG 20924)	30	MARY POPPINS Soundtrack (Buena Vista ST 4026) AL DI LA	35
	ł.,	(Columbia CL 2154)	21	55	JOHNNY RIVERS AT THE WHISKEY A' GO GO (Imperial LP 9264)	57		CAVERNS Ramsey Lewis Trio (Argo 741)	31	Ray Charles Singers (Command 870-SD	32 D) 33
	23	LICORICE STICK Pete Fountain (Coral CRL 57460)	25	66	RIDE THE WILD SURF	69	89	DELICIOUS TOGETHER 88 Jerry Butler & Betty Everett (Yee Jay LP 1099)	33	BEST OF HENRY MANCINI (RCA Victor LSP 2693) WALK DON'T RUN VOL. II Ventures (Dolton BST 8031)	43
	24	UNSINKABLE MOLLY	24	57	Jan & Dean (Liberty LRP 3368) THE BEST OF		90	TOGETHER AGAIN/MY HEART SKIPS A BEAT 81	34	PETER NERO PLAYS SONGS YOU WON'T FORGET	41
	25	Soundtrack (MGM E 4232) ANOTHER SIDE OF BOB			HENRY MANCINI (RCA Victor LPM 2693)	45	91	Buck Owens (Capitol ST 2135) MORE GOLDEN HITS OF THE	35	(RCA Victor LSP 2935) INVISIBLE TEARS Johnny Mann Singers (Liberty LSP 73	38 187)
		DYLAN (Columbia CS 8993)	29	58	BEST OF BUCK OWENS (Capitol T 2105)	49		FOUR SEASONS 80 (Vee Jay VJS 1088)	36	RAG DOLL Four Seasons (Phillips PHS 600-146)	30
	26	KEEP ON PUSHING Impressions (ABC Paramount 493)	30	59	WITHOUT YOU Robert Goulet (Columbia CL 2200)	50	92	PRAYER MEETIN' 84 Jimmy Smith (Blue Note 4164)	37	WHERE LOVE HAS GONE Jack Jones (Kapp KS 1396) BEATLES' SONG BOOK	31
		POP GOES THE TRUMPET	37	60	INVISIBLE TEARS Johnny Mann (Liberty LRP 3387)	64	93	WEST SIDE STORY Filmtrack (Columbia OL 5670) 92	38 39	Hollyridge Strings (Capitol ST 2116) THE BARBRA STREISAND ALBUM	
	28	SO TENDERIY	27	61	THIS IS US Searchers (Kapp KL 1409)	51	94	HANDY MAN 99 Del Shannon (Amy 8003)	40	(Columbia CS 8827) BE MY LOVE Jerry Vale (Columbia CS 8981)	40
	19	John Gary (RCA Victor LSP 2922)	39	62	MARY POPPINS	72	95	SOMETHING SPECIAL FOR YOUNG LOVERS 86	41	EVERYBODY KNOWS Steve Lawrence (Columbia CL 2227)	42
	30	UNDER THE BOADDAWAAA			Soundtrack (Buena Vista 4026)		04	Ray Charles Singers (Command RS 866 SD) MOONLIGHT AND ROSES 90	42	DISCOTHEQUE Enoch Light (Command RS 873 SD) WITHOUT YOU	37
-	31	MAKE WAY FOR DIONNIE	26		PASADENA Jan & Dean (Liberty 3377)	74	96	Jim Reeves (RCA Victor LPM 2854) MILES DAVIS IN EUROPE 91	43 44	Robert Goulet (Columbia CS 9000) THE INCOMPARABLE MANTOVAN	
		WARWICK (Scepter 523)	35	64	WHERE LOVE HAS GONE Jack Jones (Kapp KL 1396)	52	97	(Columbia CL 2183) THE BEATLES' SECOND	45	(London PS 392)	39
	32	LOUIE, LOUIE Kingsmen (Wand 657)	38	65	WITH A TASTE OF HONEY Morgana King (Mainstream 56015)	63	98	ALBUM (Capitol T 2080)	46	THIS IS LOVE Johnny Mathis (Mercury SR 60942)	-
	33	THE CAT Jimmy Smith (Verve V 8587)	44	66	HERE WE A GO GO AGAIN	76	99	GIRL TALK Lesley Gore (Mercury MG 20943)	47	AMERICAN TOUR WITH DAVE CLARK FIVE (Epic BN 26117)	45
	84	DANG ME/CHUG-A-LUG Roger Miller (Smash MPS 27049)	42	67	Johnny Rivers (Imperial LP 9274) THIS IS LOVE	77	100	THE INCOMPARABLE MANTOVANI	48	I DON'T WANT TO BE HURT ANYMORE Nat King Cole (Capitol ST 2118)	50
	16	(Jindsh MPS 2/049)			Johnny Mathis (Mercury MG 20942)			(London LL 3392)	49	FIDDLER ON THE ROOF Original Cast (RCA Victor LSO 1093,	
hicago	-01	MPILED BY CASH BOX	FRO	M LE	ADING RETAIL OUTLET	rs	🜒 İn	dicates Strong Upward Move	50	TODAY New Christy Minstrels (Columbia CS &	48 1058)

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## ALBUM REVIEWS

#### POP PICKS



THE BACHELORS

THE NEW EBB TIDE—Frank Chacksfield— London SP44053 Frank Chacksfield, who had a giant hit a few years ago with "Ebb Tide," comes up with a brand new etching of the familiar beauty—al-though the arrangement is basically the same, it is enhanced by London's phase 4 stereo. The balance of the program gets the same superb treatment as the tag tune and the set has that "right to chartsville" sound. Other goodies here are "Stranger On The Shore," "La Mer" and "Victory At Sea."

BACK AGAIN—The Bachelors—London LL3393 The Bachelors, who've scored with every single release and their first album, "Presenting The Bachelors," come up with a potent follow-up LP that's sure to strike paydirt in short order. In-cluded in the set is the group's current climber, "I Wouldn't Trade You For The World" along with such goldies as "Moonlight And Roses," "Melody Of Love" and "Pagan Love Song." Brisk sales are in order. sales are in order.



## GO LITTLE HONDA The Hondells Mercury SR60940

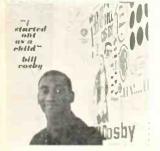
SR60940 The Hondells have been zooming up the singles charts with their hit disking of "Little Honda," and hot on the heels of the biggie they lash out with this album session on Mercury. Sales ac-ceptance of the single could spark plenty of ac-tion for this teen oriented LP which includes, "Guy Without Wheels," "Wild One" and "Mean Streak." Lots of loot to be made with this one.



BALLADS OF BROADWAY—Johnny Mathis— Columbia CL 2223 Johnny Mathis directs his attention at main stem ballads on this fine sampling of favorites culled from his previously-released "The Rhythms And Ballads Of Broadway" which he cut during his days with Columbia. While backed with a large, lush Glen Osser-conducted ork the chanter turns in his expected top-rung renditions of "Fun To Be Fooled," "My Romance" and "Taking A Chance On Love." Eye the set for rapid con-sumer acceptance. sumer acceptance.



SAMMY DAVIS JR. SINGS THE BIG ONES FOR YOUNG LOVERS—Reprise RS6131 Big hits, old and new, are potently essayed by the multi-talented Sammy Davis Jr. on this new-est entry from Reprise. The chanter's highly in-dividual and exciting vocal style are aptly suited to these ballad and uptempo pleasers. Launching the set with "Kansas City," the songster fol-lows up with feelingful readings of "Deep Pur-ple," "I Left My Heart In San Francisco" and "I Wanna Be Around." A sales natural that is sure to be a winner at the marketplace.



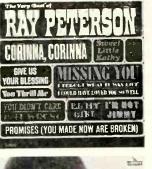
I STARTED OUT AS A CHILD—Bill Cosby— Warner Bros. WB1567 One of the funniest new comics to come along in many a year is Bill Cosby who delves into his own waeky world on this second album from Warner Bros. Cosby's comic meanderings go from sneakers to Neanderthal Man to the Lone Ranger —each with an entirely fresh approach. Comedy LP's are on the upsurge, and this one ranks with the best.

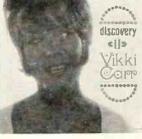


## HOLD IT-HERE'S WILLIE MITCHELL-Hi

HOLD IT—HERE'S WILLIE MITCHELL—Hi SHL 32021 Willie Mitchell, who is currently burning up the Top 100 with "20-75" (included in this set), seems destined to pull loads of loot with this varied program of popular instrumentals from Hi. The vet trumpeter takes the spotlight as he leads his combo in rhythmic, danceable renditions of "Night Train," "The Dog" and "Rinky Dink." Plenty of sales potential here.













#### Breakin it up on the BEATLES tour! **JACKIE DE SHANNON**



## 

#### MEET THE BACK PORCH MAJORITY-Epic

MEET THE BACK PORCH MAJORITI-Epic LN 24123 The Back Porch Majority, conceived as a farm team for the New Christy Minstrels, spread their wings under the direction of the Christys' helms-man, Randy Sparks, and offers an imaginative program of pop-folk selections. Like the Christys, the BPM skillfully weaves in snatches of har-mony and counterpoint into a cohesive musical expression. Best bets here include "Friends," "Billy, Don't Play The Banjo" and "Cotton Bale Levee." A group to watch.

THE VERY BEST OF RAY PETERSON-MGM E 4250 Ray Peterson kicks off his MGM album career with this impressive disk which boasts a varied selection of his biggest hits. The chanter's warm-country-flavored vocal approach and distinctive phrasing are firmly evidenced on top-notch up-dating of "Corrine Corrina," "Missing You" and "Give Us Your Blessing." Deejays should find plenty of spinnable material here.

#### DISCOVERY VOLUME II-Vikkie Carr-Liberty LRP3383

LRP3383 Vikki Carr follows up her first Discovery pack-age on Liberty with this equally powerful set of standards and recent musical gems. This lark de-livers a song with the kind of vocal punch that could send this album right up the chartsville path. Emotion-packed renditions of "Granada," "Cuando Caliente El Sol" and "Time After Time" give the album blockbuster potential. Eye this one for early action.

## JUST ARRIVED! THE PILGRIMS-Columbia CS9033

CS9033 The Pilgrims auspiciously bow on Columbia Records with this collection of traditional and off-beat folk items. Each member of the trio is a soloist, and their collective powers of harmony and counterpoint belie their numbers. Singing 14 masterfully arranged selections, the Pilgrims are sure to stir up plenty of excitement among dee-jays and buyers. The group stands out in their readings of "He Was My Brother," "Cottonfields," and "Erev Shel Shoshanim." A fine new group that merits close attention.

THE GALLANTS ROCK, SWING AND DANCE "MY FAIR LADY'-Capitol ST2134 "My Fair Lady" has been issued vocally, in-strumentally, in filmtrack version and original cast, and this new treatment from Capitol the Gallants serve it with a big rock beat. Here's a session that thumps from beginning to end and is guaranteed to delight the teen and discotheque dance crowd. Frug, watusi swim or what have you-they'll all go with "Show Me," "Ascot Ga-votte," "Just You Wait" and the rest. This one could come from left field to score in a big way.

#### = POP BEST BETS ======

YOUR CHEATIN' HEART—Pete King Singers-Kapp KL1398 The Pete King Singers dish up a generous helping of Hank Williams favorites on this new album from Kapp. The tunes here have been done by a wide variety of artists in the past, but this warm and lilting choral offering merits specia attention. "Your Cheatin' Heart," "Half A Much, "Cold, Cold Heart" and "Jambalaya" ard delivered with charm and feeling. Set has pop and country appeal.

BREAKIN' IT UP ON THE BEATLES TOUR-Jackie De Shannon-Liberty LRP 3390 Jackie De Shannon, who accompanied the Beatles on their recent 24-date U. S. concer-tour, offers a pleasing program of the tunes shi used in her act with the British foursome. In lark's rich vibrant voice is effectively showcased in full ork-backed versions of "Needles And Pins," "Should I Cry" and "He's Got The Whole World In His Hands." Top-drawer teenage mer-chandise. chandise.

Box

# This is Bobby Goldsboro-

# and here's his new hit:

## **DON'T KNOW YOU ANYMORE** b/w LITTLE DROPS OF WATER/UA 78I/Produced by Jack Gold

BOBBY GOLDSBORO-THE ONE TO WATCH





**家和智慧的新教师的教师的教师的教育的教育**的生活。

## ALBUM REVIEWS



SATURDAY NIGHT AT THE UPTOWN—Vari-ous Artists—Atlantic 8101 Here's power-packed offering featuring a stel-

hi (0. 1

Here's power-packed offering featuring a stel-lar group of pop-r&b artists rendering a selection of recent chart items. The set, which was cut live at the Quaker City's Uptown, boasts the emceeing talents of WDAS deejay Jimmy Bishop. Among the highlights here are "Under The Boardwalk" by the Drifters, the Vibrations' "My Girl Sloopy" and "Mixed Up Shook Up Girl" by Patty And The Emblems." Disk should do real well in the sales dept.



PHILIPS



#### THE BEST OF JIMMY CLANTON - Philips PHM 200 154

PHM 200 154 Here's a handsome sampling of popular tunes from the Jimmy Clanton repertoire geared for all of the artist's many teen fans. The songster's rich, wide-range baritone voice and feelingful, dis-tinctive delivery carries him in good stead on chorus-backed renditions of "Just A Dream," "I'm A Fool For Loving You" and "My Own True Love." Fine listening throughout.

MORE 4 FRESHMEN AND 5 TROMBONES— Capitol ST 2168 The Four Freshmen, who several years ago cut a highly successful LP with Pete Rugolo's trom-bones, utilize the concept again on this first-rate Rugolo-arranged and conducted session of chest-nuts and non-fournites. The court of a conv. nuts and pop favorites. The quartet's easy-going romantic style is aptly suited to the likes of "More," "Misty" and "Days Of Wine And Roses." Disk could move out rapidly.



## THE JOHNNY BURNETTE STORY—Liberty LPR 3389

LPR 3389 Although the late Johnny Burnette will record no more, his memory is preserved for his count-less fans via his many albums. This new Liberty set, boasting fine selection of the songster's big-gest hits, is a worthy testament to Burnette. Highlights here include such gems as "Settin' The Woods On Fire," "Dreamin'" and "You're Sixteen." Potent wax.



#### NEW DIMENSIONS IN FOLK SONGS- 3 D's-

NEW DIMENSIONS IN FOLK SONGS— 3 D's— Capitol ST 2171 Once in a great while a fresh, original group comes on the folk music. The 3 D's are such a group. On this, their premiere Capitol disk, they offer a zesty selection of familiar poems set to pop-folk melodies. The trio breathes new life into such well-known poems as "Jabberwocky," "Annabel Lee" and "The Charge Of The Light Brigade" via their imaginative musical presen-tations. Folk buffs should really dig it.



IKE & TINA TURNER REVUE LIVE—Kent KLMP 5014 "Soul" singing runs rampant and rhythm and blues were never more potent than on this "live" cut performance by Ike & Tina Turner and their revue which spotlights Stacy Johnson, Vernon Guy, Venetta Fields, Jimmy Thomas, Bobby John, Robbie Robinson, and the Kings of Rhythm. "Please Please Please," "The Love Of My Man," and "Drown In My Own Tears" could make this one an instant best-seller on the r&b market.



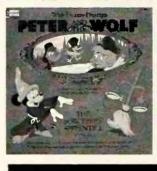
JACK LA FORGE

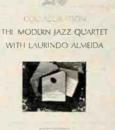
PROMISE HER ANYTHING-Jack La Forge-

PROMISE HER ANYTHING—Jack La Forge— Regina RS313 Jack La Forge, with five albums of varied ma-terial on Regina, comes up with his best album to date, "Promise Her Anything," tagged after a La Forge original. Backed by an ork that varies in size from 50 to 64 pieces, the pianist offers potently arranged treatments of "These Foolish Things," "Valerie's Theme," and "Love, Your Magic Spell Is Everywhere." A first-rate pro-gramming and sales package.

#### **注制的 医外侧肌间肌髓肌的肌结**束发带肌 E STEREO









## IGHT DREAMER WAYN ORTER







STEREO

PHILIPS





#### FOLIES BERGERE-Patachou-Audio Fideli **AFSD6135**

AFSD6135 Audio Fidelity offers the original Broadwe version of the currently-running "Folies Bergen from Paris with the inimitable Patachou a Georges Ulmer handling the solo chores. We the orchestra under the direction of Jo Basil the singers survey such highlight tunes as "Wh Now My Love," "Paris Boheme," and the or swings brightly on "Can Can." Lots of high spirited production numbers and outstanding re cals make for top listening enjoyment.

THE SORCERER'S APPRENTICE — Sterlin Holloway—Disneyland ST3926 PETER AND THE WOLF Prokofieff's Peter and the Wolf and the Sc cerer's Apprentice of Paul Dukas are deligit fully narrated by Sterling Holloway on this re-cent kiddie release from Disneyland. Peter a the Wolf is performed by the Disneyland Stud Orchestra while Leopold Stokowski conducts to Sorcerer's Apprentice. Holloway has been cham-ing adults and the younger set for several de-ades and this new effort is sure to meet with wide approval. Set is an excellent holiday gi-item. item

## JAZZ PICK

COLLABORATION — Modern Jazz Quart Laurindo Almeido—Atlantic 1429 The collaboration with the Modern Jazz Quart tet and Laurindo Almeida proves to be an an able one on this slick jazz session from Atlant. A varied musical bill-of-fare runs the jazz game from bright and swinging to Bach to bossa nov-each one a delightful fusing of instrumental bill ents. MJQ fans will surely dig this new allian —particularly their readings of "Silver," "Or Note Samba" and "Concierto De Aranjuez."

#### JAZZ BEST BETS

#### NIGHT DREAMER-Wayne Shorter-Blue Nee

4173 Jazz tenor saxist Wayne Shorter makes U auspicious album bow on this swingin' teaming up with such accomplished musicians as L Morgan, McCoy Turner, Reginald Workman Elvin Jones. Shorter, who has a hard-drivin free-flowing midstream style, effectively takes up lead on "Night Dreamer," "Virgo" and "Charco Blues." An artist to watch closely.

#### MAN FROM TWO WORLDS-Chico Hamilton-Impulse A-59

Ace avant-garde jazz drummer Chico Ham Ace avant-garde jazz drummer Chico Ham ton is back again in a program of Charles Llor penned originals. The concept here blends in pects of the Western and Eastern musical tru-tions into a free-flowing, lyrical swingin' fus-Highlights of the session include "Man Fm Two Worlds," "Child's Play" and "Love Song" A Baby." One of the best albums that Hamilton has cut in quite a while.

#### CLASSICAL PICKS

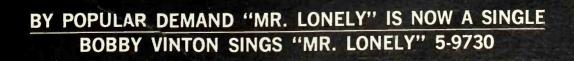
BEETHOVEN: Sonatas For Piano And Cel Mstislav Rostropovich, cellist; Svistoslav Richto pianist—Philips PHS 2-920 Here's a splendid two-disk classical recom spotlighting the accomplished talents of Mst lav Rostropovich and Sviatoslav Richter read Beethoven's intricate "Sonatas For Piano A Cello." Neither the pianist or the cellist attempt to grab the solo light for himself. Instead, e artist perfectly compliments the other as a go through their varied chromatic paces. An standing achievement. standing achievement.

## AN ANDRE WATTS RECITAL - Columbi ML6036

ML6036 Andre Watts' wax debut on Columbia a y ago received wide critical acclaim and his per formance of the Liszt Concerto marked him one of the most important new concert pian on the American scene. The youthful artist's ond offering includes works by Haydn, Li Debussy and Chopin, all of which he handles delicacy and authority. Another superb class offering from Watts that is sure to create excitement. excitement.







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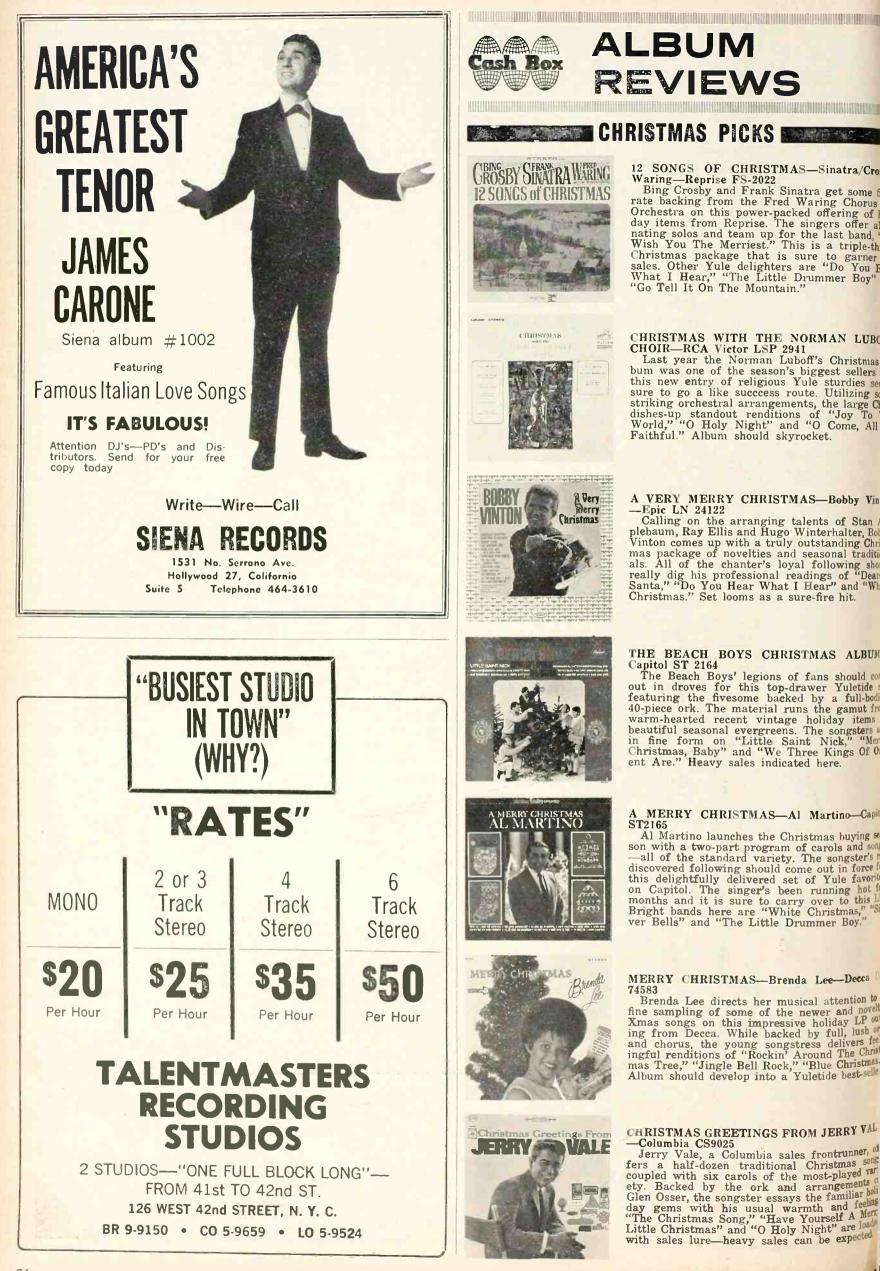
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THE HOT LINE



## CHRISTMAS PICKS

12 SONGS OF CHRISTMAS—Sinatra/Croshy, Waring—Reprise FS-2022 Bing Crosby and Frank Sinatra get some first rate backing from the Fred Waring Chorus and Orchestra on this power-packed offering of hole day items from Reprise. The singers offer alter nating solos and team up for the last band, "W Wish You The Merriest." This is a triple-threa Christmas package that is sure to garner to sales. Other Yule delighters are "Do You Rea What I Hear," "The Little Drummer Boy" and "Go Tell It On The Mountain."

CHRISTMAS WITH THE NORMAN LUBOW CHOIR—RCA Victor LSP 2941 Last year the Norman Luboff's Christmas al-bum was one of the season's biggest sellers an this new entry of religious Yule sturdies seem sure to go a like success route. Utilizing som striking orchestral arrangements, the large Chui dishes-up standout renditions of "Joy To Th World," "O Holy Night" and "O Come, All Ya Faithful." Album should skyrocket.

A VERY MERRY CHRISTMAS—Bobby Vinto -Epic LN 24122 Calling on the arranging talents of Stan Applebaum, Ray Ellis and Hugo Winterhalter, Bobby Vinton comes up with a truly outstanding Christmas package of novelties and seasonal traditionals. All of the chanter's loyal following should really dig his professional readings of "Deares Santa," "Do You Hear What I Hear" and "White Christmas." Set looms as a sure-fire hit.

THE BEACH BOYS CHRISTMAS ALBUM-Capitol ST 2164 The Beach Boys' legions of fans should come out in droves for this top-drawer Yuletide set featuring the fivesome backed by a full-bodied 40-piece ork. The material runs the gamut from warm-hearted recent vintage holiday items to beautiful seasonal evergreens. The songsters are in fine form on "Little Saint Nick," "Merry Christmas, Baby" and "We Three Kings Of On-ent Are." Heavy sales indicated here.

## A MERRY CHRISTMAS-Al Martino-Capitol ST2165

ST2165 Al Martino launches the Christmas buying season with a two-part program of carols and song -all of the standard variety. The songster's re discovered following should come out in force for this delightfully delivered set of Yule favorite on Capitol. The singer's been running hot for months and it is sure to carry over to this LF Bright bands here are "White Christmas," "Silver Bells" and "The Little Drummer Boy."

#### MERRY CHRISTMAS-Brenda Lee-Decca 74583

74583 Brenda Lee directs her musical attention to fine sampling of some of the newer and norelt. Xmas songs on this impressive holiday LP out ing from Decca. While backed by full, lush or and chorus, the young songstress delivers fe-ingful renditions of "Rockin' Around The Christ mas Tree," "Jingle Bell Rock," "Blue Christmas. Album should develop into a Yuletide best-selle

CHRISTMAS GREETINGS FROM JERRY VAL —Columbia CS9025 Jerry Vale, a Columbia sales frontrunner, of fers a half-dozen traditional Christmas song coupled with six carols of the most-played var ety. Backed by the ork and arrangements of Glen Osser, the songster essays the familiar holi day gems with his usual warmth and feeling "The Christmas Song," "Have Yourself A Merr Little Christmas" and "O Holy Night" are loads with sales lure—heavy sales can be expected with sales lure-heavy sales can be expected



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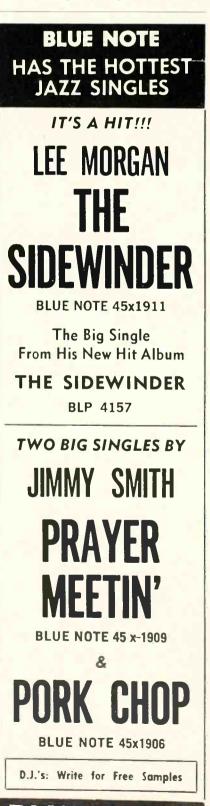
R.F.D. Marty Robbins 7-9020	
l Walk the Line Johnny Cash 7-8990	
More Big Folk Hits Brothers Four 7-9013	
Be My Love Jerry Vale 7-8981	
Love Life Ray Price 7-8989	
Speak to Me of Love Ray Conniff 7-8950	
More Themes for Young Lovers Percy Faith 7-8967	
When Lights Are Low Tony Bennett 7-8975	
Call Me Irresponsible Andy Williams 7-8971	
The Third Album Barbra Streisand 7-8954	
All qualitable Abrough and Ind	

All available through your local onestop or Columbia Records distributor!

#### "Sunshine" Promo



WASHINGTON, D. C.—Gale Garnett (center), who is currently holding down the number two slot on the Top 100 with "We'll Sing In The Sun-shine" on the RCA Victor label, was recently interviewed by WWDC-Washington personality Fred Fiske (left) when she dropped by the out-let's Satellite Studio which was parked on behalf of the UGF of Greater Washington. The gentleman at the right is Joe Del Medico, the local Victor promo rep.



61 st St. Ne

## **Cash Box**

## JUKE BOX OPS' RECORD GUIDE

## ACTIVE with OPS

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

HEARTBREAK HILL Fats Domino (ABC-Paramount 10596) YES I DO Solomon Burke (Atlantic 2254) PRAYER MEETIN' Jimmy Smith (Blue Note 1909) WATCH OUT/SHE'S ALL RIGHT Jackie Wilson (Brunswick 55273)

THE SIDEWINDER Lee Morgan (Blue Note 1911) HIDE AWAY King Curtis (Capitol 5270)

SACRIFICE Little Milton (Checker 1078) I'VE GOT THE SKILL Jackie Ross (Chess 1913)

MY LOVE, FORGIVE ME Robert Goulet (Columbia 43131)

ABSENT-MINDED ME Barbra Streisand (Columbia 43127)

THE LOVE GODDESSES/WHERE LOVE HAS GONE Jerry Vale (Columbia 43105)

THE GYPSY Robert Davie (Congress 224)

HUMBUG Pete Fountain (Coral 62427)

MORE SOUL, THAN SOUL Eddle Harris (Columbia 43075)

HE CALLED ME BABY Patsy Cline (Decca 31671)

ROSEBUD Robert Maxwell (Decca 31668) SLAUGHTER ON 10TH AVE. Ventures (Dolton 300)

OH MARIE Village Stompers (Epic 9718)

LITTLE QUEENIE Bill Black's Combo ( Combo (HI 2079) EMPTY ARMS Ace Cannon (Hi 2081) MOUNTAIN OF LOVE Johnny Rivers (Imperial 66075) DON'T SPREAD IT AROUND Barbara Lynn (Jamie 1286) THAT OLD FEELING Linda Scott (Kapp 610) WHISTLIN' Roger Williams (Kapp 607) I CAN'T BELIEVE WHAT YOU SAY Ike & Ting Turner (Kent 402) DO YOU WANT TO KNOW A SECRET/ ALL MY LOVING Chipmunks (Liberty 55734) ENDLESS SLEEP Hank Williams, Jr. (MGM 13278) GALE WINDS Egyptian Combo (Norman 549) IT'S ALL OVER Walter Johnson (Okeh 7204) WITHOUT THE ONE YOU LOVE Arthur Prysock (Old Town 1170) HELLO DOLLY POLKA New Yorkers (Pan 151) FOUR STRONG WINDS Bobby Bare (RCA Victor 8443) MARTA Los Indios Tabajaras (RCA 8401) FEVER Alvin Robinson (Red Bird 10-010)

I SHOULD HAVE KNOWN BETTER George Martin (United Artists 750)

OH NO, NOT MY BABY Maxine Brown (Wand 162)

SOMEBODY NEW Chuck Jackson (Wand 161.)

## **NEW ADDITIONS to TOP 100**

85-

89-

72-EVERYTHING'S ALRIGHT Newbeats (Hickory 1288)

-NEEDLE IN THE HAYSTACK Velvelettes (V.I.P. 25007)

-LITTLE MARIE Chuck Berry (Chess 1912) 78-

- 83-WHAT GOOD AM I WITHOUT YOU Gaye & Weston (Tamla 54104)
- 84-REACH OUT FOR ME Dionne Warwick (Scepter 1285)

## -S-W-I-M Bobby Freeman (Autumn 5) 98-I WANT YOU AROUND Gaye & Weston (Tamla 4104)

-TIMES HAVE CHANGED Irma Thomas (Imperial 66069) 100-

-I'M GONNA BE STRONG Gene Pitney (Musicor 1045)

-DON'T EVER LEAVE ME Connie Francis (MGM 13287)

BEAUTICIAN BLUES B. B. King (Kent 403)

#### AIMED at OPS

MY FUNNY VALENTINE/WHEN IT'S SLEEPY TIME DOWN SOUTH-Seymour's Heartbeat Trumpets (Halifax 883) 

## Spinners Honor Jan & Dean



LOS ANGELES—To celebrate Liberty recording stars Jan and Dean's fill year in the record business, KFWB-Los Angeles deejays and KHJ-TV's " Street West" jointly honored the boys with a 24-hour fete. The duo's hits we played two or three times each hour in addition to a re-broadcast of the gol disk presentation for "Little Old Lady From Pasadena." Topping things off wa a special cake, presented on the television show. Among those who parto were (from left to right) Roger Christian, Sam Riddle ("9th Street West host), Gene Wood, Wink Martindale, Larry McCormick, all from KFWB, pr ducer-manager Lou Adler and Jan and Dean.



Don't Ever Leave Me Produced by JEFF BARRY

and ELLIE GREENWICH

## We Have Something Something More (THAN A SUMMER LOVE) Arranged & conducted by

BERT KEYES Produced by MICKEY GENTILE

/onderfu

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**RUNNIN** 

**OUT OF** 

FOOLS

ARETHA FRANKLIN 4-43113

IT

AIN'T ME

JOHNNY CASH 4-43145

PAUL REVERE AND THE RAIDERS 4-43114

Julie

Knows

RANDY SPARKS 4-43138

IN THE AIR

MARTY ROBBINS 4-43134

**COLUMBIA RECORDS** 

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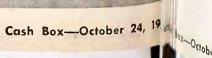
## RADIO ACTIVE CHART

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 OCTOBER 14TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE ARTIST LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50 %	Everything's Alright—Newbeats—Hickory	50%
42 %	Time Is On My Side—Rolling Stones—London	56%
40 %	Ask Me—Elvis Presley—RCA Victor	71 %
39 %	Little Marie—Chuck Berry—Chess	39%
37 %	I'm Gonna Be Strong-Gene Pitney-Musicor	37%
35 %	What Good Am I Without You—Gaye & Weston—Tamla	35%
33 %	Hey Now-Lesley Gore-Mercury	68%
32 %	When You Walk In The Room—Searchers—Kapp	70%
31 %	You Really Got Me—Kinks—Reprise	84%
30 %	You Should Have Seen The Way He Looked At Me— Dixie Cups—Red Bird	30%
<b>2</b> 9 %	Teen Beat '65—Sandy Nelson—Imperial	87%
28 %	Reach Out For Me—Dionne Warwick—Scepter	28%
27 %	Up Above My Head—Al Hirt—RCA Victor	98%
26 %	Gone, Gone, Gone—Everly Bros.—Warner Bros.	59%
25 %	I Had A Talk With My Man—Mitty Collier—Chess	88%
25 %	Needle In A Haystack—Velvelettes—V.I.P.	
24 %	Don't Ever Leave Me—Connie Francis—MGM	25%
23 %	The DoDo—Jumpin' Gene Simmons—Hi	24%
22 %	Ain't Doin' Too Bad-Bobby Bland-Duke	23%
22 %	Something You Got—Ramsey Lewis Trio—Argo	51%
22 %	Right Or Wrong—Ronnie Dove—Diamond	36%
21 %	Who Can I Turn To—Tony Bennett—Columbia	57%
20 %	Look Away—Garnet Mimms—United Artists	94%
19%	Shaggy Dog—Mickey Lee Lane—Swan	57% 43%
18 %	When You're Young & In Love—Ruby & Romantics—Kapp	59%
18 %	Unless You Care—Terry Black—Tollie	40%
17%	Walking In The Rain—Ronettes—Philles	17%
17%	California Bound-Ronnie & Daytonas-Mala	17%
16%	I'm Into Something Good—Herman's Hermits—MGM	63%
15%	Is It True—Brenda Lee—Decca	95%
14 % 13 %	Spanish Guitars—Jerry Wallace—Challenge	27%
12%	S-W-I-M—Bobby Freeman—Autumn I've Got Skill—Jackie Ross—Chess	13%
11%	Listen Lonely Girl—Johnny Mathis—Mercury	12% 27%
11%	Chained & Bound—Otis Redding—Volt	29%

#### LESS THAN 10% BUT MORE THAN 5%

TOTAL %	TOTAL %	TOTAL
To date	To date	TO DA
Kentucky Bluebird (Send A Messoge to Mortho) Lou Johnson (Big Hill) 9%	Runnin' Out Of Fools Aretho Fronklin (Columbia) 29%	Apple Of My Eye Four Seasons (Vee Jay) 45
Endless Sleep	My Love Forgive Me (Amore,	Opportunity 39
Honk Williams, Jr. (MGM) 9%	Scusami)	Jewels (Dimension) 39
Cindy Go Home	Robert Goulet (Columbia) 8%	Once A Day 25
Poul Anka (RCA Victor) 9% Yes I Do Solomon Burke (Atlontic) 18%	I Wish I Were A Boy Lesley Gore (Mercury) 8%	Connie Smith (RCA Victor) She Understands Me 7 Johnny Tillotson (MGM) 7



BRIAN

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It's still happening for Philips singles...

**4 NEW "EXCITERS" COMING HOME!** 



## THE SERENDIPITY SINGERS SAME OLD REASON

Best single since "Crooked Little Man"

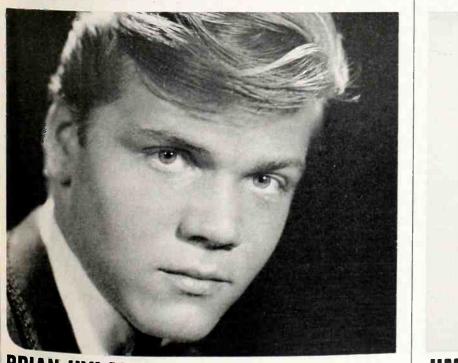
50% 56%

> 37% 35% 68% 70%

> > 30° 87° 28' 98



NINA SIMONE DON'T LET ME BE MISUNDERSTOOD <sup>40232</sup> Big on every front...R&B and pop! A monster!



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**MY CLANTON** 

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## RECORD

## RAMBLINGS

#### NEW YORK:

NEW YORK: A large gathering of press repré-folks last week at the Bitter End to pear the label's new folk group, The pilgrims. The Pilgrims.—Angeling witter, Bob Guillaume and Millard fuiter, Bob Guillaume and Millard fuiters in the industry. They've been for the Gaslight Cafe on the 21st for two weeks. Their debut LP on to the Gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. Their debut LP on the gaslight Cafe on the 21st for two weeks. The fuels the cocktail bash in their honor were in accord off in the way of folk music. — Atlantic has set an extensive promo and a campaign for its new LP settorday Night at the Uptown," live for mances of hit singles, but the bash in their house and Barbara bash an the Buebells and Barbara

Your Tail Off." ... Golden Records to tie in two LP releases with the coming Halloween — "Alfred Hitch-cock — Ghost Stories" and "Famous Monsters—Frankenstein and Drac-ula"... Jack White of Summit Rec-ord Dist., has enlisted the aid of promo rep Earl Glicken to push "Greek's Tale" by David Parker (World Pacific) and "Gee Baby Gee" by the Sisters (Del-Fi). Your Tail Off." Golden Records

by the Sisters (Dei-F1). Nat Cole, who's got another winner with "I Don't Want To See Tomor-row," is booked solidly with nitery and TV dates until April, reports his manager Ike Jones. Included in the chanter's line-up is a four week con-cert tour of Tokyo, Hong Kong and Manila. . . Joey Sasso to represent Orange-Empire Records in New York. He'll be responsible for breaking disks in the East and for exposing the label's talent roster through various entertainment medias. . . Lanny Tar-ter, formerly of North American Music, has forsaken the disk biz in

Women." In one scene the tune comes over a car radio. . . . Teri Thornton in town for a Columbia wax session, cut four sides with Ernie Altshuler at the knobs. New tunes are "Where Are You, Love?" "To Remember You By." "Won't Someone Please Belong To Me," and "Secret Life." They're skedded for release the last week of this month. . . Sal Salvador and Bill DeLuca of Danbar Records have pacted songster Mark Fortune, who recently appeared at Number One 5th Ave. Ave.

#### CHICAGO:

It was great seeing the many trade-sters who flocked to Chi last week for the MOA conclave at the Sherman House. . . Columbia's **Tony Bennett** Winds" by **The Egyptian** Combo and arrived in town early enough to tour the MOA exhibit floor before dashing over to the Morrison Hotel where he headlined the association's annual banquet show. Accompanying Tony

#### HOLLYWOOD:

HOLLYWOOD: Victor's Bobby Pickett set to guest star for Dick Clark on his Hallowen Special program to be telecast over ABC-TV October 31. . . . . Record Merchandising's new 'good music promo man garnering airplay on the "Songs of Hank Williams" album by the Pete King Singers. . . . Roberts Sherwood opens a two week engage-ment at the Cocoanut Grove this Mon-day night. . . Guy Ward breaking on a local hit in "The Jerk" by The Larks on Money Records. . . Johnny Rivers, currently on a 30 day cross county tour of one-nighters, has been signed for a repeat headline guesting ou Shindig, ABC-TV next month. New group of Northwest musicians called The Aquanauts getting lots of play up the Coast on "Swim All Day" . . . Paul Gilbert and The Paris Sister ... Paul Gilbert and The Paris Sister booked for a return engagement a The Crescendo, opening Tuesday. Imperial drum star, Sandy Nelson ha



THE PILGRIMS

for his upcoming Copa opening (22) with his long-time associate Ralph Sharon. Tony's stand at the nitery will last only two weeks this year as a result of a heavy schedule of com-mitments. "Who Can I Turn To," the chanter's latest, is reportedly heading for top ten territory. for top ten territory

Congratulations to Ivan Mogull and Congratulations to Ivan Mogull and his wife Marcia on the arrival of son F. David Mogull. . . Fran Jeffries, recently pacted to MGM, in town this week to wax her first album for the label tagged, "Fran Jeffries Sings "Sex And The Single Girl". . . Danny Meehan, recently of the "Funny Girl" cast, bowed last week at the Bitter End (14) for a six weeks stint. The singer was well received and his en-gagement appears to be a busy one. singer was well received and his en-gagement appears to be a busy one. ... The Animals made their American TV debut on the Sullivan CBS-TV'er this week (18) and taped another for telecasting this winter. Their disking of "I'm Crying" (MGM) is hitting in a big way... Bobby Breen to pay trib-ute to his discoverer, Eddie Cantor, in an album of tunes made famous by the comedian over the years. The set an album of tunes made famous by the comedian over the years. The set to be issued by Tamla-Motown. . . . Bernadette Castro has been chosen the '64 Queen of the Young Men's Board Of Trade, a New York Junior Chamber of Commerce organization. On Dec. 4, the Colpix lark will take 1.000 needy and orphaned children to Macy's for a shopping trip.

Clark Terry and the Oscar Peterson

Clark Terry and the Oscar Peterson Trio, out with a new LP on Mercury, "ecently had a cut from the package, "Mumbles," literally launched by the press when columnist Bert Blackburn of Cincinnati spoke up for the tune. Blackburn called all of his deejay friends because he flipped for Terry's incoherent set of wacky lyrics. Never underestimate the power of the press. ... Dick Alen of Universal Attrac-tions in England for a tour with the sley Brothers after which they'll go to the Continent. Dick will also nego-tiate with European artists to work here as well as place American artists here... British actor-singer John Leyton, in the U.S. to co-star in the 20th Fox flick, Von Royan Express, to have his disks distributed in the U.S. by Atco. First deck to be "I'll Cut

favor of wigs! Lanny's opened a wig-gery in Brooklyn. . . . RCA Victor's Ray Rivera and his trio booked into the Tavern on the Mall in Paramus, N.J. beginning the 20th. . . . Lark Jodie Sands has exited ABC-Para-mount to free lance or sign with another label. . . . The Werner Baum-gart Ork of Europe to be released in the States on the Amphora label be-ginning Nov. 1. Label is based in Davenport, Iowa.

SMOTHERS BROTHERS

Tower Records execs Vito Samela and Manny Kellem are very enthused with their first bunch of E.M.I. re-leases from England which debuted last week. Heading the list of three is "Low Grades & High Fever" by Linda Laine and the Sinners, followed by "Head Over Heels" by Mike Rabin and the Demons, and "Qestions I Can't Answer" by Heinz, a former member of the Tornados. ... Marvin Deane of Warner Bros.-Reprise all smiles over the chart progress on Dean Martin's second-in-a-row big smash, "The Door Is Still Open." The tune holds down the #19 spot this week. ... The Back Porch Majority, the folk group that bowed on Epic last week, is sort of a New Christy Min-strels farm team. Early reports indi-cate the newcomers may soon catch up to their big brothers and sisters. ... Joe Sherman and George Weiss Tower Records execs Vito Samela . Joe Sherman and George Weiss ave produced a first disk for the Tones, who've been appearing at the J Tones, who've been appearing at the Copa Lounge. Using the group's own original material, Sherman & Weiss feel they have a sure-fire winner and expect to have a label affiliation in the near future. As a result of heavy airplay on "That Certain Party In Apartment 14C," Joe Sherman is cut-ting a new album at World Artists to be tagged after the single.

Johnny Tillotson, just back from a very successful and rewarding South American tour, is getting top promo effort from the label for his new issue, "She Understands Me." The label is sending out 5,000 teaser flyers to dee-jays throughout the country touting it as his greatest hit. . . Paul Anka's new Victor single, "Ogni Volta," al-ready passed the million mark in Italy, is heard in a cameo performance in the Italian film, "Let's Talk About

DANNY MEEHAN





LINDA LAINE & SINNERS

was local promo rep Barney Fields. Mike Geppert is the new singles buyer at Radio Doctors' Wells Street outlet in Milwaukee. . . Guitarist-composer Kermit Chandler, formerly with The Shepherds, was appointed general manager of new Chi-based pubbery Epitome. . . A big breakout was reported here last week on Ray Charles' current ABC-Paramount side "I Wake Up Crying." Label's local outlet Garmisa Dist. is re-ordering like crazy to meet the demand! . . . Liz Palmer of United Record Dist. ex-"First Love" by The Mustangs (Sure Shot), "What Good Am I Without You" by Marvin Gaye & Kim Weston (Tamla) and "A Thousand Cups Of Happiness" by Joe Hinton (Back Beat). . . Dick Harwood, advertising and sales promo mgr. of RCA's local branch, has taken on the additional task of radio station and deejay promo. . . Sig Sakowicz interviewed The Kim Sisters backstage at the Em-pire Room, where the girls are ap-pearing for the third time this year!

Earl Glicken's reporting hefty play here on Anita Humes' "I'm Making It Over" (Roulette), "Greeks Tail" by David Parker (Aura) and "Gee Baby Gee" by The Sisters (Del Fi)... Tony Galgano (Record Dist.) and his Ursula just returned from a combination biz-pleasure trip to Italy. ... Kent Beauchamp's Royal Disc Dist. is swingin' these days with singles "The Jazz Waltz From The Candidate" by Steve Karmen (Jubi-lee), "Needle In A Haystack" by The Velvelettes (VIP) and "Is You Al-right Or What" by Hollis Floyd (Jell).... Songster Gene Chandler, who has another big one on Constella-tion in "Bless Our Love," is slated to headline the Regal Theater's holiday show this year. Gene's currently ap-pearing in New York... The Clancy Bros. and Tommy Makem came in Bros. and Tommy Makem came in Friday (10/16) for a concert in Orchestra Hall.... The good word from Erwin Barg is that Dot singles "Beach Girl" by Pat Boone, "Gale Winds" by The Egyptian Combo and "Thunder 'N Lightnin'" by Jimmy Gilmer are beginning to happen here.

been set to guest star on Sam Riddle "9th St. West" KHJ-TV show this Thursday. . . . Reprise Records release ing the first album by George Teddy and the Condors recorded live at Ciro's Le Disc, with plans to pull single for release in the next tw weeks.

Chad and Jeremy drew huge crow at their arrival at International a port, during recent promo tour. KMPC librarian, Alene McKinn back from a three week trip to be rope. Stan Bly set Chuck Berry for the Lloyd Thaxton Show during a day stop-over in town. . . . A&M Re ords prexy, Jerry Moss to Europe three weeks for confabs with lice sees. . . . The Smothers Brothers ba at the Ice House to cut their sec live album at the club. . . . Mel Price Giant Distributing now handling Audio-Fidelity line for Southern O fornia. . . . The Clancy Brothers Tommy Makem appearing at a on night concert at Santa Monica Cir Auditorium Saturday night. .... Kay Stevens recording first single Capitol Records, arranged and ducted by Hank Levine.

**INP** 

DIVE

#### HERE AND THERE:

PHILADELPHIA — Matty "The Hundinger" Singer of ABC-Paramon promo (David Rosen) is flippin' of the sales and deejay reaction to You Want To Know A Secret" by Ray Charles Singers, "Thank You I Loving Me" by the Sapphires, "Heartbreak Hill" by Fats Domin all winners for sure, sez Matty. At the Columbia bailiwick, Ted h lem is runnin' hot with "Who Cal Turn To" by Tony Bennett, "My L Forgive Me" by Robert Goulet, "Ju Knows" by Randy Sparks, and "Up The Air" by Marty Robbins.



PROUDLY PRESENTS

# MARY WELLS

## **NOW EXCLUSIVE 20th CENTURY-FOX RECORDING ARTIST**

## FIRST HIT RELEASE

FOX 544

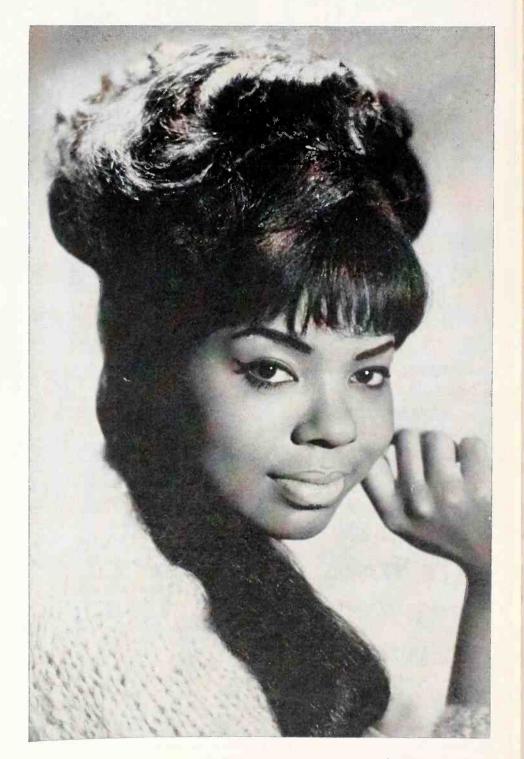
## AIN'T IT THE TRUTH

B/W

## STOP TAKING ME FOR GRANTED

#### **DIVERSIFIED ARTISTS CORPORATION**

161 W. 54th ST. New York, N.Y.



## In the American Arts **Tradition**

\*\*\*\*\*\*\*

Presenting the exciting new R & B/Pop Smash

## "GOTTA GIVE HER LOVE"

by

## The **Volumes**

American Arts Record #6

CONGRATULATIONS TO OUR DETROIT DISTRIBUTOR MUSIC MERCHANTS-MARVIN JACOBS, PETE HALL, & AL VALENTI ON THE GREAT JOB YOU'RE DOING

DJ's-you asked for it:-We're flipping the "Stronghearted" side It's a one sided Hit

## **"WALK ON** INTO MY **HEART**"

bv

**Bobbie Smith** 

American Arts Record #2

Initial DJ Reaction and Chart Picks

**"SAY YOU** WILL"

by

## Margo and The Marvettes

American Arts Record #8

AMERICAN ARTS RECORDS a subsidiary of WORLD ARTISTS RECORDS 550 Grant Street, Pittsburgh 19, Pa.

#### **Cocktails For Connie**







NEW YORK-MGM Records recently feted Connie Francis with a cock-tail party in the Plaza Hotel's Ter-race Room. The bash, which was at-tended by more than 200 deejays, radio executives and the trade press, was held to introduce the lark's new album release, "A New Kind Of Connie." Shown in the top left panel are the songstress, Frank Mancini, MGM's promo manager, and Arnold Maxim, the label's president. In the top right panel Connie is flanked by Cash Box ad director Jerry Shifrin and CB publisher Joe Oreleck. Connie is shown sitting with her manager George Scheck and CB veep George Albert and his wife in the second left pic. She's pictured hand-holding with Cash Box veep Norman Oreleck. In the third strip Connie is pictured respectively with Sol Handwerger, the label's national publicity manager and WNEW-New York deejay Ted Brown. Sitting (left to right) in the fourth row are MGM singles sales manager Lenny Sheer, the lark, WDRC-Hartford librarian Bertha Porter and Scheck. In the bottom photo Connie is flanked by New Deal Records co-owners Al Levine and Lou Klayman.

SURE	
Cash Box	
SHOTS	5
The Cash Box "Sure Shats" highlight records which reports from retail d	eglers throughout the
The Cash Box "Sure Shots" highlight records which reports from retail d nation indicate are already beginning to sell quantity or else give every in	dication of doing m.
EVERYTHING'S ALRIGHT NEWBEATS	Hickory 1288
JUMP BACK RUFUS THOMAS	Stax 157
NEEDLE IN A HAYSTACK	V.I.P. 25007
LITTLE MARIE CHUCK BERRY	Chess 1912
SHAGGY DOG MICKEY LEE LANE	Swan 41.83
SOMETHING YOU GOT RAMSEY LEWIS TRIO	Argo 548)
WHAT GOOD AM I WITHOUT YOU	
MARVIN GAYE & KIM WESTON	Tamla 54104
REACH OUT FOR ME DIONNE WARWICK	Scepter 1285
I'M GONNA BE STRONG GENE PITNEY	Musicor 1045

## **Filmland Welcomes Chad & Jeremy**



HOLLYWOOD — British songsters Chad and Jeremy were the guests of honor at a recent star-studded cock-tail reception co-hosted by Dean Martin's daughter Claudia and actor George Hamilton with World Artists Records topper Lou Guarino and his partner Harry Canter. Also partici-pating in the arrangements for the affair which was held at the Beverly Wilshire were label execs Stan Ediss and Louise Sherman. Pictured above enjoying the party activities are: (Upper left-l to r) Jeremy Clyde, Doug McClure, Chad Stuart and Jim-my Boyd. (Upper right-l to r) Chad Stuart,

(Upper right-1 to r) Chad Stuart,

**Tower Master Deal** 

HOLLYWOOD—Tower Records has purchased Gus Jenkins' recording of "Chitlins" from General Artists. The R&B tune is said to be one of the top-selling R&B items in the Los Angeles area. National distribution by Tower is already underway, im-mediately following the purchase. Jenkins has had several other big hits including his 1959 tune, "Tricky," which became a top R&B seller in the country.

country.

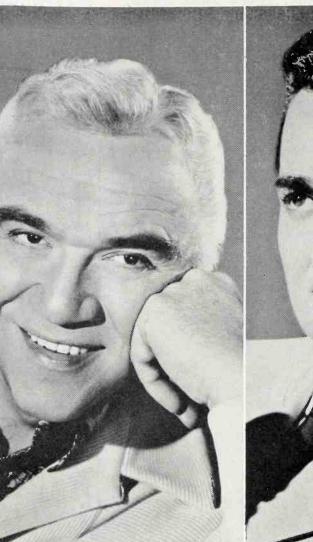
Geo. Hamilton, Ricardo Montalba Georgiana Montalban, and Jere Clyde

Clyde. (Middle left-l to r) Jeremy Clyd Eddie Fisher and Chad Stuart. (Middle right-l to r) Lou Guard prexy of World Artists, George Har ilton, Claudia Martin, Jeremy Chyd Harry Canter of World Artists, Chy Stuart and Stan Ediss of World Artists. (Lower left to r) Harry Canter

(Lower left-l to r) Harry Cant Al Chapman of Modern Dist., Jeres Charlie Simms of White Front Stor Lou Guarino, Chad, and Stan Ed (Lower right-l to r) Jeremy, Jac DeShannon and Chad.

#### Golden Adds 2 Distribs

NEW YORK-Golden Records, large kiddie disk producer, has ad two more distribs to its national li up. The two new outlets are: Ese Newark, N.J.; and Jet, Long Isla City, N.Y. Also, the label has name Arthur Pine Associates of New Y to handle its publicity and promo





# SKEFTER DAVIS

Che

Tam

Scep

emy

"What Am I Gonna Do with You" w "Don't Let Me Stand in Your Way" #8450

# **LORNE CREENE**

"Ringo" % "Bonanza" # **8444** 

Both sides from Lorne's latest album, "Welcome to the Ponderosa" LPM/LSP-2843

# NEIL SEDAKA

"I Hope He Breaks Your Heart" % "Too Late" #8453

## 3 Big Names... 3 Big New Singles on RCA VICTOR The most trusted name in sound (4)

#### Les Surfs Arrive!



NEW YORK-Les Surfs, a new vocal group from Madagascar, are shown group from Madagascar, are shown arriving in the U.S. for their first wax sessions for RCA Victor; they'll also appear on the ABC-TV'er Hollywood Palace. Currently one of the hottest groups on the Continent and in Great Britain, they are (left to right front row) Nicole, Monique and Dave. In the back row are (left to right) Coco, Pat and Rocky. Victor's A&R exec Joe Rene will produce their initial ses-sions. sions



#### Aug. Phono Sales Down, Radio Figures Up

WASHINGTON—Distrib and factory sales of portable and table model phonos were down somewhat and sales of console phonos were up dur-ing Aug., the Electronic Industries Association has reported. Also, unit distrib sales of radio sets, including auto receivers, were up substantially in Aug., the organiza-tion announced. Distrib sales of portable/table mod-

tion announced. Distrib sales of portable/table mod-els for Aug. totaled 260,702 units, compared to 283,061 for Aug. 1963; sales of portable/table models for the first eight months of 1964 totaled 1,434,325, compared to 1,617,431 for the same eight-month period in 1963. Distrib sales of consoles totaled 134,051 in Aug., compared to 124,287 in August 1963; Jan.-Aug. sales of consoles totaled 894,092, compared to 848,368 units for the corresponding period in 1963. Factory sales of portable/table

period in 1963. Factory sales of portable/table models totaled 293,319 in Aug., com-pared to 300,661 units in Aug. 1963; portable/table model sales for the Jan.-Aug. period of 1964 totaled 1,-538,878, compared to 1,722,269 units for the same period in 1963. Console factory sales for Aug. to-taled 140,699, compared to 125,779 in Aug. 1963; eight-month totals were 892,942 in 1964 and 935,517 units in 1963.

1963

Sales of radio sets, excluding auto sets, totaled 869,500 for Aug., compared to 849,274 units for Aug. 1963. Radio sales for Jan.-Aug. 1964 were also ahead of last year-5.683,274, compared to 5,482,987 units for the comparable 1963 period.

Radio production in Aug. totaled 1,633,370 units, compared to 1,252,878 in Aug. 1963. Radio production for the first eight months of 1964 totaled 11,628,155, compared to 10,828,721 units for the first eight months of 1963.

V.J.M. RUSS PRODUCTIONS, INC. NOW LOCATED AT **4 NEW HYDE PARK ROAD** FRANKLIN SQUARE, L.I., N.Y. SEEKING NEW TALENT, WRITERS, COMPOSERS AND ARTISTS. COMPLETE SOUND STUDIO AVAILABLE FOR CUTTING DUBS AND MASTERS. ARRANGING AND A&R SERVICE AVAILABLE PHONE 516-GE7-7702 



#### **Motown-Scheck Settle** Mary Wells Dispute

NEW YORK-An amicable settlement has been reached between Mo-town Records and George Scheck over the inking of star songstress Mary Wells to 20th Century-Fox Records, Scheck reported last week.

Settlement was reached in a Detroit court, and it assures that Motown, the artist's former label, will not contest her move to 20th. Scheck is the arther move to 20th. Scheck is the art-ist's personal manager. 20th has released her first single, "Stop Takin' Me for Granted" and "Ain't It the Truth."

#### **Liberty Readies** LBJ Speech LP

LOS ANGELES—Liberty Records has announced an album featuring excerpts from speeches delivered by President Lyndon B. Johnson. Now in production under the personal su-pervision of Al Bennett, the firm's president, the entire project has re-ceived complete cooperation from the Democratic National Committee and the White House. the White House. Bennett commissioned Si Waronker,

former board chairman and creative A & R director, to produce the pack-age, with Norman Winter, Liberty's pronio director, assigned as produc-tion coordinator between the label and Washington.

and Washington. Following presentation of the first copy to President Johnson, Bennett plans to distribute initial pressings to kev Democratic leaders and the President's Club. Additional copies are being made available to Democra-tic State Committees as a campaign fund raising tool.

#### Agency Revamping Sets Music Firms

NEW YORK-Bernard K. Kay, senior partner of International Au-thors' Representatives, has announced a complete reorganization of the agency, including the formation of an associate unit, International Artists' Music Company.

Associated in the IAMC enterprise are S. R. Krysko and I. F. Kay. The company has three subsid units: Fanfare Records, IAMC Publications and Willard Music. Lorenzo Fuller will act as A&R man for Fanfare and, for the time being, will be in charge of the catalog for both publishing units. David Leo, operating out of Denver, will act as west coast rep. No promotional manager has been named as yet.

The recording unit has eight artists under contract and three singles in the R&B category ready for Nov. release.

#### **Sked Concert On** Symphonic Songs By Ernest Gold

HOLLYWOOD-A cycle of six symphonic songs by Ernest "Exodus" Gold, entitled "Songs of Love and Parting," will be performed by the Ventura (Calif.) Symphony Orchestra at twin concerts Nov. 7 and 15 with the composer's wife, soprano Marni Nixon as soloist.

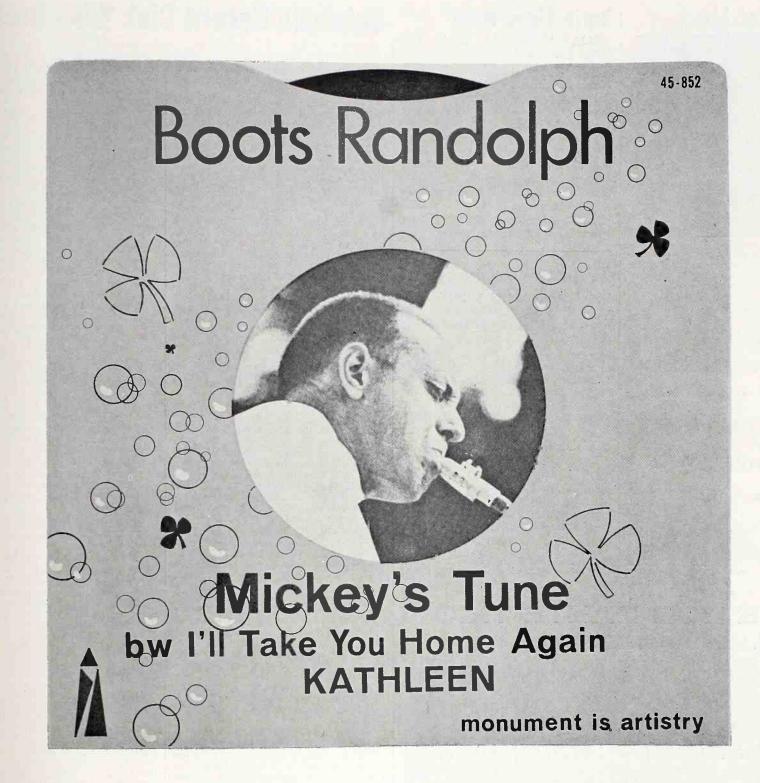
The musical setting to famous American and British poems was premiered two years ago at La Jolla by the Chamber Music Society and has since had many performances nationally. It will be played by the New York Philharmonic Orchestra at Town Hall in Dec. with Marni Nixon again featured, and later this season by the Westside Symphony Orchestra in Los Angeles.



- LET IT BE ME Betty Everett & Jerry Butler (Vee Jay 6)3
- 2 BABY LOVE Supremes (Motown 1066)
- 3 MERCY MERCY Don Covay (Rosemart 801)
- RHYTHM Major Lance (Okeh 7203) 4
- 5 FUNNY Joe Hinton (Back Beat 541),
- 6 BLESS OUR LOVE Gene Chandler (Constellation 190)
- COUSIN OF MINE Sam Cooke (RCA Victor 8426) 7
- 8 YOU MUST BELIEVE ME Impressions (ABC Paramount 10581)
- 9 THAT'S WHAT LOVE IS Miracles (Tamla 54012)
- IO I'M ON THE OUTSIDE (LOOKING IN) Little Anthony & Imperials (DCP 1104)
- II HAD A TALK WITH MY MAN Mitty Collier (Chess 1907)
- 12 WHY YOU WANNA MAKE ME BLUE Temptations (Gordy 7035)
- 13 LUMBERJACK Brook Benton (Mercury 72333)
- 14 AIN'T DOING TOO BAD Bobby Bland (Duke 383)
- 15 BABY I NEED YOUR LOVING Four Tops (Motown 1062)
- REMEMBER (WALKING IN THE SOUND) Shangri-Las (Red Bird 10008) 16
- 17 J STAND ACCUSED Jerry Butler (Vee Jay 598)
- 18 THAT'S WHERE IT AT Sam Cooke (RCA Victor 8426)
- 19 SMACK DAB IN THE MIDDLE Ray Charles (ABC Paramount 10585)
- 20 MY ADORABLE ONE Joe Simon (Vee Jay 609)
- 21 GOT SAND IN MY SHOES Drifters (Atlantic 2253)
- 22 JUMP BACK Rufus Thomas (Stax 157)
- 23 DANCING IN THE STREET Martha & Vandellas (Gordy 7033)
- 24 BABY DON'T DO IT Marvin Gaye (Tamla 54101)
- 25 LOOK AWAY Garnett Mimms (United Artists 733)
- 26 YOU'LL NEVER GET TO HEAVEN Dionne Warwick (Scepter 1282)
- 27 CHAINED AND BOUND Otis Redding (Volt 121)
- 28 LEADER OF THE PACK Shangri-La's (Red Bird 10-014)
- 29 OUT OF SIGHT James Brown (Smash 1919)
- 30 BEAUTICIAN BLUES B. B. King (Kent 403)
- 31 DEATH OF ANGEL Kingsmen (Wand 164)
- 32 GIVE ME BACK MY HEART Jackie Wilson (Brunswick 55269)
- 33 RUNNING OUT OF FOOLS Aretha Franklin (Columbia 43113)
- WHAT GOOD AM I WITHDUT YOU Marvin Gaye & Kim Weston (Tamla 54104) 34
- 35 SELFISH ONE Jackle Ross (Chess 1903)
- **36** TRY ME Jimmy Hughes (Fame 6403)
- 37 LITTLE MARIE Chuck Berry (Chess 1912)
- 38 SOMETHING YOU GOT Ramsey Lewis Trio (Argo 5481)
- 39 OH NO NOT MY BABY Maxine Brown (Wond 162)
- 40 REACH OUT FOR ME Dionne Warwick (Scepter 1285)
- 4 NEEDLE IN A HAYSTACK Velvettes (V.I.P. 25007)
- 42 STEAL AWAY Jimmy Hughes (Fame 6401)
- 43 I SMELL TROUBLE Little Johnny Taylor (Galaxy 737)
- 44 WHERE DID OUR LOVE GD Supremes (Motown 1060)
- 45 IT'S ALL OVER Walter Jackson (Okeh 7204)

H

- 46 TIMES HAVE CHANGED Irma Thomas (Imperial 66069)
- 20-75 Willie Mitchell (Hi 2075) 47
- UNDER THE BOARDWALK Drifters (Atlantic 2237) 48
- Bobby Marchan (Dial 3022)
- 50 YES I DO Solomon Burke (Atlantic 2254)



# Boots is a big star now. So is Mickey's Tune.

Hear, play, sell Mickey's Tune. 45-852

A monument is artistry

MIDDL

1919)

FOOL

tangen periat 66

Hi 2075) ARDWALI 2237) ING GOIM (Diel 3027) Atlantic

Octobel

## Liza! Liza!



NEW YORK—Liza Minelli, who re-cently debuted her first Capitol al-bum, is shown presenting a copy of the LP to WHN's Graham Slaterhof. The title of the premier set is "Liza Liza." The young lark won plaudits for her performance last year in "Best Foot Forward" in New York, and recently appeared in a summer stock production of "Carnival."

# BARBARA'S GREATEST EVER! "DON'T SPREAD IT AROUND" BARBARA LYNN **JAMIE 1286** JAMIE/GUYDEN DIST.

Phila, 21, Pa.

## **Darin Signs Wess**

HOLLYWOOD-Bobby Darin has signed arranger-composer-conductor Richard Wess to an exclusive pact as composer and artist for his T.M. Music, Inc., music publishing and record production firm. Wess will be released on Capitol except for soundtrack assignments.

The actor-singer's upcoming LP on Capitol, "From Hello Dolly To Goodbye Charlie," due for Nov. release, was arranged and conducted by Wess, their first teaming in five years. Wess was the arranger-conductor on Darin's hits-"Mack The Knife," "Clementine" and "Beyond The Sea."

#### "Topkapi" Promo Set

NEW YORK-United Artists has announced that a full-scale music promo campaign is being prepped for the Jules Dassin film, "Topkapi," which goes into national release later this month. Special interest in the music from the flick has been shown because of the Manos Hadjidakis score-he wrote the award-winning "Never On Sunday" score.

A minimum of three albums and four singles are ready for release to spark the drive, with UA's soundtrack LP spearheading the campaign. Also on the launching pad are LP's and singles by Jimmy McGriff (Sue) and Joe Cain (Time) with additional singles by Henry Jerome (Decca) and Jorge Ranan (Ascot). All of the decks will be in release this week. ------



Be Sure To Check Business Clossification Above!

# **Columbia Record Club Wins Decision**

(Continued from page 7)

the exclusive-dealing clauses or, as a matter of fact, with the licensing agreements in general. "There was no showing that any existing record clubs or mail-order sellers, or any potential entrants into either of those fields, had suffered competitive injury as a result of the either of those fields, had suffered competitive injury as a result of the barriers, or that competition is other-wise threatened as a result of the

wise threatened as a result of the outside label arrangements. "Whether or not exclusive selling arrangements of the kind in issue here enjoy 'almost per se legality,' there can be no doubt that there must be a showing that the exclusivity is likely to result in a substantial less-ening of competition. The complaint recognizes that burden, but it is a burden that has not been met by Gov-ernment counsel." The examiner further held that

The examiner further held that other relationships existing between Columbia and the licensors as a re-sult of the licensing agreements did not otherwise amount to "concerted activity" in violation of law. Turning to the dual-pricing charges, the examiner ruled: "Colum-bia has not discriminated against dealers by selling to Club members at lower prices; nor has it 'caused' the licensors to sell to dealers at prices higher than Columbia sells to Club members. members.

"The Government's proposed find-ings titled 'Dual Pricing' \*\*\* refer only to Columbia records. No refer-ence is made to outside labels. The dual pricing claim alleged in the com-plaint aparently has been abandoned with respect to outside labels.\*\*\*

"Regarding Columbia's sales of its own records, the examiner has con-cluded that the Government failed to rove that Columbia charged dealers higher prices than it charged Club members. The charge of violation is based on an understatement of prices paid by Club members and an over-statement of prices paid by dealers."

statement of prices paid by dealers. In dismissing the monopoly charges of the complaint, the examiner held, "The Government failed to prove its sweeping allegations that Columbia has monopolized or attempted or tended to monopolize either the phonograph record industry, the so-called LP market or the so-called club market. market.

"The record indicates that the in-"The record indicates that the in-dustry is dynamic and competitive at all levels. The Government failed to prove that Columbia possesses either the purpose or power to monopolize. There was no evidence of any unlaw-ful intent on the part of Columbia." He also noted that when "Columbia entered the record industry in 1938,

he also noted that when "Columbia entered the record industry in 1938, there were only a few record com-panies. Today, there are many hun-dreds of firms in the United States; and many more firms throughout the world whose records are distributed in the United States. The increase in the number of competitors indicates the absence of any significant barriers to entry.

"The influx of new competitors has led to a significant dispersal of eco-nomic concentration. In 1938, two companies, RCA and Decca, con-trolled 75% of the industry's sales\*\*\*. By 1951, they were sharing that per-centage of total sales with two new-comers, Columbia and Capitol\*\*\*.

"Thereafter, as additional new firms became successful entrants into the industry, the market share ac-counted for by those four companies steadily declined as the relative posi-tion of all other firms improved.

tion of all other firms improved. "The aggregate market shares of Columbia, RCA, Capitol and Decca fell markedly between 1951 and mid-1961, from 75% to about 51%; and the share of their rivals virtually doubled, increasing from 25% to al-most 49%. That growth of the smaller firms occurred during a period when the industry's total sales more than tripled. Accordingly, in that ten-year period, those smaller com-panies obtained twice as great a slice of a pie that was three times larger. "Such a pattern is contrary to the

"Such a pattern is contrary to the behavior of an industry controlled by a monopolist or oligopolists."

A further finding was that "Colum-bia's market share in 1962 was al-most one-fourth lower than its 1945 level."

The examiner also held that the price representations contained in Columbia Record Club advertising had not been shown to be deceptive under the standards established by the Commission's revised "Guides Against Deceptive Pricing," adopted December 20, 1963.

Giving detailed reasons, Examiner Moore also rejected the various pro-posals and contentions advanced by Government counsel regarding other charges in the complaint.

"The charges in this case," he ob served, "reflect virtually the whole spectrum of antitrust jurisprudence Government counsel have gone to the antitrust storehouse and have come up with a whole dormitory full of Procrustean beds bearing such family iar labels as price fixing, division of markets, leverage, monopolization boycott, exclusive dealing and mer-gers, plus a few fairly new label like dual distribution and reciprocity

"Where the facts do not fit the law where the lack do not fit the law facts, Government counsel have in-geniously emulated Procrustes and have either cut off the facts or the law or stretched them to fit the par-ticular concept involved.

"Thus, if the licensing agreements do not have the permanence associated with mergers, they 'partake' of acquisitions.

"Conspiracy is not really charged but we can 'borrow' from the law of conspiracy.

"This is not a group boycott case, but we can pretend that it is.

but we can pretend that it is. "And so it goes. In their brief, Government counsel have pulled to-gether a tremendous amount of anti-trust law and principles. They have dug into the cases and have shown commendable ingenuity. "The trouble is, the law does not fit the facts, or perhaps it's a case of the facts not fitting the molds fash-ioned by counsel." Holding that record clubs have

Holding that record clubs have benefited both industry and the public, the examiner said that to the extent their operations would be hampered, "the evidence indicates that the re-"the evidence indicates that the re-strictions sought by the Government would adversely affect the record in-dustry as a whole, particularly the smaller record manufacturers, song-writers, music publishers, musicians and artists. They also would adverse-ly affect record buyers, especially record club members. All those groups have benefited as a result of club operations. operations.

"Since the advent of record clubs new competition has been injected into the record industry and other important benefits to the entire in-dustry have materialized. There is no convincing evidence that club op-erations, including the practices chal-lenged in the complaint, have ham-pered the growth of any segment of the industry. Since the organization of the Columbia Record Club in 1955, every segment of the record industry has grown." The examiner pointed out that

The examiner pointed out that manufacturer witnesses called by both sides vividly demonstrated the industry can be entered with very little capital industry can little capital.

"For example, Government witnes Randolph Wood started Dot Record in 1950 with about \$1,000; sold th company to Paramount Picture seven years later for stock wort approximately \$2,000,000; and, by 1961, Dot's annual sales exceeded \$16,000,000 and its profits were about WB \$800,000. Liberty Records launched in 1955 on an investmen of only \$5,000 and achieved sales a more than \$7,000,000 seven years later. Kapp Records was started in 1953 with a small investment and enjoyed sales of more than \$5,000,00 by 1962."

CITY

ADDRESS .....

Cash Box-October 24, 1964

Simash-Fontana "Sales Route '64" Fall Plan

(Continued from page 6)



CHICAGO-In the top photo, Charlie ach, head of Smash-Fontana, ad-resses distribs in Milwaukee on the abel's "Sales Route '64." In bottom hoto, Fach (right) is shown with aud Glass (left) of All State Record Dist of Chiese and Dishead Lowin )ist in Chicago and Richard Irwin center), exec vp of the firm's ad gency, Rosenbloom-Elias & Assoc., gency, Rose Iso Chicago.

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it is rith Jerry Lee Lewis, cut "live" at re Birmingham Municipal Auditorim before an audience of 15,000, Back to Soul" with Anna King, Pete 'rake's "Talking Steel Guitar," "12 'ther Instrumental Hits" by Bill ustis.

ustis. Fontana is offering Johnny Dank-fontana is offering Johnny Dank-it's "Shakespeare and All That azz," "Jazz On The Screen," with liles Davis and Art Blakely doing interial from two French films, due Drums and Pipes of the First Bat-and the alion" by the Royal Irish Fusiliers, introducing Dario Mareno," a col-betic oction of songs by the Latin-Ameri-an troubadour.

#### **JA Sets Biggest Singles** ales Month In Its History (Continued from page 6)

(Continued from page 6) If at least one top chart hit. Ascot Records "Do Wah Diddy 'iddy" by England's Manfred Mann one of the biggest selling records own the number two slot on the Top two of the year and is currently holding own the number two slot on the Top 00. Up-coming television and Ameri-the fan aggregation's popularity, and the fan aggregation's popularity, and the Ascot, a fully-owned subsidiary s initial million-selling waxing. UA Records currently boasts two hart items. The big one is the new-it, "Come A Little Bit Closer" by ay and the Americans, which hit the iarts just nine days after its re-ase. In addition, "Look Away" by arent Mimms is shaping up to be le songster's biggest single since Trame for the second acquired DCP label

Ty Baby." The recently-acquired DCP label ecame firmly established with its with release, just four weeks after the UA affiliation began, via Little nthony And The Imperials and teir "I'm On The Outside (Looking 1)," now on the top quarter of the larts.

The ever-reliable Gene Pitney and t Hurts To Be In Love" is Musicor's ity into the UA success saga. It's biggest stabing for Pitney in route the biggest etching for Pitney in me time and is presently in the top

All this UA action is in addition to achieve a label's blockbuster LP year. The unber one album in the nation is in the label's "A Hard Day's Night" investmently nearing the two million

#### **DCP Tells Distribs Of** "New & Choice" Promo LP's

NEW YORK-DCP Records gave its distrib line-up a preview of the label's new "New & Choice" promo, including five new albums, at a two-day confab at the Americana Hotel in New York. Distribs heard DCP execs and per-sonnel from United Artists Records, which handles the DCP line, express "great" satisfaction over the recently

inaugurated association between the two labels.

Attending from DCP were Don Costa, president and Joe Zaleski, sales director. Among the UA reps was Si Mael, vp and general man-

was Si Mael, vp and general man-ager. The new albums are: Don Costa's "The Golden Touch," "I'm On The Outside (Looking In)," Little An-thony & The Imperials, Kathy Kee-gan's "When You're Young And In Love," The Gallow Singers' "Swing-ing" and "Yeah, Yeah, Yeah" by Gary Chester.

#### **Cole Porter Dies**

(Continued from page 6)

over 50 years, it wasn't until the late 20's—following true roaring 20's liv-ing the high-life with his wife abroad that he based most of his output on Broadway shows.

Broadway snows. Starting with "Paris" (1928) ("Let's Do It"), there was "Fifty Million Frenchmen" (1929) ("You Do Something to Me"), "Wake Up and Dream" (1929) ("What is This Thing Called Love?"), "The New Yorkers" (1930) ("Love for Sale"), "Gay Divorce" (1932) ("Night and Day"). "Paris"

Continuing into the 30's, Porter penned at least five standards for "Anything Goes" (1934), among them the title song, "All Through the Night," "I Get a Kick Out of You," "You're the Top" and "Blow, Gabriel Blow." Blow."

1935's "Jubilee" contained "It Was Just One of Those Things" and "Be-gin the Beguine," which had to wait about four years to catch-on when Artie Shaw recorded his famed version of the song.

In 1938's "Leave It to Me," Por-ter's "My Heart Belongs to Daddy" brought Mary Martin to stardom. Ethel Merman, Jimmy Durante, Bert Lahr, Danny Kaye, Jimmy Durante, Bobby Clark, Sophie Tucker starred in various Porter shows in various Porter shows.

During the early 40's it seemed to many that Porter had lost his touch many that Porter had lost his touch Writing a few really fine songs for shows that succeeded despite the Por-ter output, he came up with what is generally considered to be his master-piece, "Kiss Me, Kate," the musical version of Shakespeare's "Taming of the Shrew." Abundant with rich mel-clics and luvies that chouved Porter's odies and lyrics that showed Porter's incomparable flair for bringing the 20th century to another age, the score contained such items as "So In Love," "Wundabar," "Always True to You in My Fashion," "Another Op'nin' Another Show," "Where Thine That Special Face" and "Why Can't You Pachave" Behave."

Behave." "Out of This World" followed "Kate" in 1950. While hardly as suc-cessful as "Kate," it possessed a first-rate Porter score, including "I am Loved," "No Lover" and "Use Your Imagination." Back in the hit groove were "Can-Can" (1953) ("I Love Paris," "It's All Right with Me") and "Silk Stockings" (1955) ("All of You.") You.")

Porter also applied his art to Holly-wood musicals, including "Born to Dance," (1936) ("I've Got You Under My Skin" and "Easy to Love"), "Ros-alie" (1937) ("In the Still of the Night"), "Broadway Melody" (1940) ("I Concentrate on You"), "Some-thing to Shout About" (1943) ("You'd Be So Nice to Come Home ("You'd Be So Nice to Come Home To").

His most recent Hollywood efforts were "High Society" and "Les Girls." In the late 50's, he created words and music for an original TV pro-duction, "Aladdin."

Porter's wife died in 1954. The couple did not have any children.

### Col Gets "Mitty"

NEW YORK—Columbia Records has dipped into the Off-B'way arena for another musical cast LP. Diskery announced last week that it had obtained the rights to "The Secret Life of Walter Mitty," the classic James Thurber tale gone song-and-dance.

The show opens at the Players Theatre on Oct. 26, with Columbia getting it into the studio early in Nov. Produced by Joe Manchester in as-sociation with J. M. Fried, the musical stars Marc London as Walter Mitty. Manchester wrote the book, Leon Carr (music) and Earl Shuman (lyrics) the songs.

#### **Rolling Stones & Swingles** In Gotham Concerts-Oct. 24

NEW YORK — Britain's Rolling Stones and France's Swingle Singers will concertize on the same day (24) in New York via the auspices of Sid Bernstein, who also brought the Bea-tles to the U.S. for their first concert. The rock and rollers will appear at the Downtown Academy of Music at 2PM, and the Swingles will step into the spotlight at Carnegie Hall at 8:30 PM, sharing the stage with pianist Oscar Peterson and his trio. The Stones, consistently successful in the States with their London disks, will also appear on the Ed Sullivan TV'er of the 25th.

Grammy-winning Swingle Singers won international acclaim for their first Philips album in 1963 which became a best-seller; to date it has sold more than 500,000 copies.

#### New Vinton Single

NEW YORK—Epic Records has an-nounced the release of a new Bobby Vinton single, "Mr. Lonely," a tune written by the songster with Gene Allen.

"Mr. Lonely" was originally in-cluded in Vinton's 1962 album, "Roses Are Red," and was also included in his recently-issued LP, "Bobby Vin-ton's Greatest Hits," Deejays in Atton's Greatest Hits," Deejays in At-lanta and New Orleans picked the tune out of the LP to become a hit and requested the label to issue it as a single, according to A&R exec Bob Morgan.

#### **Proby Back To Liberty**

LOS ANGELES-Alvin S. Bennett, LUS ANGELLS—Alvin S. Bennett, president of Liberty Records, has an-nounced that the label has reached a settlement with Decca Records on behalf of its contract with P. J. Proby.

Bennett, who's just returned from England where Proby has been re-cording, said that Liberty's agree-ment with Proby is in force on all future releases. Several unreleased Proby tracks have been turned over to Liberty by Decre to Liberty by Decca.

#### **Electronovision Set Teen-Angled Production**

NEW YORK—Electronovision, which last month presented Richard Bur-ton's "Hamlet" in its revolutionary theatrofilm process simultaneously in 971 theatres coast-to-coast and in Canada, announced last week that its second presentation to be theatro-filmed in the Santa Monica Civic Auditorium on Oct. 27-28—will be an original production: a 100-minute teenage music show featuring a num-ber of recording stars, tentatively tagged "Teen-Age Command Per-formance."

will shown theat throughout the world during the Christmas holiday season. Among the 1t be artists already signed are: the Beach Boys, Chuck Berry, James Brown, Terry Brown, Marvin Gaye, Gerry and the Pacemakers, Lesley Gore, Jan and Dean, Billy J. Kramer, the Miracles, the Rolling Stones, the Supremes, and The Barbarians.

#### Going For The K.O.



NEW YORK-Sammy Davis, Jr. is NEW YORK—Sammy Davis, Jr. is pictured above practicin' up on his pugilistic skills while Sugar Ray Rob-inson looks on approvingly. Scene was a recent rehearsal for "Golden Boy," which is a set for an Oct. 20 main stem bow. Davis stars in the musical adaptation of the Odets classic and Robinson is technical adviser. The chanter's new Reprise single couples "Don't Shut Me Out" with "Dis-orderly Orderly."

#### **Jack Jones Out** Of TV "Cinderella"

NEW YORK-Jack Jones will not play the part of the Prince in the revival of the Rodgers and Hammer-stein TV'er, "Cinderella." The song-ster, said to be the personal choice of ster, said to be the personal choice of Richard Rodgers for the role, is be-lieved to be suffering from throat difficulties, which has prevented him from attending rehearsals for the taping of the production. Stuart Da-mon, who had the lead role in the recent Off-B'way revival of "The Boys from Syracuse," has replaced Jones.



#### **Tony Martin To Motown**

BEVERLY HILLS, CALIF. - Tony Martin has inked a five year pact with Motown Records, according to Ralph Seltzer, assistant to the president. The vet songster has already cut three singles for the label. Album dates are also scheduled. He'll record in Los Angeles and New York.

#### Capitol's Authentic Hot-Rodder: Breedlove

HOLLYWOOD — Speedster Craig Breedlove, 27, who last week broke the land-speed record in his jet pow-ered, three-wheeled vehicle, "Spirit of America," at Bonneville Salt Flats, Utah, has signed with Capitol Rec-ords to record the story of the build-ing of his streamlined racer. The name of the album will be "Spirit of America." Record producer Jim Economides, a speed buff himself, has recorded 6 "Big Sound" albums for the Capitol label. A recording crew at the flats captured the sound of Breedlove's machine as he regained the land-speed record—working up to a 500 mph run.

run. Breedlove was clocked at 407 mph last Aug., which made him the fast-est man on wheels at that time. How-ever, that record was topped by the Afrons brothers who clocked 420 mph.



#### Staple Singers To Epic



Roebuck Staples (left) and Len Levy, head of Epic Records, are shown dur-ing the pact signing that brought the famed Staple Singers to the label.

famed Staple Singers to the label. NEW YORK — Epic Records has signed the Negro Gospel singing fam-ily, The Staple Singers, to an exclu-sive recording contract, according to an announcement by Bob Morgan, exec. A&R producer for the label. A Chicago-based family unit, The Staple Singers consist of the father, Roebuck Staples, as well as Cleotha Staples Harris, the oldest daughter, Pervis Staples, the only son and Mavis Staples, the youngest of The Staples Singers and the group's lead voice. voic

voice. Although The Staple Singers have not yet accepted any nightclub offers, their numerous public appearances have included performances at Car-negie Hall and at the International Jazz Festival held in Washington, D.C. In addition, they have performed on major television shows such as the Canadian Broadcasting Corporation's

Canadian Broadcasting Corporation's award-winning series, "Quest." Billy Sherrill, Epic's Nashville A&R producer, will record The Staple Sing-ers in Chicago.

#### 3 Form Indie Music **Operation In N.Y.**

NEW YORK—An indie production company, with publishing and man-agement affiliates, has been formed here by Sy Kravitz, Ulpio Minucci and Raoul Johnson.

Raoul Johnson. The firm is called Ulsyra. Its pub-lishing subsids are Seesaw (ASCAP) and Okra (BMI). The management firm is MRK. In the latter line-up are Ann King, who's got a new Rust single, "Tears On My Pillow," Patti Austin and Pat Cook, all singers. Operation headquarters is at 35 West 53rd St.

## **Bourne Eyes New** Catalogs, Writers

NEW YORK—Bourne Music, long-time pubbery, is on the hunt for new catalogs and writers in a long range build-up of activity, Mrs. Bourne has announced. She was recently on the west coast to conclude a deal for a new ASCAP catalog, and will be off to England in a few weeks.

#### Vee-Jay Inks Vinnegar

HOLLYWOOD—Vee-Jay Records has signed jazz instrumentalist LeRoy Vinnegar, it was announced last week

by label topper Randy Wood. Bassist Vinnegar, who joins Vic-tor Feldman and Bill Marx in the label's growing roster of jazzmen, will record an album immediately.





NEW YORK-Songster Vic Justi was among the entertainers who were on hand at a recent birthday celebration for Kay Medford, one of the princi-pals in "Funny Girl," at the Steak Pit in Paramus, N. J.

#### Eddie Cantor: Happy Songs He Made Famous

NEW YORK—Eddie Cantor didn't have a great voice, but it perfectly complimented his famed high-spirited dance routine on stage. The performer, who died on Sat., Oct. 10, at the age of 72, introduced a number of songs that were to become standards, each of them tantamount to an Eddie Cantor theme song. They were naturally happy songs, and among them are "Makin' Whoo-pee," "Ida, Sweet As Apple Cider" and "If You Knew Susie." These three songs and "Other Songs He Made Famous" are heard in a new album from Decca Records.

# Solid Booking For Dick Clark's "Caravan"

HOLLYWOOD—Dick Clark's 3-week "Caravan of Stars"—set to kick off Nov. 13, is 100% booked, it has been announced by Rosalind Ross, director of Dick Clark Productions, Inc. Skedded to travel with the caravan to 22 cities are Johnny Tillotson, the Drifters, the Supremes, the Velve-lettes, Dee Dee Sharp, the Crystals, Brian Hyland, Bobby Freeman, Lou Christie, Geo. McCannon III. Mike Clifford, Jimmy Ford and the Execu-tives, the Hondells, Little Al Guitar and Sonny Knight.

#### Marnel Of Balt. Names Sales Rep

BALTIMORE—Dick McGlynn, form-erly of General Distributors in Balti-more, has joined Marnel of Maryland, same city, as a sales rep, according to George Pappafotis, sales manager. He'll be responsible primarily for the Washington, D.C.-Virginia area.

#### C.N.R.'s Van Esch In U.S.

NEW YORK—Pierre Van Esch, an executive of the record division of the Amsterdam-based C.N.R., is currently in New York. Van Esch, whose firm handles Telefunken, Belair and Festi-val in France, and Moonglow in Bel-gium, is interested in representing American labels on the continent. He can be contacted this week at OX 5-5133 here.

#### Correction

NEW YORK—A pic caption on page 38 in last week's issue erroneously identified William B. Williams as be-ing affiliated with WINS-New York. The deep-voiced deejay is, of course, a longtime mainstay of Gotham's WNEW.

#### **Regina Pacts Vito** & The Salutations



NEW YORK—Vito & the Salutations, who clicked a short-while-back with "Unchained Melody," are pictured above at their recent contract signing with the Regina label. Seated, left to right, are the group's producer and manager Dave Rick, Regina's vice-president Mort Hillman and general mgr. John Campbell. The boys, gathered around the trio, are out recently with their debut deck, "Girls I Know."

#### Capitol's "Teen Set" Prom

(Continued from page 7)

magazine containing original pick rial and editorial features about America's most successful recording group, The Beach Boys. Some 750,00 copies of the magazine will be give away through retail record outdet

away through retail record outlet with the purchase of any Beach Boy album (their two new LP's an "Beach Boys' Christmas Album" an "Beach Boys' Concert"). In addition, over 500,000 "Ten Set" campus textbook covers, incor-porating bios and pictures of Capi-tol's top teen artists, will be distrib-uted through record stores. Both the mag and the bookcovers contain an application blank to b used by teenagers in joining Capitol Hollywood-based "Teen Set" fan club An initial membership fee of one dol

contain an application blank to bused by teenagers in joining Capitol' Hollywood-based "Teen Set" fan club An initial membership fee of one dol-lar entitles members to receive a "Teen Set" membership card, a 45 rpm single record by a top Capito artist, details on future issues of "The Teen Set" magazine, and regu-lar issues of a free "Teen Set" new-letter featuring "inside" pre-releas information on leading artists, their recordings and personal appearances Contained in volume one of "Th Teen Set" magazine is the first in planned series of teen-oriented na-tional contests. Contestants who bes complete, in fifty words or less, the phrase, "I Like The Beach Boys be-cause . ..." will receive a Honda 50 motorbike (first prize), a custom Haj Jacobs surfboard (second prize), and 100 Capitol albums (third prize) Winners will be notified via telephone by one of The Beach Boys. The magazine is now planned as quarterly, with the second issue scheduled for February, 1965. Futur-issues will be devoted to such Capito teen artists as The Beatles, Peter & Gordon, Cilla Black, Dick Dale, Do-na Loren, Hub Kapp and Th Wheels, Don Grady, Jody Miller, The Four Preps. The Lettermen, Doma Lynn, The Drew-Vels, and others. Backing up the entire promo ar special merchandising racks to be st up in record stores where the mar and Beach Boys' albums are featured Window streamers will anounce the availability of the publication and albums. In addition, CRDC's promo will in-clude a national radioadvertising

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In addition, CRDC's promo will in clude a national radio-advertisin campaign, conducted by Foote, Con & Belding; and the supplying of spe cial "Teen Set" EP's to radio sta tions.

tions. According to Meggs, operation "h a direct outgrowth of our recent a-perience with The Beach Boys, Amer-ica's foremost teen group; with Th Beatles, top teen group from abrost and with the surfing and hot-ro-fads, both of which Capitol pioneerd on records. We now know that the right teen product, when marketed through the right teen channels, ca find an immediate record-buying at dience of from four to five million young people. PARA

dience of from four to five million young people. "This is clearly the time of the teens. Our present teenage popula-tion now spends a billion and a hal dollars a year on entertainmen-alone. This population will double 1970. Accordingly, our "Teen Ser magazine attempts to reach this bur geoning market by speaking to youn people directly in the language-with the ideas-that they under stand ..."

#### IA **Music Biz Readies** 5th Annual Golf Tourney ian F

NEW YORK—The Fifth Annu Music Industry Golf Tournament h been set for Nov. 6, 7 and 8, at h Indian Wells Hotel and Country Ch

Indian Wells Hotel and Country or in Palm Springs. Co-chairmen Bob McClusky, Si Goldstein and Dave Jacobs are han dling reservations for the tourni ment. with all sections of the musi-biz eligible to attend. Some 200 men-bers of the industry are annu-guests at the tournament and co--Actallye a Maku churici slavia O a-FLP Bara Bara clave.

OPHON Sked includes golfing on Nov. 7, and 7, a cocktail party on Nov. 7, the annual awards dinner the follo ing evening.

## Making It Official



NEW YORK—Fran Jeffries (center) recently signed an exclusive MGM Records recording contract as Arnold Maxim (left), president of the label, and Danny Davis, pop A&R staffer look on. The lark's first MGM LP re-lease in Nov. will be "Fran Jeffries Sings Of Sex And The Single Girl," tunes from her forthcoming flick. NEW YORK-Fran Jeffries (center)

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#### Top Disk Dealers To Talk At NARAS Meet

NEW YORK—If "Your Business Is My Business," NARAS, the disk awards society wants you on hand at a special meet this Tuesday (20) evening at the Bryant Park Studio, this site

evening at the Bryant Park Studio, this city. Four disk dealers, who reportedly account for 20% of disks sold in the U.S., will talk about various aspects of their businesses. The men are Dave Rothfeld, record manager of Kor-vette's; Sam Goody; Gene Brigati, record buyer for Liberty Music Stores; and Jack Higgins, record buyer for G. Schirmer. Remarks will be followed by a question and an-swer period. swer period.

Start of the meet is 8 p.m. Address of the Bryant Park Studio is 33 West 42nd St.

## **Record Buyer's Aid** Additions

CHRISTMAS CATALOG ALBUMS FIESTA RECORDS

German Christmas Songs-FLP 1365 Buon Natale — Italian Christmas Songs—FLP 1389

#### ABC-PARAMOUNT

Polish Christmas Carols-Ted Maksymonwicz-260

Christmas In Hi-Fi-Hank Sylvernthe til 146

Home For Christmas—Frank Raye Singers-233

Joyeaux Noel-Les Djinns Singers-

b Christmas In A Monastery—Francis-pe can Brothers—211 speaking the lan

NEW POPULAR ALBUM RE-LEASES

## FIESTA

eodies Hungarian Folk Songs and Csardases Golf TI -FLP 1397 Polki, Oberki, Mazurki, Marsze-FLP

Fif Rudolf Schock Singt Wieder-FLP Ton

Schlagerallye-FLP 1400

Jimmy Makulis Singt-FLP 1401 Rudi Schuricke Singt-FLP 1403 Yugoslavia O FLP 1404 Dalida-FLP 1405 Svenska Barnsanger-FLP 1406

# GRECOPHON

More of the Fabulous Trio Bel Canto -GR 302 Sophia Vembo-GR 429

#### **Stellar Benefit Show To Aid** Lou Monte Jr. Foundation

NEW YORK—A star-studded Lou Monte Jr. Benefit Show has been set for Wed. night, Oct. 28 at the Mosque Theater in Newark, N.J.

for wed. night, Oct. 28 at the Mosque Theater in Newark, N.J. Young Monte, son of the popular performer, died last Jan. 4 of leu-kemia at the age of 21. All proceeds from the event will benefit the Leu-kemia Foundation

Romin the event will benefit the Leu-kemia Foundation. Performers scheduled to appear at the show include Connie Francis, Tony Bennett, Myron Cohen, Julius LaRosa, Terry Stevens, Phil Foster and Lou Monte himself.

Monte himself. Honorary chairmen of the benefit are New Jersey Governor Richard Hughes and Newark Mayor Hugh J. Addonizio. Celebrity chairmen are Connie Francis and Tony Bennett. Tickets, priced at \$5, \$7.50, \$10, \$25 and \$50, are available through the Lou Monte Jr. Foundation, 250 West 57th St., this city. Telephone number is: JU 6-3550.

#### London Issues Naples Fete LP

NEW YORK—Using the same sleeve format of its San Remo albums, Lon-don Records has released an album of the winning songs of the recent 1964 Naples Song Festival. London set up the deal with Guiseppe Gian-nini, president of CGD Internazionale, London's Italian affiliate. LP marks the first U.S. label interest in the fete.

#### Phil Moore Tops **New Talent Firm**

NEW YORK—Phil Moore, the vocal coach and talent builder, is heading a new firm here called Artists & Music Concepts, Inc. In the company's own words, its aim is "the develop-ment of musical personalities and images to meet today's complete need of the entertainment media, via a wholly new dimension." AMC believes it has achieved such a goal with songit has achieved such a goal with song-stress Shiela Sanders, scouted and signed by Moore. She'll have a Mer-cury album out in the near future.

#### **England Finds The** "Lost" Mancini Song

NEW YORK-A Henry Mancini tune

NEW YORK—A Henry Mancini tune that has proved a non-entry in the U.S. so far is way up there on the English charts. The story behind the song is inter-esting. Called "How Soon," it served as the musical background for the closing credits on the Richard Boone TV show, dropped this season after its first year. One of Mancini's complaints was that the song, with lyrics by Al Still-man, didn't get good exposure on the show because of weekly plugs for other NBC shows announced over the performance of the song. But, in England, the TV'er is a success, and the song is heard. While English-market version of the effort, and this week the disking is perched in the number 17 on the Best Sellers from England.

#### Same Stereo-Mono Price For Low-Priced Classics, Demos From Vanguard

Demos From Vanguard NEW YORK—Vanguard Records has set an across-the-board \$1.98 list for both the mono and stereo versions of its Everyman Classics series, as well as its Demonstration Disc Series. Among the new Everyman Classics albums due soon are: John Barbirolli conducting the Halle Symphony in Tchaikovsky's 5th symphony, Pohjo-la's Daughter and Beethoven's "Em-peror' Concerto with Rumanian pian-ist Mindru Katz, who makes his American disk debut, Vivaldi's "L'Es-tro Armonico" (complete in a 3-disk package,) Mozart's Piano Concertos in D Minor, C Minor played by Denis Matthews, and an album of "Beloved Songs" by Alfred Deller and the Del-ler Consort.

#### **Smash's LP Success** Should Make '64 Label's Top Year

CHICAGO — Smash Records execs feel that 1964 will be the label's best sales year in its history, and the LP batting average on the charts gives credence to this belief. Of the 12 album releases up to this point since the beginning of the year, 5 of them have hit the Cash Box al-bum charts. These include "Jerry Lee Lewis' Golden Hits," "Dang Me-Chug-A-Lug" by Roger Miller, "Forever— Pete Drake," "Showtime — James Brown" and "My Boy Lollipop—Mil-lie Small."

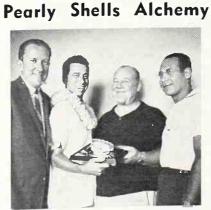
## **Cull Single From** Peggy's New Album

HOLLYWOOD—Peggy Lee's new LP, "In the Name of Love," is going over so well, says Capitol Records, that a singles release of two tunes from the set is being issued this week. Sides are "Talk To Me Baby" and "After You've Gone."

#### **Gaskin To Premier's Expanding Premium Dept.**

Expanding Premium Dept. NEW YORK—Premier Albums, Inc. has named Charles Gaskin to the premium sales staff, according to Phil Landwehr, president. Gaskin has had extensive experience in the sales incentive, premium and merchandis-ing fields. Formerly, he served as a merchandise manager for the E. F. MacDonald Co. and later served as vice president and sales manager for Promotions for Industry, Inc. Landwehr said that the appoint-ment of Gaskin was part of the em-phasis being placed on premium sales by Premier. He said that the potential of such activity has only been touched upon and that premiums will provide the record industry with a growing volume in the future. Premier Albums launched a pre-mium program in 1964 for the Cana-da Dry Company, among others. Gaskin said that production facil-ities in Premier's 80,000 sq. ft. Clif-ton, N.J. plant have been expanded to accommodate both premium busi-ness and the company's growing cus-tom pressing activity. The company, he said, is now geared for full pro-duction of 12-inch, 10-inch and 7-inch records with a capacity in excess of 75,000 units per day. He added that Premier also is geared for com-plete premium fulfilment with its own printing and mail handling fa-cilities. MacData Sales offices at 1650

Gaskin will be based in the com-pany's exec and sales offices at 1650 Broadway in New York City.



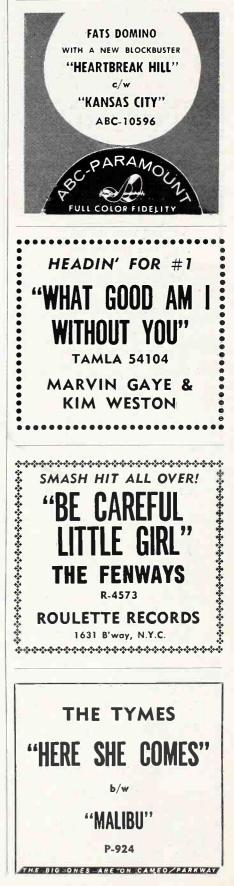
HOLLYWOOD-Bearded Burl Ives, gets a gold plated "Pearly Shell" from deejay Ira Cook (2nd from left) on behalf of the listeners who voted the songster's Decca etching "Pearly Shells" the most popular song to come from Hawaii in the last ten years. Others on hand to congratulate the folkster-actor are Chuck Meyer (left), label promo rep, and Leon Pober (right) who co-authored the tune with Wembley Edwards.

#### Ava Names 2 Execs, Markets New LP's, Singles

NEW YORK—Ava Records' topper Glen C. Costin has rounded-out his exec roster with the appointments of Jackie Mills as exec vp and A&R head and Fred Schumacher, an Ava in-vestor, as exec secretary. Others in the Ava exec line-up are:

Jack Magraw, national promo man-ager and sales topper; Arthur Katz, attorney; Rod Austin, controller; Bobby Weiss, foreign consultant; and Terri Fricon, head of production control

The label has just made an Oct. LP release, including the soundtrack of "A House Is Not A Home," music composed and conducted by Joseph Weiss; the soundtrack of "The Troublemaker," penned and con-ducted by Cy Coleman; and "Hello, Jolly," Pete Jolly Trio. New singles sides include: Lacy Jones' "I'm Gonna Lie Hinn Down," Pete Jolly's "Sweet September" and "A Hard Day's Night," Cy Coleman's "Denver Theme" and "Jack's Theme" (both from "The Troublemaker,") The Pace Setters' "Mustang" and Lee Bach's "Nobody's Child."



# **COMPLETE TEXT OF FTC TRADE RULES**

FEDERAL TRADE COMMISSION

#### TRADE PRACTICE RULES

For The

#### PHONOGRAPH RECORD INDUSTRY

As Promulgated October 9, 1964

STATEMENT BY THE COMMISSION:

Trade practice roles for the Phonograph Record in-dustry, as hereinafter set forth, are promulgated by the Federal Trade Commission under its Trade Practice Con-ference procedure. The Indestry for which these roles are established is composed of persons, firms, corporations and organiza-tions engaged in the manufacture, processing, sale or distribution of phonograph records, magnetic tapes, and similar devices upon which sound has been recorded. The Indee practice conference proceeding to establish rules for this industry was instituted pursuant to indus-ry application. A set of proposed roles, consisting of industry and Commission staff proposals, was distributed to industry members and other interested parties for comment, and a public hearing was then held in Wash-ruggerding, both In writing and orally at the hearing, regarding all issues relevant to this proceeding. Upon fail consideration of the entire matter, final action was taken by the Commission whereby it ap-proved the rules for the industry in the form the date of their promulgated.

#### THE RULES

THE RULES These rules promulgated by the Commission are de-signed to faster and promote the maintenance of fair competitive conditions in the interest of protecting in-dostry, trade, and the public. It is to this end, and to the exclusion of any act or practice which fixes or controls price through combination or agreement, or which unreasonably restrains trade or suppresses com-petition, or otherwise unlawfully injures, destroys, or prevents competition, that the roles are to be applied. The unfair trade practices embraced in the rules herein are considered to be unfair methods of competi-tion, unfair or deceptive acts or practices, or other lifegal practices, prohibited under laws administered by the Federal Trade Commission and appropriate proceedings in the public interest will be taken by the Commission to prevent the ose, by any person, partnership, corpo-ration, or other organization subject to its jurisdiction, of such unlawful practices in commerce.

AIN'T THAT LOVING YOU BABY ELVIS PRESLEY EIVIS Presley Missic, Inc. ELVIS PRESLEY ELVIS PRESLEY EIVIS Presley Music, Inc. GARNET MIMMS UNITED ARTISTS Valley Poblishers, Inc. REACH OUT FOR ME DIONNE WARWICK Ross Jongnickel/Blue Seas/Jac HOW DOES IT FEEL? THE RONETTES PHILLES Range/Mother Bertha Hill & Range/Mother Bertha TIME AND TIME AGAIN JOHNNY Cash Johnny Cash Music, Inc. WHEN YOU LOVED ME BRENDA LEE HILL & Range Songs/Ron Bre I WAKE UP CRYIN' RAY CHARLES Belinds (Canada) Ltd. THE RI THE RI CANDY AND THE KISSES HIII & Range/Shelros/Check-Colt DON'T DO WHAT I DID (DO WHAT I SAY) BROOK BENTON Bennie Benjamin Music/Dayben Music COULDANCE COLORD Bennie Benjamin Music/Dayben Mosie YOU DON'T KNOW WHAT YOU GOT UNTIL YOU LOSE IT KENNY GAMBLE COLUMBIA Hill & Range/Shairos DON'T LET ME BE MISUNDERSTOOD NINA SIMONE PHILIPS Benny Benjamin Music, Inc. A MONSTER NINA SIMONE Benny Benjamin Music, Inc. HOLD ME P. J. PROBEY Ross Jungnickel/Robbins LONDON YOU BETTER BELIEVE IT BABY CHUBBY CHECKER Hili & Bange/Shelros KENTUCKY BLUEBIRD LOU JOHNSON BIG HILL Ross Jungnickel/U. S. Songs THE ABERBACH GROUP 1619 Broadway, New York, N. Y \*\*\*\*\*\*\*\* Good Sales and Juke Box action in California and Northwest "HIGHWAY MAN" (on omusing story) Curtis Leach

#### Fabor #135

FABOR RECORDS 2600 W. Olive Ave. P. O. Box 1487 Burbank, Calif. Phone 213-8464744 \*\*\*\*\*\*

#### SECTION 1

a recording (as recording is here defined).
SECTION 1 **SUECION 1 AULE I—PROHIBITED DISCRIMINATORY PRICES. Construction * 

(Note: Subsection (b) of Section 2 of the Clayton , as amended, reads as follows: Act

Act, as amended, reads as follows: "Upon proof being made, at any hearing on a com-olanit ender this section, that there has been discrimina-tion in price or services or facilities furnished, the burden of rebutting the prima facile case thus made by showing justification shall be upon the person charged with a violation of this section, and unless justifica-tion shall be afirmatively shown, the Commission is authorized to issue an order terminating the discrimina-tion: Provided, however, That nothing herein contained shall prevent a seller rebutting the prima facie case thus made by showing that his lower price or the fur-nishing of services or facilities to any purchaser or purchasers was made in good faith to meet an equally low price of a competitor.") (b) The following are examples of price differential

furnished by a competitor.") (b) The following are examples of price differential practices to be considered as subject to the prohibitions of this rule when involving goods of like grade and quality which are sold for use, consumption, or resale within any place onder the jurisdiction of the United States, and which are not purchased by schools, col-leges, universities, public librarles, chorches, hospitals, and charitable institutions not operated for profit, as supplies for their own use, and when—

The commerce requirements specified in this rule present; and

(2) The commerce requirements specified in (in's fue are present; and (2) The price differential has a reasonable probability of substantially lessening competition or tending to ereate a monopoly in any line of commerce, or of in-joring, destroying, or preventing competition with the industry member or with the customer receiving the benefit of them; and (3) The price differential, or with customers of either of them; and (4) The price differential was not positified by cost savings (see paragraph (a) (2) of this rele); and (4) The price differential was not made in response to changing conditions affecting the market for or the marketability of this role); and (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet in ecol (5) The lower origen was not made to meet la ecol (5) The lower origen was not made to meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lower origen was not meet la ecol (5) The lawer origen was not meet la ecol (5) The lawer origen was not meet la ecol (5) The lawer origen was not meet la ecol (5) The lawer origen was not me

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a) (4) of this role); and (5) The lower price was not made to meet in good lith an equally low price of a competitor (see para-aph (a) (5) of this role): Example 1. At the end of a given period an indus-y member grants a discount fo a customer equivalent to fixed percentage of the total of the costomer's pur-bases during such period and falls to grant a discount the same percentage to other customers on their pur-bases during such period. Example 2. An industry manher cult and the customer trames during such period.

Example 2. An industry member sells goods to one or nore of his customers at a higher price than he charges ther customers for like merchandise. It is immaterial hether or not such discrimination is accomplished by altx-presentation as to the grade and goality of the indects sold.

products sold. Example 3. An industry member sells goods directly to a retailer at a lower price than he charges distributors whose retail costomers compete with the favored retailer. Example 4. An industry member pays freight on ship-ments to a customer, and does not pay such freight for all customers of the industry member, thereby effect-ing a difference in price between customers of such member.

member. Example 5. Terms of 2/10th prox. are granted by an industry member to some customers on goods pur-chased by them from the industry member. Another cus-tomer or customers are, nevertheless, allowed to take an additional discount when making payment to the indus-try member within the time prescribed.

(Note: "Free" Records. In the phonograph record industry, "free" records of a particular type are cus-tomarily offered by sellers to their customers upon the condition-that such .existomers purchase specified quan-tities of particular phonograph records.

Granting of free records or ether merchandlse illus-trated by examples 6, 7 and 8 is considered violative of Section 2(a) of the Clayton Act, as amended, provided that the requisites preceding the examples of this para-properties of the role are met.) Example 6. An industry member involces goods te india quantities of such goods at no extra charge to all, such customers at the same price bot supplies other goods or premiums to one or more, but not to all, such customers for which lie makes no extra charge and which effects an actual price difference in avor of certain of his customers. Example 7. An industry member grants to some of his customers "free" records based on a fixed percent-age of the customer's purchase of records and fails to prace of certain of his customers. Example 8. An industry member grants to all cus-torad of certain of his customers. Example 8. An industry member grants to all cus-torad of certain of his customers. Not: Functional Discourts. Meither this rule, nor Section 2(a) of the Clayton Act, as amended, of which the rustomers. Suctomers canot attain it and thus do not receive the "free" records, but the "quota" is so high that some customers canot attain it and price bets customers. Not: Functional Discounts. Neither this rule, nor Section 2(a) of the Clayton Act, as amended, of which the granting of functional discounts. The propriety of such discounts is contingent, principally, on whether they amongoly. All price differentias, whether "functional" or otherwise, must meet the same tests. Drdinarily, however, a seller whether the such such as the same price wholesalers than to retailers to the extent that such wholesalers than to retailers the the such such as the same transition of the dot preceder or such such as the to be same tests.

otherwise, must meet the same tests. Ordinarily, however, a seller may grant a lower price to wholesalers than to retailers to the extent that such wholesalers resell to retailers, without such effects as may substantially lessen competition or tend to create a monopoly. But if such wholesalers also sell at retail, in competition with other of the seller's retail customers, they may not properly be granted a price lower than the prices granted to competing retailers on that portion of the goods they sell at retail.

Examples 9 and 10 are illustrative of practices con-sidered to be violative of Section 2(a) of the Clayton Act, as amended, provided that the requisities preceding the examples of this paragraph (b) of the role are met.)

Examples of this paragraph (b) of the the ate met.) Example 9. An Industry member sells phonograph records to customers who resell the records by means of record racks placed in retail stores which are primarily engaged in the sale of non-record products and charges such costomers 10% less than the price at which such industry member sells phonograph records to retail record store customers.

store customers. Example 10. An industry member sells phonograph records to a customer who resells to juke box operators and to retailers and who also is in competition with the latter, and charges such customer a lower price for the records he resells at retail than the industry member charges other retailers.

RULE 2-PROHIBITED ADVERTISING OR PROMO-TIONAL ALLOWANCES, OR SERVICES OR FA-CILITIES.

CILITIES. (a) Advertising or Promotional Allowances. No member of the industry engaged in commerce shall pay or con-tract for the payment of advertising or promotional allowances or any other thing of value to or for the benefit of a customer of such member in the course of such commerce as compensation or in consideration for any services or facilities fornished by or through such customer in connection with the processing, handling, sale, or offering for sale of any products or commodities manufactured, sold, or offered for sale by such member, unless such payment or consideration is made known to and is available on proportionally goual terms to all products or commodities.

products or commonities. (Note 1: Industry members giving advertising allow-ances to competing customers must exercise precaution and diligence in seeing that all of such allowances are used in accordance with the terms of their offers.)

used in accordance with the terms of their offers.) (Note 2: When an Indostry member gives allowances to competing customers for advertising in a newspaper or periodical, and it appears after reasonable inquiry that a lower advertising rate for equivalent space is available to one or more, but not all, such customers, such fact should not be regarded by the industry member as war-ranting the retention by such customer or customers of any portion of the allowance for his or their personal use or benefit.)

or benefit.) (b) Services or Facilities. No member of the industry engaged in commerce shall discriminate in favor of one purchaser against another purchaser or purchasers of a commodity bought for resale, with or without processing, by contracting to furnish or furnishing, or by contribut-ing to the furnishing of, any services or facilities con-nected with the processing, handling, sale, or offering for sale of such commodity so purchased opon terms not ac-corded to all competing purchasers on proportionally equal terms.

curue to air competing purchasers on proportionally equal terms. (Note: Subsection (b) of Section 2 of the Clayton Act, as amended, which is set forth in the note follow-ing paragraph (a)(5) of Role 1 is also applicable to provisions of both (a) and (b) of this Role 2.) (c) Examples, The following are examples of dis-criminations in furnishing advertising or promotional al-lowances or services or facilities to be considered as subject to the prohibitions of this role when involving goods of like grade and quality, when the commerce reoutrements specified by this role are present, and when a solitable equivalent alternative allowance, service or facility is not accorded on proportionally equal terms to those customers to whom the allowance, service or facility set forth in these examples is not available on-der reasonable terms and conditions. Example 1. An industry member grants an allowance

ratility set forth in these examples is not available onder reasonable terms and conditions.
 Example 1. An industry member grants an allowance divertising to a customer based on a fixed percentage of their porchases and falls to make methandise to other ensures who are competing with the former an allowance of the same percentage of their porchases.
 Example 2. An industry member fornishes free merchandise to a customer with the proviso that it be used or advertising or that the proceeds of its sale be used or advertising or that the proviso that it be used or advertising or that the proviso that it be used or advertising or that the proviso that its be used or advertising or that the proviso that its allowances in the form of credit memoranda to available on proportionally equal terms to all competing customers.
 Example 3. An industry member provides cooperative and available on proportionally equal terms to a customers on a negotiated, specific advertising allowances in the form of credit memoranda evices to a retailer customer in connection with the review of a customers.
 Example 4. An industry member functionally equal terms to a retailer customer in connection with the review of the goods purchased and fails to make soch reviews to other retail customers who are competing with
 Example 5. An industry member provides racks,

the former. Example 5. An Industry member provides racks, browsers, bins, displays, special packaging, and other similar services and facilities to certain of its costomers but does not make such services or facilities known to and available on proportionally equal terms to all competing customers.

Example G. An Indostry member sponsors a radio pro-am on which advertising is provided for eertain of its stomers. Such service is not made known to and avail-ole to all competing customers on proportionally equal rms.

Example 7. An industry member accords to one or more costomers the privilege of reterning for credit, re-fund or exchange any or all of the goods purchased by them and fails to accord the same privilege to another or other competing costomers on proportionally equal forms.

(d) Proportional Equality of Treatment of competing Costomers. (The fullowing is presented for purpose of clarifying requirements with respect to purpose of marketing services, facilities or allowing by industry members to their customers, but it is intended to imply that other methods which assus preportional equality of treatment of competing unters may not also be used.)

tomers may not also be used.) An industry member may simultaneously offer to an of his customers competing in the resale of his and ucts the same kind of promotional service, facility allowance of a cost value equal to a uniform percen-of the sales (or purchases) of the industry mem-products by each customer during a specified and iden cai period of time, provided, however, that where plicable the industry member complies with the lowing:

c) Site and the service, facility or allowance offers of a type which under reasonable terms and condition not usable or suitable to the facilities and business all customers, and is offered to any one custome, member offers each of those customers to whom service, facility or allowance is not usable or suitable to the facilities an alternative type of promotional service, facility allowance which is of equivalent measurable each usable by the customer, and is suitable to his facilities and business, and promptly informs all competing to the service, facilities and conditions under which is and conditions under which service to allowance is of equivalent measurable each usable by the customer, and is suitable to his facilities or allowance to each and the restrict the terms and conditions under which such service facilities or allowance is conditioned on such each term is conditioned on such each any customer is conditioned on such any customer is conditioned on such any customers as to the measurable each offers to all eastomers and there is an equipier atio among all customers as to the measurable each that which is supplied by the industry member and tereiprocal service, facility or payment required of a customer. Where the seller has alternative prometimelians bits eucloned the such as alternative prometimelians bits eucloned to any customer.

(Note: Where the seller has alternative promotive plans, his customers must be given the opportunity choose among the plans.)

# 

CILITIES. (a) No member of the industry engaged in comen-In the course of such commerce, shall knowingly his or receive a discrimination in price, advertising or p motional allowances, or services or facilities, which prohibited by the provisions of Rule 1 or 2. (b) The following are examples of inducing or resind discriminations in price, advertising or promotional lowances, or services or facilities, to be considered subject to the prohibitions of this rule when the mulsites established by Rule 1 or 2 for a violative those rules on the part of the seller are present reason to know that the discriminations are lifet. Example 1. An Industry member purchases med

The party receiving the obsciminations are lifed. Teason to know that the discriminations are lifed. Example 1. An industry member purchases new purportedly for resale to retailers and to july operators, and is charged a lower price than the charges other customers for records which they need at retail, thereby receiving a discrimination in price with is prohibited by Role 1. Example 2. An industry member induces supplier to contribute sums of money to defray some or all of designed to promote the sale of records in its glac bosiness, and which feature records distributed to contribute sums of money to defray some or all of post of radio programs sponsored by such member and designed to promote the sale of records in its glac or has reason to believe that allowances for sub ar pose are not made available on proportionally ceal in promotional allowances which is prohibited by Ref and the supplet of the provide the sale of the sole of the distributed the saved member, thereby receiving a distributed in promotional allowances which is prohibited by Ref and the supplet of the records and the saved the saved member, thereby receiving a distributed by Ref the saved member, thereby receiving a distributed by Ref the saved member of the saved by t

## RULE 4-PROHIBITED BROKERAGE AND CONNEC Sions.

SIONS. No member of the industry engaged in commuta, the course of such commerce, shall pay or grant, and ceive or accept, anything of value as a commi-brokerage, or other compensation, or any allowase discount in lieu thereof, except for services render discount in lieu thereof, except for services render ion or to an agent, representative, or other Intermet therein where such intermediary is acting in fad in behalf, or is subject to the direct or indirect een of any party to such transaction other than the per by whom such compensation is so granted or paid.

#### SECTION II

RULE 5-PROHIBITED FORMS OF TRADE RESTAND (UNLAWFUL PRICE FIXING, ETC, ETC.)."

(UNLAWFUL PRICE FIXING, ETC, ETC.). Members of the industry, either directly or indu-shall not engage in any planned common court of tion, or enter into or take part in any undertu-agreement, combination, or conspiracy, with one a members of the industry, or with any other peru persons, to fix or maintain the price of any isse-products or otherwise unlawfully to restrain trans-any member of the industry or other person a to engage in any such planned common course of or to become a party to any such understanding, and ment, combination, or conspiracy.

#### E 6-THE-IN SALES: REQUIRING PURCHASE ONE PRODUCT AS A PREREQUISITE TO T PURCHASE OF OTHER PRODUCTS. RULE

No member of the industry shall require the period of one or more products as a prerequisite to the chase of one or more other products, where the esubstantially to lessen competition or tend to monopoly or unreasonably to restrain trade.

#### RULE 7-EXCLUSIVE DEALING

RULE 7-EXCLUSIVE DEALING Members of the industry shall not contract ta soil industry products, or fix a price charged tardet discount from, or rebate upon, such price, on the dition, agreement, or understanding that the thereof shall not use or deal in the product competitor or competitors of such industry member, the effect of such sale or contract for sale, or a condition, agreement, or understanding, may be stantially to lessen competition or tend to eme monopoly in any line of commerce.

#### RULE 8-LIFTING OF STOCKS.

NULE 5-LIFTING OF STOCKS. No member of the Indostry shall purchase the of a distributor or dealer which has been septime competitor or competitors when such practice is an inducement to the distributor or dealer to time handling competitive products and to have member's products exclosively, and where the such act or practice may be substantially to competition or tend to create a monopoly to any commerce.

RULE 9-INDUCING BREACH OF CONTRACT

NULE 9-INDUCING BREACH OF CONTRACT. Members of the Industry shall not knowingly or attempt to induce the breach of existing large tracts between competitors and their estomation ween competitors and their suppliers, or listen or obstruct the performance of any such entry duties or services, under any circumstances have capacity and tendency or effect of substantially up or lessening competition.

# **IFTC TRADE RULES**

AULE 10-UNLAWFUL INTERFERENCE WITH PUR-CHASES OR SALES.

to member of the industry, by means of any monopo-listic practices or through combination, conspiracy, coer-elon, baycott, threats, or any other unlawful means, birethy or indirectly, shall interfere with any industry member's right to purchase his industry products and applies from whomsoever he chooses, or to sell his products to whomsoever he chooses.

## RULE 11-DEFAMATION OF COMPETITORS OR FALSE DISPARAGEMENT OF THEIR PRODUCTS.

Members of the industry shall not defame competitors ay laisely imputing to them dishonorable conduct, in-shilly to perform contracts, questionable credit standing, ir by other faise representations, or faisely disparage competitors' products in any respect, or their business atthoas, selling prices, values, credit terms, policies, or

while, while a sense of the sen

#### BULE 12-PUSH MONEY.

EULE 12-PUSH MONEY. An industry member shall not pay or contract to pay untiling of value to a salesperson employed by a cus-omer of the industry member, as compensation for, as an inducement to obtain, special or greater effort wrvice of products supplied by the industry member to

The stand indecement to outer, special or greater enditions of products supplied by the industry member to the evaluater.
(a) When the agreement or understanding under which the payments are made or are to be the asyments are made or are to be alloperson's employer; or
(b) When the terms and conditions of the agreement or inderstanding are such that any benefit to the salessing of the asyments are reated or a course of the adjust of the agreement or inderstanding are such that any benefit to the salessing of the agreement or understanding are such that any benefit to the sales of the agreement or a course of a industry member; or
(c) When any provision of the agreement or understanding or agreement, including its duration, industry member; or
(d) When, because of the terms and conditions of the agreement including its duration, its duration, its duration or tend to create a memopoly; or
(e) When similar payments are not accorded to alleption Act.

#### ULE 13-COMMERCIAL BRIBERY.

ULE 13—COMMERCIAL BRIBERY. Members of the industry shall not give, or offer to ive, or permit or cause to be given, directly or in-irectly, money or anything of value to agents, employ-is, or representatives of eustomers or prospective cus-mers, or to agents, employees, or representatives of ampatitors' costomers or prospective customers, without te knowledge of their employers or principals. as an adreement to influence their employers or principals to urehase or contract to purchase products manufactured "bild by such industry member, or to influence such moloyers or principals to refrain from dealing in the roducts of competitors.

#### ULE 14-UNAUTHORIZED SHIPMENT.

No member of the industry shall engage in shipping destry products to costomers or prospective customers, if the purpose of industing purchase or acceptance on insignment of such products, without the express re-uest or prior consent of the proposed consignee or strhaser.

## ULE 15-AIDING OR ABETTING USE OF UNFAIR TRADE PRACTICES.

No person, firm, or corporation, being a member of is industry, shall aid, abet, coerce, or induce an-her, directly or indirectly, to use or promote the use i any unfair trade practice specified in these rules.

#### SECTION III

#### ULE 16-MISUSE OF "STEREO" AND "STEREO-

Attention of the industry shall use the words "HONIC."
 (a) No member of the industry shall use the words stereo" or "stereophonic." or any other word or phrase like meaning, to describe or refer to a recording the does not have two distinctly separate modulations which a minimum of two separate channels were employed; except is a sech word or phrase may be used in connection the arecording have the separate channels were employed; except the a recording having two distinctly separate modulations derived from an original monophonic recording having a clear and eonspleuous disclosure is made, in immediate conjunction therewith, that the recording has me altered, changed, or re-recorded to simulate stereover and enspleuous disclosure is made; in the stereover or other word or phrase of like easing, in conjunction with the words "stereov" or stereophone; or any other word or phrase of like easing, to describe or refer to a recording that was a discriber or any other word or phrase of like easing, to describe or refer to a recording that was a discriber or any other word or phrase of like easing, to describe or refer to a recording that was a discriber or any other word or phrase of like easing, to describe or refer to a recording that was a discriber or any other word or phrase of like easing in words and original live recording that was a discriber or any other word or phrase of like easing the describe or refer to a meaning in which ensure the starte channels were employed.

ULE 17-CANCELLATION OF MEMBERSHIP IN COM-Mercial club or membership organiza-Tions.

TIONS. In the operation or management of any commercial scoograph record club or membership organization, in-stry members shall not: (a) Represent, directly or by implication, that per-mice and the angle of the strength of the score of all not always permitted without any conditions or mitations, oncies a full and clear disclosure of all notifies, limitations or pereguisites to cancellation of score and the score of the score of all notifies, limitations or pereguisites to cancellation of score methandise when the right of cancellation the full has been exercised and proper notification cancellation has been of second to a consellation the strength of the score of score of second to the 
ILE 18-MISREPRESENTING PRODUCTS AS CON-FORMING TO STANDARD.

In the sale, offering for sale, or distribution of any dentry products, members of the industry shall not resent or imply, through advertising or otherwise, that applicable to the industry when such is not the fact.

ILE 19-MISREPRESENTATION AS TO CHARACTER OF BUSINESS.

Members of the industry shall not represent, directly by implication, in advertising, by trade or corporate me, or otherwise, that they produce or manufacture Data the industry, or that they own or control that they are a manufacturer, wholesale distributor a wholesale when such is not the fact, or in any we manner misrepresent the character, extent, or ed their butness.

RULE 20-DECEPTIVE USE OF TRADE OR CORPORATE NAMES, TRADEMARKS, ETC.

NAMES, INAUCMARRS, EIG. Members of the industry shall not use any trade name, trademark, or other trade designation, which has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers as to the name, nature, or origin of any product of the industry, or of any material used therein, or which is failse, de-ceptive, or misleading in any other material respect.

RULE 21-PASSING OFF THROUGH IMITATION OR Simulation of Trademarks, Trade Names, etc.

Members of the industry shall not mislead or deceive purchasers by passing off the products of one industry member as and for those of another through the imita-tion or simulation of trademarks, trade names, brands, or labels.

RULE 22-FALSE INVOICING.

No industry member shall withhold from or insert in invoices or sales tickets any statements or informa-tion by reason of which omission or insertion a false represented on the face of such invoices or sales tickets, with the capacity and tendency or effect of thereby mis-leading or deceiving purchasers, prospective purchasers, or the consuming public in any material respect.

RULE 23-SUBSTITUTION OF PRODUCTS.

RULE 23—SUBSTITUTION OF 'PRODUCTS. No member of the industry shall make an unauthorized substitution of products, where such substitution has the capacity and tendency or effect of misleading or deceiving purchasers, by: (a) Shipping or delivering industry products which do not conform to samples submitted, to specifications upon which the sale is consummated, or to representa-tions made prior to securing the order, without advising the purchaser of the substitution and obtaining his consent thereto prior to making shipment or delivery, or (b) Fallely representant the reason for making sub-(b) Falsely representing the reason for making sub-stitutions.

#### RULE 24-GUARANTEES, WARRANTIES, ETC.

(a) Industry members shall not represent in advertising or otherwise that a product is "guaranteed" without a clear and conspicuous disclosure in close conjunction with such representation of:

 (1) The nature and extent of the guarantee; and

(2) Any material conditions or limitations in t ntee which are imposed by the guarantor; and (3) The manner in which the guarantor will perform thereunder; and
 (4) The Identity of the guarantor.

(4) The luentity of the guarantor. (b) Representations that a product is "guaranteed for life" or has a "lifetime guarantee," in addition to meeting the above requirements, shall contain a con-spicuous disclosure of the meaning of "life" or "life-time" as used (whether that of the purchaser, the product or otherwise).

product or otherwise). (c) Guarantees shall not be used which under normal conditions are impractical of fulfillment or which are for such a period of time or are otherwise of such nature as to have the capacity and tendency of mis-leading purchasers or prospective purchasers into the belief that the product so guaranteed has a greater differe of serviceability, durability or performance capa-bility in actual use than is true in fact.

(d) This rule has application not only to "guarantees" but also to "warranties," to purported "guarantees" and "warranties," and to any promise or representation in the nature of a "guarantee" or "warranty."

#### RULE 25-USE OF THE WORD "FREE."

In connection with the sale, offering for sale, or distribution of industry products, industry members shall not use the word "ifree," or any other word or words of similar Import, in advertisements or in other offers to the public, as descriptive of an article of mer-chandise, or service, which is not an unconditional gift, under the following circumstances:

under the following circumstances: (a) When all the conditions, obligations, or other prerequisities to the receipt and retention of the "free" article of merchandise or service offered are not clearly and conspicuously set forth at the outset so as to leave no reasonable probability that the terms of the offer will be misunderstood; and (b) When, with respect to any article of merchandise required to be purchased in order to obtain the "free" article or service, the offerer (1) increases the ordinary and usual price of such article of merchandise, or (2) reduces its quality, or (3) reduces the quantity or size thereof.

thereof. (Note: The disclosure required by subsection (a) of this rule shall appear in close conjunction with the word "ffree" (or other word or words of similar import) wherever such word first appears in each advertisement or offer. A disclosure in the form of a footnote, to which reference is made by use of an asterisk or other sym-bol placed next to the word "free," will not ordinarily be regarded as compliance.)

#### RULE 26-DECEPTIVE PRICING.

Members of the industry shall not represent directly or indirectly in advertising or otherwise that an industry product may be purchased for a specified price, or at a saving, or a reduced price, when such is not the fact; or otherwise deceive purchasers or prospective purchasers with respect to the price of any product offered for sale; or furnish any means or instrumentally by which others engaged in the sale of Industry products may make any such representation.

such representation. (Note: The Commission promulgated Guides Against Deceptive Pricing effective January 8, 1964, superseding the Guides adopted October 2, 1958. The 1964 Guides are appended to these Rules for additional guidance with respect to price savings representations.)

## RULE 27-MISBRANDING, MISREPRESENTATION, AND DECEPTIVE SELLING METHODS.

AND DECEPTIVE SELLING MEREPRESENTATION. AND DECEPTIVE SELLING METHODS. Members of this industry. In the course of the mar-keting or distribution of industry products, shall not: (a) Use, or cause or promote the use of, any trade promotional literature, advertising matter, mark, brand, label, designation, depiction, or other type of oral or written representation, however disseminated or pub-lished, which directly or by implication, or through failure to disclose material information, has the capacity and tendency or effect of misleading or deceiving pur-clasers or prospective purchasers with respect to— (1) the type, grade, quality, quantity, use, size, weight, nature, condition, durability, performance, serv-leeability, origin, manufacture, distribution, or price of any industry product; or. (2) the lentity of a performing artist as to effere orat or all of a recording, the recorded content of any recording, the name or commonly known title of a recording or a selection or tract of a recording, or the adifferent little, or in any other material respect; and shall not.

shall not (b) Offer for sale, sell, distribute, or promote the sale or distribution of, products of the industry under any other conditions or selling practices which have the capacity and tendoncy or effect of misleading or deceiving the purchasing or consuming public in any material respect.

Promutgated by the Federal Trade Commission October 9, 1964. Joseph W. Shea, Secretary

## A Helping Hand



NEW YORK-BMI president Robert NEW YORK—BMI president robert J. Burton (right) recently accepted a \$10,000 check from Mercury Records' A&R vice-president Shelby Singleton on behalf of the label and its presi-dent, Irving Greene, for the Country Music Association's Building Fund. Burton is Fund chairman.

#### Covington Sees Music Ed. As Field For Wax Artists

NEW YORK-Vet dance band leader Warren Covington is currently setting Warren Covington is currently setting up a schedule of master lesson ap-pointments at which time he'll give one-hour lessons to budding trombon-ists stressing performance, technique, and tone. Students are already sched-uled for New York sessions and will be tutored once monthly. Additionally, Covington has written a series of stage band arrangements, a folio of plaving tips and solo improvisations

stage band arrangements, a folio of playing tips and solo improvisations tagged "Sentimental Trombone." Mills Music is publishing. "The progressive dance band leader must take advantage of the multi-pronged music business situation to-day and plunge directly into the edu-cational music market," opined Cov-ington ington.

Ington. The orkster is accepting a limited number of students for the master lessons and can be reached at 271 Madison Ave., New York City or 4739 Susy Lane, Indianapolis, Indiana.

## New York's Own



NEW YORK—Robert W. Watt, Com-merce Commissioner of New York City (left) recently extended Goth-am's greetings to Columbia Records' topper Goddard Lieberson, who is also president o fthe Record Industry As-sociation (RIAA), upon the industry's observance of National Record Month in Oct. Commissioner Watt appeared in behalf of Mayor F. Wagner at the RIAA's eastern regional meeting held in the Rood Garden of the Hotel Pierre here.

#### Music Publisher **Turns Legit Producer**

NEW YORK-Writer-publisher Eddie White has become a legit producer and is underway with a production entitled, "The Family Man." Slated for a Philadelphia opening at the Walnut Theatre on Dec. 26 and a Broadway premiere on Jan. 13, White is producing the play in association with Leonard Sillman of "New Faces" fame and Sandy Farber. An instrumental recording inspired by the title is contemplated.



#### "CROSBY'S BACK .... BING, THAT IS"

(New York)-You know, about six years ago, Mitch and I with the help of Norman Luboff's group got together with Bing Crosby at Radio Recorders in L.A. We made a Christmas story written by Alec Wilder and Arnold Sundgaard. We called it "An Axe, an Apple and a Buckskin Jacket" and sold it for these last few years in fairly nice quantities.

Dave Kapp heard the opening and closing song, fell in love with it and released it as a single on his own label. It's called "HOW LOVELY IS CHRISTMAS" and it also sold mildly well.

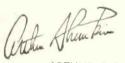
Now this year, Dave is rereleasing his single and we're releasing the LP with a new cover and a new title. It's called "HOW LOVELY IS CHRISTMAS" and it is one of the finest Christmas pieces ever written. The songs are beautiful and Bing's narration is a gas.

Co-incidentally, Bing's back on TV with a regular weekly program this year . and we hope that that's all it needs to call it to people's attention again.

Take it around . it makes a wonderful "special radio show" for the Yuletide season (1/2 hr.) and we think you'll like it yourself.

Again-don't just order it . give it a little personal attention ... you'll find it rewarding.

> May it be a joyous season for you.



ARTHUR SHIMKIN Golden Records 630 Fifth Ave. N.Y. 20, N.Y.



## **BIOS FOR** DEEJAYS

**Jelly Beans** 



The Jelly Beans were discovered in Jersey City by their manager Bill owns, while on a hunt for new tal-ent. Advised by a song writing friend that he was working with a group that he thought was ready for record-ing, Downs went to Jersey City to hat he thought was ready for record-ing, Downs went to Jersey City to hat he thought was ready for record-ing, Downs went to an exclusive man-agement pact. Later he arranged with indie A&R man Steve Venet to hear the group who in turn took them to Red Bird Records. A recording contract quickly fol-fowed and Venet, along with ace tune-smiths Ellie Greenwich and Jeff Berry ave birth to the Jelly Beans. Their first release, "I Wanna Love Him So Bad," was an immediate best-seller which was followed-up by their cur-rent smash. "Baby Be Mine." The group, three girls and a guy, all live within one block of each other in Jersey City. With the success of their first record they toured Canada; played engagements in Philly, Pitts-burgh, and spent the month of Aug. with the Dick Clarak Carava. During the last ten days of 1964 they are booked for a stint with Fat Daddy at the Royal Theatre in Balti-more, Md.

#### Jewels

ALBUM PLANS

Deals, discounts and programs being offered to deolers and distributors by record monufacturers. 

#### ATLANTIC-ATCO

New dealer costs. effective immediately, are \$2.10 for \$3.98 LP's. \$2.63 for \$4.98 LP's. \$3.15 for \$5.98 LP's through Dec. 31st on all new product and catalog LP's.

#### AUDIO FIDELITY

LP deal: buy-8-get-1-free, plus one stereo spectacular demo at \$6 with the purchase of an two catalog records. No termination date announced.

#### DECCA-CORAL

Incentive plan on LP catalog. Contact local Decca branches and distribs for details. Expire Nov. 6.

#### **DEUTSCHE GRAMMOPHON-ARCHIVE**

All multiple sets at a 15% discount. Select group of seasonal records also included. Explice Nov. 30.

## DOOTO

Buy-5-get-1-free. No termination date announced.

#### FOLKWAYS

A fall incentive plan whereby eight pre-packaged units-10 albums cach-are offered on buy-5-get-1-free basis. Also, other LP's at additional 121/2% discount.

#### GATEWAY

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

## IMPERIAL

Program terms, effective immediately, are valid through October 16, 1964. See your Impera salesman for special terms.

#### LONDON

Part 3 of Fall Program. Extra Discounts, Dated Billing. Advertising Allowances, etc. Cher with Local distribs. Dated billing. Discounts on Richmond Classics. Richmond Opera, Telefuna Classics. Das Alte Werk, Argo, L'Oiseau-Lyre, OS/5000 Series, CS/CM Series, LL/PS Per International, Phase 4.

NASHBORO

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

#### ORIGINAL SOUND

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

#### PHILIPS

"A Stake In The Future": 10% discount on pop LP's, 20% discount on classical product b pires: Oct. 31.

#### REQUEST

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

#### SMASH-FONTANA

"Sales Route '64": Special distrib discount on Smash-Fontana LP catalog. Expires: Dec. 11

#### TAMLA-MOTOWN-GORDY

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

#### VEE JAY

10% discount on LP's.

#### WORLD ARTISTS

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

#### WORLD PACIFIC

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

## **Distribs Get Beatle Gold**



LOS ANGELES—Al Sherman (left) of Record Sales gets a hearty hands and a gold disk from Si Mael, vice president and general manager of Unit Artists Records, for leading the nation in sales in his area on the label's ber one album, "A Hard Day's Night" by the Beatles. Other winners we Henry Droz of Arc Distributors in Detroit, Henry Stone of Tone Distributors in Miami, and Frank Holland of Mutual Distributors in Boston.

24

The Jewels, who are currently hicking with "Opportunity" on the Dimension label, consist of Grace wars. Grace and Sandra were child, hood friends in Washington, D. C. They met Martha while in high school. The three expressed a mutual interest in music and singing and there in music and singing and there in music and singing and there in the three expressed a mutual interest in music and singing and there in music and singing and there in the three expressed a mutual there in the three expressed a mutual the three expressed with the source of the three expressed a mutual to handle them. He also con-tacted Gene Redd, an indie producer the three submitted to the three expressed with the submitted to the three expressed with the submitted to the three expressed a mutual the three the three the three the three expressed with the submitted the three three expressed with the source of the t



MAD 11

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Faron Young (Mercury 72313)

IN THE MIDDLE OF A

16 THE COWBOY IN THE CONTINENTAL SUIT

(4 Stor-BMI) Carl Belew (RCA Victor 8406).

(Marizono-BMI) Marty Robbins (Columbia 43049)

17 JUST BETWEEN THE TWO OF US (Yongh-BMI)

Merle Haggard & Bonnie Owens (Tally 181)

BALLAD OF IRA HAYES (E. B. Morks-BMI) Johnny Cash (Columbia 43053)

(Moss Rose-BMI) Charlie Lovin (Capitol 5136)

21 I'LL GO DOWN SWINGING

Porter Wagner (RCA Victor 8432)

George Jones & Melba Montgomery (United Artists 732)

WHEN IT'S OVER (4 Star-BMI) Carl Smith (Columbia 431240)

HERE COMES MY BABY

(Tree-BMI) Dottle West (RCA Victor 8374)

25 BAD NEWS (Acuff. Rose - BAII) Johnny Cash (Columbia 43053)

Carl Butler & Pearl (Calumbia 43102)

FORBIDDEN STREET

20 I DON'T LOVE YOU ANYMORE

22 PLEASE BE MY LOVE

MY FRIEND ON THE RIGHT 23

16

13

19

26

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17

36

18

32

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21

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13 PLEASE TALK TO MY

# COUNTRY **OP** 50

Pos. I		
We	ek	Pos. Last Week
I DON'T CARE (Central Sang-BMI) Buck Owens (Capitol 5240)	<sup>2</sup> 26	HE CALLED ME BABY 34 (Central Songs—BMI) Patsy Cline (Decca 31671)
I GUESS I'M CRAZY (Mallory-BMI) Jim Reeves (RCA Victor 8383)	1 27	SAM HILL 22 (Central Songs-BMI) Claude King (Columbia 43083)
CHUG-A-LUG (Tree-BMI) Roger Miller (Smash 1926)	3 28	GO CAT GO 41 (Acufi-Rose—8MI) Norma Jean (RCA Victor 8433)
DON'T BE ANGRY (Acuff-Rose-BMI) Stonewall Jackson (Columbia 43076)	5 29	FT. WORTH, DALLAS OR HOUSTON 24 (Acufi:Rose—BMI) George Hamilton IV (RCA Victor 8392)
ONCE A DAY (Moss Rose—BMI) Connie Smith (RCA Victor 8416)	° 30	CROSS THE BRAZOS AT WACO 39 (Painted Detert - BMI)
GIVE ME 40 ACRES (TO TURN THIS RIG AROUND) (Storday-BMI)	7 31	Billy Walker (Columbia 43120) TAKE MY RING OFF YOUR FINGER 28
Willis Brothers (Starday 681)	4 00	(Cedarwood—BMI) Carl Smith (Columbia 43033)
THE RACE IS ON	32	ME 25 (Acclaim & Samos Island—BMI) Bill Anderson (Decca 31630)
(Glad/Acclaim—BMI) George Jones (United Artists 751)	- 33	CHET ATKINS MAKE ME A STAR 27 (Parody-BMI) Don Bowman (RCA Victor 8389)
FINALLY (Cedorwood—8MI) Kitty Wells & Webb Pierce (Decca 31663)	34	TEARS AND ROSES 31 (Davilene—8MI) George Morgan (Columbia 43089)
MR. & MRS. USED TO BE (Sure Fire-BMI) Ernest Tubb & Loretta Lynn (Decca 31643)	• 35	I LOVE TO DANCE WITH ANNIE 29 (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1265)
MAD (Newkeys—BMI) Dave Dudley (Mercury 72308)	14 36	DON'T LET HER KNOW
DANG ME (Tree-BMI) Roger Miller (Smash 1881)	8 37	LET ME GET CLOSE TO YOU 30 (Screen Gems8M1) Skeeter Davis (RCA Victor 8397)
PLEASE TALK TO MY HEART (Glad—BMI) Ray Price (Columbia 43086)	10 38	I'M GONNA TIE ONE ON TONIGHT 47 (Sure Fire—BMI) Wilburn Brothers (Decca 31674)

LOVE LOOKS GOOD ON 39 44 (Forrest Hills-BMI) David Houston (Epic 9720) PASSWORD 37 40

(Kitty Wells—BMI) Kitty Wells (Decca 31622) THE LUMBERJACK 41 (English—BMI) Hal Willis (Sims 207)

- 42 EVERYTHING'S OK ON THE 43 L.B.J. (Western Hill—8MI) Lawton Williams (RCA Victor 8407)
- SECOND FIDDLE 33 43 (Storday-BMI) Jean Shepard (Capitol 5169)
- 46 SUE MAE SAN 44 (Peer Int'I—8MI) Jimmy C. Newman (Decca 31677)
- STOP ME (Kitty Wells—BMI) Bill Phillips (Decca 31648) 45 HOW THE OTHER HALF
- 46 40 (Jat—8MI) Johnny & Jonle Mosby (Columbia 43100) 48 MOTHER-IN-LAW 47
- Jim Nesbitt (Chart 1100) LONELY GIRL 48 Carl Smith (Columbia 43124)
- 35 THE NESTER 49 Lefty Frizzell (Columbia 43051)

Webb Pierce (Decca 31617)

MEMORY #1

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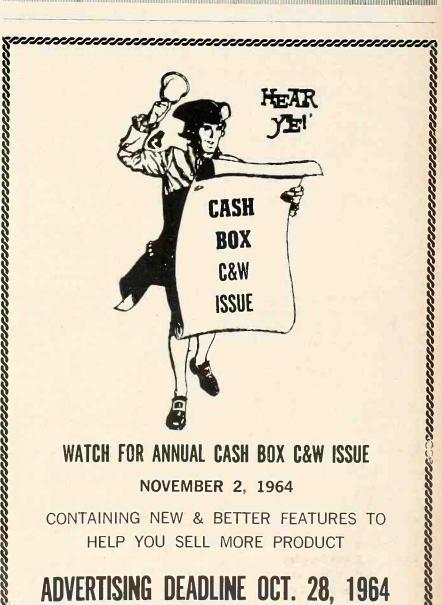
#### THANKS A LOT Ernest Tubb (Decca DL 4514/DL 74514) 8 R.F.D. 9 K.F.D. Marty Robbins Columbia CL 22220/CS 9020) I WALK THE LINE 8 Johnny Cash (Columbia CL 2190/CS 8990) 10 MORE HANK SNOW 11 SOUVENIRS (RCA Victor LPM/LSP 2812) 17 DANG ME Roger Miller (Smash MPS 27049/FRS 67049) 12 13 16

- HAPPY TO BE UNHAPPY Roy Clark (Capitol T 2031/ST 2031) IN PERSON 14 11 Porter Wagoner (RCA Victor LPM/LSP 2840) 15
- THERE STANDS THE GLASS 19 Carl Smith (Columbia CL 2173/CS 8973)

1	16	DOWN HOME 13 Melba Montgomery (United Artists UAL 3369/UAS 6369)
2	17	GOLDEN COUNTRY HITS Hank Thompson (Capitol T 2089)
4	18	WEBB PIERCE STORY 22 (Decca DXB 181/DXSB 7181)
5	19	COUNTRY MUSIC TIME 26 Kitty Wells (Decca DL 4554/DL 74554)
3	20	COUNTRY DANCE FAVORITES 28 Faron Young (Mercury MG 20931/SR 60937)
	21	BLUE AND LONESOME 18 George Jones (Mercury 20906)
)	22	BEFORE I'M OVER YOU 15 Loretta Lynn (Decca DL 4541/DL 74541)
2	23	SONGS OF TRAGEDY 25 Hank Snow (RCA Victor LPM/LSP 2901)
3	24	SLIPPIN' AROUND 20 George Morgan (Columbia CL 2197/CS 8997)
í	25	BY REQUEST 21 Ferlin Husky (Capitol T 2101/ST 2101)
	26	OUR MAN IN TROUBLE 27 (Don Bowman (RCA Victor LPM/LSP 2831)
	27	RING OF FIRE 23 Johnny Cash (Columbia CL 2953/CS 8853)
	28	WORLD OF A COUNTRY BOY 30 Johnny Sea (Philips PHM 200 1391/PHS 600 139)
	29	BITTER TEARS Johnny Cash (Columbia CL 2248/CS 9048)

GUITAR COUNTRY 29 Chet Atkins (RCA Victor LPM/LSP 2783)

TOP COUNTRY



30



# COUNTRY ROUND UP

who is currently clicking in both the

"Once A Day," filmed a segment of the Jimmy Dean ABC-TV'er last week in New York. Program will be broadcast on Oct. 22.

Al Brumley sends along word that deejays who have not as yet received copies of his new Topic deck, "A

elika kerika kerinan birika tari menangan kerina kana kerina kerina kerina kerina kerina kerina kerina kerina k

After a brief summer lay-off, KBER-San Antonio recently returned to the San Antonio Municipal Audi-torium with a stellar Grand Ole Opry show. The cast on the Oct. 4 program included such hit-makers as Webb Pierce, George Jones, Jean Shepard, Grandpa Jones, George Hamilton IV, Roger Miller, plus Bob Willis and the Texas Playboys. Station is currently



GEORGE HAMILTON

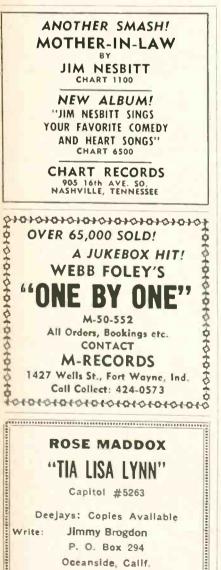
REX ALLEN

BILL ANDERSON

prepping for its big third anniversary which will take place on Nov. 15, featuring, among others, Buck Owens, Skeeter Davis, Jimmy Dickens and Slim Whitman.

Jimmy Key, head man of the Music City talent stable which bears his name, is presently on a two-week tour of the midwest, west and south-west. Plans call for Jimmy meeting with some of the artists represented by his firm including Dave Dudley in Colorado Springs, Billy Walker in Dubuque, and Jimmy Newman in Odessa where they will be touring dur-ing this time. ing this time.

Connie Smith, the new Victor lark



Central Songs, Hollywood, Calif.



Heartache And Two Empty Arms" b/w "I'll Just Wait Around," can get same pronto by writing on station letterheads to him at P. O. Box 5251, Bakersfield, Calif.

Mercury's Rex Allen recently inked a contract for personal appearances with the Honolulu International Rodeo, which will be held in Honolulu on Nov. 5-10. Besides Allen, Dale Stoner, president of the Rodeo, has signed Monty Montana and a crew of twenty-five Indians. Jim Shoulders will supply the Rodeo stock.

Sam Short, Jr., head of Del-Ray Records, is real pleased with the prospects of "Ain't Hard To Love" by Rose and Dixie. The girls who do a great job of yodelin' came to the attention of Del-Ray A&R chief Howard Vokes, who rushed them into the studios along with his band for a quick session. Country platter spinners can obtain samples by writ-ing on station letterheads to the diskery at 4 Center St., Harrington, Delaware. Delaware.

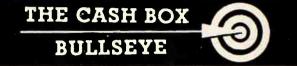
The CMA announced last week that Hank Williams, Jr., Audrey Williams, widow of the late Hank Williams, and the Hank Williams, Jr., Band will ap-pear on stage prior to the premiere showings of MGM's "Your Cheatin' Heart." The picture which traces the life story of the famous songster is scheduled for showings in Mont-gomery on Nov. 4, Nashville on Nov. 6 and Atlanta on Nov. 10. Hank Wil-liams, Jr., who recorded the sound-track for the flick is expected to do many of the tunes including those used in the picture. Bill Hudson, who is coordinating the premiere show-ings, announced advance tickets are on sale in all three cities, and re-sponse indicates a sell-out at each location. location.

After winding up appearances in Rockford, Illinois and Madison, Wis-consin, Buck Owens and his Buck-aroo's will be off to Las Vegas for a two weeks engagement at the Golden Nugget Nugget.

Sonny James back from a whirl-wind tour of east Tennessee, Mary-land, Washington, D. C. and Norfolk, Virginia to work in promotion of his brand new Capitol release which is currently being shipped. The Southern Gentleman has a number of plans for promotion of the record in co-opera-tion with his manager, Bob Neal.

Deejays who are missed in the mailing of the new Bill Anderson Decca release, "Three AM"/"In Case You Ever Change Your Mind"—may obtain a copy by writing on their sta-tion letterheads to Hubert Long, Moss-Rose Publications, 806 16th Ave. South, Nashville, Tenn.





#### I'LL WANDER BACK TO YOU (2:48) [Cedarwood BMI-Tillis, Burch, Dill]

KISS MY LOVE GOOD BYE (2:24) [Bronze SESAC-Statler] EARL SCOTT (Decca 31693)

Earl Scott kicks off his Decca career in fine fashion with an ultra-commercial newie which seems destined to reach the charts in no time flat. The side to watch here is "I'll Wander Back To You," a medium-paced, bluegrass-flavored folkish affair about a fellow who says that he'd like to settle down with gal sometime in the future. The undercut, "Kiss My Love Good Bye," is a warm-hearted, low-key, chorus-backed ditty in a traditional hillbilly vein.

#### PREMATURELY BLUE (2:34) [Tree BMI-Tubb] YOU'LL NEVER GET A BETTER CHANCE (2:35) [Tree BMI-Tubb] JUSTIN TUBB (Groove 0047)

Justin Tubb can quickly get back in his money-making ways with this top-notch new effort from Groove. The top side here, "Prematurely Blue," is an easy-going, chorus-backed, bluegrass-styled self-penned lament about an unfortunate guy whose gal gives him the gate. The coupler, "You'll Never Get A Better Chance," is a medium-paced, shuffle-heat tale of remorse rendered with loads of poise and feeling by Tubb.

#### MY PAST (2:34) [English BMI-Inman] YOU'RE WELCOME DEAR (2:05) [English BMI-Poovey] AUTRY INMAN (Sims 188)

Autry Inman can finally establish himself on a national basis with extremely promising item tabbed "My Past." The side is a tender, medium-paced, sentimental heart-tugger about a real short romance. Deejays should come out in droves for the side. "You're Welcome Dear" is a rousing, uptempo happy blueser about a guy who thinks himself unworthy of the current femme light in his life.

#### SING THE GIRLS A SONG, BILL (2:14) [Central Songs BMI-Howard, Hart]

## THE RACE IS ON (2:14) [Glad/Acclaim BMI-Rollins]

WAYLON JENNINGS (A&M 753)

Waylon Jennings has a good chance of having a hit on his hands with this top-flight hitsville loomer tagged "Sing The Girls A Song, Bill" The tune is a rollicking, chorus-backed, warm-hearted rhythmic romancer which makes fine use of the singin' in the round technique. Watch it closely. The flip, "The Race Is On," is a first-rate cover of the rousing Geo. Jones tearjerker.

Both RCA's Skeeter Davis and Capitol's Glen Campbell serve up plat-ters that have that dual-mart hit look. See Pop Reviews. 

#### WAYNE COCHRAN (King 5950)

(B+) MR. LONELY (2:45) [Boblo BMI—Cochran] Wayne Coch-ran could very well do Top 50 busi-ness with this pretty, slow-moving, chorus-backed ode all about the pain one goes through when a romance goes on the rocks. Eye it.

(B) WRONG NUMBER - WRONG GAL (2:30) [Boblo BMI -Cochran] This time out the songster dishes-up an appealing rockin' pop-styled novelty.

#### PEE WEE KING (Cuca 1182)

(B) PETTICOAT JUNCTION (2:38) [BMI—Henning, Mas-sey] Pee Wee King and his band should attract a host of spinners with this fast-moving western-styled read-ing of the popular TV theme song. Plenty of potential here.

(B) TENNESSEE WALTZ (2:10) [Acuff-Rose BMI-King, Stew-art] On this side King and Co. turn in a top-flight instrumental version of the pop-c&w sturdie.

STATLER BROTHERS (Columbia 43146) (B+) YOUR FOOLISH GAW (1:45) Johnny Cash BMI-J & H. Reid] The Statler Bros or create a sales stir with this live high-powered, rhythmic ditty wh concerns itself with the tribulate of carrying on a romance. (B+) I STILL MISS SOMEON (2:28) [Johnny Cash BMI-Cash] On this lid the crew offen sweet 'n' sour tearjerker which box-a mid-deck recitation and an impre-sive south-of-the-border flavor.

sive south-of-the-border flavor.

## JIMMY STRICKLAND

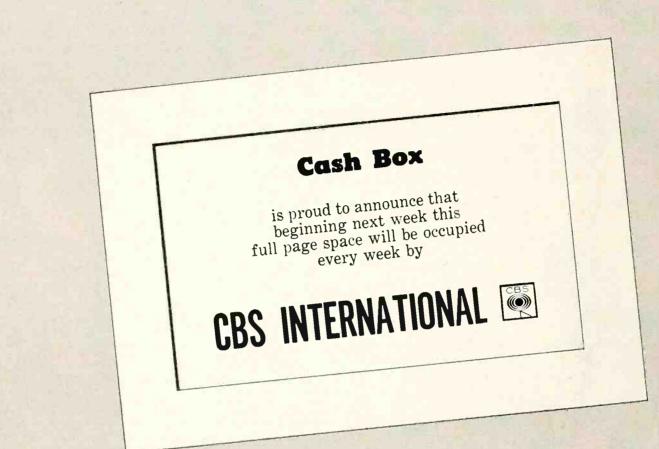
JIMMY STRICKLAND (Arlingwood 8608)
(B) GONNA BUY ME RECOM THAT CRIES (2:36) [B
BMI—Cook, Smith, Atkins] Jimm Strickland unleashes his potent, win range vocal talents full-blast on the emotion-packed, chorus-backed tale
(B) I CARE NO MORE (2:1 [Bob Wills BMI — Ashloti More fine country sounds. This ont a tender, real slow-moving tradition oriented weeper.



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\_October

The young man on the left set record industry history recently when he became the first artist to sell more than a million singles of one title in the Italian market. He's Bobby Solo, who accomplished the seemingly impossible feat under the Dischi Ricordi label with a tune titled "Una Lacrima Sul Viso." Seen with Solo are Guido Rignano (center) Ricordi's gen-eral manager and Mario Panvini Rosati (right) Cash Box' Italian Representative who is seen receiving a copy of a Solo LP. The hit was released in many other countries by CBS, which issues Dischi Ricordi product in many areas.



This program scheduled by CBS International is further recognition of the growing need to tell one's story on a consistent basis to the world's music and record markets



ash Box the only truly international trade publication for the music and record industries

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Top brass from the Motown, Tamla, Gordy trilogy of Hitsville, U.S.A. arrived in London on the first leg of a three-week tour of Europe to con-sumate plans for setting up foreign distribution on their own Tamla, Motown abel. President Berry Gordy Jr. accompanied by Mrs. Esther Edwards, vice president and director of International Operations. Barney Ales, executive vice president and sales director and attorney George Schiffer had discussions with L. G. Wood, managing director of E.M.I. Records Ltd. They later left to visit their various continental licencees. Motown artists continue to make an impact in this country and EMI hosted a party for The Supremes, cur-ently in the Top Three here with "Where Did Our Love Go" (Stateside)— the disk which recently took them to the top of the American charts. During heir first visit to Europe they will fulfill TV and radio dates in London, Holland and Belgium and also record for the German market. At a special meeting members of the British Phonographic Industry unani-nously declared their intention to resist the abolition of resale price main-tenance. They will apply for registration under the Resale Price Act of 1964. The committee, under the Chairmanship of Sir Edward Lewis (Decca), elected to further the application was made up of representatives from Britain's major record companies including Richard Dawes (E.M.I.); L. G. Wood E.M.I.); Leslie Gould (Philips); Louis Benjamin (Pye) and W. Townsley Decca). Solicitors have been appointed and counsel instructed to represent he phonographic industry. Morei Lewy newsidenty.

Decca). Solicitors have been appointed and counsel instructed to represent he phonographic industry. Morris Levy, president of Roulette Records with a & r team Hugo and Luigi n London to record new group, The Hullaballoos. Their first disk "I'm Gonna ove You, Too" will be issued on Columbia and published by Southern Music. Bob Skaff, vice president of Liberty Records in London told Cash Box that he label was expanding its European activities and seeking British masters or world wide release. They have signed a new group, The Stylos whose first lisk, "Head Over Heels" will be issued on October 30. Mike Sloman has been ippointed European Liaison Officer for the label. Skaff was jubilant about he return of P. J. Proby to the fold. Originally a Liberty artist, Proby's disks neluding his current charter "Together" have been released here on Decca but Il future Proby recordings will be issued by Liberty. Another member of he Liberty family, Jerry Thomas, international sales director, arrived in ondon for a short stay before making a tour of the continent calling on all iberty licencees.

Inture Proby recordings will be issued by Liberty. Another member of he Liberty family, Jerry Thomas, international sales director, arrived in ordon for a short stay before making a tour of the continent calling on all aberty licencees.
George Pincus back in town visiting Ambassador Music headed by his son, ze. Together they toured the continent and in Italy acquired the country's urrent No. 1 hit "A More Scusami" by John Foster. Retitled in English "My ove, Forgive Me," the number has been recorded in the States by Robert built on Dot and covers for the British market are being lined up. The 'incus Organization's interest in the Italian scene is further evidenced by ner acquisition of several other John Foster recordings including "Ed Ora nesenami" and "Whisky Notte." They also have Rita Pavone's Italian hit Remember Me" issued here on RCA and her next single "Wait For Me." incus Sr. returned to the United States with several British and continental pyrights.
Having reached the coveted No. 2 slot in the Cash Box Top 100 with "Do Tah Didy Diddy," Manfred Mann are unable to consolidate their American isk success with a personal visit owing to heavy commitments in this county. 'Manager Ken Pitt, just back from the States hopes to arrange a trip for term in the near future. An offer of an Ed Sullivan Tv'er has had to be fused but ex-BBC producer Jack Good has taped the group for his "Shindig" ow to be seen by American audiences. Their album "The Five Faces of lamfred Mann" (HMV) is now issued in the States on United Artists who are tagged the album after their hit single "Do Wah Diddy Diddy Manfred Ian." The group's follow-up "Sha La La" on HMV has simultaneous rease in the States on U.A.
Having climbed to the top of the ladder of fame and fortune as artists lamfred Mann have now got their feet firmly on the rung of independent toduction. The five-man team have set up Manfred Discs and will act in an & r capacity discovering and recording talent. Discovery No. 1 an r & b to up,

Quickies: The Ronnettes headlined "Sunday Night At The London Paldium" last week-end. ... Sandie Shaw's Pye single "There's Always Some-ing There To Remind Me" issued in the States on Reprise. ... "The Wed-

topping Britain's Best Selling Sheet Music Lists for K.P.M. Music. Iny Jackson's first single since breaking away from The Searchers "Bye presentative, Irving Chezar, in London on one of his frequent visits.

b Schwartz, president of Laurie Records in town for talks with E.M.I.



#### **Comets To Newcastle**

NEWCASTLE, ENGLAND-Bill Ha-NEWCASTLE, ENGLAND—Bill Ha-ley (2nd from left) is shown relaxing with friends and associates immedi-ately after a sellout performance at the City Hall Auditorium here. With the rock and roll pioneer are (left to right) Bob Bain, who serves as em-cee for the package show, Jolly Joyce, Haley's booking agent, and saxman Rudy Pompelli. Haley is skedded to return to England this coming Spring return to England this coming Spring as a result of the success of the current tour.

Amy		86	Kapp	7
ABC-Paramount	14	63	Kent	9
Ara		99		3
Argo		81	Laurie	
Ascot		1	Liberty	
Mantic		31	London	•
Aura		96	Mala	2
Autumn		94	Mercury 11, 42, 47, 68,	9
			MGM 24, 46, 76,	8
Back Beat		20	Monument	
			Musicor	8
Capitol 12, 32, 34,	49, 64,	73	Motown 7,	2
Chess	52,	78		
Columbia 54,	56, 57,	71	Okeh	:
Constellation		66	Parrot	4
			Philips 33,	
СР		36	Fillips	
Decca	48,	62	RCA Victor . 2, 21, 27, 59, 67, 95,	9
imension		87	Red Bild	6
lot		91	Reprise	8
uke		51	Roseman	2
				2
pic		28	Scepter	
			Smash 6,	
ame		90	Stax	
			Swan	8
Sordy	5,	55	Tamla	9
•		60	United Artists	7
lickory	17,	72	Veeigy	1
			V.I.P.	
mperial	9, 40, 1	00	Volt	7
nterphon		9		-
			World Artist	
osie		3	Wand	4

TOP 100 LABELS

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

#### Great Britain's Best Sellers

This Last Weeks

**Cash Box** 

Veek	Week	On C	
1	2	5	O Pretty Woman-Roy Orbison (London) Acuff Rose
2	1	7	I'm Into Something Good-Herman's Hermits (Columbia)
			Aldon
3	3	7	Where Did Our Love Go-The Supremes (Stateside) Jobette
4	6	5	
5	4	7	Rag Doll-The Four Seasons (Philips) Ardmore & Beech-
			wood
6	5	8	I Wouldn't Trade You-The Bachelors (Decca) Lebill
7	12		*I'm Crying-The Animals (Columbia) Ivy
8	14	2	When You Walk In The Room-The Searchers (Pye) Metric
8 9	8	4	
10	7	15	I Won't Forget You-Jim Reeves (RCA) Burlington
ĩĭ	16		*We're Through-The Hollies (Parlophone) Hollies
12	11	6	Everybody Loves Somebody-Dean Martin (Reprise) Morris
13	_	1	Walk Away-Matt Monro (Parlophone) Ardmore & Beech-
			wood
14		1	Always Something There To Remind Me-Sandie Shaw
			(Pye) December
15	10	7	*As Tears Go By-Marianne Faithful (Decca) Forward
16	_	1	The Twelfth Of Never-Cliff Richard (Columbia) Frank
17	20	2	How Soon-Henry Mancini (RCA) Compass
18	9	8	*You Really Got Me-The Kinks (Pye) Kassner
19	19	2	Bread And Butter-The Newbeats (Hickory) Acuff Rose
20	17	5	*Is It True-Brenda Lee (Brunswick) Southern
			*Local copyrights

#### Top Ten LP's

A Hard Day's Night-The Bea-A Hard Day's Night—The Bea-tles (Parlophone) Moonlight And Roses — Jim Reeves (RCA) The Rolling Stones—The Rolling Stones (Decca) The Five Faces Of Manfred Mann—Manfred Mann (H.M.V.) The Bachelors And 16 Great Songs—The Bachelors (Decca) Wonderful Life — Cliff Richard (Columbia) Gentleman Jim — Jim Reeves (RCA) (Decca) Long Tall Sally — The Beatles (Parlophone) Wonderful Life — Cliff Richard 2 3 (Columbia) The Rolling Stones—The Rolling Stones (Decca) Dusty—Dusty Springfield (Phil-4 5 ips) Fr ips) From The Heart — Jim Reeves (RCA) Peter Paul & Mary—Peter Paul & Mary (Warner Bros.) Welcome To My World — Jim Reeves (RCA) It's Over—Roy Orbison (London) All My Loving — The Beatles (Parlophone) 6 7 (RCA) West Side Story — Soundtrack (CBS) 8 (Columbia) Camelot—Original Cast (CBS) 10

Top Ten EP's Five By Five-The Rolling Stones 1

SUBSCRIPTION TO CASH BOX \$30 FIRST CLASS-\$45 AIR MAIL 

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#### **DENMARK:**

Per Nyström of Svenska Manu-Music in Stockholm in Copenhagen to estab-lish the Danish office of this Norwegian-Swedish company. The company name will be Dansk Manu-Music A/S and it will operate from Vibevej 31, Copen-hagen NV. The records will be distributed by Fællesekspeditionen, the distribu-tor handling records from Metronome, Tono and Oktav. At the moment, nothing is known about the personnel of the Danish company, but the first Danish artist, Girli-Ann, has been signed. She is debuting with a Danish version of the German song, "Ja, Ich weiss wenn Ich will," a song which will be done in Norwegian by Anne-Karine and in Swedish by Gunilla Postaroff for Manu. Among the latest news from Tono can be mentioned "Pourtant tu m'aimes"/

for Manu. Among the latest news from Tono can be mentioned "Pourtant tu m'aimes"/ "Jaloux" with Françoise Hardy on Vogue, "Ay Pays du Soleil" with Aimable on Mode, and 15 EP's in Ariola's classical 'Flower Serial'. Observing the Copenhagen Jazz Festival, Oct. 4th, NPA (Nordisk Polyphon Akts.) issued a special list of available records with Miles Davis, The Dave Brubeck Quartet, Roland Kirk and Pee Wee Russel and His Quartet. HNF (Hede Nielsen's Fabrikker A/S) is working hard with the promotion of Paul Anka's "In My Imagination"/"It's Easy To Say" on RCA Victor. HNF has also released the original Broadway version of "How To Succeed In Business Without Really Trying" as well as the British version of this musical, both albums on RCA Victor. Dansk Grammofonpladeforlag has ten new LP's with classical music on the Czeckish Supraphon label. On Sonet is a live recording of "Let's Go" b./w. "Johnny B. Goode" with Sir Henry and His Butlers from the Hit House in Copenhagen.

Copenhagen.

#### NORWAY

NORWAY: Norwegian singer Barry Lee has debuted on the Triola label with a local version of "Tears And Roses," here titled "Vakre roser, triste tårer." On Sonet has been released the Danish recording "Shimmy Shimmy" with The Weedons, on the Danish charts for several weeks by now, and Bobby Wood with "If I'm A Fool For Loving You." Other recent releases includes "I Want To Be Loved" by The Lovers on California, "Sincerely" with Pat Boone on Dot and "Searchin" with Alvin Robinson on Sonet—all labels handled by Arne Bendiksen A/S. "By Myself" is the title of a 12" LP with local jazz singer Kari Krog on Philips. Backed by Egil Kapstad's Trio, Miss Krog has done a fine job that will give Norwegian jazz a good reputation wherever the record is released. Jim Reeves continues holding the position as the leading top seller in Nor-way. His "I Love You Because" is now on its 30th week on the charts, with "I Won't Forget You" on its 14th week, and "I Guess I'm Crazy" debuting at the 10th spot on the charts this week. RCA Victor has no problems meeting the competition from The Beatles and other British groups thanks to the great popularity of late Jim Reeves. A/S Nera (Norwegian RCA Victor) also has released a local version of the Finnish song "Jenka," recorded by Ann-Kristin Molvig. Also a local version of the German song "Rose von Blueberry Hill" is ready for release. The song "Store fötter" (Big Feets) has been listed as a Norwegian copy-right, which is wrong. It is a Swedish song titled "Stora fötter," originating from Polar Music AB in Stockholm, published in Norway by Jörg-Fr. Ellertsen A/S. This week it holds the 8th spot on the charts. SWEDEN: SWEDEN:

#### SWEDEN

A/S. This week it holds the 8th spot on the charts. SWEDEN: Tublisher Stig Anderson back from his biz visit in London and New York and very satisfied about the result. He brought among others Nat 'King' Cole's recent "I Don't Want To See Tomorrow," Dean Martin's "The Door Is Still Open To My Heart" and Danny Williams' "Forget Her." The latter has al-ready been recorded in Swedish, here titled 'Jag ger mej" (I Surrender), by Lill-Babs for Karusell. Anderson made a deal with United Artists who will release a single with the Swedish group The Hootenanny Singers in the United States and England. UA also obtained the publishing rights for all English-speaking countries to the Swedish song "Gabrielle," a song that looks like a world hit. So far it has been sold to Edition Altona in Holland, Peter Plum in Belgium (for Benelux and France), Melodie der Welt in Frankfurt for Germany, Austria and Switzerland. While in London, Anderson obtained the songs "You Really Got Me," "As Tears Goes Bye" and "Faithful." Tarol and Kettil, recording for Swedish Manu-Music AB has done "Listen to The Mockingbird" for Manu. A new group, The Vickers, has debuted with a single including the titles "Shadows And Dreams"."(Lacy." Per Nyström, nead of Svenska Manu, just back from Copenhagen, where he is opening a Dan-ish Manu office within a short time. Men Office within a short time. Lew Futterman, manager of Brother Jack McDuff, in town talking busi-ness with Simon Brehm at Karusell Grammofon AB. . . Felix Stahl not yet and hospitalized in Hamburg but is reported recovering very well. . . . Börje Ekberg of Metronome visiting Metronome in HAmburg again—he was there a short time ago when the German Metronome celebrated its 10th anniversary. . . Lennart Reuterskiöld of Reuter & Reuter AB, back from London. Swedish poet Karl-Mikael Bellman (1740-1795), writer of a number of forgs, will finally hit the world market, Lennart Reuterskiöld of publishing house Reuter & Reuter AB told Cash Box. Since more than a year ag

Swedish group The Hootenanny Singers, now on vacation in Spain, recently appeared in Spanish TV. They also did a show for Norwegian TV.

## Finland's Best Sellers

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- Puhelinlangat Laulaa (Katri-Helena/Parlophone) Levysävel Oy A Hard Day's Night (The Beatles/Parlophone) Fazer Music Long Tall Sally (The Beatles/Parlophone) Belinda (Scandinavia) AB All My Loving (The Beatles/Parlophone) Scandia-Music
  Vaaralliset huulet (Reijo Taipale/Scandia) Scandia-Music Can't Buy Me Love (The Beatles/Parlophone) Fazer Music My Boy Lollipop (Millie/Fontana) Fazer Music Kaikki rakkauteni (All My Loving) (Eero & Jussi/RCA Victor) Scandia-Music Music
- Farmer John (Antti Einiö & The Islanders/Scandia) No publisher Suspicion (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB 10 Local copyright



As I am writing my first column for Cash Box, I would like to explain that you will find here from now on an EP Top Ten. EP's are quite popular in France at the present time.

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you will find here from now on an EP Top Ten. EP's are quite popular in France at the present time. There is another new fact, this autumn on the French disk market: big collections with 2, 3, 6 or 10 records. Philips was the first firm to experiment with this concept last year. They released a 6-disk set with all the songs re-corded by Georges Brassens. The first edition was sold out in several month. And the second edition reached the 5,000 sales mark. After this success a lot of firms are doing now this kind of thing. RCA Vieto-has just finished a 10-LP package called "Panorama De La Chanson Française" There are 167 popular French songs (from 1880 to 1950) on the set. They were all recorded during the summer by 40 singers (e.g. Jean Sablon, Alain Barrier, Jean Claude Pascal and Maurice Chevalier). Columbia also announces a very important package: a 10-LP set of well-known Edith Piaf songs. American and English singers seem to be more and more important on the French market. Nat Shapiro just sent a letter to several French publishers looking for songs written in French especially for Barbra Streisand. In Paris Dionne Warwick, after a successful performance at the Olympia Music Hall recorded some songs in French for Vogue records. Dusty Springfield and Lesler Gore have each just had EP's released with songs in French. After Aznavour's and Barclay's journey to the States, "Les Surfs," the in Madagascan singers of Festival records flew to the U.S. on Oct. 11. In Paris, Radio-Luxembourg recently presented at the Chatelet Theater a show with Sacha Distel and the two Italian stars Bobby Solo and Gigliola Cir-quetti. Another radio company, Europe No. 1, announces performances at the Olympia by The Rolling Stones, Brenda Lee on Nov. 30 and the Beach Boys of the 17th. Giuseppe Ricci, director of Italian publishing firm Cucci, came to Paris to

the 17th.

the 17th. Giuseppe Ricci, director of Italian publishing firm Cucci, came to Paris to act as an agent in Italy for Tutti. Nothing has been set. Gerhard Hammerling also came to France and picked for Germany "Ma Vie" by Alain Barrière (Tutti) and the music of the new French TV show "Lei Indiens" (Tutti). Mick Micheyl, who is the star of the Casino de Paris, will go to NYC at the end of the month to perform at the "April In Paris" show.

	N	orway's Best Sellers
This	Last	Weeks
Week 1	Week 1	On Chart 13 I Won't Forget You (Jim Reeves/RCA Victor) Pal
		Music/Stig Anderson
2	2	3 I Should Have Known Better (The Beatles/Odeon) E
3	6	4 *Papa'n til Tove-Mette (Rolf Just Nilsen-Birgit Stri Nor-Disc)
4	3	11 A Hard Day's Night (The Beatles/Parlophone) Edit
5	5	Lyche 6 Such A Night (Elvis Presley/RCA Victor) Reuter & Reu AB
6	4	29 I Love You Because (Jim Reeves/RCA Victor) Reute Reuter AB
7	8	6 Trettiofyran (This Ol' House) (Per Myrberg/Metronol
8	10	Norsk Musikforlag A/S 3 Store_fötter (Stora_fötter) (The Dizzy Tunes/Tr
9	7	Jörg-Fr. Ellertsen A/S 7 Do Wah Diddy Diddy (Manfred Mann/HMV) Beli
10	_	(Scandinavia) AB 1 I Guess I'm Crazy (Jim Reeves/RCA Victor) No publis
	Sv	veden's Best Sellers
This	Last	Weeks
		On Chart
1 2	52	3 Have I The Right (The Honeycombs/Pye) No publisher 10 A Hard Day's Night (The Beatles/Parlophone) Son
4	4	Musikförlags AB
3	4	17 I Love You Because (Jim Reeves/RCA Victor) Reute
4	1	Reuter AB 7 Do Wah Diddy Diddy (Manfred Mann/HMV) Beli
5		(Scandinavia) AB
9		1 Oh, Pretty Woman (Roy Orbison/London) Reuter & Reu
6	10	2 Rag Doll (The Four Seasons/Philips) Edition Odeon
7	3	7 Tell Laura I Love Her (John Leyton/HMV) Reuter
		Reuter AB

Jag måste ge mej av (Gotta Travel On) (Towa Carson/ RCA Victor) Reuter & Reuter AB Mule Skinner Blues (The Streaplers/Columbia) Souther Music AB 12 13 9 Music AB Around And Around (The Rolling Stones/Decca) No P 2 10

lisher Local copyright

## Denmark's Best Sellers

This Last Weeks

eek	Week	On Ch	art
1	1	11	A Hard Day's Night (The Beatles/Parlophone) Multitons
2	2	10	
3	4	6	It's All Over Now (The Rolling Stones/Decca) Month
4	3 5	9 6	Musikforlag Hello Dolly (Louis Armstrong/Kapp) Imudico A/S Such A Night (Elvis Presley/RCA Victor) Morks Music
6	6		forlag Do Wah Diddy Diddy (Manfred Mann/HMV) Belin
7	9		(Scandinavia) AB Ain't She Sweet (The Beatles/Polydor) Bens Music/St
8	7		Anderson The House Of The Rising Sun (The Animals/Columbia)
9	10	2	Shakin' All Over (The Swinging Blue Jeans/HMV) Swede
10	8	12	Music/Stig Anderson Shimmy Shimmy (The Weedons/Sonet) No publisher



Toshiba Records opened a shop in the camp of foreign Olympics athletes on September 25, where, Toshiba says, good sellers are the Beatles, The Ventures, and Kyu Sakamoto. Also, at the shop of Toshiba Shoji Co., tran-sistor radio, tape-recorder and other electric products are showing favorable the so

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# **Japan's Best Sellers**

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Reuter 8	NTERNATIONAL
Ream	This Last
lictor) R	Veek Week A Hard Day's Night—Beatles (Odeon) Sub-Publisher/Toshiba
oerg/Mas	<sup>2</sup> 2 Non Ho L'eta—Giliola Cinquetti (Seven Seas); Michiyo Azusa
	(Iting) bub-i upitsiter/buiseisita
zy Tune	3 4 Kissin' Cousin—Elvis Presley (RCA) Sub-Publisher/Aberbach Tokyo
o/HMV)	4 3 Una Lacrima Sul Viso-Bobby Solo (Seven Seas)
	5 5 The Big Build Up-Bert Kaempfert (Porydor); Izumi Yukimura
tor) No l	(Victor); Cool Cats (Columbia); Chiyoshi Tomimatsu (Toshiba) Sub-Publisher/Shinko
ler	6 8 Futarino Hoshio Sagasoyo—Paul And Paula (Philips); Yasuo
ICI	
	<ul> <li>9 My Boy Lollipop—Millie Small (Smash); Mie Nakao (Victor) Sub- Publisher/Aberbach Tokyo</li> </ul>
. ar with	6 Please Mr. Postman—Beatles (Odeon) Sub-Publisher/Taiyo
) No pub rlophone	<sup>9</sup> 7 From Russia With Love—Kenny Ball (Pve); Village Stompers
LIOPHONE	10 — (Epic); Mat Monroe (Liberty) Sub-Publisher/Taiyo I Don't Want To Be Hurt Anymore—Nat King Cole (Capitol);
Victor)	Frank Nagai (Viston) Sub Bublishon/Shinko
mail	AFANS BEST SELLEDO
m/HMV	Veek Week
) Reuter	1 1 Tokyo Olympic Ondo-Haruo Minami (Teichiku)
·	2 2 Shiawasenara Teo Tatako-Kyu Sakamoto (Toshiba)
dition Od (HMV)	4 4 Toloro Surunara - Yukio Hashi (Victor)
	5 Drews Omeani Variation Visitia (Taishiku)
n) (Tom	Alto Shio Mitsumete—Kazuko Aoyama (Columbia)
	Cashiki Nouta-Mahina Stars & Kazuko Matsuo (Victor)
olumbia	9 9 Koino Vanatio Sagasoyo I asuo I anabe (Victor)
es/Decca	
10-11	This Last
	Veek Week
elle	1 1 The Beatles-The Beatles (Odeon)
-	(DCA) At Greek Ineater Concert Ito: -
	4 Kissin' Causia Di i D i (DCA)
rlophone	Provide Provid
LIOPHON	Sullin with The Astronaute Astronaute (KUA)
oia) Dac	Erangele Deat Collors
ones/De	Luice's Best Sellere
cones, ~	OP TEN EP'S
Imudico	Que C'est Tristo Varias (C)   Annual Reveloy French music
ictor)	3 Los entencier (Johnny Hallyday) Philips-Ray Ventura
(ann/HM	A Via
aim).	House of D: House
or) Bens	7 J'y Pore Est Arrivé (Henri Salvador) Rigolo-Pigalle
Animal	Varial Rolling Of
Allun	
Jeans/B	<sup>0</sup> Il Pleut Dans Ma Maison (Danyel Gérard) Disc AZ-Jacques Plante



Francisco Ibarra L. (32 years old) was named president of the Chamber of Radio of México in the annual election of the radio stations' owners of the country. For the first time, the period of the president will be extended for two years. Ibarra also is the President of the National Advertising Association and manager of Radio Mil Station.
Helmut Haertel, production director of the Deutsche Grammophon Record Company, arrived in México to study the Latin American record market. Helmut was welcomed by Constantin Th. Metaxas and Fritz Hentschel, who are DGG representants in México through the DUSA company.
Miguel Aceves Mejía, one of the most popular Mexican folk artists, appeared on Mexican TV again, after an absence of five years. Miguel is still one of the best sellers on the RCA label and an idol in several Latin American countries. Dámaso Perez Prado, king of mambo and creator of many popular tropical rhythms, returned to México, the country where he created his first commercial band. It took many years for Perez Prado to return to México after a trip to Spain. Between future artistic engagements, he will go to Guatemala next month to inaugurate television station Channel 7. Agustin, passed his 70's already, got married again with a young girl who is in her 20's.
J. Garcia Esquivel, world known Mexican arranger in the United States and who is performing with his show in México, informed Cash Box that after a contract he has to fulfill in Las Vegas, he will perform in Japan by the end of the year. It is also possible that Esquivel will fly to Hawaii for a part in a musical picture. Francisco Ibarra L. (32 years old) was named president of the Chamber of

It was informed that Emilio Pericoli and Caterina Valente will debut very

By this time, two A&R men of the RCA label should be here. They are Mariano Rivera Conde and Rubén Fuentes, who made several recordings at Italian RCA.

From Japan we received a post card signed by the Elevan Zavala Brothers who are performing successfully in that country. Before their return to México, The Zavala Bros. will perform in Hong Kong, Peking, Cantón, Corea and Australia.

The Zavala Bros. will perform in Hong Kong, Peking, Cantón, Corea and Australia. Another Mexican group, this one in the rock and roll field, Los Loud Jets, changed names in the United States to The Jumping Beans and signed a recording contract with the Roulette label. The Jumping Beans will perform in Chicago, San Francisco, Los Angeles, Las Vegas and Canada. Gamma Records released an excellent extended play sung by Marie Laforet with "Che Male C E" and "La Vendenmia Dell Amore" in Spanish and "Blowin' In The Wind," sung in English and "Mary Ann," in French. For the CBS label, conductor Chuck Anderson cut a long play with danceable arrangements of themes like "Bonanza," "I Will Follow Him," "If I Had A Hammer," "El Cid," "The Guns Of Navarrone," "La Bamba," I'l Sorpasso," "More," "Fandango," "Dominique," etc. Another new long play released by CBS was the one made by Larry Sonn and his orchestra, with special arrangements written by him to old standards like "Limelight Theme," "Pretty Baby," "Farolito," "Veracruz" and others. Los Dorman, a new modern instrumental group born in México, recorded at Polydor the songs "Et Mantenaint" and "La Gallina" (The Chicken). Several new recordings were released by Offeon Records. Among them are "Sixteen Tons" and "Waitin' For The Evening Train" with Los Dominie, "Con Luna Nueva" (With New Moon) and "En El Verano" (Yesterday's Gone) with Los Hooligans the songs "Because" and "Juana Luisa Valdéz," with Ricardo Carrión "Tears And Roses" and "Anything That's Part Of You" and with the Kay Perez orchestra, Daniel is considered one of the best singers in México but not popular as he deserves to be. Daniel Riolobos, the Argentinian singer who is recording for Musart Records, released the songs "Vete De Mi" (Go Away From Me) and "Ciudad Solitaria" (Lonely City) with the Jorge Ortega orchestra. Daniel is considered one of the best singers in México but not popular as he deserves to be. It is probable that The Blue Diamonds, who are performing in México, will do some recording for the P

## Mexico's Best Sellers

- Como Te Extraño Mi Amor—Leo Dan (CBS)—(Mumusa) Tu Seras Mi Babi—Les Surfs (Gamma) Tijuana—The Persuaders (Gamma)—Pablo Beltrán Ruíz (RCA)—Carlos Campos (Musart)—Los Xochimilcas (Peerless)—Los Blue Boys (Musart) 23
- -(Grever) Polvo—Sonia López (CBS)—Javier Solís (CBS) Pepe Jara (RCA)—Olga 4
- Guillot (Musart) Invierno Triste—Connie Francis (MGM) Entrega Total—Javier Solis (CBS)—Alvaro Zermeño (Orfeon)—Flor Sil-vestre (Musart)—(Mumusa) El Esqueleto—Miguel Angel (Musart) El Orangutan—Sonora Santanera (CBS)—Chico Novarro (RCA)—Paco Coñodo (Paculars) 5 6

- Cañedo (Peerless) Perdoname Mi Vida—Alberto Vázquez (Musart)—Lucho Gatica (Musart) —Héctor Cabrera (Velvet)—(Pham) Sabor A Nada—Los Locos del Rítmo (Orfeon)—Angélica María (Musart) —Los Galantes (Orfeon)—Lucho Gatica (Musart)—(Brambila) 10

## **CBS Bash In Brazil**



SAO PAULO-CBS do Brasil recently hosted a cocktail bash to launch the album, "Anniversary Ball Vol. 2" by Sylvio Mazzuca and Friends. On hand to join in the festivities were (left to right) CBS exec Othon Russo, Cash Box correspondent Luis De M. C. Guedes, two gentlemen who are unidentified, Enilson Lins, administration manager for CBS, and Elenive Fayon, a CBS songstress

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Internation



The new season on the Italian record market starts with optimistic expectations. After the deep slump during the summer months, sales are once again increasing in our country, and we hope that they will return to the level achieved at the beginning of 1964. In this regard let's say that the record which was tops in the winter season 1964 is still selling well: we refer of course to "Una Lacrima Sul Viso" sung by Bobby Solo on Dischi Ricordi. Dischi Ricordi informs Cash Box in fact that 'Una Lacrima Sul Viso' has sold 1,300,000 copies, and it's expected to reach 1.500,000 before Christmas. The name of a mother artist of Dischi Ricordi is now under the spotlight; the young talent of Wilma Goich is the winner of the 6th edition of the Mediterranean festival of Barcelona (Spain), where the songstress reached the top place of the contest presenting the song "Ho Capito Che Ti Amo" also published by Ricordi. Wilma had as partner Emilio Pericoli. The record waxed by Wilma containing the winning composition of the Barcelona festival is and broadcast. It was also announced that the film of the 6th edition of the Mediterranean festival will be soon televised in all countries of Europe. A further news about Dischi Ricordi concerns the classical field: Dischi Ricordi has announced in fact a special series called "Classics Of The Chassical fields". The new series, continuing the policy of all our leading record ten different albums are entitled to two free long-plazing. Miscer Ariston Records, has informed Cash Box he has moved his offices of both branches from Piazzetta Pattari #2, to a more large and modern plant whose award was received that has the side ariston and of the Barcelona firm. Don Marino Barreto Jr. "Mason series, buers of an event and the ariston albue of the Ariston and of "The Golden Juke Box" Ariston Records, has informed Cash Box he has moved his offices of both branches from Piazzetta Pattari #2, to a more large and modern plant was event and there thariston film. Don Marino Barreto Jr. "Wasoe award was

in the contest "Festivals' Stage" in which contest he came out among the finalists. Concerning the publishing branch of Ariston we wish to put our accent on its new hit "Una Rotonda Sul Mare" which is the new entry of the C.B. top ten charts of this week. The song is performed by Fred Bongusto on Ri.Fi. The name of Fred Bongusto is becoming more and more popular in Italy: the young talent, singer and composer, revealed himself for the first time in 1963 entering the charts with his best seller "Amore Fermati" (written for him by Gornj Kramer). The list of his hits continued with songs like "Malaga", "Doce Doce", "Frida" and so on, all penned by himself. This summer he presented for the "hot" season two releases, namely "Mare Non Cantare" (b/w "Carolaina") and "Una Rotonda Sul Mare" (b/w "Chi Ci Sara' Dofo Di Te"). Because of the summer crisis on our record market, only now are both recordings reaching the success, being both listed among the first 30 best selling records of our country, and the second, as above reported, being included in the top ten list of our review. Fred is on the way to great success, and facts are confirming this. The singer-composer was awarded too, at Salsomaggiore by the journalist jury, with a "Golden Juke Box" as the "Best Singer Of The Year." Fred was also invited to per-form at the recently held Napoli Festival, where he presented his composition entitled "Napoli Cest Fini" (published by Southern). In December, Fred Bongusto will record the original soundtrack of an important motion picture, produced by Ponti and starring Sophia Loren and Marcello Mastroianni. The title will be "Matrimonia All'Italiana" (wedding Italian style). This film is supposed to have a success as big as "Divorce Italian Style" had last year. The new song he just penned for this film is entitled "Lassame Chiagne" (Let Me Cry).

The new song he just penned for this film is entitled "Lassame Chiagne" (Let Me Cry). Further news from Ri.Fi. concerns its top talent, Mina, who just returned from a successful tour in Australia and Canada where in both countries she received a "hot" welcome. Mina started the tour on September 12 and returned October 5th. Mina had recently three records listed among the first twenty in the Italian hit parade, namely "Citta' Vuota", (It's Lonely Town), "E' L'uomo Per Me" (He Walks Like A Man), and "Un Buco Nella Sabbia" the last an original Italian title, published by Sugarmusic. A survey held by an important music magazine shows Mina at the first place among the Italian artists for both the records sold and the number of weeks they have been on the charts. Even if all three records have not yet stopped selling, a new release is being put on the market, "Io Sono Quel Che Sono" also pub-lished by Sugarmusic, and "Tu Farai" published by the same Ri. Fi. pubbery, Settebello. The recordings of Mina are being released all over the world. Her "La Citta' Vuota" stands on the first place in Spain. "Un Buco Nella Sabbia" has been just recorded by her in Japanese, where it will be released by Victor Records of Japan. "Io Sono Quel Che Sono" has already been successfully re-leased in Italian and in Spanish, both in Venezuela (by Ronde De Venezuela) and Spain (by Belter). A list of five new records has been announced by RCA Italiana for the Autumn season: these are the first new releases presented by RCA Italiana for the new season after the successful diskings of the summer production. First on the list is the name of Nico Fidenco, who recorded before leaving for a singing ture in Japane" of Song Para and the summer production.

for the new season after the successful diskings of the summer production. First on the list is the name of Nico Fidenco, who recorded before leaving for a singing tour in Japan, "A Casa D'Irene," a song penned by Maresca/ Pagano and published by the Neapolitan pubbery "Bideri" b/w an Italian wersion of an American hit, "Ma Dai." The disk of Nico Fidenco has im-mediately obtained a strong reaction on the market and it's listed among the first 30 best sellers on our charts. It's supposed therefore to repeat the success of Nico Fidenco's summer recording "Sulla Spiaggia Su Te," which reached first positions in our hit parade. In this regard, let's say that while in Japan Nico Fidenco has recorded the Japanese version of "Sulla Spiaggia Con Te" that was immediately released on that market. Second in the list of the new RCA's releases, is a new disk of the woll

that was unmediately released on that market. Second in the list of the new RCA's releases, is a new disk of the well known hit-maker Edoardo Vianello: The new song is entitled "Le Tue Nozze" (Your Wedding), published by the pubbery of RCA Italiana, and b/w "Da Molto Lontano," penned by Vianello himself and published, of course, by Leonardi. This record has also obtained a strong immediate reaction and is listed among the first 30 best sellers in our country at this moment. The third record of the new RCA production contains two songs from the motion picture "Il Gaucho," both penned by Armando Trovajoli. Interpreter of both songs' is the American singer Neil Sedaka, who already had a suc-cessful summer season thanks to his recording of "La Notte E' Fatta Per Amare."

Amare

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Italy's Best Sellers

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Last Week

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#### ITALY (Cont'd)

Also presented along with the new records of the Autumn season is the model disk of Giancarlo Guardabassi, which contains the song he presented recent at the Napoli festival: the song is entitled "Sulamente 'A Mia" and i published by RCA Italiana. As it's known Giancarlo Guardabassi is the model discovery of the lyric writer and record producer Franco Migliacci, who presented him for the first time to the Italian public through the "Cantagin 1964" 1964.

The last record of the RCA list of the new production brings once again us the name of the little "Queen" Rita Pavone: On the release of this du cooperated an exceptional producer, Ed Sullivan: The new disk of Rita co-tains the Italian version of her recent USA recording of "Remember Me b/w the Italian version of the Trini Lopez's hit, "San Francisco." The Italian title of "Remember Me" is "L'Amore Mio." The new record will be strong promoted in Italy.

In the meantime, Rita Pavone left Italy for a long stay in the States where she will make a singing tour and will take part once again in the Ed Sullin

she will make a singing tour and will take part once again in the Ed Sullin show. Some news about Dischi CBS: George Greif, manager of New Christy Mistrels, came to Italy to deal the participation of the well known USA growto the next Festival of San Reno. He signed an agreement with the well known uses and the Sharp who will represent the group in Europe. The New Christy Minstrels in Europe will be called only "The Minstrel Mistrels will have a meeting with The Beatles and two Ricordi Artists, Will Goich, and the million sellers Bobby Solo, since it seems that the Minstrel of and Bobby Solo. The top Carisch artist Peppino Di Capri, just returned from his since tour in Australia where he had a strong success, and where his records to bataining strong reaction on that market, has now recorded for the Wing classic of the Neapolitan and Italian Light Music, penned by Bovio/Narde It's the first time that this famous tune is recorded in a modern style. Examining the top ten best sellers of the Italian market at this moment in the that the best selling records of the stage of the success of now and suddenly: perhaps this is only the normal reaction to the det slunp which afflicted our record market in the past months; in any case is now and suddenly: perhaps this is only the normal reaction to the det slunp which afflicted our record market in the past months; in any case is now and suddenly: perhaps this is only the normal reaction to the det slunp which afflicted our record market in the past months; in any case is now and suddenly: perhaps this penomenon is given by the Durium are the 'Cantagiro 1964'' at the beginning of the summer, now suddenly is listed third place in sales in our country.

## Brazil's Top Five Compacts

This Last Week Week

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#### **Campi Group Produces 500th Filmtrack Score**

VENICE-The 500th film soundtrack -covering the past eight years—has been produced by Italy's C.A.M. label and Creazioni Artistiche Musicali publishing company, both owned by the Campi brothers, Guiseppe and

Luigi. To honor the 500 figure, a cocktail party was recently held in Venice at the Hotel Excelsior, with many Ital-ian and international music men at-

The 500th musical soundtrack is from a significant production. It is "Deserto Rosso," winner of the Inter-national Venice Film Festival. It stars Monica Vitti and Richard Harris and was directed by Michelangelo Antonioni.

Antonioni. As the principal film music pro-ducer, the Campi operation controls 80% of Italy's soundtrack business. As for "Deserto Rosso," there's a C.A.M. soundtrack album, and a single of two themes, "Il Surf Della Luna" and "Happy Surf." Composer of the score is writer-conductor Gio-vanni Fusco of the score is vanni Fusco.

## **A Busy Swiss Host**

SWITZERLAND - Hans Oestreid SWITZERLAND — Hans Oestreich a Jr. of Turicaphon A.G. in Switz land has been receiving a number overseas visitors. From Mexico, who he now lives. came Billy Toffel, time member of the 'Original It dies.' Still active in the record ness and currently on a tour of E rope, he visited Turicaphon A.G. Riedikon where in 1940 he made first recordings "El Rancho Grand and "Stop, It's Wonderful," both which were released on the Elite BIF which were released on the Elite Sig cial label.

Another visitor was producer ner Tautz, whose most recent relevant under Elite Special is "Heinz Kernelling's Coloured State ling's Coloured Strings," soon to released in Canada and negotisty F are under way with Japanese ma facturers. Composer, conductor He n Kiessling is at present staying

England and will visit Japan. Oestreicher also received the ous Hungarian composer Paul Gvongy



The promotion of the record industry is getting more and more social all the time in this country. More invitations for cocktail-parties and dinners at the occasion of the launching of a new LP or the anniversary of another

the occasion of the fathering of a new DF of the anniversary of another company. Discos Odeon invited us, and another couple of hundred people connected with the business for a dinner, during which a history of the activities of the company were shown through slides, music and speech, finalizing with a survey of this year's works. The promo department of the company intends to show this same wise means of promotion in all the important cities of the country. Present were all the representative artists of the company and newspaper, radio and TV men of the speciality. Good organization, except for the fact that too little Brazilian music was presented during the showing of the present releases.

country. Present were all the representative artists of the company and newspaper, radio and TV men of the speciality. Good organization, except for the fact that too little Brazilian music was presented during the showing of the present releases.
At the same time, CBS do Brasil hosted a cocktail-party for the official aunching of a new LP to be released, by the great maestro Sylvia Mazzuca and his orchestra, "Baile de Aniversário, Vol. II." At the occasion, Othon Russo, head of the promo dept. in Rio, and Enilson Lins, administration nanager in São Paulo, presented the well liked music man with a golden medal, for the celebration of Sylviô's 100,000th. record sold. Besides the staff of the company and the artists that are in São Paulo at the moment, all the press, radio and TV were represented on the celebration.
Marcos Nobili and Getúlio Alves are sharing the responsibility for the International and Promo departments of Discos RGE. They advise: on the still growing strong Italian music field, RGE is preparing new releases of talian artists. Already in the production phase a new LP by Gigliola Cinpueti, with 12 beautiful bands and a striking jacket. Also Johnny Dorelli is present on the new releases: "30 Anni Di Canzone d'Amore" is the title of the LP containing 16 romantic balads that were hits in the last thirty years. From the same CGD label, represented in this country by RGE, another Italian album titled "Canzone Per Una Estate," probably one of the best produced varied albums with the best artists from tha label.
From Fermata do Brasil, Juvenal Fernandes, who is heading the office huring President Lebendiger's absence, we have the following news: as predicted, this publisher has on hand one of the most successful numbers of meem times—"Diz Que Fui Por Ai", by Zé Keti—which was recently recorded mee more, this time by Chantecler's exclusive artist Maurici Moura, adding another good interpretation of the hist composition of the year to the long ist. From the Fernata disk

Quem E Meu Amor." Always given by João Araujo's assistant, Sue C. Clark, from Companhia Brasileira De Discos (Philips), the news are as follow: the three big hits of the moment are with the company! The growing success of Jair Rodrigues' "Deixa Isso P'ra Lá" now on the number one position on the charts, with numerous requests for personal appearances and also TV shows, both in Bão Paulo and Rio as well. Jorge Ben is cutting his third album "Ben E O Samba Bom," for Philips, from which is being rushed a new single of João Filberto's famous "Ho-ba-la-la" and Jorge's own "Descalço No Parque" "Barefoot In The Park.") Looks like another hit for the label's star and a good follow-up to his current Number One Hit "Bicho Do Mato." Paulo lorge, of the international department, is still very pleased with Millie Small's nigh riding hit of "My Boy Lollipop," which is currently being compared to he successes of Rita Pavone. More news about the growing organization of the Clube Do Clan (Clan

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More news about the growing organization of the Clube Do Clan (Clan More news about the growing organization of the Clube Do Clan (Clan Olub): this promising club counts at present in São Paulo with radio pro-rams in the following stations: Radio Nacional, presented by Ademar Dutra; Rádio Bandeirantes, by Luiz Aguiar; Rádio Piratininga, with Ferreira Martins: Radio America, under José Ferreira; Radio Industrial Paulista, by Sergio Andrade; Radio ABC of Santo André, with Waldir Pires, and 35 more radio programs with senders distributed in the provinces. From the artists affiliated with the Clube Do Clan, the news are as follow: Weire Pavão, who is presently scoring a hit with the compact "O Que Eu Faço Do Latim," for Chantecler, is choosing numbers for her first LP. Albert will aunch soon, through Chantecler, his recording of "Meu Broto Só Pensa Em Estudar," a Portuguese version of the Spanish number "Mi Novia Solo Quiere Estudiar," song that was awarded in the First Festival of the South-American Song, held in Montevidéo. Tony Campello cutting a new album with current uits, for Odeon. The duo "The Vikings" is the new discovery, under contract iow with Chantecler. The guitarist Gato, considered one of the best in the ountry in the teen rhythms, is again a part of the excellent instrumental roup. The Jet Black's, which comes back to the recording world with the isual high quality for which it is known in this country. Brazil'S BESt Sellers

# **Brazil's Best Sellers**

# This Last Veek Week

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- k Deixa Isso Pra Lá Jair Rodrigues/Philips Cin-Cin Richard Anthony/Odeon Datemi Un Martello (Fermata) Rita Pavone/RCA Victor Una Lacrima Sul Viso (Notas Mágicas) Bobby Solo/Chantecler Scrivi (Edições RCA) Rita Pavone/RCA Victor Separação (Edições RCA) Claudio de Barros/RCA Victor Juramentos De Amor (Edições RCA) José Lopes/Chantecler Que Queres Tu De Mim (Mundo Musical) Altemar Dutra/Odeon Viva Las Vegas (Fermata) Elvis Presley/RCA Victor Surfin' Bird The Trashmen/Odeon E Proibido Fumar Roberto Carlos/CBS O Mio Signore (Fermata) Edoardo Vianello/RCA Victor Obsessão Sérgio Odilon/CBS Macacafoo (Fermata) The Blobs/Fermata Amigo, Palavra Fácil Nelson Gonçalves/RCA Victor
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- Meus 18 Anos—Rita Pavone/RCA Victor O Fino Da Bossa—Several Brazilian Artists/RCA Victor The Beatles Again—The Beatles/Odeon 'S Young—Ray Conniff/CBS E Proibido Fumar—Roberto Carlos/CBS
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The pattern of moves in the distribution field throughout Australia over the pattwelve months or so could be interpreted as "the end being in sight outlets in all major States; RCA now operates a similar system, so too does Philips. W & G run company-owned distributor outlets in all States except gueensland and Western Australia; Australian Record Company uses inde-pendents in only a couple of the less important markets; Festival Records, one of the leading record companies in Australia, is the only major label still arccord company's products "get lost in the shuffle" with indie distributors who andle a multiplicity of labels. The indie distributor is often accused of filling orders only (on records that are in demand) rather than actually selling records. Regardless of the truth or otherwise of these suggestions, it cannot be denied by beignored. Most record companies are faced with their worst distribution who has trecord companies are faced with their worst distribution two largest States in the Commonwealth—yet these two States, for all their area, carry comparitively small populations. Better than half of the total way of Australia is located in the States of Victoria and New South Wales—it is therefore only natural that most record labels concentrate their world of Victoria and New South Wales are still too big to be ignored, this applies in Western Australia and Queensland which are the two "problem" of victoria and New South Wales are still too big to be ignored, this applies in Western Australia and Queensland which are the two "problem" of avoint 400,000 and in the country areas of Western Australia there are of 980,000 square miles, distribution is a hefty problem due to the great dis-applies in Western Australia with populations well in excess of the 20,000 of with and has a population well over the half million mark and the east coast of wensland boasts many tites with spoulations of an out so the size of upon shand basts many tites with spoulations well in excess of the 20,000 of what and has a

in Queensland as the next move in the "silent war" against the indie dis-tributors. Star disk jockey Bob Rogers has rejoined Station 2UE in Sydney after a successful run at 2SM; Bob was with 2UE before joining 2SM some time back. Local girl Sharon O'Brien has a new single out on the CBS label with "Reach Out For Me" looking like the big side, the song is by Burt Bacharach and Hal David and is published by Belinda Music. RCA is out with a new locally produced single by Digger Revell and The Denvermen with "Jenny Jenny" and "I Love The Way You Love Me." Also on the local scene we find that the Festival group is out with a new single featuring popular local boy Jimmy Little with "Smile" and "Eternally." On the Linda Lee logo (through Festival) is Johnny Noble with a new single which carries "Tough Enough" and "Lonely City." Australian group Billy Thorpe & The Aztecs have a newie on EMI's Parlo-phone label with "Sick And Tired" and "About Love." It is expected that GTV-Channel 9 in Melbourne will soon announce a pop music TV program to be run five nights each week between 6 p.m. and 6:30 p.m. Monday to Friday. This is an ambitious project and one that will be warmly welcomed by local artists. At the time of writing final details weren't known but it is expected that the shows will be produced by radio station 3AK executive David Joseph. David is manager of 3AK and it is understood his chief disk jockeys will share the compering activities of the new television series.

# Australia's Best Sellers

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- Pretty Woman (Roy Orbison—London) Acuff-Rose Have I The Right (The Honeycombs—Astor) Reg Connelly Music I Should Have Known Better (The Beatles—Parlophone) Leeds Music A Million Drums (Tony Sheveton—W&G) T. M. Music William Tell Overture (Sounds Inc.—Columbia) Leeds Music Do Wah Diddy Diddy (Manfred Mann—HMV) Belinda Music Such A Night (Elvis Presley—RCA) Chappell & Co. Bread And Butter (The Newbeats—Hickory) Acuff-Rose A Hard Day's Night (The Beatles—Parlophone) Leeds Music Where Did Our Love Go (The Supremes—Stateside) Belinda Music 10

# Festival Records Launches Dot In Australia



SYDNEY—As part of an international expansion program, the Dot label was recently launched in Australia by Festival Records. This will mark the first time that Dot products will be released in the country under its own banner. Record managers from Festival's interstate distributor network met at a four-day sales confab which was conducted by the firm's executive director, Frederick C. Marks. Afterwards, the distribs attended a cocktail party at-tended by radio station managers, deejays and publishers. Major emphasis was placed on the launching of Dot Records nationally. Dis-tribs were given a preview of a vast number of future releases from the cata-log together with a detailed picture of the campaign designed to establish the Dot image and artists in Australia. Distributors and other personalities attending the bash were delighted to read the warm and enthusiastic cabled messages from Dot president Randy Wood and vice-president Jim Bailey, and to hear of the forthcoming support from Dot artists such as Pat Boone, Jimmie Rogers and Jimmy Gilmer. Standing (left to right) in the above pic are Festivalman Kevin Lewis (Vic-toria). Bob Georgeson (South Australia), Frederick C. Marks (Festival's ex-ecutive director), David Waters (Queensland), Ron Chatto (Festival Director), John Ungerer (Queensland), Herb Roberts (Tasmania), and Brian Smith (Western Australia.)



A delicate affair has been unveiled at SADAIC, Argentina's collecting society for playing and phonomechanical rights. According to the law, all places where music is played and admission is not free are obliged to send a list of the tunes used by the orchestra, artists or records, for determining the amount of royalties that will correspond afterwards to each composer. It has been discovered that the blanks for these lists were filled with titles that weren't played at all, favoring certain unknown composers that, in this way, sware received big payments. Some observers have pointed out that probably SADAIC's staff would have to resign, if this problem is not solved fastly, since the amount involved is many millions of Argentine pesos and the affair bas been commented widely in the daily press.
Tuis Calvo of Sicamericana reports about the recently started campaign in brownent, according to Clavo's report, has brought new force to this line and interesting sales marks. The label has also put considerable promotional for clavo's report, has brought new force to this line and interesting sales marks. The label has also put considerable promotional for clavo's report, has brought new force to this line and interesting sales marks to Mexico. The Silvas are performing on Channel 9 and other spots, and will probably stay in town for some days are A.
Tes is working on the promotion of the "Ritmo Indoamericano," created is "Sabados Continuados" (Channel 9) for a series of appearances that will allow him to increase promotion of the Argentine Talking Machine Company this from a strist El Indio Gasparino, whose first recording is "Yolvere Volvere" and "Ana Maria Peñaloza." Gasparino has been inked by "sabados Continuados" (Channel 9) for a series of appearances that will allow him to increase promotion of the Argentine Talking Machine Company the farture and instrumental group The Village Stomere.
The Richard Seligsohn, founder of the Argentine Talking Machine Company its first manager, has been risited by Philip Brodie,

other countries for exchange of tapes and release of his product internation-ally. Surco is releasing an album under the United Artists banner, featuring several big names in modern jazz music, like Gerry Mulligan, Bill Evans, John Coltrane, Art Farmer and many others. There is also an LP cut by The Feder Sisters, with Yiddish music, and several classical music releases by pianist Orazio Frugoni, who has been recently visiting this country. The reder Sisters of Fugoni, who has been recently visiting this country. Still at full force is Chico Novarro's promotional campaign at Philips, now in international range. As we reported before, the artist has been presented to the other Latin American Philips representatives at the recent Lima Con-vention, attended by the label's topper Maximo Wyngaard, who flew to Peru with Novarro. Chico's first single for the diskery, "Mi Tia," has been selling well and now his first album is being prepared. His tunes will also be cut by several instrumental groups, for wider coverage. R. Lambertucci of Neumann Publishers is very glad about the success of "Himo De Amor A La Madre," which has been cut by Nestor Fabian, coupled with "Charade," for Odeon. The song is also very popular these days because of Mother's Day, celebrated in Argentina the third Sunday in October. The buying copies for singing it at school that day. Moriglio Giacompol of Smart Music is jetting this week to Brazil, to visit from the Naples Song Festival, and is also working on "Te Ries De Mi" and "Los De Mi Edad," now recorded by Alma for Odeon Pops. Maria del Carmen Hajdenwurcel of Julio Korn reports that this pubbery has made representation arrangements with Vogue Music/Bibo Music, covering several interesting US copyrights and music from TV series. JK is working on "Route 66" and "Naked City," cut by Nelson Riddle and Billy May. In the

# Argentina's Best Sellers

#### This Last Week Week

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- \*Vestida De Novia (Korn) Palito Ortega (RCA)
  \*Santander De Batunga (Melograf) La Charanga del Caribe (CBS)
  \*Esto (Melograf) Leo Dan (CBS)
  \*Changuito Cañero (Korn) Palito Ortega (RCA) Las Cerezas (Smart) Hermanos Carrion (CBS) (Music Hall); Rosamel Arava, Juan Ramon (Disc Jockey); Zaima Beleño, Los Cava Bengal (RCA); Tony Renis (Odeon Pops); Chicote (Philips); Cachita Galan (RM) Inolvidable (Edami) Tito Rodriguez (United Artists) Adios Adios Corazon (Korn) Cuarteto Imperial (CBS) Por Favor Frank Ifield (Ariel) Cumbia Sobre El Mar Cuarteto Imperial (CBS); Niko Estrada (Odeon) 5 3
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- Cumbia Sobre El Mar Cuarteto Imperial (CBS); Niko Estrada (Odeon) Twist Y Gritos (Fermata) The Beatles, Los Jets (Odeon Pops); Mayte Gaos, Sylvie Vartan (RCA); Los Tammys, Andre (Philips); Jack Nitzsche (Reprise); Chubby Checker (Fermata) Colorado (Sprint) Violeta Rivas (RCA); Elsa Quarta (Philips); Orlando (Music Hall) \*Te Llevare (Korn) Beto Fernan (Music Hall) \*Mi Tia (Korn) Chico Novarro (Phillips) Sometimes On Friday (Korn) Claude Gordon (Warner Bros). \*Que Falta Que Me Haces (Edami) Julio Sosa (CBS); Nestor Fabian, Lucho Gatica (Odeon); Enrique Dumas, Los Claudios, Andre (Philips); Alberto Podesta (Serenata); Rodolfo Lesica (Music Hall); Juan D'Arienzo (RCA) \*Oscuridad (Korn) Palito Ortega (RCA) \*Buen Dia Mama (Korn) Los Caucanos (Music Hall) \*Mi Barquita Johnny Tedesco (RCA) \*Santago Querido (Melograf) Leo Dan (CBS); Gasparin, Los de Salta (Philips) 17 15 16 17
- 18 19 10
- Salta (Philips) All My Loving The Beatles (Odeon Pops) \*Collar De Caracolas Julio Molina Cabral (Music Hall) \*Local 20
- 20 20



Radio plays have always been a key factor in the success of record sain any country and Germany is no exception. Key D.J.'s must still be wore in order to get them to push new singles releases as it is a proven and login fact that no one buys a record that he or she hasn't heard. A major proble in Germany is the fact that the state owned radio stations, which number in the whole country of over 60 million people, do not have any concentrat push on pop material. Radio stations in Saarbrucken, Munich, Hambur Stuttgart, Berlin, and Frankfurt have a listener's hit parade show which run once a week!

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push on pop material. Radio stations in Saarbrucken, Munich, Hambur Stuttgart, Berlin, and Frankfurt have a listener's hit parade show which re once a week! Many stations such as Baden-Baden, Bremen, Cologne, etc. do not enc have this feature. Although pop tunes are played every day, there are shows which really push the pops. In most cases, it is also hard to get ever radio station to play a record. Since the stations are not dependent on sponse and live from a 50 cents per family monthly payment for every houses in their area that owns a radio, the programming personnel pick the records be played by deciding if the songs are good for the public and not if the song will become hits or not. Therefore, it takes longer generally for a hit develop and the life of a hit is much longer than in the U.S. or England wh concentrated plays wear out the public's interest. The major exception to the rule is Radio Luxembourg. The station's German department has 14 hou of programming daily and the entire programming is made up of pop semi-pop and folk music. The 12 disk jockeys working at the station all hs their own private library and are given a free hand in the selection of mus played on their programs. The top D.J. there for many years is **Camillo Fe**ler who has been known to make many a hit in this country. His shows include Saturday listeners hit parade where he picks 10 new releases and offers h to the public for choice along with 10 tunes which are now in the station's is teners hit parade and a Sunday show where shops and dealers are called all or the country and report their best sellers per telephone and a top 8 best sel list is then accumulated and played before the program ends. By the wu Camillo uses the Cash Box top 100 exclusively as his source of U.S. hit para-listings. Another important source of hit plays is the so called commerci department of each radio station in Germany. This station department sel spots during its limited daily programs and broadcasts the spot announcemen-between his records. Usual

by Will Meisel. Electrola Records reports that "I Should Have Known Better" by The Beads has passed "A Hard Day's Night" as its best selling record at present. The two which did well in England by a different group has become a smash single h here. The single was never released in the U.S.A. Six of Electrola's top 15 bet selling singles are by The Beatles. Hans Gerig reports that his publishing house is busy pushing "Hey, Bawe Munchhausen" from Conny which looks like hitsville here. Polydor's Bobby Schmidt, A&R man is busy pushing his new production will Brenda Lee which is taking off. The German waxing is getting top air play a promotion. Bobby also has a new smash with Norway's teenager Werke Myhre.

Myhre.

Mynre. August Seith of Seith and Chappell Music reports that U.S. hits like " Boy Lollipop", "Sweet William", "Everybody Loves Somebody", "Such A Night "California Sun", "I Only Want To Be With You" and many others are get strong German cover records and are going great guns in English here. also got plenty of top new German numbers ready to ride the charts. That's it for this week in Germany.

## Germany's Best Sellers

This Last Weeks Veek Week On Charts

HECK	WEEK	On Charts
1	1	6 *Das Kommt Vom Rudern, Das Kommt Vom Segeln (The
		Comes From Rowing, That Comes From Sailing)-Pet
		Lauch and the Regenpfeifer-Golden 12/Metronome-Tran-
		charden and the Regenpienter-Golden 12/Metronome-Hau
0	0	atlantic Music/Karthal/Beierlein
2	2	6 *Sein Bestes Pferd (His Best Horse)-Martin Lauer-Poli-
		dor-Hans Gerig Music
3	3	6 *Wenn Du Mal Allein Bist (When You Are Alone)-Mar
		fred Schnelldorfer-Decca-Karl Heinz Busse Music
4	4	4 *Ein Boy Ist Ein Boy (A Boy Is A Boy)-Renate & Wernel
	×	A Lin boy is Anialo (A boy is A boy) Renate & Weine
-	1	Leismann—Ariola—Ralf Arnie Music
5	5	4 *Oh My Sweetheart Rosmarie—Jurgen Herbst—CBS—M
		odie Der Welt/Michel
-6	67	7 *Bravo Bambina-Rex Gildo-Electrola-Hans Gerig Mur
7	7	2 *Hokuspokus-Rex Gildo & Gitte-Electrola-Hans Ger
		Music
8	8	
0	0	4 *Aus Jedem Land Ein Souvenir (From Every Land, "
0	0	Souvenir)-Vico Torrini-Decca-Ralf Arnie Music
9	9	2 *Okay, Ich Geh (Ok, I'll Go)—Suzanne Doucet—Metronom
10	10	2 *Keep Smiling-Drafi Deutscher-Decca-Nero/Hamme
		ling/Meisel
		*Original Germany Copyright
_		original ocimany oppyright

ARGENTINA (Continued)

ARGENTINA (Continued) tropical music field the news is "El Guere Guere," recorded originally by Treen Agers in Colombia and now by the Cuarteto Imperial (CBS). News from Fermata: Juan Ramon has recorded, coupled with "Como Mana the Beatles' hit "All My Loving," sung in Spanish, for Disc Jockey Los Bub (CBS) are waxing "Ask Me Why," while Sandro has cut "Niñito." The Tee Agers (local artists) will appear with "Please Please Me." These waxings part of the promotional work in behalf of the English group's tunes, star-by the pubbery. Ian Morris of Famous reports that his label has arranged the representation of Tropical Records of Colombia. Initial releases will be recordings by Bore tropical music has a nice market in this country nowadays, Morris experi-very much from this catalog. Mario Kaminsky of Microfon is proud with the release of "Concorde," of the States by the Modern Jazz Quartet, and is an interesting addition to by jazz catalog in Argentina. Microfon will continue with these outings, with there are several other items on desk.



Bovema's HMV-label launched Manfred Mann's new single hit "Sha-La-La," onsidered to be a strong followup for "Do Wah Diddy Diddy," still riding igh on the Dutch pop charts. Capitol-Holland will add several new albums to next week's release list. mong them are Nat King Cole's "I Don't Want To Be Hurt Anymore" and My Fair Lady," Al Martino's "Always Together" and Peggy Lee's "In The 'ame Of Love." Further strong new items are The Beach Boys' "When I row Up" and Nancy Wilson's "I Wanna Be With You." Bovema's Stateside label has high hopes for Little Richard's "Goodnight rene."

and Of Lové." Further strong new items are The Beach Boys' "When I import on Anarcy Wilsons' T Wanna Be With You."
 Bovema's Stateside label has high hopes for Little Richard's "Goodnight eve."
 Boudewijns of Phonogram drew Cash Box's attention to a highly important desical recording, released early October by Philips' Phonographic distries: the "Six Sonatas for Violin and Harpsichord" by J. S. Bach, a culination-point of all Baroque Sonata.
 Performers are the Italian harpsichord-player Miss Egida Giordani Sartori. Additional Belgian violinist Arthur Gruminux. The two LP's are packed in a plendid box; added are the complete scores of the Sonatas, a free service. Chansons by Edison-winner Georges Brassens (much to his regret unable to the Hennager Otto Vriezenberg of Phonogram released five Brassens-singles the Barsens-favories like "Brave Margot". "J'ai Rendez-vous Avec Vous," when staying in Copenhagen, summer 1963 (where the Mercury-album marked, "wrote arrangements for Sarah as if he intended to marry her!" he album, entitled "Sarah With Voices," pleased her so much that the day is the recording she gave a champagne-party for choir and orchestra-leader Robert Farnon. "Chancon: (Philips), "Little mether ecounding she gave a champagne-party for choir and orchestra-leader by Phonogram: "Chag-a-Luc" by Roger liter the recording she gave a champagne-party for choir and orchestra-leader by Phonogram: "Chag-a-Luc" by Roger liter the recording she gave a champagne-party for choir and orchestra-leader by The Hondells (Mercury). "Invisible Tears" by Ned Miller (Philips)." Little and by The Hondells (Mercury). "Invisible Tears" by Ned Miller (Philips)." Little and the day lorg. "Chag-a-Luc" by Roger envelowed by CBS sales manager Hermy J. S. Wapperom and Cash or 'Paul Acket. C.B.S. Gramofoonplaten rush-released Brubeck's latest LP laz Impressions Of Japan." which also was presented to the Dutch press. "The Dave Brubeck Quartet appeared in concert on Friday, Oct. 9th. Th

The rights of the American hit song "Clinging Vine" are with Basart and ey expect much of this title in the Dutch territory. The German song, dedi-ted to a Dutch girl "Antje," (Basart) was recorded by Gert Timmerman u the Telefunken label. Segela Lauer-

# Holland's Best Sellers

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- Pretty Woman (Roy Orbison/London) (Acuff-Rose/Brussels) I Should Have Known Better (Beatles/Parlophone) (Basart/Am-
- 3 sterdam) It's All Over Now (Rolling Stones/Decca) (Leeds Holland Basart/
- Amsterdam)
- Have I The Right (Honeycombs/Pye) (Basart/Amsterdam) Liebeskummer Lohnt Sich Nicht (Siw Malmkvist/Metronome) (Anagon/Heemstede) A Hard Day's Night (Beatles/Parlophone) (Leeds Holland Basart/ Amstardam) 1

- I Won't Forget You (Jim Reeves/RCA) (Altona/Amsterdam) On The Beach (Cliff Richard/Columbia) (Basart/Amsterdam) Quand Les Roses (Adamo/Pathé) (Anagon/Heemstede) Do Wah Diddy Diddy (Manfred Mann/HMV) (Belinda/Amster-dam) 4

# **CB's Murphy Upped To Outlet's MD**

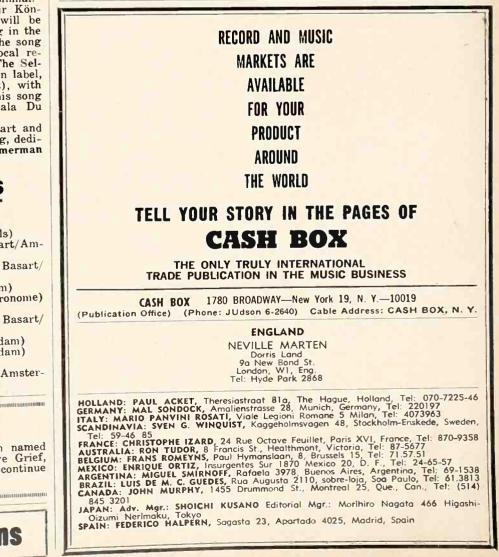
ONTREAL—John Murphy, Canadian rep for Cash Box, has been named usic director at Montreal's radio station CKGM. He replaces Dave Grief, has been moved over to the station's sales dept. Murphy will continue host the outlet's 2:30 to 6 pm spot.



Cash Box<

CANADA

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#### COIN MACHINES & VENDING



Editorial

# WHICH COMES FIRST?

In the wake of convention activities, it is more apparent that the men behind the local and na tional associations in this industry are carrying the brunt of responsibility. Looking back over the business year, while the accomplishments of the Music Operators of America are many, the people responsible in a large measure, are few and far between.

A similar situation exists in almost every local trade association where the leadership is in the hands of two or three representatives while hundreds reap the harvest. This continued situation may be criticized as not being fair to the overworked leaders, however the fact is, unless they are given physical support, or to reach for the impossible, unless they are relieved for a spell by equally capable people, the industry cannot progress at its present rate of accomplishment.

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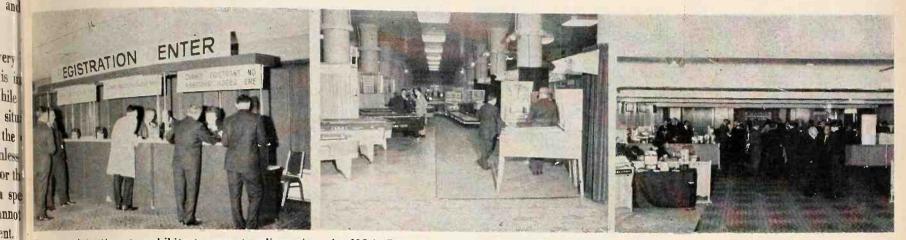
While everyone does not partake of his share of the burden, everyone will, indeed, suffer the loss of leadership should our present association officials limit the amount of personal time given over to association activities, as apart from the attention deserved by each executive's personal business. The frustration of which comes first, association business or personal investment in one's own company, is at times, almost unbearable for some. Many dedicated individuals have expended personal funds to keep the home fires burning at association headquarters. But this is secondary with most, surprising though it may seem. How ever, when a man's operation or distributing business suffers, even temporarily, he must ask himself "for what?" and we must sympathize with this individual.

No one can expect personal sacrifice in regards to a business which is after all only one of thou sands represented by as many businessmen who have not lent a hand. In fact, it is in this light that this same association leader can be viewed as just another member of this industry. Too many times, he has been asked to divide his attention between his business and industry leadership.

Most of our association leaders, fortunately, have managed this task unusually well. The com plaints are few. This is to be expected of the call ber of men who lead us. But let's not overdo it The time has come for each of us who has already benefited in some way from the progress that has been made, to lend a hand. One man cannot carry the burden forever.

National and local association elections are be ing held and will be carried out between now and the months ahead. Let one man in each associat tion stand up, who has not stood before. Let ope individual give of his time, even if only a fraction of what has been given by others before, to relieve at least for the moment, the mainstay. Only the will we continue to reap the harvest of plans as set down by our present leaders. Only then will " show by deed our appreciation for the people wh have held this industry together.

# 14th Annual MOA Convention Attendance Nears 1,000; **Displays And Discussions Mark Most Colorful Exposition**



From registration, to exhibits to operator discussion, the MOA Convention is on.

# suffe Music, Amusement, Vending & Record sonal Displays Spark Most Exciting Show

apar THE MOA CONVENTION ON on THE MOA CONVENTION FLOOR: Conventioneers attending the 14th Annual Music Operators of America Convention at the Sherman House here (Oct. 14-16), saw what was perhaps the largest variety of

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enting house here (oct. 14-10), saw what was perhaps the largest variety of earah music, anusement and vending ma-chines as well as records and service expression service as a service as supplies ever displayed during the past six to eight years of convention activities. The show had a definite class look to it, that had spelled success for many exhibitors as early as Thursday evening, with one full day remaining. Exhibitors went all out to display products in a colorful atmosphere and conducted hospitality suites with live music, cold drinks and warm food to overflow crowds. The total attendance figure was not available at press time, but judging

from early registration crowds in the hotel lobby and on the convention floor, the 1,000 mark appeared to be within reach.

Meetings were held on Wed. and Thurs. mornings (see separate sto-ries) which both informed and stirred enthusiasm from listeners who crowded into the meeting room. Recwho ord programming sessions scheduled for Friday's meet will be reported on ord

for Friday's meet will be reported on next week. MOA president Lou Casola turned over the reins of the presidency to Clint Pierce, an MOA founder. Fred Granger will undoubtedly stay on as business manager, having helped score a victory for the Association and the coin machine industry, the likes of which hasn't been seen here in years.

## **Pierce Elected MOA** President

MOA President MoA CONVENTION CHICAGO — The MOA Nominating Committee, composed of Jack Bess, Jim Tolisano, Frank Fabiano, Millie McCarthy, Howard Ellis, and E. W. Gilbert had all of the nominees elected to new MOA posts at an election meeting on Thurs. Oct. 15th. Clinton S. Pierce was elected president of MOA. Tolisano, Tres.; Ted Nichols, Sgt. at Arms; and the following vice presi-dents: Al Denver, Howard Ellis, Frank Fabiano, Norman Gefke, Jim Hutzler, Les Montooth, A. L. Ptacek Jr., William Cannon, Henry Leyser and Harry Snodgrass. MOA directors are: C. Bengiamino, H. S. Betti Jr., Nick Carter, H. Q. Frantz, Alfred Harper, J. Jeffreys, R. F. Jones, Moses Proffitt, Hal J. Shinn, John Trucano, Sam Weisman, Russell Maudsley, Phil Eisenberg, Sam Daub, M. L. Holland, K. A. O'Connor, Jerome Jacomet and Lou Casola. Casola.

Dave Howle, Harry Snodgrass and John Trucano dwelt chiefly on the proper procedure for a music operator to diversify-to go into full line vending suddenly, or to diversify gradu-ally. The general consensus of opinion was that an operator should enter the vending field in gradual steps, usually commencing with cigarette machines. Ultimately he will seek commercial type locations and then start the ball rolling towards full time vending.

Howle stressed the need for an operator to fully realize that in vending he actually becomes a merchant, and starts to deal in fractional percentag'es.

"Make no mistake about it, gentlemen," he said, "the music operator is definitely moving into a different, more complicated world. But, there is plenty of room in this rapidly expanding industry for the enterprising operator."

Snodgrass cited several cases where his company acquired large organizational and commercial locations. He stated that a location head, usually a sound businessman, will in most cases appreciate the facts shown in a Profit and Loss statement.

"Vending," he said, "consists of the buying and selling of a multitude of products, including refreshments, cigarettes and cigars, and all sorts of foods. Get to know it very well before you plunge into it headlong."

This session was concluded with a

### Laverne Stresses P.R. To Ops Forum



SENATOR THOMAS LAVERNE

MOA CONVENTION-Senator Thomas Laverne, of Rochester, N.Y., deliv-ered a stirring keynote address here last week Thursday pointing up with last week Thursday pointing up with considerable eloquence the areas where music and game operators suf-fer needlessly because of poor public relations and lack of proper commer-cial endeavor. He stressed the need for more state and local operator or-ganizations all over the country. Laverne called for greater conpers-

Laverne called for greater coopera-tion on all levels of the industry everywhere and suggested a "cham-ber of commerce approach" to organizational problems. He urged opera-tors not to work "out of their back pocket" but to maintain a sound, professional bookkeeping system. Laverne has worked closely with operators in the New York State area in the past on legislative problems.

spirited question and answer period. Then, Al Denver discussed Chattel Mortgages and location contracts in detail. With him on the dais were Harry Snodgrass and Lou Casola, president of MOA.

This meeting terminated just prior to the 1:00 PM opening of the exhibition floor trade show, because the operators in attendance queried Denver at length about the five points in the contract and chattel mortgage forms used in New York State.

Denver explained that despite some problems from time to time the contract practically in most cases alleviates the operator's headaches with problem location owner.

The chattel mortgage, he added, guarantees greater security. In other words, it is an "iron-clad" protector. protector. In the future, Denver said, the chattel will be known as a security agreement.

# his lig **On Diversification And Mortgages** tion b. fort

MOA Panel Sessions Features Talk



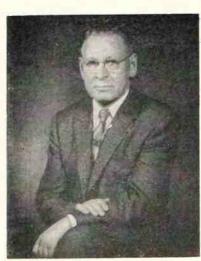
ween a MONY's president Al Denver addresses the assembled MOA on the subject of chattel mortgages.

each each efort. the MOA Convention, on Diversifica-tion, was actually the kick-off of the already well attended conclave. Harry Snodgrass, president of Border-Sun-shine and Servamation companies, in Albuquerque, New Mexico, and MOA's board chairman, moderated the panel session. On the panel were Dave Howle, vice-president Rock-Ola Manuwhen Howle, vice-president Rock-Ola Manufacturing Corp.; Mort Secore, sales the per director of Chicago Dynamic Indus-

Cash Box-October 24, 1964

tries; and John Trucano, head of Black Hills Novelty Co. in Deadwood, South Dakota. Mort Secore opened the Diversifica-tion discussion by spelling out some of the changes many music operators will have to make to assure some measure of success in vending. He said "Leans and bonuses to locations said, "Loans and bonuses to locations will not prove to be a proper way of acquiring locations in the vending business.

# Rock-Ola Mfg. Co. & Distrib Network Launch Pow 'Princess Royal' 100-Selection Phonograph New Model 501 100-Selection Wallbox Also Available



#### DAVID C. ROCKOLA

DAVID C. ROCKOLA CHICAGO—David C. Rockola, pres-ident and chief executive officer of Rock-Ola Manufacturing Corpora-tion, chatted "off the cuff" recently about the Chicago based factory's tre-mendous strides in the automatic phonograph business over the past several years in the coin machine markets throughout the world. Simul-taneously, he pridefully announced the gala introduction, coincidental to the Music Operators of America Con-vention (October 14-16) of Rock-Ola's striking, new "Princess Royal" compact model 424, coin-operated phonograph, which is only 30½ inches wide and 43½ inches in height. "Once again," Rockola asserted, "it is that time of the year when the factory and our large family of dis-tributors join together for a coordi-nated campaign to launch a new pho-porgraph. In this case the "Princess

nated campaign to launch a new pho-nograph. In this case the 'Princess

Royal'. "The excitement of this gala intro-duction should easily surpass any previous new model release because of the music operators' anticipation and urgent requests for a new 'Prin-

"It is singularly significant at this time that we have a great team of profit winners in the 'Grand Prix' console and 'Princess Royal' phono-

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graphs, Plus, of course, the fine, established teamwork of the factory and distributors. With this in mind, we can certainly expect the sales re-sults in 1965 to be the greatest and most profitable in Rock-Ola's his-tory!"

most profitable in Rock-Ola's his-tory!" Edward G. Doris, executive vice president, and his sales staff spear-headed a factory-distributor sales campaign early this month, blanket-ing every region throughout the United States and Canada to indoc-trinate distributors and their person-nel, preparing them for the pending sales campaign featuring the 'Grand Prix' and 'Princess Royal' phonos. Doris set the pace for the 'Prin-cess Royal' campaign by spelling out the prime features the phonograph offers to music operators everywhere. He stressed, initially, the striking beauty and compactness in the cab-inetry, the full dimensional sound of-fering "almost unbelievable clarity," and the many options guaranteed to plasse most locations

inetry, the full dimensional sound of-fering "almost unbelievable clarity," and the many options guaranteed to please most locations. "Princess Royal' plays 100 selec-tions of 33¼ or 45 rpm 7 inch rec-ord albums and singles, in stereo or monaural (nechanically intermixed). Also available in the 'Princess Royal' package is the 100 selection 'Pho-nette' (model 501) wallbox, which mounts anywhere, permits program-ming of LP's or singles (33¼ or 45 rpm records), and reproduces full di-mension sound. Model 500 'Pho-nette' plays 160 selections. A feature in 'Princess Royal' pho-

A feature in 'Princess Royal' pho-nograph Doris placed particular stress on is the fact that the parts and components are interchangeable, offering the maximum in versatility and the minimum in service requirement.

tem which operates with Rock-Ola's 'Princess Royal' and other current model phonographs. This negates the unnecessary need for a costly multi-receiver system inventory. Another nonular Parts Olarit There is a "common" receiver

receiver system inventory. Another popular Rock-Ola feature, according to Edward G. Doris, is the sealed, tamper-proof automatic mon-ey-counter. It has a plug-in unit which counts nickels, dimes, quarters and half-dollars. It totals the exact machine receipts. This total is visible to the operator through a conven-iently placed "window." The counter also operates with the Rock-Ola 'Pho-nette' wallbox.



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#### ROCK-OLA PRINCESS ROYAL

The exclusive Rock-Ola "Mech-0-Matic" Intermix is an automatic, me chanical record changer, which inter mixes 7 inch LP albums, 331/3 and 45 rpm, and stereo-monaural record in any sequence. There are, surpris ingly, no wires, and no micro switches; nor are there any electronic aids for changing motor speeds of spindle sizes. This, according to Doris, is a revolutionary advance ment.

The all-new "Transistorized Ample fier" reportedly saves the operator money on tube replacements. And also simplifies the servicing of the phonograph. The elimination of a cessive heat saves wear on other component parts in the mechanism of the machine. It is also a noise suppressor-automatically eliminating sufface noises. Circuit protector bub prevent damage to transistors if the speaker leads are shorted.

Doris advised, in conclusion, that Rock-Ola distributors are presently setting their plans for gala showing of the new 'Princess Royal' phone and 'Phonette' wallbox in their re spective territories to coincide with the factory's sales campaign.

## R. F. Jones Acquires Steelmade, Inc. Manufacturers Of Can Vending Equipment

SAN FRANCISCO-R. F. Jones announced last week that he has pur-chased Steelmade, Inc., Minneapolis vending machine manufacturer. The

chased Steelmade, Inc., Minneapolis vending machine manufacturer. The purchase was made for an undisclosed amount of cash. R. F. Jones is president of the R. F. Jones Co., a major distributing firm handling Rowe-AMI products in 13 western states. Jones is also President of R. F. Jones (Far East) Ltd., which distributes Rowe-AMI products in the Far East. Jones said that Steelmade, specializing in the manufacture of cold and hot can vendors, will be op-erated as an independent company. Jones advised that the purchase of Steelmade was motivated by his be-lief in the great potential of the cold canned beverage. Studies made of the market before acquiring Steelmade definitely indicated that the public in many instances does prefer cold drinks in cans, he said. Lawrence E. Nelson, president and founder of Steelmade, will remain as a consultant, and John Sturrock will continue as vice president in charge of production. Nelson has had a long career in the vending industry, and holds many patents for bottle and can vending equipment.

career in the vending industry, and holds many patents for bottle and can

Jones stated that Carl J. Lawson, associated with the R. F. Jones Co.

San Francisco office, will assume ner duties as vice president and saler manager of Steelmade. His respons-bilities will include the establishmen of sales and distributor organizations to market Steelmade equipment. The company presently sells the bulk its output on a contract basis to othe vending machine manufacturers. Steelmade vendors will be exhibite at booth 848 of the National Auto matic Merchandising Convention in Chicago, Oct. 17-20, at McCormic Place.

#### Samuel Kitt, Father Of Empire's Gil Kitt, Passes Away Oct. 9th

CHICAGO-Samuel Kitt, 73, the f ther of Gilbert Kitt, owner of Empiri Coin Machine Exchange, in this cit died after a lingering illness ean Friday morning, October 9, in Bal more, Maryland, where he reside Funeral services were conducted Baltimore.



195 195 195 195 195 125 165 225 165 225 165 275 250 185 Genco Circos Gun Riñe ARCADE EQUIPMENT Pro-Basket-C. Pro-Basket-295 C. Pro Hockey 275 100 Grandma 195 Pilot 175 110 195 Wms. Peppy 195 Wms. Crane 125 Wms. Road Racer 225 Jet Pilot MacLevy Foot Vibraior 135 **CLEVELAND COIN** INTERNATIONAL 2029 Prospect Cable-CLECOIN, Cleveland, O. Phone: TOwer 1-6715 

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Riot Gun . . 445 Champion

575

Keeney Sportsman \$150 Keeney Air Raider 150 Keeney Two Gun

# Providence Op Cites Sales Increase h With Rock-Ola 'Phonette' Installation



hown above in front of the Peter Pan Diner are owner Dick Pashian and red Corozza of Coin-O-Matic Distributors, the operator.

ROVIDENCE — Fred Corozza of oin-O-Matic Distributors, veteran bin machine operator in the Provi-ence area, announced that the recent istallation of the new Rock-Ola honettes, eighteen in number, has een responsible for a spectacular in-rease in collections at the Peter Pan iner and that there is every indicainer and that there is every indica-on that this increase will be sus-Lined.

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The use of the Phonette with the coin-activated speakers for private listening, the simple selector panel and the personal volume controls adds up to great play appeal to the customers, he says. The Peter Pan Diner is said to be the largest of its kind in Providence and has been well known for many years for its fine food.



ishian (left) and operator Corozza ok over the selections on one of e eighteen 'Phonettes' located in rs are pie e Peter Pan Diner.



The interior setup of the diner show-ing the 'Phonettes' lining the booths and counter.

# wenty-Nine Ops & Servicemen **Ittend Bush Intl. Service Class**

CKSONVILLE—Bush Intl. held a we AMI 'Tropicana' service school re October 6th and twenty-nine op-Ator reps turned out. John Hickman, AI Field Engineer conducted the ss. Dinner was served. The buffet iner and service school were hosted local Bush International manager, Barton Barton.

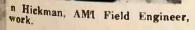
ade equipue y sells the ntract basis Barton.
Barton.
Those present were: Robert Mat-iws, E. E. Pate, Gary B. Coleman, n Bush, Vincent Paul, Jimmie Wil-manufaction, s. Bruce Sheppard, Dan O'Brien, ly E. Valentine, Jr., Clark Cole-n, Bill Powell, Earl Toole, Alex dely, Ken Johnson, Fred Houghton, n Sanford, Charles Graves, Al Bon-r, S. S. Jeansonne, Charles L. Ray, A. Philly, John W. Hood, E. A. ight, Jr. and Joe Barton.



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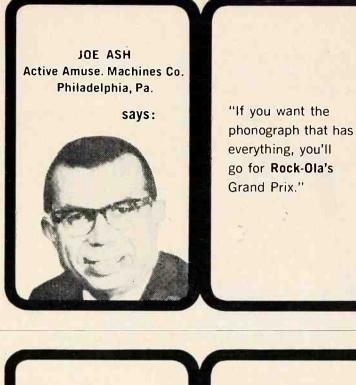


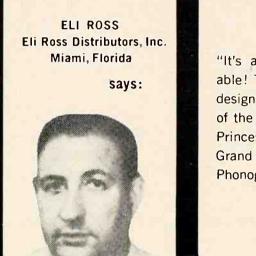


Group picture shows the participants attending the October 6th service school on the Rowe AMI Tropicana Phonograph.



Joe Barton, manager of Bush International-Jacksonville, welcoming the group.



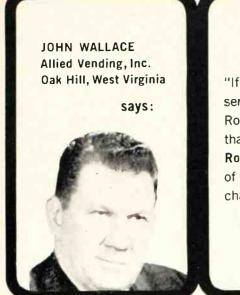


"It's almost unbelievable! The amazing design and engineering of the Rock-Ola Princess Royal and Grand Prix Phonographs!"



PETER J. GERITZ Mountain Distributors Denver, Colorado says:

"You'll like Rock-Ola's **Automatic Volume** Control. It operates completely without tubes. Ends that service problem for good!"



#### George Miller Retires From His MOA Post

MOA CONVENTION—Harry Snod-grass, outgoing board chairman of MOA, announced last Thurs. that George A. Miller, legislative and in-surance counsel of MOA, informed him that he plans to retire at the end of this month because of failing health. Miller was given a standing ovation

health. Miller was given a standing ovation as he delivered a farewell address. Miller stated that unless MOA mem-bers support the present insurance program—only 490 members out of a total 840 membership are currently covered by MOA insurance—the pro-gram will surely fail. Miller was honored by members with the title of Permanent President Emeritus and Member of the Board by acclamation.

"If you want easy servicing, the Princess Roval has it ... thanks to famous Rock-Ola's simplicity of design and interchangeable parts."

#### **Epic Singles Special**

Epic Singles Special Epic Records, who recently released six little LP's to the nation's music operators, has also announced the availability of 'Memory Lane' series of some of their past hit singles on a two for the price of one arrangement. The six new "Memory Lane" re-leases are: Dr. Feelgood" coupled with "Right String But The Wrong Yo-Yo;" Major Lance's "The Monkey Time" coupled with "Um, Um, Un, Um, Um, Um;" Rolf Harris' "Tie Me Kangaroo Down, Sport" coupled with "Sun Arise;" George Maharis' "Teach Me Tonight" coupled with "Baby Has Gone Bye Bye;" The Village Stomp-ers' "Washington Square" coupled with "From Russia With Love" and The Dave Clark Five's "Glad All The Dave Clark Five's "Glad All Over" coupled with "Bits and Pieces."

		Pat M. Martin, R.
<text></text>	You're ALWAYS ahead with DOCK-OLA! "Still as great as ever! The new Princess Royal Phonograph with famous Rock-Ola revolving record magazine can't be topped!"	Colorado Connecticut Florida Georgia Florida James E. Bronwell, Jawas Kentucky Muryland Michigan Mississippi Missouri N. Jersey N. Jersey N. Carolina N. Dakota
<text></text>	"You'll really score in '55 with the new Rock-Ola Princess Royal Phonograph. It's got the options you need to satisfy every location."	N. Dakota Ohio Senate Judiciary Subcommittee 196 No. 3 Patents, Trademarks, Copyri Law Revision William A. McCulloc Pennsylvania S. Carolina Robert T. Ashmore, Jack Brooks, D. John Dowdy, D. Virginia William M. Tuck, D. Richard H. Poff, D. W. Virginia Arch A. Moore, Jr., Wisconsin Senate Judiciary Subcommittee 19 Patents, Trademarks, Copyrights McClellan, Chairman Johnston Hart Burdick House Judiciary Subcommittee 1967 No. 3 Patents, Trademarks, Copyri Law Revision Willis, Chairman Tuck Libonati Toll Kastenmeier St. Onge House Rules Committee 1963/64 Smith, Chairman Delaney Trimble Bolling O'Neill Siak

# Roster Of Congressional Candidates of Sent Out To MOA Members By Board

Ops Are Urged To Carefully Consider

Their Choice Of Reps This November

## In Light Of Pending Legislation

#### TO: MEMBERS OF MOA

This letter is a reminder to you that you should all perform your civic duty by taking an active interest in the current Congressional election campaign

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Of particular interest to all operators are the Senators and Representative who sit on Congressional Committees which pass upon copyright legislation affecting music operators. A list is enclosed of the names and addresses of these Senators and Representatives who are now running for office. We as that you bring the operators' interests to their attention and request their support as well as offer them your support in their campaigns. r of R

We cannot stress too strongly the importance of your showing this interest at this crucial time.

It is up to each of you to do your utmost in furthering the interests of your business and your industry.

Finally, we would like to ask each of you to keep MOA informed of your activities Legislative Counselor & Board of Directors

Senate	Judiciary, House	Judiciary	&	Rules	Committees	
State	Indiciary			R	ules	

State	Judiciary	Rules	Home	Distric	1
Alabama		(Carl Elliott, D.) not running	Jasper	At La	ns I
Arizona Arkansas California	Senner, D. James C. Corman, D. Don Edwards, D.	James W. Trimble, D.	Miami Berryville Van Nuys San Jose	3rd 3rd 22nd 9tb	-
Colorado	Pat M. Martin, R. Byron Rogers, D.	B. F. Sisk, D. H. Allen Smith, R.	Riverside Fresno Glendale Denver	38th 16th 20th 1st	"1 10 rigi Shugs L
Connecticut Florida Georgia Hawaii	Sen. Thomas J. Dodd, D. William L. St. Onge, D. William C. Cramer, R. E. L. Forrester, D. Sen. Hiram L. Fong, R.		W. Hartford Putnam St. Petersburg Leesburg Honolulu	2nd 12th 8rd Hawat	ktry, o
Illinois Indiana Iowa Kansas Kentucky	(Roland V. Libonati, D.) not running James E. Bromwell, R. James E. Shriver, R. Frank Chelf, D.	John B. Anderson, R. Ray J. Madden, D.	Chicago Rockford Gary Center Point Wichita Lebanon	7th 16th 1st 2nd 4th 4th	asn t H Hon
Louisiana Maryland Massachusetts	Edwin E. Willis, D. Charles MacC. Mathias, R.	Thomas P. O'Neil Jr., D.	St. Martinville Frederick Boston Worcester Cambridge	8rd 6th Mass. 4th 8th	•DON-
Michigan Minnesota Mississippi Missouri	Sen. Philip A. Hart, D. George Meader, R. Clark MacGregor, R. William M. Colmer, D.	Richard Bolling, D.	Mackinac Island Ann Arbor Plymouth Pascagoula Kansas City	Mich. 2nd 3rd 5th 5th	f at a f m's o he aut
Nebraska N. Jersey	Sen. Roman L. Hruska, R. Peter W. Rodino, Jr., D.	David T. Martin, R.	Omaha Kearney Newark	Neb, 3rd 10th	by the
New York	Peter W. Rodino, Jr., D. William T. Cabill, R. Sen. Kenneth B. Keating, R. Emanuel Celler, D. Jacob H. Gilbert, D. (William E. Miller, R.) not running for re-election John V. Lindsay, R.		Collingswood Rochester Brooklyn Bronx Olcott N. Y. C.	lst N. Y. 10th 22nd 40th 17th	From wa
	Carleton J. King, R.	James Delaney, D. Katharine St. George, D.	Saratoga Springs Long Island City Tuxedo Park	301b 91b 271b	e toda Belgiur honogra
N. Carolina N. Dakota Ohio	Basil Whitener, D. Sen. Quentin N. Burdick, D. Michael A. Feighan, D. William M. McCulloch, R.		Gastonia Fargo Cleveland Piqua	10th N. D. 20th 4th 7th	valued to R
Pennsylvania S. Carolina Texas	Sen. Hugh Scott, R. Herman Toll, D. Robert T. Ashmore, D. Jack Brooks, D. John Dowdy, D.	Clarence J. Brown, R.	Blanchester Philadelphia Philadelphia Greenville Beaumont Athens	Pa. 4th 4th 2nd 7th	was t Germa ird lar: amusem
Virginia	William M. Tuck, D. Richard H. Poff, D.	John Young, D.	Corpus Christi South Boston Radford	14th 5th 6th	only to
W. Virginia Wisconsin	Arch A. Moore, Jr., D. Robert W. Kastenmeier	Howard W. Smith, D.	Broad Run Glendale Watertown	Stb 1st 2nd	mid 1
	ary Subcommittee 1963/64 lemarks, Copyrights				the part do
McClellan, Cl Johnston Hart Burdick	hairman	Scott Fong			L the vent
House Judicia No. 3 Patent Law Revision Willis, Chairr Tuck	nan				d good d Germ Cerm Cafe
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St. Onge	Committee 1963/64	dartin			a cons

Brown George Smith Hoffman

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St.

Cash Box-October 24, 19 to box

O'Neill Sisk

# date Rock-Ola 'Princess' Distributor Preview Road Show' Returns For Chicago Session

HICAGO—Rock-Ola Manufacturing orporation's "road show" preview or distributors of the new "Princess oyal" phono returned to Windy City,



present a dward G. Doris, executive vice presiaddre ent of Rock-Ola Mfg., is shown openoffice. W ig his sales address to the firm's disrequett

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eft to right: Sam and Jack Hastings, astings Dist. Co., Milwaukee, Wismsin; with Bob Rondeau and Dick lahetry, of Empire Coin:

Monday, October 5. The session, complete with meeting, cocktails and luncheon, was held in the Water Tower Inn.



Joe Abraham, of Lake City Amusement Co., in Cleveland, Ohio, chats with Dave Howle, Rock-Ola's sales vice pres.



Walt Waldman (left), of S. L. Stiebel Co. in Louisville, Ky.; with Ed Doris.

# ash Box European Rep Is Guest If Honor At Belgian Trade Dinner

ONDON—During a recent visit to russels Neville Marten, European irector of Cash Box was Guest of onor at a luncheon given by U.B.A. elgium's official trade organization or the automatic coin machine inistry.

The automatic coin machine instry. Replying to the address of welme by the President, Mr. de Vroey, arten said he was particularly eased to accept the invitation as elgium was one of the most imprant and consistent importers of merican coin machine equipment in urope today. He pointed out that in 163 Belgium imported more Ameriin phonographs than any other Eupean country. No fewer than 8,879 its valued at \$5,327,922 were exorted to Belgium—\$1,500,000 more an was taken by their nearest val, Germany. Belgium was also e third largest importer of Amerin amusement games equipment, cond only to France and the United ingdom. In 1963 7110 units valued \$2,407,713 were taken by Belgium. t should be noted that much of this upment does not remain in Belum but is subsequently re-exported other European countries.)

In the vending field, Belgium, alough a good customer and the third cgest importer in Europe, lags far hind Germany and the United ngdom. However, with more than ,000 cafes in Belgium it seems likethat a considerable amount of inctrination will be necessary before nding is accepted on a large scale. eantime, interest is mainly centered ound cigarette vendors and similar upment.

For the future, Marten said that

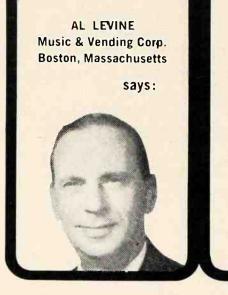
Cash Box, the International Voice of the Coin Machine Industry, was anxious to promote the interests of Belgium manufacturers and distributors throughout the world and looked forward to many years of close co-operation.

'Mustang' By ChiCoin



ChiCoin's Mustang 2P

CHICOIN'S 'MUSTANG' 2-PLAYER pinball amusement machine was premiered at the MOA Convention last week (CB Oct. 17). The game features a rapid-action playfield, according to company officials, with a special score target section at top center of playfield and two score targets and pop bumpers.



"Tremendous! Never before so many outstanding features on two magnificent phonographs. You've done it again **Rock-Ola!**"



Left to right: Al Calderon of Calderon Distributors, Ed Doris, Gil Kitt and Joe Robbins of Empire Coin.

### Elgin McDaniel, Minn. Coinvet, Dies In Accident

WADENA, MINNESOTA — Elgin McDaniel, veteran coin machine operator in this area, died earlier this month in a fatal accident which occurred when his route truck left the highway and he lost control of the vehicle. The accident took place on Sat. October 3rd.

JOSEPH N. ABRAHAM

Lake City Amuse. Co., Inc.

savs:

**Cleveland 3, Ohio** 





MORRIS PIHA **Greater Southern Distributing Company** Atlanta, Georgia savs: parts in the Phonographs,

# "With interchangeable Rock-Ola Princess Royal and Grand Prix servicing is a cinch !"

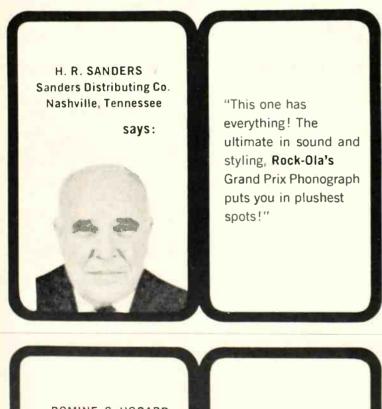
# Sinatra-Basie On Little LP With 'It Might As Well Be Swing'

Also Dean Martin and Trini Lopez

CHICAGO—The Seeburg Corpora-tion's little LP releases for the week of Oct. 19th is highlighted by the current top-selling Reprise album by Frank Sinatra and Count Basie titled 'It Might As Well Be Swing'. In-cluded among the album's six selec-tions are such location favorites as 'Fly Me To The Moon', 'I Can't Stop Loving You' and 'More'. Accompanying the Sinatra-Basie offering in Seeburg's 'Pop Vocal' slot

are Dean Martin and his 'Everybody Loves Somebody' and Trini Lopez and his 'The Latin Album'---both also on the Reprise label. For 'Country & Western' material, Seeburg has released on little LP the Buck Owens-Capitol album titled

'Together Again/My Heart Skips A Beat'. Among the selections on this album are 'Truck Drivin' Man' and 'Over And Over Again'.



ROMINE C. HOGARD Tulsa Automatic Music Co. Tulsa, Oklahoma

savs:



"If anybody ever offered everything-it's Rock-Ola! Compactness-versatility-top quality! The new Princess Royal and Grand Prix Phonographs are the greatest!"

Rock-Ola Distribs Preview 'Princess' B

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(Cont'd from preceding page)



Left to right: J. D. Lazar (B. D. Lazar Co.), Eli Ross (Ross Distributing Co.), Joe Ash (Active Amusement), George Happel (Sanders Distributing Co.), Brenda Lee, Frank Ash (Active) and Harry Sanders (Sanders Dist. Cõ.)



Left to right: Bob LeBlanc (Music & Vending), J. D. Lazar (B. D. Lazar). Brenda Lee, Irv Blumenfeld (General Vending), Al Levine (Music & Vending) and Frank Ash.



Left to right: Harry Koeppel (Albert Simon, Inc.), Brenda Lee, Freddie Pliner (Active Amusement) and Larry LeStourgeon (LeStourgeon Dist. Co.).



Left to right: Stanley Nankoff and Al Simon (Albert Simon, Inc.) with Brenda Lee and Rock-Ola Exec VP Ed Doris.

# Car 54's Toody To Help Cure Coin Shortage

WASHINGTON—Secretary of the U.S. Treasury Douglass Dillon has requested the services of television's 'Car 54' to help ferret out the mil-lions of coins now being hoarded by the nation's coin collectors. TV police officers Toody and Schnauzer of 'Car 54, Where Are You?', TV's Shari

Lewis and her puppets and act Fredric March have been called upo and consented to make a series spot radio and television announce ments for the American Banker Assn. asking listeners to put what ever coins they may be hoarding back into circulation into circulation.

# **Bally Releases 'All The Way';** "1st New Shuffle Alley Look In 15 Yrs."



BALLY'S ALL THE WAY

HICAGO—"First really new shuf-alley in 15 years," is the way Bill Donnell, president of Bally Manu-curing Company, describes the mpany's new puck-play game, nich is identified by the improbable t intriguing name of "All The ay."

ay." "Bally 'All The Way,'" O'Donnell plained, "is, first of all startlingly win appearance. I don't mean mere-new styling, but a new 'no pins' k that gets immediate attention on ation

ation. 'And, when I say 'All The Way' new in play appeal, I don't mean rely another version of bowling,

but a basically new style of play that fascinates non-bowlers, as well as bowlers, men, women, youngsters. "'All The Way' retains all the smooth aiming skill appeal of Lane and Super Lane play... plus Bonus Lanes... plus the amazing 'All The Way' Lane for which we named the game... plus ticklish timing skill to shoot the oscillating Ball-Gun... plus fantastically fast spurts of scor-ing, as lively red balls jump, like giant jumping beans, from low scores to high scores.

giant jumping beans, from low scores to high scores. "But the biggest new attraction of 'All The Way' is the thrilling new 'Dump Opponent' feature, which, for the first time in shuffle-alley history, permits players, not only to build up their scores, but also to block and baffle opponents with 'offense-defense' strategy, what one distributor calls 'the whoopee satisfaction' of pushing opponent back where he has to fight to catch up.

opponent back where he has to fight to catch up. "Because of this combination of defensive and offensive play, we are confident 'All The Way' will be the greatest two-players' competitive game ever built in any class. But don't get me wrong. 'All The Way' does not, like pool tables, for ex-ample, require two players. Exten-sive metered location tests prove that 'All The Way' also gets plenty of solo play.

All The Way also gets plenty of solo play. "We expect 'All The Way' to start a new shuffle-alley boom as big as, if not bigger than, the original bowling boom, and we are gearing up to take care of boom demand. We're going all the way with 'All The Way', concluded O'Donnell.



In his capacity as ief Barker of the Phil-elphia Variety Club, nt No. 13, David Ro-was host recently to bus-load of handi-ped and crippled chil-n for the performance the Hero Scholarship nd Thrill Show which red Bob Hope and Martino among many ers. Rosen is shown ping the youngsters er the club's Sun-ne Coach. On his left Paul D'Ortona, presi-t of the City Council Philadelphia.



**Rock-Ola Pics Cont'd From Preceding Page**)



1 Box President Joe Orleck and mast's Dave Stern.



Left to right: Dr. David Rockola, John Wallace of Allied Sales, Frank Greco, Brenda Lee, Joe and Tom Greco of Greco Bros. Amusement.



Michael J. Stanley Co. Mercer Island, Washington

says:

"Rock-Ola's Princess Royal fits anywhere ... meets the needs of any location! A sure bet for increasing take!"

"For the Best Wheel and Deal."

call Dave Stern.

Design simplicity right down to the plug-in needle cartridge, snap-in diamond

"For trouble-free

servicing, it's a Rock-Ola in '65!

stylus."

performance, easy

## Vicki Carr Visits Seeburg's Australian Rep

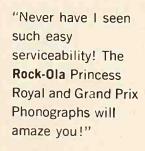
SYDNEY, AUSTRALIA—When an American artist visits the land down under, chances are Jim McKeon, of Seeburg Automatic Products Ltd. Pty. here, takes time out to welcome the artist. Last month the visitor was more then welcome since she hanthe artist. Last month the visitor was more than welcome since she hap-pened to be Liberty Records' Vicki Carr, whose "Color Her Great" Little LP is on practically every Seeburg Console on location here. Shown above, is McKeon greeting the vocal-ist and in the background is the Seeburg Extended Bass Stereo Con-solette which displays the lark's cur-rent recording. The extended bass features additional speakers which give full sound from the Consolette

> A. L. PTACEK, JR. Bird Music Distributors, Inc. Manhattan, Kansas

> > says:



but plays only when activated with the drop of a coin.



www.americanradiohistory.com

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Frank, Jack, Tom. Joe, GRECO Greco Bros. Amuse. Co., Inc. Glasco, New York and the "5th Greco Brother" Julie Olshein! Albany, New York says:





Rock-Ola and the Greco Bros. are the greatest!

"Rock-Oia's new Princess Royal and

Grand Prix Phonographs beat everything -all ways! They're terrific !"

We're Exclusive **Distributors** for Northern N.Y. State

# **Upstate NY Ops** See 'Princess' Phono

**See 'Princess' Phono** GLASCO, N.Y.—Tom Greco, Greco Bros. Amusement Company, Rock-Ola distributors in northern New York State, advised Cash Box Mon-day morning (Oct. 12), that one dozen music operators were on hand at opening time for the premiere of the new Rock-Ola "Princess Royal" the latest Rock-Ola 100-selection pho-nograph which was unveiled this week across the nation and at the MOA Convention. He added that Jules Olshein, who manages the Greco Bros.' Albany outlet, also hosted a large turnout of operators from the upstate area and reported that initial reaction—and sales — were highly gratifying. The Greco Brothers were preparing to embark for MOA on Tuesday evening but were entertaining the idea of leaving later, in order to be on hand for visiting operators all week long. Tom Greco said that perhaps the firm's representatives would leave for Chicago on Wednesday evening or Thursday afternoon instead. Greco Chicago on Wednesday evening or Thursday afternoon instead. Greco is a MOA director.



"Truly a revolution in the industry! That's the new Rock-Ola Princess Royal and the Grand Prix Phonographs."

# Eastern Flashes

Rowe AC vending veep Jim Newlander, convention hopping with Jac Harper, Fred Pollak and the rest of the factory execs and regional sale force, moved from the Sherman House to McCormick Place over the weeker for the NAMA spectacular. Rowe's exhibit at the NAMA show will featur among other products, their full line of vending equipment, their dollar be changer, the 'Tasty Twenty' candy machine and their 'Customusic' bad ground unit. Newlander advises operators to look for many new stylin features in this equipment lineup. . . Meanwhile, the new outlet for Rowe full vending line in New York City, the Runyon Sales Co., installed the han some lineup of machines in their showroom last week. Irv Kempner, the com pany's general sales manager, says operators are buzzin' around the equi-ment already and he's looking forward to a record year for the distrib.

Joe Munves of the Mike Munves Corp., specialists in supplying arcad-equipment, signed up at the last minute to take a booth at the MOA sho under the banner—'Let's Talk Arcades'. Mike, who decided not to atten this year's conclave, was doing a little reminising last week on the hospitality suites his company used to host in Chicago years back. Mike's bookeeper Dick Greenburg does his conventioneering, he says, when his parents com-to town for the annual jewelers' convention. . . Abe Lipsky and business associate Charlie Katz huddling around Duncan Sales Company's 'Arizon gun exhibit. gun exhibit.

Look for Roanoke Vending's Jack Bess, Harry Moseley and Lloyd Strawhau at Rowe's NAMA exhibit where they'll be greeting customers and friends a tending the show from the Virginia area. . . Last week, Epic Records V and Gen. Mgr. Leonard Levy announced the issue of six little LP's by the company to coincide with the MOA show. The disks will be distribut through the various one stops and their regular distributor channels a showcased through an attractive juke box 'Programming Center'. This cent will also market Epic's 'Memory Lane' series of its past single hits. Include among the company's little LP performers are: Bobby Vinton, Buddy Gree Bobby Hackett and the Village Stompers. . . A good attendance was expected at the Chicago Cigarette Merchandisers Association annual dinner dance slated for Friday evening, Oct. 16th.

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Joe Silverman, business manager of the Philly ops association, is might proud of his association's chairman of the board Joe Levin and Levin's rapid expanding vending operation. Levin's firm, the Blue Ribbon Vending Co, a presently involved in an ambitious expansion program which they estimate will cost roughly \$250,000 by the time it's completed. Silverman says he remembers Levin when the Blue Ribbon exec began with nine amusemer games and now is doing over \$4 million a year... Harry Kotler, manager the National Shuffleboard & Billiard Co., East Orange, N. J., enjoyed a excellent reception by ops out at the MOA show where the firm exhibite its 'Coronet' coin-op table, 'Royale' professional table and new 'Star-Lie Coin-op 13' shuffleboard. iamsing i e, Jac ly M Coin-op 13' shuffleboard.

Murray Wiener, of the Wiener Sales Co., left New York Sat. the 17th to Chicago and the start of the NAMA show. Murray will be seen circulatin among the exhibits of Gold Medal Products, Automatic Products (premierin their 'Candyshop' vender) and Universal Vendors. Meanwhile, brother W Wiener, remaining behind to tend the shop, will be getting his share activity. On Sat. evening, Bill and his family will be hosting a private cel-bration to formally announce the engagement of his son Arthur to Gail Hymu A big wedding is being planned for sometime in March. . . Eric Bernay A-1 Record Sales was an early arrival for the MOA show. . . Another earl arrival at the U. S. Billiards exhibit was Harry Berger of the West So Coin Machine Corp. lerb el Di d int brother Ri oled ba to je big of coint 10 Pisi they'

Other representatives of the U. S. Billiards on the MOA scene were pre-dent Al Simon and general sales manager Art Daddis. Simon held a twodil open house during the week at his Tenth Ave. N. Y. showroom to introduc metro area ops to the new 'Princess Royal' by Rock-Ola. Simon's sales as service ace Harry Koeppel said the open-house festivities for the 100-sec tion phono were well attended. Some visiting ops were Sam Morrison a Steve Tarzana of Musical Moments, Mo Bloom and Lou Hersh. Harry reports that the Rock-Ola distrib has already taken several orders for the machin and expects it to do as well and possibly even better than its big sister to 'Grand Prix' when it was introduced last April. . . Irving Kaye and su-Howard and Arnold looked pleased with the operator response to their to equipment display at the MOA show. er flipp Loff. S Glick Ustar Dee S tist fer er, he

Sam Gafin, sales representative for David Rosen, Inc., cited an interest in the comparison between the coin-operated pool table and the professional (not dair, T coin-op) model. The Willowgrove Bowling Lanes just outside of Philly, a orld 1 of Rosen's largest and most profitable singular locations, has both a P Schw, fessional and a coin-op parlor, Gafin says, and the coin-op models do beth in the sales department than do those other tables which are offered to of tomers at an hourly rate. Willowgrove Lanes also sports an amusement and and large vending services, all operated by Rosen. This single-location open tion is so large, Gafin says, that the company must keep one man permanen attending the machines and two men during those peak rush hours.

This ir Various large vending operating firms such as Wometco, Interstate Paramount are preparing to send crews into the World's Fair after the O 18th closing date to remove much of the equipment for transfer to other 100 always tions and bed the rest down for the winter until opening day in April a grant per the second and refreshment per the second and refreshment played a great part in fulfilling the food and refreshment played a great part in fulfilling the second se Miltie Tucker of the millions of fair visitors during the 1964 season. lee Klyki Musical Distributors touched home base at Tenth Ave. briefly last week his Wurlitzer sales swing through many of the New York State counties. acGrego Irving Holzman of United East Coast Corp. was one more early arrival at hippany, the MOA convention and could be spotted in and around the Williams and United display areas greeting his many friends and customers. ank Ros

Teddy (the Champ) Seidel, advises that he and Mr. and Mrs. Ben Chicofst (MONY business manager) will be attending the Bar Mitzvah celebration loi D bey and coin machine veteran Al Goldberg's son Kenny. Goldberg, a Brooklyn open for for some 30 years, will be hosting the affair at a lavish hall in Jaman Queens. The Champ says that he was invited mainly because of his fable ukulele playing, and adds that he will be most happy to accommodate mo behard U - (Lew) Pr such old time favorites as 'You're Nobody 'Till Somebody Loves You'

Cash Box-October 24, 1984 -



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# **Chicago** Chatter

First hand impressions, as we go to press, indicate that this 1964 MOA onvention could break all previous attendance records. Coinmen were already tecking in at the Sherman House early Tuesday morning. One thing is rtain, according to MOA president Lou Casola and managing director Fred ranger, the show is a sellout in exhibit space and banquet tickets. . . One the big "hush-hush" sessions on tap preceding the convention was a brief eeting of Jack Bess' Nominating Committee, last Monday evening. It was yone's guess as to who will be the president of MOA for the next term, tceeding Casola. The slate of officers will be revealed later this week.

Deepest sympathies to Empire Coin owner Gil Kitt, and the rest of the itt family, on the death of Gil's father, Samuel Kitt, age 73, who passed vay in Baltimore after a lingering illness Friday, October 9. . . Longtime invet Gordon Stout, of Pierre, S. Dakota, is a candidate for state senator his home state. Gordie is on the Republican ticket.

Great Lakes Games Corp., makers of the exciting, new "Elliptipool" coin-erated pool table, invited music operators to visit them in suite 1029 in e Bismarck Hotel. Art Frigo, inventor of the table, and Morris Miller are monstrating the play on the equipment. The firm exhibited on the floor at e Sherman in booths 48 & 49.

Bill Weikel and Ewald Fischer headed up the Fischer entourage, showing e new Fischer "Empress" and "Regent" pool tables during the MOA Show. Ray Brown, of Brown Bros. in Minneapolis, is just beginning to feel okay ter a long seige of Hepatitis. Ray was unable to attend the MOA bash this

It's a hearty Mazel Tov to Red Sievers, of Central Novelty in Lake Geneva, isconsin, and his wife, Jackie, on the birth of their fourth son. To show ed's feelings towards Gil Kitt and "Uncle Joe" Robbins he and his frau med the embryo operator Gilbert Robbins Sievers. He weighed in at a husky ibs., 10 ounces.

Ity Holzman, prexy of United East Coast Corp., made the scene in the illiams-United exhibit booth on the exhibition floor at the MOA Conclave. eading up the Williams-United staff in the display were: Sam Stern, Bud trie, Jack Mittel, Herb Oettinger and Billy DeSelm.

Bally Mfg. scheduled a surprise showing of the new "All The Way" puck uffle alley at the convention. Prexy Bill O'Donnell refers to this amusement me as "the first really new shuffle alley in 15 years." With Bill at the show s Herb Jones, a coinvet of many, many years. . . Walt Waldman, of S. L. iebel Distribs, in Louisville, Ky., is a veritable commuter these days. He pped into Chi for the recent Rock-Ola "Princess Royal" showing, and then ubled back for the MOA and NAMA Conclaves. Then later this week Walt uns to jet out to San Francisco.

The big doors at D. Gottlieb & Co. are swinging wide this week with a of coinmen in for the conventions coming out to the northwest side facy to visit with Dave, Nate and Alvin Gottlieb, and Judd Weinberg. While are they're getting a good look at the new Gottlieb "North Star" single yer flipper amusement game.

Always on hand at the Chicago Coin exhibit are Mort Secore and Ralph rckoff. Sam Wolberg, Sam Gensburg, Jerry Koci, Avron Gensburg and rry Glick pop in occasionally. The new ChiCoin game in the exhibit is "Mustang" two-player pingame.

larence Schuyler, prexy of Games, Inc., has been somewhat inactive during past few years, ever since the ban on upright games in this country. wever, he still makes the scene at the MOA Trade Show, and enjoys tting with his multitude of old coin machine cronies. . . . Among the pernel in the Seeburg exhibit display area Delbert Coleman, Jack C. Gordon, Adair, Tom Herrick, Stan Jarocki, Bob Dunlap, Al Gitlitz and Ed Claffey. World Wide was represented in the Seeburg booth by Nate Feinstein, rold Schwartz, Irv Ovitz, Fred Skor, Howie Freer and Art Wood.

thet Gore, of Exhibit Supply Co., is making his annual pilgrimage through exhibit area greeting old friends. Chet is not an exhibitor this year. Pattors were urged to check the bulletin board and inquire at the infora tion desk in the Sherman House lobby for hospitality suite room numbers after hour visits. Some of the hospitality suites are located in neighboring H els. This information may be acquired on the exhibit floor

Ve always look forward to seeing Eddie Ginsburg, prexy of Atlas Music 10 one of the actual pioneering coin machine distributors. With Eddie in the ve AC Manufacturing display exhibit are: Joe Kline, Same Gersh, Bob vian, Stan Levin, Sam Kolber, Frank Ogle, Chuck Harper, Bill Phillips Joe Klykun. . . . Paul Huebsch, Rowe's regional sales manager, and MacGregor greeted Fred Pollak, Jack Harper and Jim Newlander, of Whinese Where Pollak, Sale Content of State Miltir 118 State me t Whippany, N. Jersey plant at the Sherman House.

ust to name a few prominent coinmen seen on the floor during our meander-ii 3: Hank Ross, "Iggy" Wolverton, and Bob Jonesi, of Midway Mfg. Co.

d Ruber, Denis Parsons, Milt Wiczer and Morrie Wiczer, of Wico Corp. Ruber, Denis Parsons, Milt Wiczer and Morrie Wiczer, of Anter Levinson,
 Rubey and Estelle Bye, Marvel Mfg. . . . Joe Schwartz and Mort Levinson,
 ional Coin . . . Johnny Frantz, of J. F. Frantz Mfg. Co. . . Dennis Ruber
 Richard M. . . . Johnny Frantz, of J. F. Frantz Mfg. Co. . . . Dennis Ruber Richard Uttanoff, of D&R Industries ... Les Montooth, Clint Pierce, L. (Lew) Ptasek, Hank Leyser, old buddie Frank Fabiano, Norm Gefke, d" Weither State Sta d" Wallace. Yup, they're all here for this MOA Conclave.





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

PECIALTY

COMPANY

ALBERT CALDERON Calderon Distrib. Co., Inc. Indianapolis, Indiana says:

ANNER



"If it's compactness you're looking for, the new Rock-Ola Princess Royal Phonograph has it! Plus versatility . . . plus big sound!"

ECIALTY OMPANY PHILADELPHIA, PA. 1641 N. BROAD ST. PITTSBURGH, PA. 1508 FIFTH AVE. EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR



# Wurlitzer Five-Day Service Seminar **Draws Thirty-Five Ops & Servicemen**



Harry Gregg shows the mechanical brain that plays 45 and 331/3 records intermixed.



Johnson seems to be saying, Karel "Well. "Well, you've got it apart, let's see you put it together again."



Hank Peteet and some very interested students get right down to the nuts and bolts of the business.



"Thanks to Rock-Ola,

location's needs with

just two amazingly versatile phonographs -the Princess Royal and Grand Prix!"

I can meet any

ATLANTA — A pictorial record of the Wurlitzer Service Seminar in At-lanta, Georgia where thirty-five mu-sic operators and servicemen com-pleted an intensive five-day course of training in all facets of the business. The classes were conducted by the Wurlitzer Service Department under

Wurlitzer Service Department under C. B. Ross, its manager, and instruc-tors included Harry Gregg, Karel Johnson and Hank Peteet. The closing night banquet was at-tended by representatives of Peach State Distributing Company includ-ing the owner-partners Dyke Hawes and Al Hawkins of Macon, Georgia, the managers of their two branch of-fices, Jim Faulk of Columbia, South Carolina and Dick Buford of Atlan-ta, Georgia, and Bill Ray in charge of the Atlanta Service Department. The speaker at the closing banquet

Rees, Jim Fauk of Coumbia, South Carolina and Dick Buford of Atlanta, Georgia, and Bill Ray in charge of the Atlanta Service Department. The speaker at the closing banquet was A. D. Palmer, Jr., Advertising and Sales Promotion Manager for the Wurlitzer Company. Attendance at Wurlitzer Service School, Atlanta, Georgia, Sept. 14-18, 1964. Peach State—Atlanta: Jimmy Whitmire, Jack Burch Music Co., Gainesville, Georgia; William E. Chambers, Chambers Music Co., Athens, Georgia; J. B. Stowe, American Cigarette Service, Atlanta, Georgia; James W. Doolittle, 5-Points Music Co., Thomaston, Georgia; Therman Parker, Friedman Amusement, Atlanta, Georgia; Billy R. Andrews, Andrews Music Company, LaGrange, Georgia; John A. White, B & N Amusement Company, LaFayette, Georgia; B. M. Wilson, Albany, Georgia; B. M. Wilson, Albany, Georgia; Dan Spader, Valdosta, Georgia; Jerry Orr, Atlanta Music Service Company, Atlanta, Georgia; Jerry Orr, Atlanta, Georgia; Kenny Mims, Mims Amusement Company, Charleston, S. C.; Robert E. Lee Jr., Lee Music Co., Augusta, Georgia; Kenny Mims, Mims Amusement Company, Sumter, S. C.; William B. Powell, Peach State Music Co., Columbia, S. C.; Charlie Altman, Winyal Amusement, Company, Charleston, S. C.; William B. Powell, Peach State Music Co., Columbia, S. C.; Charlie Altman, Winyal Amusement, Company, Sumter, S. C.; William B. Powell, Peach State Music Co., Columbia, S. C.; Charlie Altman, Winyal Amusement, Company, Sumter, S. C.; William B. Powell, Peach State Music Co., Macon, Georgia; R. E. Martin, Arrow Amusement, Charleston, S. C. Peach State—Music Co., Macon, Georgia; R. E. Martin, Arrow Amusement, Charles Creswell, H. C. Creswell & Son, Milan, Tennessee; Jim Terry, Con-Dun Music & Vending, Oneida, Tennessee; Steve Snelson, Roane Mu-



Humor at the banquet. Left to right H. W. Peteet, Karel Johnson, Harn Gregg, C. B. Ross, A. D. Palmer, J. Seated is Jim Faulk.



The instructors seem to enjoy a deserved applause.



Intense concentration is evident trainees at the Wurlitzer Seri Seminar study circuitry diagram

Seminar study circuitry diagrams sic, Harriman, Tennessee; Jun Tucker, Raney Amusement, Athe Alabama; C. Tony Clough, Ros Music, Harriman, Tennessee. Sout ern Music — Orlando: Michael White, Rainbow Music Co., Tam Florida; Charles Rio, Rainbow M sic Co., Tampa, Florida; A. W. Ki Thomasville Music Co., Thomasvil Georgia; A. W. Fallin, A. W. Fal Amusement Machine, Miami, Flo ida; Mike Nelson, Southern Mu Distributing Co., Orlando, Flori Southern Music—Orlando, Flori Southern Music—Orlando, Flori Southern Music—Orlando, Flori Southern Music—Orlando, Souther Music Distributing Co., Jackson Music Distributing Co., Jackson Music Distributing Co., Jackson Florida.

Epic Issues 6 Little LP's; To Be Showcased With Past Hit Singles



NEW YORK—Leonard Levy, vice president and general manager of Epic Records, announced the release of six new stereo little LP's by his company to music operators. These

new products, released concurred with the MOA convention, will marketed through the label's regu distributor channels and one-stops which they will be showcased in new merchandising display p called the 'Juke Box Program Center'.

Center'. The stars and titles of these programmed in the stars and titles of these programmed in the stars and titles of these programmed in the stars and

Cash Box-October 24, 19

WALTER WALDMAN S. L. Stiebel Co. Louisville, Kentucky

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# THE BRILLIANT NEW PRINCESS ROYAL BY ROCK-OLA

C II A T E A U

1 A 7 O 11



8058-048

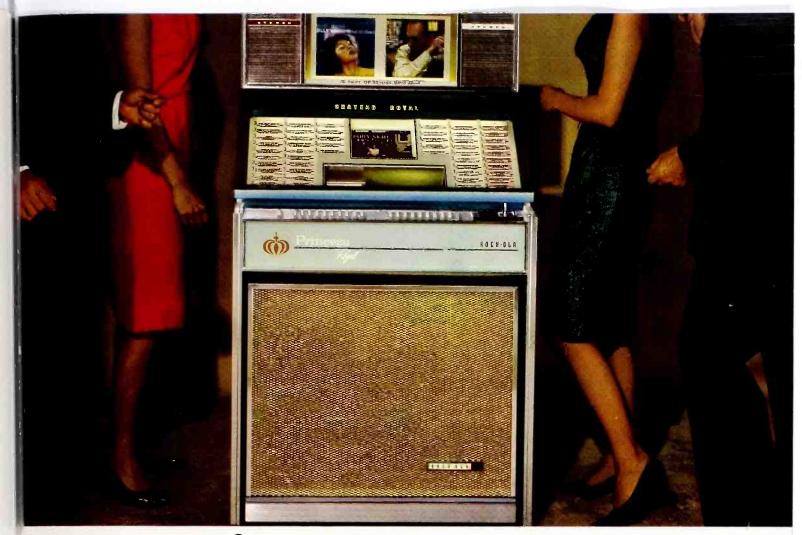
ROCH-OL



Model No. 424

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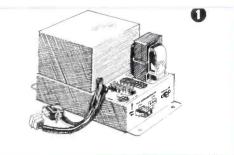
# Beauty! Compactness! Big Sound! Plus the options you need to satisfy any location!

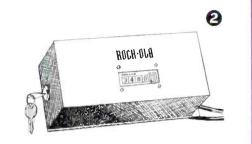


1. The Princess Royal: New, compact Model No. 424—only 30<sup>1</sup>/<sub>2</sub>" wide and 43<sup>1</sup>/<sub>2</sub>" high. Plays 100 selections of 33<sup>1</sup>/<sub>3</sub> or 45 RPM, 7" albums or singles, stereo or monaural intermixed mechanically. Transistorized amplifier. Everything you need and options to crack eight out of ten locations in a compact, highfashion cabinet. Big in value.

2. Full Dimensional Sound: Add Full Dimensional Sound speakers to the Princess Royal at any time. Easy to install. For larger locations where even finer sound is desired, but where compactness and cost are still important. **3.** Princess Royal with Full Dimensional Sound Added: All the features and sound of a "Grand" Rock-Ola, plus the compactness of a Princess to fit any location.

4. 100 Selection Phonette Wallbox: Gives personal listening pleasure and volume controls. Mounts anywhere. Permits programming of LP's or singles, 33½ or 45 RPM records. Reproduces stereo, too. Slim design,—graceful styling, famous Rock-Ola simplicity. Model No. 501-100 selections. Model No. 500 -160 selections.





interchangeable parts mean maximum versatility... minimum service... <u>top profits</u> <u>for you</u>!



oth Width

**Organization Common'' Receiver System.** Operates with the Rock-Ola Princess Royal and other current model phonographs. Ends cost of multi-receiver system inventory.

2 Automatic Money Counter. Sealed, tamper-proof, plug-in unit counts nickels, dimes, quarters, half dollars. Totals exact machine receipts; "totals" reading visible through window. Also works with Rock-Ola Phonette.

**Exclusive Mech-O-Matic Intermix.** Completely automatic mechanical changer intermixes 7" LP albums, 33%, 45 RPM, stereo-monaural records in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes.

Transistorized Amplifier. All new...Rock-Ola engineered. Saves money on tube replacements. Simplifies service. Elimination of excessive heat saves wear on other components. Circuit protector bulbs prevent damage to transistors if speaker leads should be shorted.

#### SPECIFICATIONS-Model 424 PRINCESS ROYAL

CABINET				CRATE		
Velght	Height	Depth	Width	Weight	Height	De
28 lbs.	431/2"	221/2"	301/2"	258 lbs.	471/2"	26
Nith Fu	II Dime	nsiona	I Sound			
	53″	221/2"	301/2"			

Cabinet Finish: Walnut

Coin Equipment: Single entry, four coin—nickels—dimes quarters—halves—U.S. Coins. 50# a standard feature. Also credit accumulator.

Record Changer Mechanism: Model 424-50 (100 selections) 7" records, 331/3-45 RPM. Mech-O-Matic Intermix standard feature.

Automatic Volume Compensator: A standard feature. Speaker Complement: Two (2) 12" woofers

Full Dimensional Sound Kit: Two (2) 5 x 8" tweeters.

Rock-Ola Manufacturing Corporation, whose policy is one of continuous improvement, reserves the right to change designs, specifications, price and equipment at any time without notice or incurring obligations.

# look to **ROCK OLA** for advanced products for profit

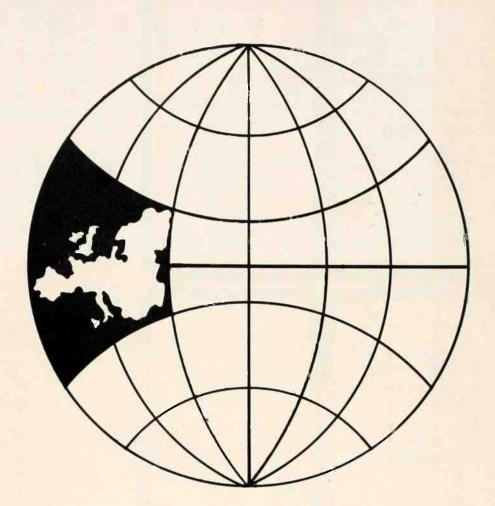
- VERSATILE
- COMPACT
- DEPENDABLE

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Form No. PR-6513

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# Through the courtesy of **ROCK-OLA**

The grandest phonograph of all .....

**PRINCESS ROYAL** 

Model 424

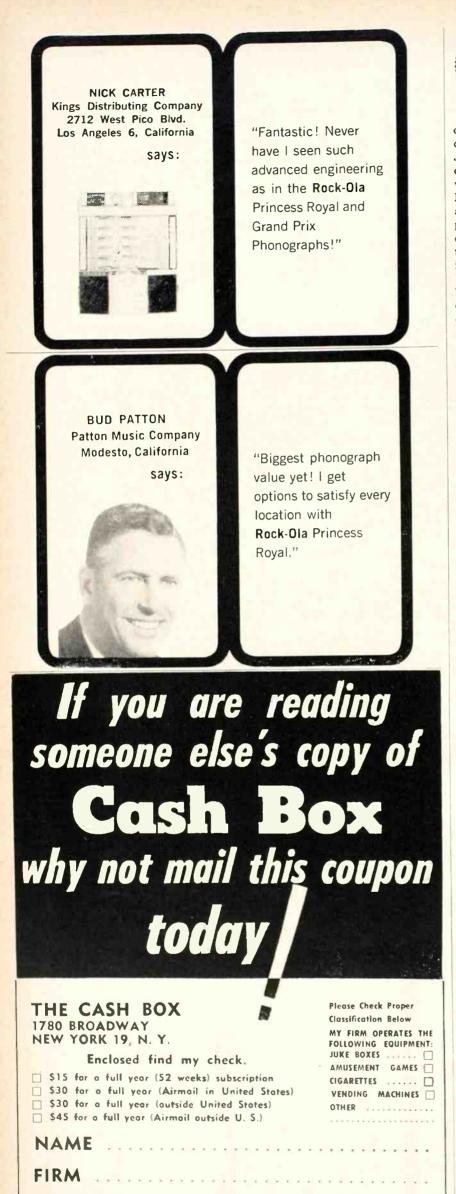
To Suit The Needs of EVERY Location In Europe today!

## and the perfect companion, THE PHONETTE

Model 500 160-Selection Remote Speaker-Selector Unit and Model 501 100-Selection Remote Speaker-Selector Unit

HAMBURG, GERMANY

NOVA APPARATE



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# California Clippings

Operators, distributors and wholesalers returning from the Music Operators of America convention in Chicago all reporting the show one of the best conventions in years with operator attendance the best ever. . . . At the R. F Jones Co., Chuck Klein said that Don Edwards and Sig Miller enjoyed meeting customers and friends at the MOA meet and are looking forward to this weeks NAMA show. The first shipment of Gottlieb's new 1-player five ball North Star arrived at the Jones Co., and Chuck said the new game looks like a sure winner with the operators. A new shipment of Rowe-AMI Tropicana phonographs is on the way, and also a shipment of Riviera cigarette machines coming by boat. Jerry W. Schlesinger has been added to the sales department to handle the increased business in the Tele-Norm department. Jim Crosby calling on customers and operators in the Northridge area. A bit of excitement last week, when Chuck Klein about to close up for the night saw a robber burglarizing a store across the street. Chuck gave chase to the burglar, caught him and held him until the police arrived. . . A big turn-out of operators as well as fellow distributors and wholesalers showed up for the open house held at Advance Automatic Sales Co. last week. Mr. Lou Wolcher in town for the event from Advance's home offices in San Francisco. Bob Portale said the combination of William's Orbit shuffle alley and Polaris bowling alley has proved to be a winning one with the operators. Jerry Johnson stopping in at Leuenhagens Record Bar to play "La Bamba" by the The Four Amigos for the Solle sisters. The girls, Bill Leuenhagen, and Mr. and Mrs. Nick Carter were the guests of Melba Kindig at the recent Harbor Operators Association Luau. ... Phil Weinberg, coin machine business veteran now residing in Texas, stopped off at Paul A. Laymon, Inc. on his way to Las Vegas, to visit with Paul Laymon. Also stopping by to see Paul this week was Red Criswell, former mechanic at Laymons and now retired. Everyone at Laymons awaiting the first shipment of samples on Bally's All the Way, billed as a 'really new shuffle alley'. . . . Sam Frudakis, well-known operator from Long Beach off on a thirteen month long trip around the world. Nick Carter at Kings Distributing Co. holding open house last week to show the new Rock-Ola Princess Royal phonograph. . . . Bob Yorke, newly-appointed vice president and general manager of Colpix Records in at California Music Co. visiting with Sammy Ricklin and Gabe Orland, Motown's hot recording group, The Supremes, in checking with Buddy Robinson on sales of their latest recording. . . . At the Seeburg Distributing Corp., Leo Simone said that Williamsburg Vending line's Instant Coffee vending machine has met with great acceptance by the operators. Leo said he has ordered another half carload of the vendors. John Ford of the phonograph sales department has been transferred to San Diego where he will be regional salesman handling that territory for Seeburg. The maintenance and repair shop has now been moved back to the Pico Boulevard headquarters and Cliff Beeniga has been named shop foreman. . . . Badger Sales and Vending Co. sending letters to the trade this week announcing Bill Happel's appointment as president and also making the name change official. . . The big news at Simon Distributing Co. was the surprise announcement by George Muraoka of his marriage last Saturday to the former Miss Hitomi Russell of Los Angeles. Frank Mencuri reported the export business holding up very well. The new improved model of the Round O Pool is now on display at Simons.



# UPPER MID-WEST MUSINGS

Mr. & Mrs. Elmer Cummings of Brookings flew to Rapid City to visit Elmer's Mr. & father. Visiting the Cummings was Elmer's sister from Maryland. Mrs. Gene Clennon were in town last week shopping for a new Thunderbird Mr. & Mrs. Morris Berger in the city having their yearly check up at the U. of M. Clinic. . . . Happy birthday to Charlie Rose, Fargo, Bob Aherin . Our deepest sympathy LaMoure, and Fred Fixel, Pembina, No. Dakota. to the Elgin McDaniel family at Wadena. Elgin McDaniel was killed las Sat. Oct. 3rd when his truck left the highway and he lost control of the vehicle. . . . Izzy Alpert, Duluth, left for several days fishing in Canada. Harry Ralph, Cloquet, spent several days with a group of fellows in Canada hunting moose. They shot three. . . George Johnson, service man for Twin Ports Sales, and his wife drove to Los Angeles to visit their son and famil Ray Charle Stopped off for a day at Las Vegas and enjoyed the sights. . John Coope will appear at the Minneapolis Auditorium Sat. Oct. 10. is back with Twin Ports Sales Co. Duluth. Had spent about a year in Miam

## Happy Birthday This Week To:

Edw. F. Gilligan, Chgo., Ill. Andrew C. Cassinelli, Little Rock, Ari John M. Butorack, Hibbing, Minn. Buddy J. Black, Mexico, Mo. Edward J. Gilligan, Chgo, Ill. John N. Fokakis, Hattiesburg, Miss. Sam Gerros, Cinci, Ohio Robert R. Bennett, Longview, Wash. Edge McKay Hudson, Bristol Va. Isadora B. Resnick, Hartford, Conn. Jesse Ladd, Caro, Mich. Maury Gottlieb, Dallas, Texas. S. R. Montcaln Bastrop, La. Tom Roberts, Hurley, Wisc. Elmer S. Laughton, Yor Beach, Me. A. J. Berube, Bloomfield, Conn. J. B. Kindred, Ajo, Ari James Allen, Grand Rapids, Mich. Joseph E. Lippi, Poughkeepsi N.Y. Althea M. Yeo, Grand Rapids, Mich. George R. Siegel, Pitt burgh, Pa.

# (empner Named Runyon **General Sales Manager**



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IRVING KEMPNER

<text>

Kempner lives in Fairlawn, N.J. th his wife Norma and his younger 1 Bobby, who will start freshman ar at Rutgers next semester. An ler son, Kenneth, is an electronic gineer with Lockheed Aircraft on 3 west coast.



says:



"Brilliant designing! The new Rock-Ola Princess Royal Phonograph tops anything yet for fastest, easiest servicing!"

sh Box-October 24, 1964

# 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

AMU D-40, '51, 40 Sel. D-80, '51, 80 Sel. E-40, '53, 40 Sel. E-40, '53, 40 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-200, '56, 200 Sel. H-120, '57, 120 Sel. H-200, '57, 120 Sel. H-200, '57, 200 Sel. I-200M, '58, 200 Sel. I-200M, '58, 200 Sel. J-200M, '59, 200 Sel. J-200M, '59, 200 Sel. J-200M, '59, 200 Sel. J-200M, '59, 200 Sel. J-200K, '59, 200 Sel. G-200, '60, 200 Sel. J-200K, '59, 200 Sel. H-40, '54, 120 Sel. H-436, '52, Fireball, 120 Sel. H436, '54, HiFi, 120 Sel. H456, '58, 120 Sel. H454, '56, 120 Sel. H455, '57, 200 Sel. H454, '56, 120 Sel. H455, '57, 200 Sel. H458, '58, 120 Sel. H458, '60, 200 Sel. Tempo II H478, '60, 120 M100A, '51, 100 Sel. M100B, '51, 100 Sel. M100BL, '51, 100 Sel. M1000B, 51, 100 Sel. Light Cab M100C, '52, 100 Sel. HF100C, '53, 100 Sel. HF100R, '54, 100 Sel. VL200, '55, 200 Sel. VL200, '56, 200 Sel. VL200, '57, 200 Sel. L100, '57, 200 Sel. 201, '58, 200 Sel. 201, '58, 100 Sel. 222, '59, 160 Sel. 222, '59, 160 Sel. Q-160, '60, 160 Sel. Q-160, '60, 160 Sel. A Y1005, '61, 160 Sel. A Y1005, '61, 160 Sel. DS 100, '62, 100 Sel. WURLITZER 1250, '50, 48 Sel., 45 of 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 78 RPM 1500, '52, 104 Sel., 45 & 78 Intermix 1500 A, '53, 104 Sel., 45 & 78 Intermix 1600, '53, 48 Sel., 45 & 78 Intermix 1650A, '54, 48 Sel. 1700, '54, 104 Sel. 1800, '55, 104 Sel. 1900, '56, 200 Sel. 2100, '57, 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. 2304, '59, 200 Sel. 2304, '59, 104 Sel. 2304, '59, 104 Sel. 2310, '59, 100 Sel. 2400, '60, 200 Sel. 2410, '60, 100 Sel. 2500, '61, 200 Sel. 2500, '61, 200 Sel. 2500, '61, 100 Sel. 2510, '62, 100 Sel. 2610, '62, 200 Sel. 2710, '63, 100 Sel. 2710, '63, 100 Sel. 2710, '63, 100 Sel. 2710, '63, 100 Sel. PINGAMES BALLY Acapulco (5/61) Barrel-O-Fun '62 (11/61) Ballerina (6/59) Beach Beauty (11/56) Beach Time (9/58) Beauty Contest (1/60) Big Show (9/56)

Bongo 2P (3/64) Bounty (Bingo) (10/63) Can-Can (10/61) Carnival (11/57) Carnival Queen (11/58) Circus (8/57) Circus Queen (2/61) County Fair (10/59) Crossroads (1/56) Cue-Tease 2P (7/63) Cypress Gardens (6/58) Double Header (7/56) Funspot '62 (11/62) Flying Circus 2P (6/61) Golden Gate (6/62) Hootenanny (Pin) 1P (11/6) Hootenanny (Pin) 1P (11/63) Key West (12/56) Lido (2/62) Lite-A-Line (2/61) Lotta-Fun (9/59) Mad World 2P (5/64) Miami Beach (9/54) Miss America (2/58) Monte Carlo 1P (Pin) (2/64) Monte Carlo IP (Pin) (2/6 Moonshot (3/63) Night Club (4/56) Parade (6/56) Queens (Bch., Is.) (3/60) Koller Derby (6/60) Sea Island (2/59) Ship-Mates 4P (2/64) Shoot-A-Line (6/62) Show Time (3/57) Show Time (3/57) Show Time (3/57) Silver Sails (11/62) Sky Diver 1P (4/64) Star Jet (Pin) 2P (12/63) Sun Valley (7/57) Target Roll (1/58) 3-In-Line 4P (8/63) Touchdown (11/60) Twist (11/62) U.S.A. (8/58) CHICAGO COIN Sun Valley (8/63) Fireeracker 2P (12/63) Broneo 2P (5/64) GOTTLIEB Around Wild. 2P (7/59) Atlas 2P (5/59) Big 1P (1/64) Bonanza 2P (6/64) Bowling Queen 1P (8/64) Brite 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) Egg Head 1P (12/61) Fair Lady (12/56) Falstaff 4P (11/57) Fashion Show 2P (6/62) Flagship (1/57) Flipper Cowhoy 1-P(10/62) Flipper Cowhoy 1-P(10/62) Flipper Cowhoy 1-P(10/62) Flipper Fair 1P (11/61) Flyr. Parade (5/61) Foto Finish 1P (1/61) Flying Chariots 2P (10/63) Gaucho 4P (1/63) Gig 1P (12/63) Gondolier 2P (8/58) Hi-Diver 1P (4-59) Kewpie Doll 1P (10/60) Lancer 2P (8/61) Liberty Belle 4P (3/62) Liberty Belle 4P (3/62) Liberty Belle 4P (3/62) Liberty Belle 4P (3/62) Majorettes 1P (8/64) Melody Lane 2P (9/60) Mry-Go-Round 2P (12/60) Mry-Go-Round 2P (12/60) Miss Annahelle 1P (8/59) Oklahoma 4P (2/61) Olympies 1-P (9/62) Preview 2-P (8/62) Qun. of Diam. (6/59) Race. A.Ball 1P (12/57) Straight Shooter (2/58) Roto Pool 1P (7/58) Royal Flush (5/57) Sea Shore 2P (9/64) Seven Seas 2P (1/60) Showboat 1P (4/61) Silver 1P (10/57) Straight Shooter (2/59) Sweet Hearts 1P (9/62) Sweet Sing 4P (9/50) Sweet Sing

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Ski Bowl 6 Plyr. (11/57) Classic (7/57) 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 (3/59) Ducke Bowler (8/60) Duchess Bowler (8/60) Princess (4/61) Duchess Bowler (8/60) Princess (4/61) Gold Crown (3/62) Royal Crown (8/62) Grand Prize (3/63) Official Spare Lite (9/63) Cadillac Bwlr. (1/64) SHUFFLES—BOWLERS UNITED Shuffles Clipper (5/55) 5th Inning (6/55) Capitol (6/55) Super Bonus (9/55) Deluxe model Top Noteli (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) Big Bonus (2/60) Sunny (5/60) Snre 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) Circus Roll-Down (9/62) Lancer (11/62) Sparky (12/62) Caravelle (2/63) Crest (4/63) Rumpus Targette (5/63) Astro (6/63) Ultra (8/63) Skippv (11/63) Jill-Jill (11/63) Bank Pool (11/63) Topper (2/64) Tempest (2/64) Pacer (4/64) Tiger (7/64) Tiger (7/64) Ball Bowlers Boll Bowlers Bowling Alley (11/56) Jumho Bowling (9/57) Royal Bowler (12/57) Pixie Bowler (8/58) Duplex (11/58) Simplex (5/60) Simplex (5/59) Advance (5/59) League (10/59) (0/63)Ex Jet GunEx Jet GunEx Space GunBowl-A-Rama (9/60)Tip Top (10/60)Ex Shooting Cal. (6/54)Dixie (1/61)Cameo S-Star Bowling (5/61)Classic (6/61)Alamo (4/62)Ex "500" ShootingSahara (7/62)Callery (3/55)Tropic Bowler (9/62)Lucky (11/62)Corress (12/62)Sahre (2) Cypress (12/62) Sabre (2/63) Regal (4/63) Regal (4/63) Furty (8/63) Futura (12/63) Tornado (3/64) Thunder (6/64) WILLIAMS Boll Bowlers Roll-A-Ball 6P (12/56) UPRIGHTS AB Circus (5/56) AB County Fair (3/57) AB Circus Wagon Wheela (12/58) 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) Aquati Prod.Squoits (11/57) B Sportman (6/59) B Jumbo (5/59) B Sportsman (6/59) B Jamboree (10/60) B Super Jumbo (11/60) CC Star Rocket (5/59) GA Skeet Shoot (1/57) GA Double Shot (4/58) GA Wild Cat (12/58) GA Spr. Wild Cat (7/59) CA Super Wild Cat Trail Blazer (12/60) Trail Blazer (12/60)

Twin Trail Blazer (2/61) K Big Tent K Spr, Big Tent (6/57) K Shawnee (1/59) K Snawnee (1/59) K Big Roundup (3/59) K Little Buckeroo (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 Ritle Range Air Football Air Football Air Hockey Auto Photo Model 9 Amer. Shuffle Situation (5/61) B Undersea Raider B Chaersea Raffer 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 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 Tograet (10/67) 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) B Fun Phone (3/63) Capitol Midget Movies CC Bullseye Baseball CC Basketball Champ CC 4-Player Derby CC Goalce CC Midget Skee Super model CC Midget 5kee Super model CC Big League (5/55) CC Twin Hockey (5/56) CC Shoot The Clown CC Stm. Shovel (5/56) CC Batter Up (4/58) CC Crist Cross CC Batter Up (4/58) CC Criss Cross Hockey (10/58) CC Croquet (8/58) CC Playland Rifle Callery (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 Basehall (1/63) CC Big Hit (10/62) CC Riot Gun (6/63) CC Riot Gun (6/63) Ex Gun Patrol Ex Jet Gun 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 Championship Baseball (9/55) Ge Quarterback (10/55) Ge State Fair Rifle Gal. (6/56) Ge Davy Crockett (10/56) Ge Circus Rifle (3/57) Ge Davy Crockett (10/56) Ge Davy Crockett (10/56) Ge Circus Rifle (3/57) Ge Motorama (10/57) Ge Gypsy Grandma (5/57) Ge Fun Fair (5/58) Ge Space Age Gun (6/58) Jungle Joe Ke Air Raider Ke Suh Gun Ke Sportland DeLuxe model Ke Ranger (3/58) DeLuxe Model (3/55)

Grand Slam Baseball (2/64) Ke League Leader (4/58) Ke Sportland Ke Two-Gun Fun (3/62) Mid Red Ball (5/59) Mid Joker Ball (11/59) Midnur Bereche (10/60) Mid Joker Ball (11/59) Midway Bazooka (10/60) Midway Shooting Gallery (2/60) Mid. Del. Baseball (5/62) Mid. Target Gallery (7/62) Mid. Carn. Tgt. Glry. (2/63) Mid. Rifle Range (6/63) Mid. Raceway (10/63) Mid. Winner 2P (12/63) Mid. Wonner 2P (12/63) Mid. Top Hit BB (3/64) Mills Panorama Peek (11/54) Mills Panorama Peek (11/54) Munves Bike Race (5/58) Munves Bike Race (5/58) Munves Bike Race (5/58) Mu Atomic Bomber Mu Atomic Bomber Mu Cr. Mobile Mu Fly Saucers Muto Lord's Prayer Mu Photo (Pre-War) Mu Photo (Pre-War) Mu Photo (DeLuxe) Mu Silver Gloves Mu Sky Fighter Muto Voice-O-Graph Pre-War Model Post-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 Bear Gun Seeburg Coon Hunt Set Shot Basketball Southland's Speedway (6/6 Southland Fast Draw '63 Southland Time Trials (9/7 Telequiz Un Junvele Gun Telequiz Un Jungle Gun Un Carn. Gun (10/54) Un Bonus Baseball (3/62) Un Bonus Gun (1/55) 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. Big Lg. BB (2/54) Wm. Jet Fighter (10/54) Wm. Safari (2/54) Wm. Safari (2/54) Wm. Safari (2/54) Wm. Sidewalk Eng (4/55) Wm. Sidewalk Eng (4/55) Wm. Sidewalk Eng (4/56) Wm. Crane (10/56) Wm. Crane (10/56) Wm. Penny Clown (12/% Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 1057 Baseball Wm. 2000 File Wm. Crusader (6/59) Wm. Titan (8/59) Wm. Del. Bat. Champ (5/62) Wm. World Series (5/62) Wm. Road Racer (5/62) Bally Champion Horse Bally Moon Ride Bally Champion Horse Bally Moon Ride Wm. Official Basehall (4 Wm. Major League (3/6 Wm. Voice-O-Graph 196 KIDDIE RIDES KIDDIE RIDES Bally Champion Horse Bally Moon Ride Pony Twins Bally Space Ship Bally Space Ship Bally Speed Boat Bally Tnrvle. Trolley Bert Lane Lancer Horse Bert Lane Merry-Go-Round B.L. Miss America Boat B.L. Miss America Boat Bert Lane Fire Engine B.L. Whirlybird (3/61) B.L. Whirlybird (3/61) B.L. Moon Rocket (3/6) Capitol Donald Duck Capitol Elsie Capitol See Saw Chicago Coin Super Jet Chicago Round The -World Trainer Deco Merry-Go-Ronnd Deco Space Ranger Exhibit Big Bronche Exhibit Mustang Exhibit Sea Skates Exhibit Space Patrol Scientific Television Scientific Boat Ride e /0U Texas Merry-Go-Round Exhibit Rudolph The Reindeer

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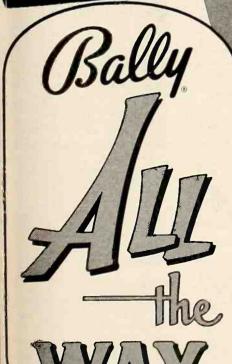
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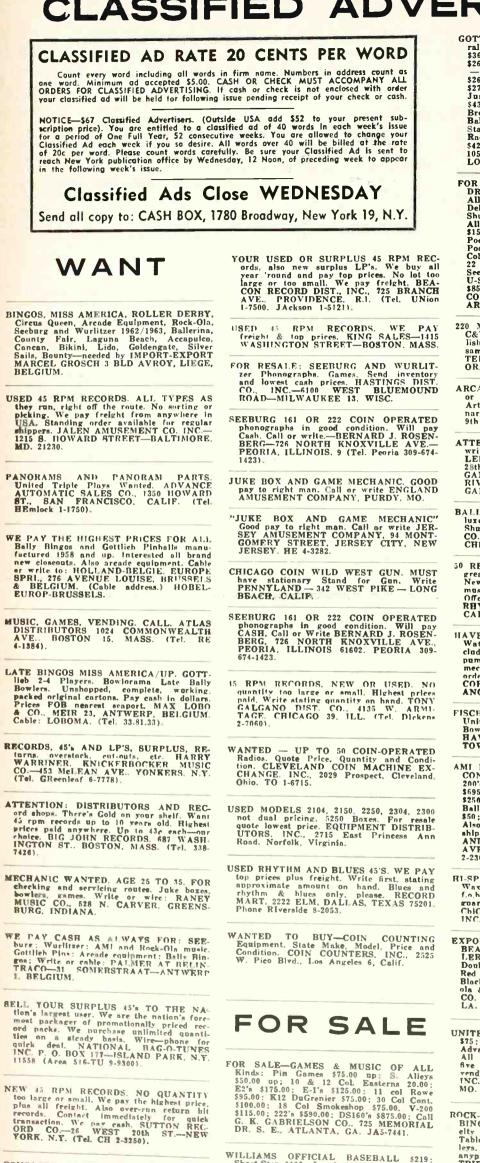
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ALL-TECH INDUSTRIES Gold Crest (3½x6' 6 Pkt, Table)	Jumbo 75x48 MARVEL MFG. CO.	HLPC-1-Stereo LP, 160 Selection, Hide- away Plays 33-1/3 and 45 KPM records			
Gold Crest (4½x9' 6 Pkt. Table) Gold Crest (8½x7' 6 Pkt. Table	Slugger-Counter Baseball (1¢, 5¢, 10¢)	intermixed, Album pricing and universal pricing system, income totalizer.			
Gold Crest (428' 6 Pkt, Table AMERICAN SHUFFLEBOARD CORP. Electra "6" (6' 6-pkt, table)	MIDWAY MFG. CO. Flying Turns 2P (9/64)	DS160H—Directional Stereo, 160 Selection Phono, With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 46			
Electra "7" (7' 6-pkt. table)	Trophy Gun (6/64) NATIONAL VENDORS, INC.	RPM records intermixed, Half Dollar, Re- mote Control optional.			
Classic "6" (6' 6-pkt, table) Classic "7" (7' 6-pkt, table) Classic "7" (7' 6-pkt, table)	CIGARETTE VENDORS Series 113; 18 8-column shifts, cap. 447 Upright-Series 118; 13 8-col. shifts, cap. 447	SC-1Stereo Consolette, 160 Selection. Includes the following features: Person- alized, Album of the Month, Album and			
Imperial Stuffleboard (16' to 22') Imperial Custion Model (12')	Crown series 222; 22 sel., cap. 616 Crown series 800; 20 sel., cap. 850	single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers,			
Bank Shot Model (9')	Consolette-Series 650; 20 sel., cap. 670 Moduline-22M; 22 sel., cap. 616 Moduline-80M; 20 sel., cap. 850	Remote income totalizer. (Available In Copper Finish)			
Natl. Sales Agents, L. T. Patterson Distribs. Foosball Match	PROTOCISION ENGINEERING, INC. V-Shape Shuffle	3W100-Wall-O-Matic 100, Single Pricing TW1-Twin stereo wall speaker, 8 inch TC1-Twin stereo corner speakers, 8 inch			
Europa Meister Eishockey Musikbar 100 Billiard Tables Ministur	REDD DISTRIBUTING CO. Cinch Instant Shine Vendor	TR1—Twin stereo recessed speakers, 8 inch EBWC1-12 — Extended bass corner/wall			
AUTOMATIC PRODUCTS CO.	(Vendor and packaged Cinch product) Giepen Coffee Vendor (Natl. Agents)	speaker, 12 inch PRVC-2—Powered remote volume control CC-2—Coin counter			
Smokeshop "Starlite 450"; 18 sel., cap. 450 Smokeshop "Starlite 630"; 18 sel., cap. 680 Smokeshop "Starlite 850"; 27 sel., cap. 850	Vend-A-Book Comic Book Vendor ROCK-OLA MFC. CO. Caravelle (20 Col. 800 Packs) Model 8002	BACKGROUND MUSIC Encore 1 750 Sel.			
CANDY VENDOR Candyshop	Cigarette Machine Model 425 160-Sel, (Grand Prix) 7" LP Del.	BMS-2—Background Music unit, 1000 sell BMC-1—Background Music Compact BMCA-1—Companion Audio			
AUTO-PHOTO CO. Model 12 Studio	StMon. Model 418-SA 160-Sel. (Rhapsody II) 7" LP, Del. StMon.	CIGARETTE VENDOR 4E3—Modular unit, 825 pack capacity.			
BALLY MFG. CO. All The Way Shuffle 2P	Model 414 100-SeL (Capri II) with St. Op- tional	4E3XM—Modular (less match unit) 826 pack capacity. 4E4—Free Standing, Personalized, 825 pack			
Big Day 4P (9/64) 2 in 1 2P (8/64) Grand Tour IP (7/64)	Model 408 100-Sel. Wall Phono (33-1/3 Op- tional)	capacity. 4E4XM—Free Standing, Personalized (less			
Happy Tour (Add-A-Ball Model) Deluxe Bally Bowler 16' lengths	1629 "Stereo Twins Jr" Speakers 1950 Remote Volume Control Unit	match unit) 825 pack capacity 4E5, 4E5M; 22 sel., cap. 825 COFFEE VENDOR			
(Jan. 1964) Bucky Bronco Kiddie Horse \$995.00 T H BERCMAN CO	Model 500 160-Sel. Stereo Speaker Wallbox 8 level personal pushbutton volume control 1578 160-Sel. Wallbox	662-C-Seeburg/Bally Coffee vendor brews coffee cup at a time. Coffee Chocolate (dry			
T. H. BERGMAN CO. Nat'l Sales Agents, Duncan Sales Co. Arizon Gun (Live action pellets)	1584 100-Sel. Wallbox 1551 Universal Wall Box Bar Bracket	ingredients) 200 7 oz. cups. Selective: 5 664-D-Seeburg/Bally Modular Coffee Ven- dor, Coffee-Chocolate (dry ingredients) 450			
CAMECA Scopitone-Audio-Visual Machine. 36-Sel., 26	1981 Money Counter for Model 425, 418-SA. & 414 Model TRLB-M—Coffee, Hot Chocolate, Soup	7 oz. cups. Selective: 5 664-DS-Seeburg/Bally Modular Coffee Ven-			
inch screen. Natl. Sales Agents, Scopi- tone Inc., USA.	Vendor-Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways.	dor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6 664-R-Seeburg/Bally Modular Coffee Ven-			
COAN MFG. CO. CIGARETTE VENDORS	extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh	dor, Coffee-Chocolate (refrigerated cream). 450 7 oz. cups. Selective: 5			
Model 74-MD; 74 sel, cap. 74 Model 74-APC; 74 sel, cap. 74 Model 94-UM; 94 sel, cap. 94	cream, with changer. Model 1408-S-Coffee, Hot Chocolate, Soup	767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation. Coffee-Choco- late-Soup or Tea (dry ingredients), 650			
Model 94-UC: 94 sel., cap. 94 Model 116-WM: 116 sel., cap. 116 Model 116-WC: 116 sel., cap. 116	Coffee 4 ways, extra cream and sugar, with sugar and cream buttons a standard feature. (Extra strong coffee button kit,	cup capacity. Selective: 6 PIC-A-PAC			
Model 116-WC: 116 gel., cap. 116 CANDY VENDORS Model 74-APD, 74 gel., cap. 74	Model 2017, available for Model 1403-S. Also available as Model 1408 without hot	All-Purpose Vendor Model 15G1; 16 selec- tions; Up to 315 items			
Model 94-UD. 94 sel., cap., 94 Model 116-WD. 116 sel., cap., 116	whipped soup feature). Model 1200—Coffee, Hot Chocolate, Soup— single cup fresh brew. 500 cup capacity.	SHIPMAN MFG. CO. CIGARETTE VENDORS			
Model 188-D, 188 sel. cap., 188 Model 47-Pastry, 47 sel., cap., 47	Coffee 4 ways, extra cream and sugar buttons are standard.	Mark II; 13 or 17 columns SOUTHLAND ENGINEERING CORP.			
CHICAGO COIN MACHINE Mustang Pin 2P Royal Flash Pin 2P (8/64)	Model \$402—Coffee. Hot Chocolate, Soup and Tea-(Compact Model). Single cup, fresh brew, serves coffee and tea 4 ways.	Little Pro (8/64) Traveling Frog Orbiting Gemini Ride			
DeVille Shuffle Alley (8/64) Majestic Bowler (8/64)	Model 3403—as above, without 4 way tea feature.	Traveling Dinosaur			
Champion Rifle Range (1/64) CINEVISION CORP.	Model 460 Book-O-Mat/Shop-O-Mat, all pur- pose visual merchandiser-General sun- dries and pocket books, 40-Selections-ca-	Travel Pony (Adaptable to Other Rides UNITED MFG. CORP.			
Cinebox (Audio-Visual) DuKANE CORP.	pacity variable on merchandise. Model 3800 Can Soft Drink Vendor, 4-flavors,	Polaris Bwlr. (8/64) Orbit Shuffle (8/64)			
Ski 'n Skore EXHIBIT SUPPLY CO.	200-can capacity. 32-cans precool storage. ROWE AC SERVICES	UNIVERSAL VENDORS Candimat Vendor			
Card Vender (Mechanical). Model 412 "Vacuumatic." Vends Exhibit's Trading Cards. Capacity: 500 \$78.50	Rowe-AMI M-200 Phonograph with Auto- mix. Stereo-Round (Plays 88-1/8-45 ste- reo or monaural records, intermixed.) Has	URBAN INDUSTRIES Movie Theaters			
(Including 8,000 FREE cards) Card Vender (Mechanical). Model	three-in-one convertibility, 200 selections, 160 selections, or 100 selections.	Model AP-10 Panoram Kiddie Kolor Kartoon			
X500 (2 push chutes). Vends Ex- hibit's Trading Cards. Capacity:	HAC-260 Hideaway, 200 Sel. Mon.	U.S. BILLIARDS INC. 6 Pkt, Series:			
(Including 1,500 FREE Cards) Post Card Vender (Electrical).	HIBE-200 Hideaway, 200 Sel. Selective Okies CFA Stepper, CFD 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.	Pro 1-78x46 Pro 2-88x51			
Models SV-1 & MSV "Vacuumatic." Vends Standard Scenic Post Cards.	WQ-200-8 200 Sel. W.B., Dual 11100 1 m.	Pro 8-98x58 Pro 4-103x58 Pro 5-114x64			
Capacity: 1.000 Cards	F-10436 Bar Grip, W.B. Mounting Bracket EX-600 Cylindrical Wall Speaker	Bumper Pool 56x40			
Model 444PV "Vacuumatic." Vends laminating material. Capacity: 800. \$98.50	EX-700 Wall Speaker L-2130 Ceiling Spkr., Choice of Grille L-2136 Random Pattern.	VALLEY SALES CO.			
FISCHER SALES & MFG. CO. Emprese 101 (101")	L-2136 Uniform Pattern, L-2000 Oncum	Bumper Pool® Model 522S/W Reg. Size Model 775-78x45			
Empress 92 (92") Crown One Hundred (100") Regent 91 (91")	Riviera Cigarette, 20 sel. 800 pack. Celebrity Cigarette Merchandiser, 14 selec-	Model 875-88x50 Model 975-93x53			
Regent 77 (77") Crown Fleata—Reg. Bumper	Ambassador Cig. Vendor 280; 14 sen, cup.	Model 1075—101x67 Model 765—78x46 Model 865—88x50			
(Non Coin) Empire VIII (101") Empire VII (92") I F EPANTZ MEC. CO	Celebrity Cig. Vendor 260; 20 sei., cap. au Celebrity Candy Merchandiser. 11 selections,	Model 935-93x53 Model 1035-100x57			
J. F. FRANTZ MFG. CO. Little Leaguer (12/62) Double Header (12/62)	77 Candy Merchandiser, 11 sel., 360 cap. Tasty 20 Candy Merchandiser, 20 sel.,	El Magnifico Series Model 88488x50			
U.S. Marshall 5¢ Gun	560 cap. Manshandiger 5 selection.	Model 934-93x53 Model 1014-101x57 THE VENDO CORP.			
Kicker & Catcher ABT Challenge Pistol ABT Guesser Scale	Celebrity Pastry merchandiser, 7 selec- tion, 140 canacity, modular.	CIGARETTE VENDORS CA1A Console; 22 sel., cap. 850			
ART Guesser Scale	Celebrity All Purpose Merchandiser, 150 car pacity, 180 selection, modular.	C-28; 15 sel., cap. 520 429-Special; 11 sel., cap. 428 Continental "30"; 80 sel, cap. 880 Tobacco Shoppe "80"; 30 sel., cap. 830			
COLD MEDAL PRODUCTS Popcorn Vendor	11 selection. The cup capacity in a selec-	Tobacco Shoppe "80": 30 sel., cap. 830 WILLIAMS MFG. CO.			
D. GOTTLIEB CO. North Star 1P (10/64)	tion, 1000 cup capacity, crushed ice fea- ture optional, modular. Dollar Bill Changer, 10 change combina-	Mini-Golf River Boat 1P (9/64)			
PAUL W. HAWKINS MFG. Roden Pony \$ 845.00	tions, up to \$800 bank capacity.	THE WURLITZER COMPANY 2800 Stereo-Mono., 200-sel, phono.			
Ben Hur Charlot         645.00           Twin Quarterhorse         575.00           Derby Pony Jr.         550.00	oven, can opener, ketchup, mustard, salt, pepper, etc., modular. Customic Background Music (Tape Car-	2810 Stereo-Mono., 100-sel. phono. Wall Boxes 6121 Private Stereo Snkr. for use on WH			
Sam The Clown Spice Spic	THE SEERURG CORP.	5200 and WB 5250 with Models 2300 thru 2700			
NON CODY MODELS	LPC-480 (Tangerine or Blue) (6/63) LPC-1B (Blonde Cabinet) Stereo LP Con-	5010 WR Ten Ton Tunes sel. 50¢ 5250 WR 20n-sel. 10-25-50¢ 5207 WR 104-sel.			
Non-Colly MoDells           Delaxe Continental (4½*x9')           Ambassador 70 (85*x47')           Ambassador 75 (92*x52'')           Ambassador 80 (106*x58'')	Role. 100 Selection Phono. LPC-1BR (Blonde Cabinet) Stereo LP Con- sole. 160 Selection Phono, with remote	5200 WB 100-set. 10-25-50¢ Speakers			
COIN-OP MODELS	LPC-1-Stereo LP Console, 160 Selection	5122 Steren Convertible Console Spar 5123 Steren Wall Spar.—12" Coaxial 5124 Steren Corner Spar.—8" Extended			
Deluxe Eldorado 6 Pkt. Series Mark I. 77x45 Mark II. 85x47 Mark III, 92x52	Phono. I.B. Console 160 Selection	Range 5125 Stereo Extender Spkr. (Packed in			
Mark III, 92x82 Mark IV, 106x58	Phone, remote control. All LP Consoles have the following stand- ard equinment: Personalized, Album of	Pairs) 5126 Stereo Directional Spkr. (Packed m Pairs)			
Mark IV, 106x58 Mark V, 118x63 Deluxe Satellite, 77x45 Deluxe Kinh Real	the Month Feature. Plays 83-1/8 and 45 RPM records intermixed. Album Pricing and universal pricing system, Half Dollar.	Pairs) Hideaway Phonographa 2717 Sterec-Mono. 200-sel			
Deluxe Kluh Pool Regular 55x40	Income Totalizer.	2711 Stereo-Mono 100-sel			

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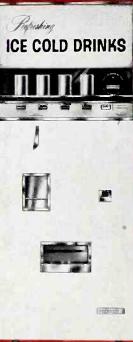
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CARAVELLE CIGARETTE VENDOR-Model 3003. New, easier servicing! New, smoother operation! New, advanced design! Best built electric cigarette machine on the market. Every component is entirely unitized ... can be removed in seconds. Packs a full line-20 brands. Holds 800 packs, even vends "Benson & Hedges" type box.

CAN COLD DRINK VENDOR-Model 3301. New 288-can capacity can cold drink vendor features exclusive spray-proof can opener that provides cleaner, convenient opening. Vends 4 flavors in 4 chutes and pre-cools 30 cans. Available with illuminated or non-illuminated front. Simple design and mechanism assure trouble-free operation.

S BATCH BREW COFFEE VENDOR-Model TRLB-M. High profit vendor for high volume locations. Serves flavor-rich coffee 4 ways: black, with sugar, with fresh cream, with sugar and cream. Also serves hot whipped chocolate or soup or tea. Extra cream and sugar buttons a standard feature. "Ever-Pure" Water Filter assures pure fresh water for every brew-cycle.

SINGLE CUP FRESH BREW COFFEE VENDOR-Model 1404-5 Ideal for discriminating locations. Brews fresh-roasted coffee, one cup at a time. Serves it 4 ways: black, with sugar, with creme, with sugar and creme Also serves hot soup and hot whipped chocolate. Available as Model 1404 without soup feature. Extra creme and sugar buttons a standard feature. "Ever-Pure" Water Filter assures pure fresh water for every brew cycle.

S COFFEE AND HOT DRINK VENDOR-Model 3402. Perfect small location vendor for spots where other machines would be prohibitive in size and operating costs. Brews soluble coffee. Serves coffee and tea 4 ways-Also serves hot whipped chocolate. Model 3403 available without tea feature.

