

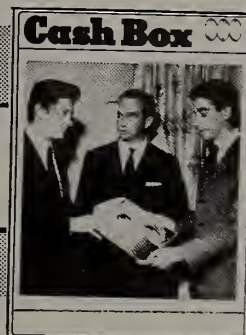
# Cash Box

October 24, 1964



Brenda Lee, the pert Decca bombshell, listens to her latest single "Is It True" on the new Rock-Ola "Princess Royal" 100-selection phonograph unveiled last week at the MOA Convention and in distributor showrooms around the country. The compact Model 424 intermixes seven-inch 45-33 rpm stereo and monaural disks and is available with or without full dimensional sound speakers which can be installed on top of the machine as in above photo. Miss Lee recently flew to England to record the "Is It True" single with hot British producer Mickie Most. And Decca has just issued the lark's first Christmas LP appropriately titled "Merry Christmas from Brenda Lee."

INTERNATIONAL SECTION BEGINS PAGE 47





let the  
buyer  
be  
aware

**THE BIG HITS ARE ON**

**"FUNNY GIRL" barbra streisand**

4-43127

**"WHO CAN I TURN TO" tony bennett**

4-43141

**"RUNNIN' OUT OF FOOLS" aretha franklin**

4-43113

**"MY LOVE, FORGIVE ME" robert goulet**

4-43131

**COLUMBIA RECORDS** 





FOUNDED BY BILL GERSH

# Cash Box

Vol. XXVI—Number 7 October 24, 1964

## Cash Box

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SUBSCRIPTION RATES \$15 per year any-  
where in the U. S. A. Published weekly. Second  
class postage paid at Bristol, Conn.

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# ANOTHER STEP IN THE RIGHT DIRECTION

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).

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 PROFITABLE BUSINESS.







Things are

# JUMPING at *LONDON* RECORDS

**From Memphis**

## Jumpin' Gene Simmons

...his follow-up smash to "Haunted House"



**JUST  
RELEASED**

# THE DODO

#2080



THE AMERICAN *LONDON* GROUP

**From England**

## The Zombies

# SHE'S NOT THERE

**... National Breakout!**



PARROT #9695



# 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, although an actual count could not be obtained by presstime. A final estimate 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

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, including Epic's Juke Box Location Programming Guide and Counter Display Programming Center for one-stops. Kapp's "Winners Circle Series" (see separate stories).

Labels could also boast strong turnouts 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 discussions will be included in next week's issue.

Label exhibitors at the MOA confab included: Capitol, Columbia, Decca, Epic, Jay-Jay, Kapp, Mercury, Monument, RCA Victor, Vee Jay, Rojac and Waikiki.

## Epic Offers Ops Programming Guide

CHICAGO—Len S. Levy, vice president 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-released Little LP's for such locations as bars, lounges, pizza parlors, luncheonettes and other specialized operations.

Answering the request of "numerous" 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 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 Fontana catalog to distributors at a special discount. Merchandising support includes 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 promo mailing program is planned to launch the "Sales Route '64" program. Also, a coordinated artist publicity 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 slide film narrated by Bob Hope. Smash-Fontana staffers Charlie Fach (topper), Alan Mink, Lou Dennis (national promo manager for Fontana) and regional managers Elliot Greenberg and Romeo Davis will be on hand at the 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 Records 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 details available at Decca branches and distributors.

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

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 Trumpet," 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 Honolulu Symphony Orch. conducted by George Barati, Arthur Prysock's "Strictly Sentimental," with the songster 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, incorporating press and info activity, 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 function.

The move, Jenkins noted, reflects the increasingly important role played by the public affairs dept. in the overall function of the label. "We consider this department an imaginative arm of marketing," he said, "one that has proven an invaluable aid to our company in conveying our point-of-view 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 wholesale 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 assumed 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 conducting the Stradivarius Chamber Orchestra, Schubert's "Mass No. 6 In E-Flat Major" with Frederic Waldman conducting the Musica Aeterna Orchestra and Chorus, Beethoven's "Archduke Trio" by the Alma Trio, the works of Busoni and Bortkiewicz by pianist Marjorie Mitchell and the Vienna State Opera Orchestra under the direction of William Strickland. Coral's entry is "Liberace Plays Golden Themes from Hollywood."

## Hal Neely Named Gen. Mgr. Of Starday



HAROLD G. NEELY

New York—Vet disk man Hal Neely has been named general manager of Starday Records and its affiliated companies, it was announced last week by Don Pierce, the label's president. Neely will work directly under Pierce and along with national sales manager Chuck Chellman and A&R director Tommy Hill. Neely, Chellman and Hill will all be vice-presidents.

The executive, who previously served stints with Allied in New York and Los Angeles, comes to Starday after six years with King Records in Cincinnati. Neely assisted King president Syd Nathan and, at times, was in full charge of the entire operation including manufacturing, publishing, recording, sales, promotion and administration.

The Starday LP line is manufactured, warehoused and shipped from King's Royal Plastics plant in Cincinnati and will continue to be. Pierce noted that Neely's familiarity with the King plant will greatly strengthen the label's production and shipping.

# Passing Of A Giant: Cole Porter

NEW YORK—Cole Porter, one of the men responsible for America's "Golden Age of Musical Comedy," not to mention a remarkable collection of world-wide standards, died last week (16) in Santa Monica (Calif.) Hospital at the age of 71.

A week before, Porter had been operated on for the removal of a kidney 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 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 the rounds of night clubs and an occasional recording that musical comedy buffs also refer to as Cole Porter standards.

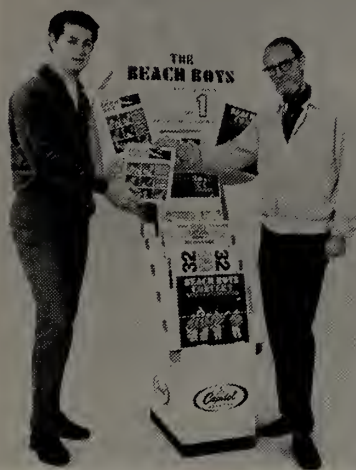
Porter was born into a well-to-do Indiana farm family on June 9, 1893. He attended Yale (where he wrote the school's two theme songs, "Bingo Eli Yale" and "Yale Bulldog Song") and Harvard Law School. While attending the latter university, he wrote his first show—with fellow schoolmate T. Lawrason Riggs—"See America First" (1916), whose failure was partly responsible for Porter's departure to the French Foreign Legion and participation in World War I.

While Porter had written songs for (Continued on page 39)

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## Capitol "Teen Set" Promo Seeks Closer Teen Ties



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

HOLLYWOOD — Capitol Records, through its CRDC distrib network, is going to great promo lengths to establish a "closer rapport" between itself and the individual it terms its most important customer—the teenager.

In its most comprehensive teen promo ever, CRDC is launching this week (19) "The Teen Set," a multifaceted, youth-oriented national promo.

According to Brown Meggs, CRDC vp and merchandising head, who announced the giant push, the "Teen Set" operation comprises a wide variety of merchandising, advertising, publicity and marketing aids, including a full-fledged, quarterly professional fan mag and a national teen-artist fan club. The first mag is being "guest-edited" by Earl Leaf, vet Hollywood fan mag scribe.

Cornerstone of the promo is volume one of "The Teen Set," a 36-page fan

(Continued on page 40)

## Trade Organizations Aim To Meet Challenge Of FTC Trade Rules

NEW YORK — While the Federal Trade Commission's promulgation of trade practice rules for the disk industry seemed anti-climatic—they had been expected for months with minor alteration from original FTC proposals—various trade organizations offered comments on their usefulness last week and announced moves to help guarantee their success.

Members of the Record Industry Association of America (RIAA) met last week (13) in Beverly Hills, Calif. for a regional meet, where the subject of the trade rules came up. As reported by Henry Brief, exec secretary, those present complimented the FTC on its "excellent work in restating and clarifying the legal and business responsibilities of all the segments of our industry in merchandising its products."

Brief noted that as frequently stated to members of the Commission, RIAA and its membership will continue to cooperate with the Committee in all matters covered by the rules or affecting the industry.

Over at ARMADA, the distrib organization Ed Jones, exec secretary, expressed delight over the issuance of the guidelines, but had one reservation—the lack of a prohibition against transshipping. On the latter point, it was noted that the FTC has traditionally opposed exclusivity of territory.

ARMADA members and all other interested parties meet this week (23) in Chicago for a "workshop" session on the trade rules. Members of the FTC will be on hand at the Edgewater Beach Hotel to make specific references on each rule. ARMADA, by the way, is not taking reservations for the meet. The \$25 fee, in check or cash, can be paid at the hotel. The workshop will begin at 9:30 am. On the 22nd, there will be a meeting of the ARMADA board.

# 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 the disk industry.

In fact, Moore's decision enumerated a number of positive developments in the industry as a whole since the formation of the club in 1955.

Moore's 332-page opinion was the culmination of over two years of litigation, with 85 trial days of continuous 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 Commissioners decide to do so.

The complaint, first issued in June, 1962, challenged the legality of licensing agreements between the Columbia Record Club and certain smaller record manufacturers (outside labels) providing for Club distribution; (2) accused Columbia of monopolizing, attempting to and tending 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 alleged differential is unfair; and (4) alleged that certain pricing and savings representations in the Club's advertising are misleading.

Columbia formed its record club in 1955 and three years later began to press and sell through the club outside label LP records pursuant to licensing agreements with other manufacturers. The principal licensors included Caedmon Records, Verve Records, Mercury Records, Warner Bros. Records, Kapp Records, Vanguard Recording Society, Inc., United Artists Records, Liberty Records, and Cameo-Parkway Records. The licensing 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 allegations that (1) they operate to fix

## New British Invasion: 7 EMI Directors

HOLLYWOOD—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 director, Glenn E. Wallichs, board chairman and chief executive officer of Capitol Records. EMI is principal 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. Viscount Mills KBE; and John Edward 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 execs 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 activities for wives of the EMI directors during they stay.

prices, (2) involve "other concerted activity" (communications about artists; repertoire and release schedules; sales information; copyright information; and influence over repertoire), and (3) are unlawfully exclusionary, Examiner Moore said.

He found that except for two obsolete 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 distribution." The price-fix aspects of the Verve and Caedmon contracts were 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 detail the circumstances surrounding the negotiation and pre-complaint abandonment of the price-fixing aspects of the Verve and Caedmon contracts. On that basis, and in view of the disposition of the other charges, the examiner 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 circumstances 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 examiner 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.

However, even though it thus appears that "the purpose and effect of the exclusionary clause\*\*\* are the elimination of competition, at least on a temporary basis," the examiner held the restrictive agreements "permissible" as reasonably-termed "ancillary restraints."

After reviewing precedents in Sherman Act cases, Moore expressed the view that the legality of Columbia'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."

The examiner said that restrictive arrangements of the kind involved in this case have been upheld where the restraint is "necessary for the protection of some legitimate interest"; where the restraint does not "impose undue hardships upon the person restrained" and where the restraint is not "injurious to the public as a whole." He held the instant contracts "valid as meeting those specifications."

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 consummated an agreement with the Kingston Trio's Trident Productions for their exclusive services as recording 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 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 extensions.

The Kingston Trio, who previously

cut for Capitol, were, in part, responsible 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 LP's, each representing over one million 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.



# ON SCEPTER-WAND WE TOLD YOU OUR GIRLS ARE THE GREATEST!

## DIONNE WARWICK

### REACH OUT FOR ME

SCEPTER 1285



## MAXINE BROWN

### OH NO NOT MY BABY

WAND 162



## WATCH THEM CLIMB THE CHARTS!

SCEPTER MUSIC, INC.

254 WEST 54TH ST., NEW YORK, N.Y.



# LOOKING AHEAD

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

- 1 **SLAUGHTER ON 10th AVENUE**  
(Chappell—ASCAP)  
Ventures (Dolton 300)
- 2 **DON'T SPREAD IT AROUND**  
(Crozy, Cojon—BMI)  
Barbara Lynn (Jamie 1286)
- 3 **MAYBE TONIGHT**  
(Blockwood—BMI)  
Shirelles (Scepter 1284)
- 4 **YES I DO**  
(Keetch, Caesar & Dino—BMI)  
Solomon Burke (Atlantic 2254)
- 5 **MY LOVE, FORGIVE ME**  
(Amore, Scusami)  
(Gil—BMI)  
Robert Goulet (Columbia 43131)
- 6 **GONE, GONE, GONE**  
(Acuff—BMI)  
Everly Brothers (Warner Bros. 5478)
- 7 **MY ADORABLE ONE**  
(Duane—BMI)  
Joe Simon (Vee Jay 609)
- 8 **WHY (DON'CHA BE MY GIRL)**  
(Chartbuster, Eastwick—BMI)  
Chartbusters (Mutual 508)
- 9 **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)
- 11 **THE DARTELL STOMP**  
(Goins—BMI)  
Mustangs (Providence 401)
- 12 **RIGHT OR WRONG**  
(Combine—BMI)  
Ronnie Dove (Diamond 173)
- 13 **GALE WINDS**  
(Gil-Cajon—BMI)  
Egyptian Combo (Norman 549)
- 14 **FOUR STRONG WINDS**  
(M. Witmark & Sons—ASCAP)  
Bobby Bare (RCA Victor 8443)
- 15 **BABY, BABY ALL THE TIME**  
(Embassy—BMI)  
Superbs (Dore 715)
- 16 **WATCH OUT**  
(Merrimac—BMI)  
**SHE'S ALL RIGHT**  
(Ramitary, BRC—BMI)  
Jackie Wilson (Brunswick 55273)
- 17 **THE THINGS IN THIS HOUSE**  
(T. M.—BMI)  
Bobby Darin (Capitol 5257)
- 18 **OH MARIE**  
(Paris—ASCAP)  
Village Stompers (Epic 9718)
- 19 **LITTLE QUEENIE**  
(Arc—BMI)  
Bill Black Combo (Hi 2079)
- 20 **THAT'S ALL I NEED TO KNOW**  
(Drury Lane, Beckle—BMI)  
Bobby Wood (Joy 288)
- 21 **I COULD CONQUER THE WORLD**  
(Youvan—ASCAP)  
Shevelles (World Artists 1025)
- 22 **APPLE OF MY EYE**  
(Trovis—BMI)  
Four Seasons (Vee Jay 618)
- 23 **HEARTBREAK HILL**  
(Anotole, Konsond—BMI)  
Fats Domino (ABC Paramount 10596)
- 24 **SOMEBODY NEW**  
(Ludix, Flomar—BMI)  
Chuck Jackson (Wand 161)
- 25 **WAIT FOR ME**  
(Geo. Pincus—ASCAP)  
Rita Pavone (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 Gems, 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 ME**  
(Picturetone—ASCAP)  
Sapphires (ABC Paramount 10590)
- 34 **I CAN'T BELIEVE WHAT YOU SAY**  
(Modern, Plocid—BMI)  
Ike & Tina Turner (Kent 402)
- 35 **GOODBYE GIRL**  
(Print—ASCAP)  
Richie Dean (Tower 102)
- 36 **WHEN YOU WALK IN THE ROOM**  
(Metric—BMI)  
Jackie DeShannon (Liberty 55735)
- 37 **HIGH HEEL SNEAKERS**  
(Medal—BMI)  
Jerry Lee Lewis (Smash 1930)
- 38 **LUMBERJACK**  
(English—BMI)  
Hal Willis (Sims 207)
- 39 **SOMETIMES I WISH I WERE A BOY**  
(Blackwood—BMI)  
Lesley Gore (Mercury 72353)
- 40 **THE DODO**  
(Screen Gems, Col.—BMI)  
Jumpin' Gene Simmons (Hi 2080)
- 41 **EMPTY ARMS**  
(Desiard—BMI)  
Ace Cannon (Hi 2081)
- 42 **I'M MAKING IT OVER**  
(Big Seven—BMI)  
Anita Humes (Roulette 4575)
- 43 **LOST WITHOUT YOU**  
(South Mt.—BMI)  
Teddy Randazzo (DCP 1108)
- 44 **ENDLESS SLEEP**  
(John, Stone, Elizabeth—BMI)  
Hank Williams Jr. (MGM 13278)
- 45 **IT'S ALL OVER**  
(Nana—BMI)  
Walter Jackson (Okeh 7204)
- 46 **DO ANYTHING YOU WANNA**  
(Woygote—ASCAP)  
Harold Betters (Gateway 747)
- 47 **OH, BOBBY SOXER**  
(Isalee—BMI)  
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**  
(Painted Desert—BMI)  
Jerry Wallace (Challenge 59265)



# YOU SOLVED IT!

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



**SUSPECTS:**

# JAN & DEAN

## SIDEWALK SURFIN'

#55727

**CLUES:** *Everybody's playing it!*

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



LRP-3377/LST-7377



LRP-3368/LST-7368

**VERDICT:** *It's another smash!*

Produced by Jan Berry  
for Screen Gems, Inc.







# PLATTER SPINNER PATTTER

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 station 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 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 WLS, but in spite of heavy business we were able to make a strong contribution in time to the important area of community service," commented 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 de-

partment 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 interview-commentary series.

A complete Get Out The Vote promotional campaign is presently being highlighted on WABC-New York. The campaign, designed to stimulate voter registration and subsequent voting in the Nov. presidential election in greater New York, will encompass 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 announcements, 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.

Better be careful when the lady of the house starts cleaning. Never know what you're going to turn up with. Louise Jorjorian, promotion director, 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.

KQV-Pittsburgh has provided a

souvenir of last month's Beatles steel town concert. The souvenirs are 17" x 22" glossy Beatle posters offered by the station to its listeners only one week ago. Over 5,000 requests have already arrived. With proceeds going to the Goodwill Industries of Pittsburgh, listeners are asked to send 25 cents for the poster, which includes seven exclusive photographs of the Beatle press conference, the performance, excited fans, and the station's five deejay personalities. One of the poster highlights is a 6½ x 11" pic taken during the actual performance of the Beatles standing directly under the "KQV Welcomes 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. Response 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 listeners who enjoy these activities. At this point, the management of the station has not commented on this point.

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 Riddle also welcomed Sam Fletcher to the daily half-hour show, as well as Don Lee Wilson, one of the Ventures. The Dovells were also on the show.

Several Quaker City area public service organizations will be re-

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

KVI-Seattle air personalities recently paid off a debt to McChord Air Force Base in Tacoma and served as "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 Force 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 different locations at the air base. The remote shows started with the Hardwick show at 6:00 AM and continued through the Perry Allen stanza ending at 6:00 PM. The "bet" was probably the most successful outside promotion the station has ever done. Because of the success of the promotion, the Air Force is considering working with radio stations in other cities on a remote broadcast promotion to make people aware of the job being done by Air Force bases all over the country.

### VITAL STATISTICS:

Allan Dean Jones joins WIBG-Philadelphia as a newsman. Dean was formerly with WEEZ-Chester where he was known as Jerry Dean . . . Gordon Clark, formerly on KEYS-Corpus Christi, has been given the green light as program director of KONO-San Antonio. . . . George Fennell is now spinning 'em on WORL-Boston. . . . Nelia Cockrell has joined the staff of WLLA-Tampa-St. Petersburg as continuity director. . . . Bruce Miller has been given the nod as director of production on WXYZ-Detroit.

# "SHAGGY DOG"

By

## MICKEY LEE LANE

SWAN 4183



### SWAN RECORDS

8th & Fitzwater Streets  
Philadelphia, Pa.  
MA 7-1500



*The sound of a raging Rivers!*  
**MOUNTAIN OF LOVE  
 & MOODY RIVER** #66075

*by Mr. Go-Go*  
**JOHNNY  
 RIVERS**



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

October 7	San Diego	October 19	Madison	October 30	Austin
October 8	Phoenix	October 20	Davenport, Iowa	October 31	Dallas
October 9	Albuquerque	October 21	Marion, Indiana	November 1	Tulsa
October 10	Denver	October 22	Indianapolis	November 4	Salt Lake City
October 12	Minot, No. Dakota	October 23	Murfreesboro, Tennessee	November 5	Reno
October 14	Sioux City	October 24	Memphis	November 6	Sacramento
October 15	Lincoln	October 26	Shreveport, La.	November 7	San Jose
October 16	Drake University, Iowa	October 27	Shreveport, La.	November 8	Berkeley
October 17	Green Bay, Wisconsin	October 28	Shreveport, La.	November 9	Fresno
October 18	Rockford, Illinois	October 29	Houston	November 10	Bakersfield

A DUNHILL PRODUCTION

**IMPERIAL...on the go-go!**



IMPERIAL RECORDS, A SUBSIDIARY OF LIBERTY RECORDS, INC.





# RECORD REVIEWS

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

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

## 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.

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 flip.

AIN'T IT THE TRUTH (2:50)

[Grand Canyon, Shake-Well  
BMI—Peques]

STOP TAKIN' ME

FOR GRANTED (2:03)

[Merna BMI—Gentile, Lambert]

MARY WELLS (20th-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 Bateman.

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 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.

## Pick of the Week

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 'programming 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.

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.

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.





announces the biggest promotion of the year

# THE BEACH BOYS BLAST!



**"THE BEACH BOYS CONCERT" — THEIR NEWEST HIT ALBUM — AND AN EXCLUSIVE BEACH BOYS FAN MAGAZINE GIVE-AWAY!**

Now you can offer the newest Beach Boys album [and all their albums!] each with a free copy of Teen Set magazine!

Teen Set is a quality magazine. The first issue featuring 36 pages of Beach Boys info and pics. It's a natural!

And with this promotion there's real support — nationally! Display! Special jackets and browsers, streamers, ad mats, "take-one" pads. Along with top advertising and merchandising help! It's the biggest promotion of the year — with and for CRDC and its customers.

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the teen set VOLUME 1

THE BEACH BOYS

- Inside Story of America's No. 1 Group — by Earl Leaf!
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- Exclusive New Pix of Alan, Brian, Carl, Dennis & Mike!
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BEACH BOYS CONCERT ALBUM (S) TAO-2198 SURFIN' SAFARI (D) T-1808 SURFIN' U.S.A. (S) T-1890 SHUT DOWN, VOL. I (D) T-1918 SURFER GIRL (S) T-1981 LITTLE DEUCE COUPE (S) T-1998 SHUT DOWN, VOL. II (S) T-2027 ALL SUMMER LONG (S) T-2110 BEACH BOYS SONG BOOK (S) T-2156 BEACH BOYS CHRISTMAS ALBUM (S) T-2164

**GET IN TOUCH WITH YOUR CRDC REP NOW!**







# 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 undercut, "Worryin' Blues," is a slow-moving, shufflin' talkin' blues message-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.

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.

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-swing, "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 spotlight 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 showcase 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 Week

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) [Curton & Jalyne 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)

[Jobete 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 is "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.

WHAT AM I TO YOU (2:20)

[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-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" julie rogers

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



MERCURY SINGLE 72332







# 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

**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 arrangement enhances proceedings. (B+) **SAME OLD STORY** (2:34) [Jobete BMI—Robinson] Another smooth vocal offering from McCullers.

**THE SPINNERS** (Motown 1067)  
● **HOW CAN I** (2:38) [Jobete BMI—Fuqua] The Tamla/Motown magic should work very well with this pulsating ballad romancer updated by the Spinners. Watch this one step out smartly in sales and airplay. (B+) **SWEET THING** (2:40) [Jobete BMI—Stevenson] The other end has the edge, but this one should come in for a fair share of 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+) **WHERE MEMORIES BEGIN** (2:28) [Mr. Blue BMI—Hatcher] A pleasant bit of schmaltz to appeal to the younger crowd.

**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 "Forever" a few months back, talks and picks his way through this melodic romancer 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 pulsating beat to the last note. The Green Men could see some green stuff from this one. (B+) **SO FINE** (2:01) [Eldorado BMI—Otis] This end features 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 effort. 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] Barbara Lewis is always a pop-blues sales threat and the lark could easily score with this medium-paced, co chorus-backed ode which suggests that couples in love should be respectful of each other's feelings.

(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** (1:53) [Knob BMI—Orange] Jan Lawhon could very well create some sales excitement with this rollicking, fast-moving teen-angled, chorus-backed affair about a gal with real determination to snare that special guy in her life.

(B+) **CAN YOU SWIM** (1:57) [Knob BMI—Orange] Swingin' bluesy danceable sounds.

**JOE & EDDIE**  
(G. N. P. Crescendo 333)

● **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 infectious, 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' message-song.

**FREEWHEELERS** (Epic 9725)  
● **BEACH BOYS** (3:03) [Mygogo BMI—Cogley] The Free-wheelers could have a hit on their hands with this warm-hearted, easy-going folkish item about an unfortunate 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, full-bodied pop-folk romancer.

**JO ANN & TROY** (Atlantic 2256)  
● **I FOUND A LOVE OF WHAT A LOVE** (2:39) [Cotillion BMI—Allen] Newcomers 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 together after a hiatus. Side's a natural 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.

## Best Bets

**AL DE LORY** (A&M 754)  
● **THE MOON RACERS** (2:15) [Irving—BMI—Alpert, Turner] Here's an easy-listening instrumental with lots of lush strings and a big beat in the Kai Winding—More tradition that could score heavily. Tune has a concerto flavor.

(B+) **MAID IN JAPAN** (1:50) [DeLory/Almo—ASCAP—DeLory] Another instrumental goodie, this time with an appealing oriental flavor. Don't overlook this end.

**THE JADES** (Port 70042)  
● **HE'S MY GUY** (2:00) [Leeds 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] Interesting rhythm ballad with limited potential.

**MILO LIGGETT** (Monument 860)  
● **THE PHONY** (2:43) [Combine—BMI—Liggett, Foster] 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 uptempo 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 chorus setting makes this one move brightly.

(B+) **WHY DON'T YOU LOVE ME** (2:06) [Screen Gems—Col—BMI—Keller, Kolber] The songster 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 nicens' 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 reading. First-rate late-night programming 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) [Monsour—ASCAP—diCapua, Russo] Dick Dale and crew add a bit of hard rock to this traditional Italian favorite—a new tack for the surfin' pioneers. West coast action seems assured but it could be a noisemaker here too.

(B+) **WHO CAN HE BE** [Surmon, Maverick—BMI—Salmanca] An easy-paced rock ballad with loads of teen appeal.

**PETE COOKE** (Dimension 1037)  
● **LITTLE DARLIN'** (2:26) [Screen Gems—Col—BMI—Cooke, Harper] Pete Cooke unleashes a real wailin' shouter for this Dimension entry aimed at pop-r&b 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 Boy-like item. It's a natural for the teen dance crowd; deejays will like it too. (B+) **ONLY MY FRIEND** (2:25) [Bright Tunes—BMI—Margo, Medress, Siegel] More of the same on this end, but also very effective.

**THE VIRTUES** (Fayette 1626)  
● **GUITAR SHUFFLE** 65 (2:19) [BAE—ASCAP—Virtuoso, Walters] The Virtues make a potent bid for second-time around-coin on this updating of their own oldie, "Guitar Boogie Shuffle." It's a strong instrumental offering that could make it again. (B+) **MOON MAID** (2:32) [BAE—ASCAP—Virtuoso, Walters] Choice melodic theme with broad appeal.

**JEROME POWELL** (Parkway 927)  
● **HOME TO STAY** (2:24) [Evanston—BMI—Bell, Evans] Jerome Powell gets some high-powered assistance from the choral-ork backdrop for this r&b 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 appeal.

**THE STYLETTES** (Cameo 337)  
● **ON FIRE** (2:10) [Cameo—Parkway—BMI—Dozier] The Stylettes take an unusual vocal approach to this r&b-rock affair that benefits from a "Heat Wave"-type beat. This is sellable sound and could be an early winner.

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

**HEINZ** (Tower 60024)  
● **QUESTIONS I CAN'T ANSWER** (2:18) [Celpha—Blunt, Triune] Heinz, formerly of the Tornados, bows on Tower with this English-sounding rhythm ballad he wails with authority and feeling. The label could get off the ground with this one.

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



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 EVERYTHING'S ALRIGHT • A PATENT ON LOVE • I'M BLUE (THE GONG-GONG SONG)  
 TOUGH LITTLE BUGGY • THOU SHALT NOT STEAL • AIN'T THAT LOVIN' YOU, BABY



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# RECORD REVIEWS

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

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## Best Bets

RONNIE BROOKS (Reprise 0311)

● **CAN'T HELP LOVIN' YOU** (2:00) [Atlantic-BMI-Cooper, 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) [Geld-Udell-ASCAP-Geld, Udell] Strong country-pop ballad in the Nashville manner.

FREDDIE & THE DREAMERS (Mercury 72327)

● **JUST FOR YOU** (2:11) [Feldman-Murray] More lively 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.-Garrity] Similarly-fashioned item with expected Liverpool sound.

SAM FLETCHER (Veejay 623)

● **GUESS WHO** [Michele-BMI-Belvin] Sam Fletcher updates 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 markets. 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. 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 BMI-Sloan, Barri] The lead singer of this femme 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.

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

## 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) [Blackwood-BMI-Todd-Jetter-Holly] This end features a contagious 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 Lonesome Me."  
(B) **DIXIE DOODLE DANDY** (3:03) [Bobe Wes BMI-Balthrop] Songster rocks on this fast movin' shuffler.

THE FEMALE BEATLES

(20th Century Fox 531)  
(B+) **I DON'T WANT TO CRY** (1:55) [Rambled BMI-Favole] Gals really jump on this Liverpool sound rocker.  
(B) **I WANT YOU** (2:15) [Rambled 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 r&b tearjerker.  
(B+) **MANHOLE** (2:10) [Sonlo BMI-Thompson, King] Infectious, swingin' instrumental blueser.

DEAN JONES (Valiant 6055)

(B+) **STRAWBERRIES AND WINE** (2:41) [Radford BMI-Gordon] Pleasant, laconic pop-folk romancer.  
(B+) **WOMEN (SKA-DA-LA-DE-DA)** (2:13) [Radford BMI-Gordon, Rogers] Hard-driving, 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** (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] Rollicking, rhythmic reading of the blues sturdie.  
(B+) **THE SHAKE** (1:43) [Su-Ma BMI-Goodwin, Lovelace] Infectious, hard-driving terpsichorean-gear blueser.

JONI JAMES (MGM 13288)

(B+) **SENTIMENTAL ME** (2:40) [Ross Jungnickel-ASCAP-Morehead, Cassin.] Straight-forward multi-track legit reading of familiar oldie.  
(B+) **YOU'RE NEARER** (2:29) [Chappell-ASCAP-Rodgers, Hart.] The lark did this one years ago, this a bossa nova-like updating.

DICK JACOBS (Coral 62436)

(B+) **THE MUNSTERS' THEME** (2:23) [Hawaii-BMI-Marshall.] Catchy instrumental reading of TV theme.  
(B+) **SABBATH PRAYER** [Sunbeam-BMI-Bock, Harnick.] Choral-ork rendition of tune from 'Fiddler On The Roof.'

EDWARD JOHN MILLER

(B+) **I STILL SEND HER FLOWERS** [Cromwell-ASCAP-Wells, Segal.] Pleasant, softly read romantic opus—sides produced by Mike Berniker.  
(B+) **SHE'S NOT MINE** (2:30) [Stride-BMI-Miller.] Building ballad with martial beat—also very effective.

NEAL AND THE NEWCOMERS

(Hall-Way 1206)  
(B+) **ROCKIN' PNEUMONIA** (2:06) [Ace-BMI-Smith] Here's a swingin' instrumental, with vocal interjections, version of the Huey Smith oldie.  
(B) **REELING & ROCKING** (2:18) [Arc-BMI-Berry] An all instrumental version of Chuck Berry's while-back stint.

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 Holly's noisemaker.

GARY JAMES AND THE CREATIONS (Lightning 3)

(B+) **WILL I CRY** (2:29) [Gary Abrams-BMI-Abrams-Foti] The songsters have an infectious, handclapping chicken.  
(B) **I SAID HEY** (2:00) [Gary Abrams-BMI-Foti] More of the same on this side.

SEYMOUR'S HEARTBEAT

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.  
(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.  
(B+) **HEALING RIVER** (2:13) [Applesed ASCAP-Hellerman, Minkoff] Dramatic, chorus-backed upliftin' folk affair.

## B REVIEWS

LENORE KING & TOMMY

ANDERSON (Her Majesty 101)  
(B) **THE BEATLES IS BACK (YEA, YEA, YEA)** (2:20) [Douglas BMI] Session is narrated with a novelty effect via the "Flying Saucer" school.  
(C+) **YE OLD LION & HIS FEUDLIN COUSIONS** (2:30) More of the same.

DR. HERMAN SILVERS & TRIO

(Silver 4902)  
(B) **WHY** (2:45) [Crest ASCAP-Schaaf] Delightful, easy-to-listen-to piano-led revival.  
(C+) **ALL THE WAY WITH L.B.J.** (1:20) [Crest ASCAP-Schaaf] Pro-Johnson campaign item.

JAYNE MANSFIELD

(Original Sound 51)  
(B) **THAT MAKES IT** (2:19) [Drive-In BMI-Egnoian, Floyd, Holiday] Cute gimmick arrangement. Item's from "Chantilly Lace" School.  
(B) **LITTLE THINGS MEAN A LOT** (2:44) [Leo Feist ASCAP-Lindeman, Stutz] Actress puts her own unique touch on this evergreen.

TONY SEYMOUR (Carib 1016)

(B) **WILL YOU STILL LOVE ME TOMORROW** (2:54) The Shirelles biggie done with a hard limbo sound.  
(C+) **YOUNG BOY BLUES** (2:55) A heart-breaker ballad.

THE BLOCKBUSTERS (Entree 108)

(B) **GORILLA WALK** (2:15) [Symbol BMI-Paul, Lemon] Funky instrumental.  
(B) **GORILLA WALK** (2:15) [Symbol BMI-Paul, Lemon] Same as flip with vocal added.

SCOTT CARR (DC 122)

(C+) **GOT THE RHYTHM** (2:50) [Claiborne BMI-Leidy, Kauer] Pleasant rhythmic easy swing blues sound.  
(C) **RUN MY FINGERS THRU YOUR HAIR** (2:01) [Claiborne BMI-Kauer] Up-tempo jump hand-clapper.

THE FIREBIRDS (DMD 2040)

(C+) **TERMITE** (2:40) [B&B BMI-King & Stand] Fast movin' bounce rock instrumental.  
(C+) **CHOP STICK BLUES** (2:21) [B&B BMI-King & Stand] Good rock-a-cha instrumental.

## RELIGIOUS

RADIO FOUR

(Nashboro-837)  
"What Kind Of Man Is Jesus"/"In My Father's House"  
SILVER BELLS (Nashboro-836)  
"Pray Like The Lord Says"/"My Love For Jesus"

BROTHER JOE MAY

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

BONITA CANTRELL

(Nashboro-834)  
"Beautiful Home"/"Wait On The Lord"

THE SENSATIONAL PORTER SINGERS (Song Bird 1018)

"Did You Stop To Pray"/"By And By"

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

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



**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"**

 **monument is artistry**





# RECORD REVIEWS

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## 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 avant garde jazz trumpet sounds.

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

BETTE RENNE AND THRILLETES (Lawn 246)

(B+) YOU AIN'T SO SUCH A MUCH (2:45) [Sharsnock-Palmina - BMI - Bailey - Mitchell] 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) [Rickland - MBI - Motola - Page] Soft rock-a-cha cha.

(B) COME ON HOME (2:20) [Ponderosa - BMI - Motola] 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-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, handclappin' teen-oriented rocker.

(B) SOUL FOOD (2:04) [Earth BMI-Doman] Funky pop-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 LONELY STREET (2:40) [Mac Avery BMI-Young] Same vein as the top side.

## B+ REVIEWS

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-Turner] 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 ROYALETES (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-Randazzo-Weinstein-Meshel] A happy frug on this end.

GARRY MILES (Liberty 55738)

(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) [Beechwood-Haymarket-BMI-Axelrod-Taylor] Here's a pleasant all instrumental rocker by the Vulcanes. Good programming material.

(B) THE OUTRAGE (1:55) [Miller-ASCAP-North] An 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.

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



**CHESS**

producing corp.

Chicago 16, Ill.





# Cash Box TOP 100 Albums

PIN-UP SHEET

## TOP 50 STEREO

MONAURAL

OCTOBER 24, 1964

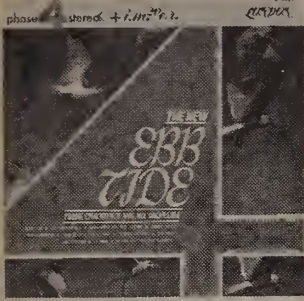
Pos. Last Week	Album	Label	Pos. Last Week	Album	Label	Pos. Last Week	Album	Label
1	HARD DAY'S NIGHT	Beatles (United Artists UAL 3366)	1	DREAM WITH DEAN	Dean Martin (Reprise R 6123)	32	THE BARBRA STREISAND ALBUM	Columbia CL 2007
2	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise RS 6130)	2	VINTON'S GREATEST HITS	Bobby Vinton (Epic LN 24098)	46	WE'LL SING IN THE SUNSHINE	Gale Garnett (RCA Victor LPM 2833)
3	SOMETHING NEW	Beatles (Capitol T 2108)	3	AMERICAN TOUR WITH DAVE CLARK FIVE	(Epic LN 24117)	22	CALL ME IRRESPONSIBLE & OTHER ACADEMY AWARD WINNERS	Andy Williams (Columbia CL 2171)
4	PEOPLE	Barbra Streisand (Columbia CL 2215)	5	MY FAIR LADY	Soundtrack (Columbia KOL 8000)	48	SHUT DOWN VOL. II	Beach Boys (Capitol T 2027)
5	ALL SUMMER LONG	Beach Boys (Capitol T 2110)	4	LAND OF GIANTS	New Christy Minstrels (Columbia CL 2187)	28	SIDEWINDER	Lee Morgan (Blue Note BLP 4157)
6	SUGAR LIPS	Al Hirt (RCA Victor LPM 2965)	7	CHIPMUNKS SING THE BEATLES	(Liberty 3388)	31	ANOTHER HIT ALBUM	Billy Vaughn (Dot DLP 25593)
7	PETER, PAUL & MARY IN CONCERT	(Warner Bros. 1555)	6	COTTON CANDY	Al Hirt (RCA Victor LPM 2917)	33	SEX LIFE OF A PRIMATE	Shelly Berman (Verve 15043)
8	GETZ/GILBERTO	Stan Getz & Joao Gilberto (Verve V 8545)	8	WALK DON'T RUN VOL. II	Ventures (Dolton BLP 2031)	54	I DON'T WANT TO BE HURT ANYMORE	Nat King Cole (Capitol T 2118)
9	HELLO DOLLY	Broadway Cast (RCA Victor LCO 1087)	9	LATIN ALBUM	Trini Lopez (Reprise RS 6125)	34	BREAD AND BUTTER	Newbeats (Hickory 120)
10	MORE OF ROY ORBISON'S GREATEST HITS	(Monument MLP 8024)	10	BE MY LOVE	Jerry Vale (Columbia CL 2181)	36	CHUCK BERRY'S GREATEST HITS	(Chess LP 1485)
11	HELLO DOLLY	Louis Armstrong (Kapp FL 1364)	11	HONEY IN THE HORN	Al Hirt (RCA Victor LPM 2733)	47	TRINI LOPEZ AT P.J.'S	(Reprise R 6093)
12	YOU DON'T KNOW (HOW GLAD I AM)	Nancy Wilson (Capitol 2155)	15	EVERYBODY KNOWS	Steve Lawrence (Columbia 2227)	40	MY FAIR LADY	Nat Cole (Capitol W 2117)
13	FUNNY GIRL	Broadway Cast (Capitol VAS 2059)	12	BEACH BOYS' SONG BOOK	Hollyridge Strings (Capitol T 2156)	59	AMOR	Eydie Gorme & Trio Los Panchos (Columbia CL 2203)
14	IT MIGHT AS WELL BE SWING	Frank Sinatra & Count Basie (Reprise FS 1012)	13	BEATLES' SONG BOOK	Hollyridge Strings (Capitol T 2116)	41	IN THE MISTY MOONLIGHT	Jerry Wallace (Challenge CH 619)
15	MY FAIR LADY	Andy Williams (Columbia CS 9005)	17	TODAY	New Christy Minstrels (Columbia CL 2159)	56	MEET THE BEATLES	(Capitol T 2047)
16	BEST OF JIM REEVES	(RCA Victor LSP 2890)	16	THE ROLLING STONES	(London LL 3375)	58	LIVE IN LAS VEGAS	Sandy Nelson (Imperial 9272)
17	THE KINGSMEN VOL. II	(Wand 659)	23	YESTERDAY'S GONE	Chad Stuart & Jeremy Clyde (World Artists WAM 2000)	61	DISCOTHEQUE	Enoch Light (Command RS 873)
18	THE ANIMALS	(MGM E 4264)	14	AL DI LA	Ray Charles Singers (Command 33-870)	60	BALLADS, BLUES, & BOASTERS	Harry Belafonte (RCA Victor LPM 2953)
19	WHERE DID OUR LOVE GO	Supremes (Motown 621)	19	CONCERT SOUND OF HENRY MANCINI	(RCA Victor LPM 2897)	52	FIDDLER ON THE ROOF	Original Cast (RCA Victor LCO 1093)
20	PINK PANTHER	Henry Mancini (RCA Victor LPM 2894)	18	PETER NERO PLAYS SONGS YOU WON'T FORGET	(RCA Victor LPM 2935)	65	SLIGHTLY IRREVERENT	Chad Mitchell Trio (Mercury MG 20924)
21	RAG DOLL	4 Seasons (Phillips PHS 600-146)	20	JOHNNY RIVERS AT THE WHISKEY A' GO GO	(Imperial LP 9264)	57	AT THE BOHEMIAN CAVERNS	Ramsey Lewis Trio (Argo 741)
22	BARBRA STREISAND/THE THIRD ALBUM	(Columbia CL 2154)	21	RIDE THE WILD SURF	Jon & Dean (Liberty LRP 3368)	69	DELICIOUS TOGETHER	Jerry Butler & Betty Everett (Vee Jay LP 1099)
23	LICORICE STICK	Pete Fountain (Coral CRL 57460)	25	THE BEST OF HENRY MANCINI	(RCA Victor LPM 2693)	45	TOGETHER AGAIN/MY HEART SKIPS A BEAT	Buck Owens (Capitol ST 2135)
24	UNSINKABLE MOLLY BROWN	Soundtrack (MGM E 4232)	24	BEST OF BUCK OWENS	(Capitol T 2105)	49	MORE GOLDEN HITS OF THE FOUR SEASONS	(Vee Jay VJS 1088)
25	ANOTHER SIDE OF BOB DYLAN	(Columbia CS 8993)	29	WITHOUT YOU	Robert Goulet (Columbia CL 2200)	50	PRAYER MEETIN'	Jimmy Smith (Blue Note 4164)
26	KEEP ON PUSHING	Impressions (ABC Paramount 493)	30	INVISIBLE TEARS	Johnny Mann (Liberty LRP 3387)	64	WEST SIDE STORY	Filmtrack (Columbia OL 5670)
27	POP GOES THE TRUMPET	Al Hirt & Arthur Fiedler (RCA Victor LM 2729)	37	THIS IS US	Searchers (Kapp KL 1409)	51	HANDY MAN	Del Shannon (Amy 8003)
28	SO TENDERLY	John Gary (RCA Victor LSP 2922)	27	MARY POPPINS	Soundtrack (Buena Vista 4026)	72	SOMETHING SPECIAL FOR YOUNG LOVERS	Ray Charles Singers (Command RS 866 SD)
29	INVISIBLE TEARS	Ray Conniff (Columbia CL 2264)	39	LITTLE OLD LADY FROM PASADENA	Jan & Dean (Liberty 3377)	74	MOONLIGHT AND ROSES	Jim Reeves (RCA Victor LPM 2854)
30	UNDER THE BOARDWALK	Drifters (Atlantic 8093)	26	WHERE LOVE HAS GONE	Jack Jones (Kapp KL 1396)	52	MILES DAVIS IN EUROPE	(Columbia CL 2183)
31	MAKE WAY FOR DIONNE WARWICK	(Scepter 523)	35	WITH A TASTE OF HONEY	Morgana King (Mainstream 56015)	63	THE BEATLES' SECOND ALBUM	(Capitol T 2080)
32	LOUIE, LOUIE	Kingsmen (Wand 657)	38	HERE WE A GO GO AGAIN	Johnny Rivers (Imperial LP 9274)	76	GIRL TALK	Lesley Gore (Mercury MG 20943)
33	THE CAT	Jimmy Smith (Verve V 8587)	44	THIS IS LOVE	Johnny Mothis (Mercury MG 20942)	77	THE INCOMPARABLE MANTOVANI	(London LL 3392)
34	DANG ME/CHUG-A-LUG	Roger Miller (Smash MPS 27049)	42	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise RS 6130)	1	PEOPLE	Barbra Streisand (Columbia CS 9015)
						2	SUGAR LIPS	Al Hirt (RCA Victor LSP 2965)
						3	GETZ/GILBERTO	Stan Getz & Joao Gilberto (Verve VS 8545)
						4	HELLO DOLLY	Broadway Cast (RCA Victor LSO 1087)
						5	HARD DAY'S NIGHT	Beatles (United Artists UAS 3364)
						6	ALL SUMMER LONG	Beach Boys (Capitol ST 2110)
						7	PETER, PAUL AND MARY IN CONCERT	(Warner Bros. 1555)
						8	SOMETHING NEW	Beatles (Capitol ST 2108)
						9	FUNNY GIRL	Broadway Cast (Capitol SVAS 2059)
						10	MY FAIR LADY	Andy Williams (Columbia CS 9005)
						11	YOU DON'T KNOW (HOW GLAD I AM)	Nancy Wilson (Capitol 2155)
						12	HELLO DOLLY	Louis Armstrong (Kapp KS 3364)
						13	POP GOES THE TRUMPET	Al Hirt & Arthur Fiedler (RCA Victor LSP 2729)
						14	PINK PANTHER	Henry Mancini (RCA Victor LSP 2795)
						15	COTTON CANDY	Al Hirt (RCA Victor LSP 2917)
						16	IT MIGHT AS WELL BE SWING	Frank Sinatra & Count Basie (Reprise FS 1012)
						17	LICORICE STICK	Pete Fountain (Coral CRL 757460)
						18	BEST OF JIM REEVES	(RCA Victor LSP 2890)
						19	INVISIBLE TEARS	Ray Conniff (Columbia CS 9064)
						20	MY FAIR LADY	Soundtrack (Columbia KOS 2600)
						21	THE CAT	Jimmy Smith (Verve V 6 8587)
						22	BARBRA STREISAND THE THIRD ALBUM	(Columbia CS 8954)
						23	UNSINKABLE MOLLY BROWN	Soundtrack (MGM SE 4232)
						24	LAND OF GIANTS	New Christy Minstrels (Columbia CS 8987)
						25	DREAM WITH DEAN	Dean Martin (Reprise R 96123)
						26	HONEY IN THE HORN	Al Hirt (RCA Victor LSP 2733)
						27	SO TENDERLY	John Gary (RCA Victor LSP 2922)
						28	CONCERT SOUND OF HENRY MANCINI	(RCA Victor LSP 2897)
						29	MARY POPPINS	Soundtrack (Buena Vista ST 4026)
						30	AL DI LA	Ray Charles Singers (Command 870-SD)
						31	BEST OF HENRY MANCINI	(RCA Victor LSP 2693)
						32	WALK DON'T RUN VOL. II	Ventures (Dolton BST 8031)
						33	PETER NERO PLAYS SONGS YOU WON'T FORGET	(RCA Victor LSP 2935)
						34	INVISIBLE TEARS	Johnny Mann Singers (Liberty LSP 7387)
						35	RAG DOLL	Four Seasons (Phillips PHS 600-146)
						36	WHERE LOVE HAS GONE	Jack Jones (Kapp RS 1396)
						37	BEATLES' SONG BOOK	Hollyridge Strings (Capitol ST 2116)
						38	THE BARBRA STREISAND ALBUM	(Columbia CS 8827)
						39	BE MY LOVE	Jerry Vale (Columbia CS 8981)
						40	EVERYBODY KNOWS	Steve Lawrence (Columbia CL 2227)
						41	DISCOTHEQUE	Enoch Light (Command RS 873 SD)
						42	WITHOUT YOU	Robert Goulet (Columbia CS 9000)
						43	THE INCOMPARABLE MANTOVANI	(London PS 392)
						44	LATIN ALBUM	Trini Lopez (Reprise RS 6152)
						45	THIS IS LOVE	Johnny Mathis (Mercury SR 60942)
						46	AMERICAN TOUR WITH DAVE CLARK FIVE	(Epic BN 26117)
						47	I DON'T WANT TO BE HURT ANYMORE	Nat King Cole (Capitol ST 2118)
						48	FIDDLER ON THE ROOF	Original Cast (RCA Victor LSO 1093)
						49	TODAY	New Christy Minstrels (Columbia CS 8058)
						50		





# ALBUM REVIEWS

## POP PICKS



**THE NEW EBB TIDE**—Frank Chacksfield—London SP44053

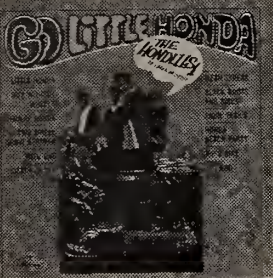
Frank Chacksfield, who had a giant hit a few years ago with "Ebb Tide," comes up with a brand new etching of the familiar beauty—although the arrangement is basically the same, it is enhanced by London's phase 4 stereo. The balance of the program gets the same superb treatment as the tag tune and the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

**THE BACHELORS**  
BACK AGAIN



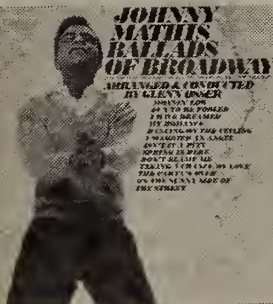
**BACK AGAIN**—The Bachelors—London LL3393

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. Included 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.



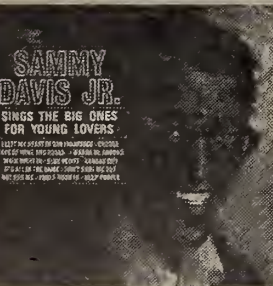
**GO LITTLE HONDA**—The Hondells—Mercury SR60940

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



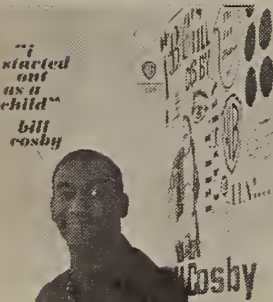
**BALLADS OF BROADWAY**—Johnny Mathis—Columbia CL 2223

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 consumer acceptance.



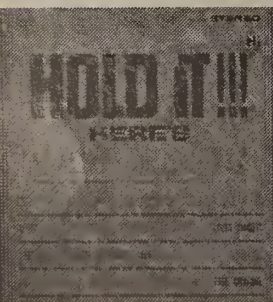
**SAMMY DAVIS JR. SINGS THE BIG ONES FOR YOUNG LOVERS**—Reprise RS6131

Big hits, old and new, are potently essayed by the multi-talented Sammy Davis Jr. on this newest entry from Reprise. The chanter's highly individual and exciting vocal style are aptly suited to these ballad and uptempo pleasers. Launching the set with "Kansas City," the songster follows up with feelingful readings of "Deep Purple," "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 wacky 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 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.



**MEET THE BACK PORCH MAJORITY**—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' helmsman, Randy Sparks, and offers an imaginative program of pop-folk selections. Like the Christys, the BPM skillfully weaves in snatches of harmony 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 updating 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

Vikkie Carr follows up her first Discovery package on Liberty with this equally powerful set of standards and recent musical gems. This lark delivers 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

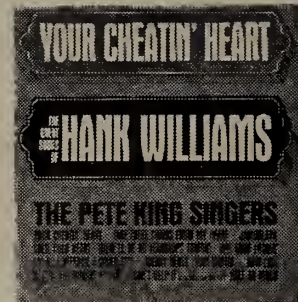
The Pilgrims auspiciously bow on Columbia Records with this collection of traditional and off-beat folk items. Each member of the trio is a soloist, and their collective powers of harmony and counterpoint belie their numbers. Singing 14 masterfully arranged selections, the Pilgrims are sure to stir up plenty of excitement among deejays 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

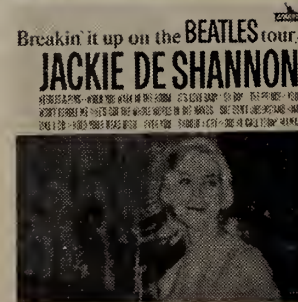
"My Fair Lady" has been issued vocally, instrumentally, in filmtrack version and original cast, and this new treatment from Capitol the Gallants serve it with a big rock beat. Here's a session that thumps from beginning to end and is guaranteed to delight the teen and discotheque dance crowd. Frug, watusi swim or what have you—they'll all go with "Show Me," "Ascot Gavotte," "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 special attention. "Your Cheatin' Heart," "Half As Much," "Cold, Cold Heart" and "Jambalaya" are delivered with charm and feeling. Set has pop and country appeal.

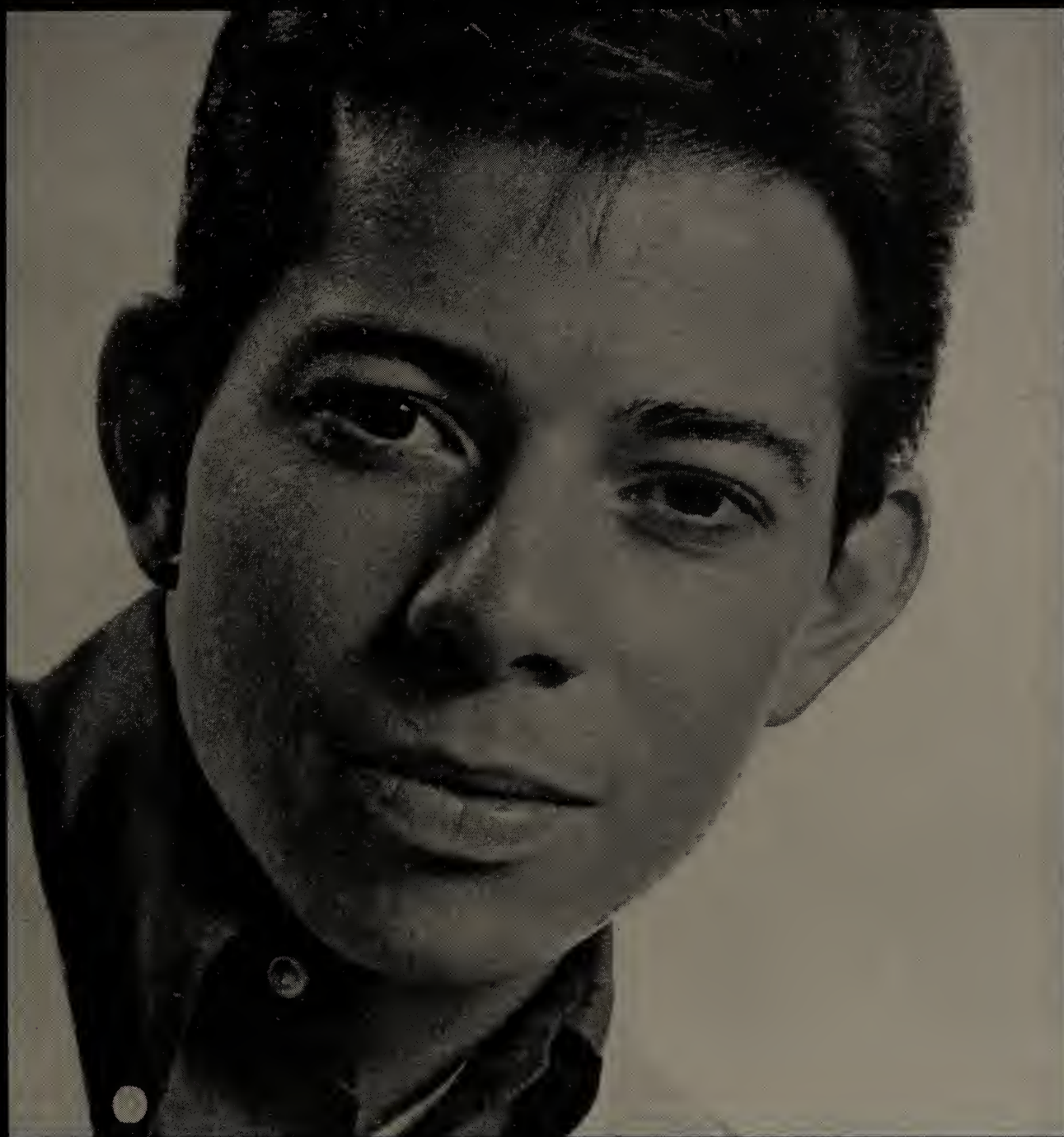


**BREAKIN' IT UP ON THE BEATLES TOUR**—Jackie De Shannon—Liberty LRP 3390

Jackie De Shannon, who accompanied the Beatles on their recent 24-date U. S. concert tour, offers a pleasing program of the tunes she used in her act with the British foursome. The 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 merchandise.



# This is Bobby Goldsboro-



## and here's his new hit:

### **I DON'T KNOW YOU ANYMORE**

b/w LITTLE DROPS OF WATER/UA 781/Produced by Jack Gold

### **BOBBY GOLDSBORO—THE ONE TO WATCH**

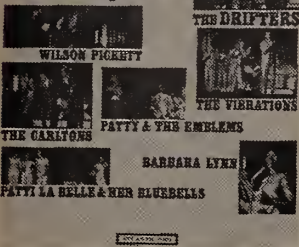
On



of course!



## Saturday Night At The Uptown



**SATURDAY NIGHT AT THE UPTOWN**—Various Artists—Atlantic 8101

Here's power-packed offering featuring a stellar 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.

## THE BEST OF JIMMY CLANTON



**THE BEST OF JIMMY CLANTON** — Philips 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, distinctive 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



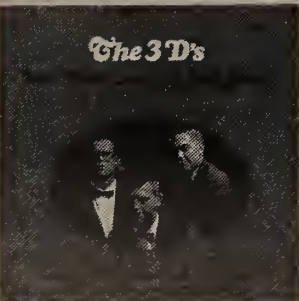
**MORE 4 FRESHMEN AND 5 TROMBONES**—Capitol ST 2168

The Four Freshmen, who several years ago cut a highly successful LP with Pete Rugolo's trombones, utilize the concept again on this first-rate Rugolo-arranged and conducted session of chestnuts 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.



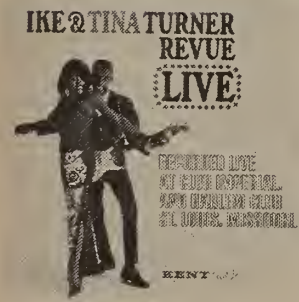
**THE JOHNNY BURNETTE STORY**—Liberty LPR 3389

Although the late Johnny Burnette will record no more, his memory is preserved for his countless fans via his many albums. This new Liberty set, boasting fine selection of the songster's biggest 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—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 presentations. 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.



**PROMISE HER ANYTHING**—Jack La Forge—Regina RS313

Jack La Forge, with five albums of varied material 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 programming and sales package.



**FOLIES BERGERE**—Patachou—Audio Fidelity AFSD6135

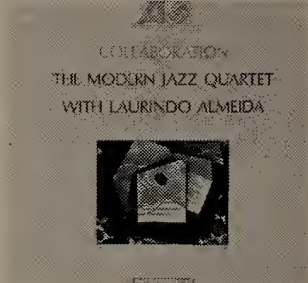
Audio Fidelity offers the original Broadway version of the currently-running "Folies Bergere" from Paris with the inimitable Patachou and Georges Ulmer handling the solo chores. With the orchestra under the direction of Jo Basile, the singers survey such highlight tunes as "What Now My Love," "Paris Boheme," and the ork swings brightly on "Can Can." Lots of high-spirited production numbers and outstanding vocals make for top listening enjoyment.



**THE SORCERER'S APPRENTICE** — Sterling Holloway—Disneyland ST3926

Prokofieff's Peter and the Wolf and the Sorcerer's Apprentice of Paul Dukas are delightfully narrated by Sterling Holloway on this recent kiddie release from Disneyland. Peter and the Wolf is performed by the Disneyland Studio Orchestra while Leopold Stokowski conducts the Sorcerer's Apprentice. Holloway has been charming adults and the younger set for several decades and this new effort is sure to meet with wide approval. Set is an excellent holiday gift item.

## JAZZ PICK



**COLLABORATION** — Modern Jazz Quartet/Laurindo Almeida—Atlantic 1429

The collaboration with the Modern Jazz Quartet and Laurindo Almeida proves to be an amiable one on this slick jazz session from Atlantic. A varied musical bill-of-fare runs the jazz gamut from bright and swinging to Bach to bossa nova—each one a delightful fusing of instrumental talents. MJQ fans will surely dig this new alliance—particularly their readings of "Silver," "One Note Samba" and "Concierto De Aranjuez."

## JAZZ BEST BETS



**NIGHT DREAMER**—Wayne Shorter—Blue Note 4173

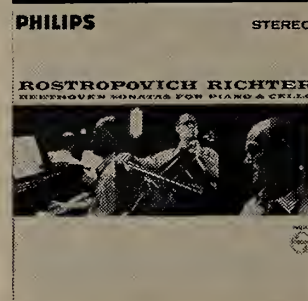
Jazz tenor saxist Wayne Shorter makes an auspicious album bow on this swingin' teaming-up with such accomplished musicians as Lee Morgan, McCoy Turner, Reginald Workman and Elvin Jones. Shorter, who has a hard-driving, free-flowing midstream style, effectively takes the lead on "Night Dreamer," "Virgo"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



**MAN FROM TWO WORLDS**—Chico Hamilton—Impulse A-59

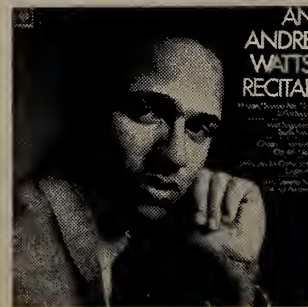
Acc avant-garde jazz drummer Chico Hamilton is back again in a program of Charles Lloyd-penned originals. The concept here blends in aspects of the Western and Eastern musical traditions into a free-flowing, lyrical swingin' fusion. Highlights of the session include "Man From Two Worlds," "Child's Play" and "Love Song To A Baby." One of the best albums that Hamilton has cut in quite a while.

## CLASSICAL PICKS



**BEETHOVEN: Sonatas For Piano And Cello;** Mstislav Rostropovich, cellist; Sviatoslav Richter, pianist—Philips PHS 2-920

Here's a splendid two-disk classical recording spotlighting the accomplished talents of Mstislav Rostropovich and Sviatoslav Richter reading Beethoven's intricate "Sonatas For Piano And Cello." Neither the pianist or the cellist attempts to grab the solo light for himself. Instead, each artist perfectly compliments the other as they go through their varied chromatic paces. An outstanding achievement.



**AN ANDRE WATTS RECITAL** — Columbia ML6036

Andre Watts' wax debut on Columbia a year ago received wide critical acclaim and his performance of the Liszt Concerto marked him as one of the most important new concert pianists on the American scene. The youthful artist's second offering includes works by Haydn, Liszt, Debussy and Chopin, all of which he handles with delicacy and authority. Another superb classical offering from Watts that is sure to create sales excitement.





BY POPULAR DEMAND "MR. LONELY" IS NOW A SINGLE  
BOBBY VINTON SINGS "MR. LONELY" 5-9730



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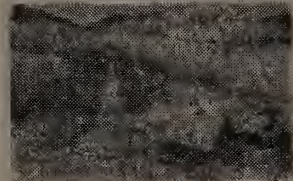
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## ALBUM REVIEWS

### CHRISTMAS PICKS

**BING CROSBY FRANK SINATRA FRED WARING  
12 SONGS OF CHRISTMAS**



12 SONGS OF CHRISTMAS—Sinatra/Crosby/  
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 holiday items from Reprise. The singers offer alternating solos and team up for the last band, "We Wish You The Merriest." This is a triple-threat Christmas package that is sure to garner top sales. Other Yule delighters are "Do You Hear What I Hear," "The Little Drummer Boy" and "Go Tell It On The Mountain."

**CHRISTMAS WITH THE NORMAN LUBOFF CHOIR**



CHRISTMAS WITH THE NORMAN LUBOFF  
CHOIR—RCA Victor LSP 2941

Last year the Norman Luboff's Christmas album was one of the season's biggest sellers and this new entry of religious Yule sturdies seems sure to go a like success route. Utilizing some striking orchestral arrangements, the large Choir dishes-up standout renditions of "Joy To The World," "O Holy Night" and "O Come, All Ye Faithful." Album should skyrocket.

**BOBBY VINTON  
A Very Merry Christmas**



A VERY MERRY CHRISTMAS—Bobby Vinton  
—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 "Dearest 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 Orient Are." Heavy sales indicated here.



A MERRY CHRISTMAS—Al Martino—Capitol  
ST2165

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



MERRY CHRISTMAS—Brenda Lee—Decca DL  
74583

Brenda Lee directs her musical attention to a fine sampling of some of the newer and novelty Xmas songs on this impressive holiday LP out-ting from Decca. While backed by full, lush ork and chorus, the young songstress delivers feelingful renditions of "Rockin' Around The Christmas Tree," "Jingle Bell Rock," "Blue Christmas." Album should develop into a Yuletide best-seller.

**Christmas Greetings From  
JERRY VALE**



CHRISTMAS GREETINGS FROM JERRY VALE  
—Columbia CS9025

Jerry Vale, a Columbia sales frontrunner, offers a half-dozen traditional Christmas songs coupled with six carols of the most-played variety. Backed by the ork and arrangements of Glen Osser, the songster essays the familiar holiday gems with his usual warmth and feeling. "The Christmas Song," "Have Yourself A Merry Little Christmas" and "O Holy Night" are loaded with sales lure—heavy sales can be expected.



the big single...

# LAST KISS

J. FRANK WILSON  
and The Cavaliers -Josie 923

now! the big album...



## LAST KISS - J. FRANK WILSON JOZ 4006

Listen to this album and you'll know why J. Frank Wilson is the new international teen-age idol.



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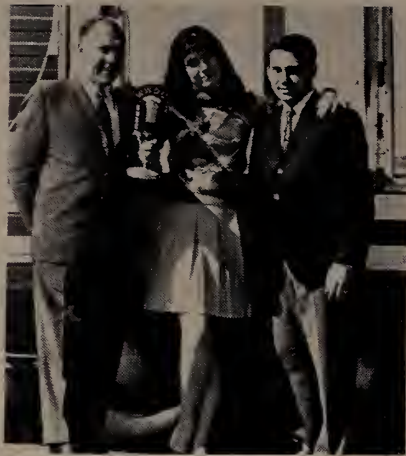


7-9000

R.F.D. Marty Robbins 7-9020
I 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 available through your local one-stop 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 Sunshine" on the RCA Victor label, was recently interviewed by WWDC-Washington personality Fred Fiske (left) when she dropped by the outlet'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.

## BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

IT'S A HIT!!!

# LEE MORGAN THE SIDEWINDER

BLUE NOTE 45x1911

The Big Single From His New Hit Album  
**THE SIDEWINDER**  
BLP 4157

TWO BIG SINGLES BY

## JIMMY SMITH

# PRAYER MEETIN'

BLUE NOTE 45 x-1909

&

# PORK CHOP

BLUE NOTE 45x1906

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## BLUE NOTE

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# 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**  
Eddie 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 (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 & Tina 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

72—EVERYTHING'S ALRIGHT  
Newbeats (Hickory 1288)

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

78—LITTLE MARIE  
Chuck Berry (Chess 1912)

83—WHAT GOOD AM I WITHOUT YOU  
Gaye & Weston (Tamla 54104)

84—REACH OUT FOR ME  
Dionne Warwick (Scepter 1285)

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

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

93—BEAUTICIAN BLUES  
B. B. King (Kent 403)

94—S-W-I-M  
Bobby Freeman (Autumn 5)

98—I WANT YOU AROUND  
Gaye & Weston (Tamla 4104)

100—TIMES HAVE CHANGED  
Irma Thomas (Imperial 66069)

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



# Connie Francis

*does it again with two great new sides*



## Don't Ever Leave Me

*Produced by*  
**JEFF BARRY**  
and  
**ELLIE GREENWICH**

on  
MGM  
Records  
K-13287



## We Have Something More (THAN A SUMMER LOVE)

*Arranged & conducted by*  
**BERT KEYES**  
*Produced by*  
**MICKEY GENTILE**

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# RUNNIN' OUT OF FOOLS

ARETHA FRANKLIN  
4-43113

# IT AIN'T ME BABE

JOHNNY CASH  
4-43145

# OVER YOU

PAUL REVERE  
AND THE RAIDERS  
4-43114

# Julie Knows

RANDY SPARKS  
4-43138

# UP 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%
29%	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.			25%
24%	Don't Ever Leave Me—Connie Francis—MGM			24%
23%	The DoDo—Jumpin' Gene Simmons—Hi			23%
22%	Ain't Doin' Too Bad—Bobby Bland—Duke			51%
22%	Something You Got—Ramsey Lewis Trio—Argo			36%
21%	Right Or Wrong—Ronnie Dove—Diamond			57%
21%	Who Can I Turn To—Tony Bennett—Columbia			94%
20%	Look Away—Garnet Mimms—United Artists			57%
19%	Shaggy Dog—Mickey Lee Lane—Swan			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%	Spanish Guitars—Jerry Wallace—Challenge			27%
13%	S-W-I-M—Bobby Freeman—Autumn			13%
12%	I've Got Skill—Jackie Ross—Chess			12%
11%	Listen Lonely Girl—Johnny Mathis—Mercury			27%
11%	Chained & Bound—Otis Redding—Volt			29%

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

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Kentucky Bluebird (Send A Message to Martha)	Lou Johnson (Big Hill)	9%	Runnin' Out Of Fools	Aretha Franklin (Columbia)	29%
Endless Sleep	Hank Williams, Jr. (MGM)	9%	My Love Forgive Me (Amore, Scusami)	Robert Goulet (Columbia)	8%
Cindy Go Home	Paul Anka (RCA Victor)	9%	I Wish I Were A Boy	Lesley Gore (Mercury)	8%
Yes I Do	Solomon Burke (Atlantic)	18%	Apple Of My Eye	Four Seasons (Vee Jay)	45%
			Opportunity	Jewels (Dimension)	39%
			Once A Day	Connie Smith (RCA Victor)	25%
			She Understands Me	Johnny Tillotson (MGM)	7%





*It's still happening for Philips singles...*

# 4 NEW "EXCITERS" COMING HOME!



**THE SERENDIPITY SINGERS**  
**SAME OLD REASON**

40236  
Best single since "Crooked Little Man"



**NINA SIMONE**  
**DON'T LET ME BE MISUNDERSTOOD**

40232  
Big on every front... R&B and pop! A monster!



**BRIAN HYLAND**  
**ONE STEP FORWARD, TWO STEPS BACK**

40221  
Hyland hits once again—and really big



**JIMMY CLANTON**  
**FOLLOW THE SUN**

40219  
Sure to be the biggest Clanton ever

## PHILIPS RECORDS

One World of Music  On One Great Label



## NEW YORK:

A large gathering of press representatives met with the Columbia folks last week at the Bitter End to hear the label's new folk group, The Pilgrims. The Pilgrims—Angeline Butler, Bob Guillaume and Millard Williams—have an appealing and new flavor that is sure to stir up plenty of interest in the industry. They've been appearing at the Bitter End and move on to the Gaslight Cafe on the 21st for two weeks. Their debut LP on Columbia is "Just Arrived! The Pilgrims." The guests at the cocktail bash in their honor were in accord that this group has something new to offer in the way of folk music. . . . Atlantic has set an extensive promo and ad campaign for its new LP, "Saturday Night at the Uptown," live performances of hit singles by the Drifters, Patty & The Emblems, Wilson Pickett, the Vibrations, Patti LaBelle & Her Bluebells and Barbara Lynn. . . . Tony Bennett's rehearsing

Your Tail Off." . . . Golden Records to tie in two LP releases with the coming Halloween — "Alfred Hitchcock—Ghost Stories" and "Famous Monsters—Frankenstein and Dracula". . . . Jack White of Summit Record 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).

Nat Cole, who's got another winner with "I Don't Want To See Tomorrow," 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 concert 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 Tarter, 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.

## CHICAGO:

It was great seeing the many traders 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:

Victor's Bobby Pickett set to guest star for Dick Clark on his Halloween 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. . . . Roberta Sherwood opens a two week engagement at the Coconut Grove this Monday night. . . . Guy Ward breaking out a local hit in "The Jerk" by The Larks on Money Records. . . . Johnny Rivers, currently on a 30 day cross country tour of one-nighters, has been signed for a repeat headline guesting on 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 Sisters booked for a return engagement at The Crescendo, opening Tuesday. . . . Imperial drum star, Sandy Nelson has



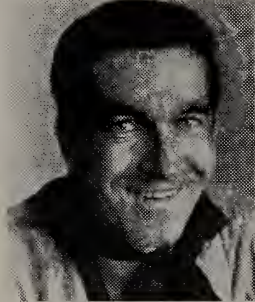
DEAN MARTIN



THE PILGRIMS



SMOTHERS BROTHERS



DANNY MEEHAN



BACK PORCH MAJORITY



LINDA LAINE & SINNERS

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 commitments. "Who Can I Turn To," the chanter's latest, is reportedly heading for top ten territory.

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 engagement 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 dinking of "I'm Crying" (MGM) is hitting in a big way. . . . Bobby Breen to pay tribute to his discoverer, Eddie Cantor, in 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 Trio, out with a new LP on Mercury, recently 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 Attractions in England for a tour with the Isley Brothers after which they'll go to the Continent. Dick will also negotiate with European artists to work here as well as place American artists there. . . . 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-Paramount to free lance or sign with another label. . . . The Werner Baumgart Ork of Europe to be released in the States on the Amphora label beginning Nov. 1. Label is based in Davenport, Iowa.

Tower Records execs Vito Samela and Manny Kellem are very enthused with their first bunch of E.M.I. releases 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 "Questions 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 Minstrels farm team. Early reports indicate the newcomers may soon catch up to their big brothers and sisters. . . . Joe Sherman and George Weiss have produced a first disk for 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 cutting 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 deejays throughout the country touting it as his greatest hit. . . . Paul Anka's new Victor single, "Ogni Volta," already passed the million mark in Italy, is heard in a cameo performance in the Italian film, "Let's Talk About

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. expects a healthy sales run with newies "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 Empire Room, where the girls are appearing 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 (Jubilee), "Needle In A Haystack" by The Velvelettes (VIP) and "Is You Alright Or What" by Hollis Floyd (Jell). . . . Songster Gene Chandler, who has another big one on Constellation in "Bless Our Love," is slated to headline the Regal Theater's holiday show this year. Gene's currently appearing in New York. . . . The Clancy 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's "9th St. West" KHJ-TV show this Thursday. . . . Reprise Records releasing the first album by George n' Teddy and the Condors recorded 'live' at Ciro's Le Disc, with plans to pull a single for release in the next two weeks.

Chad and Jeremy drew huge crowd at their arrival at International airport, during recent promo tour. . . . KMPC librarian, Alene McKinney back from a three week trip to Europe. Stan Bly set Chuck Berry for the Lloyd Thaxton Show during a one day stop-over in town. . . . A&M Records prexy, Jerry Moss to Europe for three weeks for confabs with licenses. . . . The Smothers Brothers back at the Ice House to cut their second live album at the club. . . . Mel Price's Giant Distributing now handling the Audio-Fidelity line for Southern California. . . . The Clancy Brothers and Tommy Makem appearing at a one-night concert at Santa Monica Civic Auditorium Saturday night. . . . Kaye Stevens recording first single for Capitol Records, arranged and conducted by Hank Levine.

## HERE AND THERE:

PHILADELPHIA—Matty "The Hum-dinger" Singer of ABC-Paramount promo (David Rosen) is flippin' over the sales and deejay reaction to "Do You Want To Know A Secret" by the Ray Charles Singers, "Thank You For Loving Me" by the Sapphires, and "Heartbreak Hill" by Fats Domino—all winners for sure, sez Matty. . . . At the Columbia bailiwick, Ted Kellem is runnin' hot with "Who Can I Turn To" by Tony Bennett, "My Love Forgive Me" by Robert Goulet, "Julie Knows" by Randy Sparks, and "Up In 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"

by

### 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 cocktail party in the Plaza Hotel's Terrace Room. The bash, which was attended 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 Handwerker, 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, WDRG-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 SHOTS

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

EVERYTHING'S ALRIGHT NEWBEATS .....	Hickory 1288
JUMP BACK RUFUS THOMAS .....	Stax 157
NEEDLE IN A HAYSTACK VELVEETTES .....	V.I.P. 25007
LITTLE MARIE CHUCK BERRY .....	Chess 1912
SHAGGY DOG MICKEY LEE LANE .....	Swan 4183
SOMETHING YOU GOT RAMSEY LEWIS TRIO .....	Argo 5481
WHAT GOOD AM I WITHOUT YOU/ I WANT YOU AROUND 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 cocktail 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 participating 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-1 to r) Jeremy Clyde, Doug McClure, Chad Stuart and Jimmy Boyd.

(Upper right-1 to r) Chad Stuart,

Geo. Hamilton, Ricardo Montalban, Georgiana Montalban, and Jeremy Clyde.

(Middle left-1 to r) Jeremy Clyde, Eddie Fisher and Chad Stuart.

(Middle right-1 to r) Lou Guarino, prexy of World Artists, George Hamilton, Claudia Martin, Jeremy Clyde, Harry Canter of World Artists, Chad Stuart and Stan Ediss of World Artists.

(Lower left-1 to r) Harry Canter, Al Chapman of Modern Dist., Jeremy, Charlie Simms of White Front Stores, Lou Guarino, Chad, and Stan Ediss.

(Lower right-1 to r) Jeremy, Jackie DeShannon and Chad.

## Tower Master Deal

HOLLYWOOD—Tower Records has purchased Gus Jenkins' recording of "Chitlins" from General Artists.

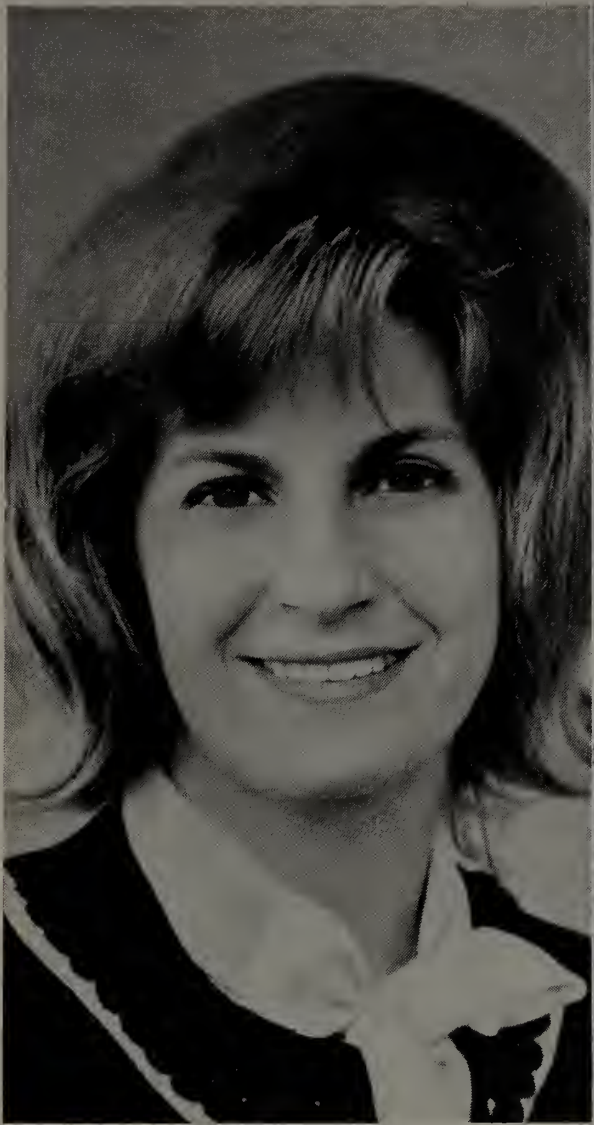
The R&B tune is said to be one of the top-selling R&B items in the Los Angeles area. National distribution by Tower is already underway, immediately following the purchase.

Jenkins has had several other big hits including his 1959 tune, "Tricky," which became a top R&B seller in the country.

## Golden Adds 2 Distributors

NEW YORK—Golden Records, the large kiddie disk producer, has added two more distributors to its national lineup. The two new outlets are: Essex, Newark, N.J.; and Jet, Long Island City, N.Y. Also, the label has named Arthur Pine Associates of New York to handle its publicity and promo.

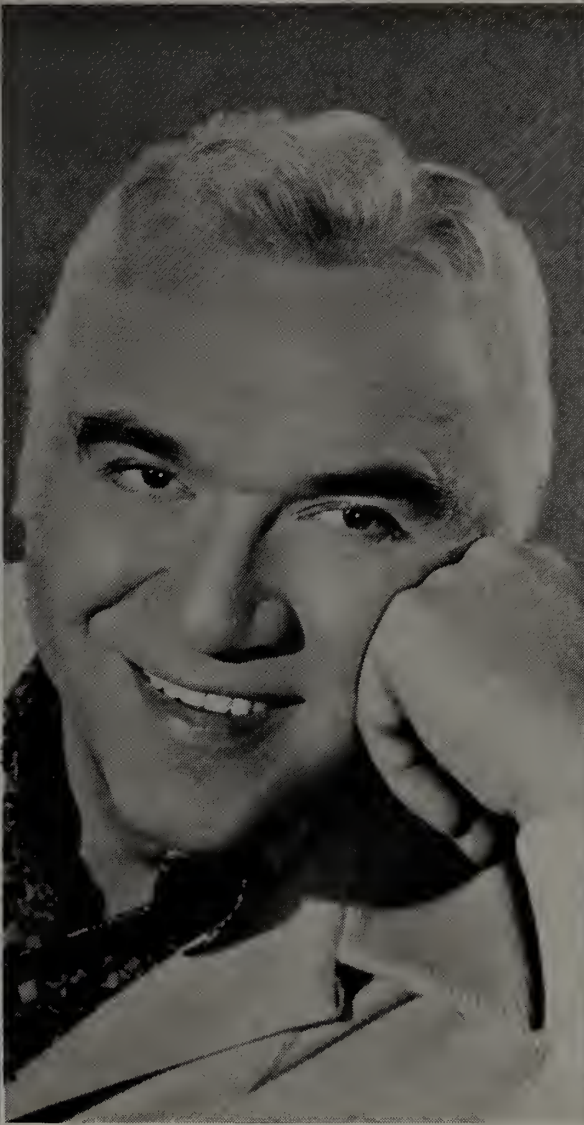




# SKETER DAVIS

"What Am I Gonna  
Do with You"

c/w "Don't Let Me Stand  
in Your Way"  
#8450



# LORNE GREENE

"Ringo"  
c/w "Bonanza"

#8444

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



# NEIL SEDAKA

"I Hope He Breaks  
Your Heart"

c/w "Too Late"  
#8453

**3 Big Names... 3 Big New Singles on RCA VICTOR**

THE MOST TRUSTED NAME IN SOUND



## Les Surfs Arrive!



NEW YORK—Les Surfs, a new vocal 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 sessions.

**IN THE**

*Limelight*

**LEE'S KNEES**  
LL 101  
b/w **AFFAIR**  
LL 102  
Jimmy Diamond  
Septet

**HIT MATERIAL - GOOD GOOD PROGRAMMING**  
*Day & Night It's Limelight*

*Limelight* RECORDS

JACK TAR OFFICE BLDG.  
SUITE 609  
PHONE (415) 673-6038  
SAN FRANCISCO

## 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 during Aug., the Electronic Industries Association has reported.

Also, unit distrib sales of radio sets, including auto receivers, were up substantially in Aug., the organization announced.

Distrib sales of portable/table models 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 models totaled 293,319 in Aug., compared 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. totaled 140,699, compared to 125,779 in Aug. 1963; eight-month totals were 892,942 in 1964 and 935,517 units in 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.

## Motown-Scheck Settle Mary Wells Dispute

NEW YORK—An amicable settlement has been reached between Motown 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 artist'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 supervision of Al Bennett, the firm's president, the entire project has received complete cooperation from the Democratic National Committee and the White House.

Bennett commissioned Si Waronker, former board chairman and creative A & R director, to produce the package, with Norman Winter, Liberty's promo director, assigned as production coordinator between the label and Washington.

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

## Agency Revamping Sets Music Firms

NEW YORK—Bernard K. Kay, senior partner of International Authors' 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.



## TOP 50 IN R&B LOCATIONS

		Pos. Last Week
1	LET IT BE ME Betty Everett & Jerry Butler (Vee Jay 613)	2
2	BABY LOVE Supremes (Motown 1066)	7
3	MERCY MERCY Don Covay (Rosemart 801)	1
4	RHYTHM Major Lance (Okeh 7203)	4
5	FUNNY Joe Hinton (Back Beat 541)	3
6	BLESS OUR LOVE Gene Chandler (Constellation 190)	10
7	COUSIN OF MINE Sam Cooke (RCA Victor 8426)	6
8	YOU MUST BELIEVE ME Impressions (ABC Paramount 10581)	5
9	THAT'S WHAT LOVE IS Miracles (Tamla 54012)	12
10	I'M ON THE OUTSIDE (LOOKING IN) Little Anthony & Imperials (DCP 1104)	8
11	I HAD A TALK WITH MY MAN Mitty Collier (Chess 1907)	18
12	WHY YOU WANNA MAKE ME BLUE Temptations (Gordy 7035)	11
13	LUMBERJACK Brook Benton (Mercury 72333)	15
14	AIN'T DOING TOO BAD Bobby Bland (Duke 383)	28
15	BABY I NEED YOUR LOVING Four Tops (Motown 1062)	9
16	REMEMBER (WALKING IN THE SOUND) Shangri-Las (Red Bird 10008)	13
17	I STAND ACCUSED Jerry Butler (Vee Jay 598)	14
18	THAT'S WHERE IT AT Sam Cooke (RCA Victor 8426)	25
19	SMACK DAB IN THE MIDDLE Ray Charles (ABC Paramount 10585)	19
20	MY ADORABLE ONE Joe Simon (Vee Jay 609)	24
21	I GOT SAND IN MY SHOES Drifters (Atlantic 2253)	21
22	JUMP BACK Rufus Thomas (Stax 157)	32
23	DANCING IN THE STREET Martha & Vandellas (Gordy 7033)	20
24	BABY DON'T DO IT Marvin Gaye (Tamla 54101)	22
25	LOOK AWAY Garnett Mimms (United Artists 733)	31
26	YOU'LL NEVER GET TO HEAVEN Dionne Warwick (Scepter 1282)	16
27	CHAINED AND BOUND Otis Redding (Volt 121)	33
28	LEADER OF THE PACK Shangri-La's (Red Bird 10-014)	30
29	OUT OF SIGHT James Brown (Smash 1919)	17
30	BEAUTICIAN BLUES B. B. King (Kent 403)	44
31	DEATH OF ANGEL Kingsmen (Wand 164)	26
32	GIVE ME BACK MY HEART Jackie Wilson (Brunswick 55269)	27
33	RUNNING OUT OF FOOLS Aretha Franklin (Columbia 43113)	35
34	WHAT GOOD AM I WITHOUT YOU Marvin Gaye & Kim Weston (Tamla 54104)	—
35	SELFISH ONE Jackie Ross (Chess 1903)	23
36	TRY ME Jimmy Hughes (Fame 6403)	38
37	LITTLE MARIE Chuck Berry (Chess 1912)	—
38	SOMETHING YOU GOT Ramsey Lewis Trio (Argo 5481)	47
39	OH NO NOT MY BABY Maxine Brown (Wand 162)	46
40	REACH OUT FOR ME Dionne Warwick (Scepter 1285)	—
41	NEEDLE IN A HAYSTACK Velvettes (V.I.P. 25007)	48
42	STEAL AWAY Jimmy Hughes (Fame 6401)	29
43	I SMELL TROUBLE Little Johnny Taylor (Galaxy 737)	41
44	WHERE DID OUR LOVE GO Supremes (Motown 1060)	34
45	IT'S ALL OVER Walter Jackson (Okeh 7204)	—
46	TIMES HAVE CHANGED Irma Thomas (Imperial 66069)	—
47	20-75 Willie Mitchell (Hi 2075)	36
48	UNDER THE BOARDWALK Drifters (Atlantic 2237)	37
49	I'VE GOT A THING GOING ON Bobby Marchan (Dial 3022)	39
50	YES I DO Solomon Burke (Atlantic 2254)	—

BIG GOSPEL SINGLE!!

## "AROUND GOD'S THRONE"

"DON'T WANT TO BE LOST"

### THE CONSOLERS

NASHBORO 833

BIG R&B SINGLE!!

## "BABY PLEASE COME BACK"

LIGHTNIN' SLIM

EXCELLO 2258

BIG ALBUM!!

## "SONGS FROM THE HEART"

ANGELIC GOSPEL SINGERS

NASHBORO LP 7021 1 with 7

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



45-852

# Boots Randolph



## Mickey's Tune


bw I'll Take You Home Again  
KATHLEEN



monument is artistry

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

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

 monument is artistry



## Liza! Liza!



NEW YORK—Liza Minelli, who recently debuted her first Capitol album, 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."

## 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 sound-track assignments.

The actor-singer's upcoming LP on Capitol, "From Hello Dolly To Good-bye 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 sound-track 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.

## 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 barriers, or that competition is otherwise 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 lessening of competition. The complaint recognizes that burden, but it is a burden that has not been met by Government counsel."

The examiner further held that other relationships existing between Columbia and the licensors as a result of the licensing agreements did not otherwise amount to "concerted activity" in violation of law.

Turning to the dual-pricing charges, the examiner ruled: "Columbia 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."

"The Government's proposed findings titled 'Dual Pricing' \*\*\* refer only to Columbia records. No reference is made to outside labels. The dual pricing claim alleged in the complaint apparently has been abandoned with respect to outside labels.\*\*\*"

"Regarding Columbia's sales of its own records, the examiner has concluded that the Government failed to prove 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 overstatement 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."

"The record indicates that the industry 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 unlawful intent on the part of Columbia."

He also noted that when "Columbia entered the record industry in 1938, there were only a few record companies. Today, there are many hundreds 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 economic concentration. In 1938, two companies, RCA and Decca, controlled 75% of the industry's sales\*\*\*. By 1951, they were sharing that percentage of total sales with two newcomers, Columbia and Capitol\*\*\*."

"Thereafter, as additional new firms became successful entrants into the industry, the market share accounted for by those four companies steadily declined as the relative position 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 almost 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 companies obtained twice as great a slice of a pie that was three times larger."

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

A further finding was that "Columbia's market share in 1962 was almost 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 proposals and contentions advanced by Government counsel regarding other charges in the complaint.

"The charges in this case," he observed, "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 familiar labels as price fixing, division of markets, leverage, monopolization, boycott, exclusive dealing and mergers, plus a few fairly new labels like dual distribution and reciprocity."

"Where the facts do not fit the law, or where the law does not fit the facts, Government counsel have ingeniously emulated Procrustes and have either cut off the facts or the law or stretched them to fit the particular 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."

"And so it goes. In their brief, Government counsel have pulled together a tremendous amount of antitrust 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 fashioned by counsel."

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 restrictions sought by the Government would adversely affect the record industry as a whole, particularly the smaller record manufacturers, songwriters, music publishers, musicians and artists. They also would adversely affect record buyers, especially record club members. All those groups have benefited as a result of club operations."

"Since the advent of record clubs, new competition has been injected into the record industry and other important benefits to the entire industry have materialized. There is no convincing evidence that club operations, including the practices challenged in the complaint, have hampered 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 manufacturer witnesses called by both sides vividly demonstrated the industry can be entered with very little capital.

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

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## Smash-Fontana "Sales Route '64" Fall Plan

(Continued from page 6)



CHICAGO—In the top photo, Charlie Fach, head of Smash-Fontana, addresses distributors in Milwaukee on the label's "Sales Route '64." In bottom photo, Fach (right) is shown with Paul Glass (left) of All State Record Dist. in Chicago and Richard Irwin (center), exec vp of the firm's ad agency, Rosenbloom-Elias & Assoc., also Chicago.

with Jerry Lee Lewis, cut "live" at the Birmingham Municipal Auditorium before an audience of 15,000, "Back to Soul" with Anna King, Pete Drake's "Talking Steel Guitar," "12 Other Instrumental Hits" by Bill Justis.

Fontana is offering Johnny Dankworth's "Shakespeare and All That Jazz," "Jazz On The Screen," with Miles Davis and Art Blakely doing material from two French films, "Drums and Pipes of the First Battalion" by the Royal Irish Fusiliers, "Introducing Dario Mareno," a collection of songs by the Latin-American troubadour.

## UA Sets Biggest Singles Sales Month In Its History

(Continued from page 6)

ing at least one top chart hit. Ascot Records "Do Wah Diddy Diddy" by England's Manfred Mann is one of the biggest selling records of the year and is currently holding down the number two slot on the Top 100. Up-coming television and American p.a.'s are expected to hypo the Mann aggregation's popularity, and give Ascot, a fully-owned subsidiary its initial million-selling waxing.

UA Records currently boasts two chart items. The big one is the newest, "Come A Little Bit Closer" by Jay and the Americans, which hit the charts just nine days after its release. In addition, "Look Away" by Garnett Mimms is shaping up to be the songster's biggest single since "Cry Baby."

The recently-acquired DCP label became firmly established with its sixth release, just four weeks after the UA affiliation began, via Little Anthony And The Imperials and their "I'm On The Outside (Looking In)," now on the top quarter of the charts.

The ever-reliable Gene Pitney and "It Hurts To Be In Love" is Musicor's entry into the UA success saga. It's the biggest etching for Pitney in some time and is presently in the top ten.

All this UA action is in addition to the label's blockbuster LP year. The number one album in the nation is the label's "A Hard Day's Night" soundtrack by the Beatles, which is currently nearing the two million mark.

## DCP Tells Distributors 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.

Distributors heard DCP execs and personnel 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 manager.

The new albums are: Don Costa's "The Golden Touch," "I'm On The Outside (Looking In)," Little Anthony & The Imperials, Kathy Keegan's "When You're Young And In Love," The Gallow Singers' "Swinging" 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 living the high-life with his wife abroad—that he based most of his output on Broadway shows.

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").

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."

1935's "Jubilee" contained "It Was Just One of Those Things" and "Begin 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," Porter'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.

During the early 40's it seemed to many that Porter had lost his touch. Writing a few really fine songs for shows that succeeded despite the Porter output, he came up with what is generally considered to be his masterpiece, "Kiss Me, Kate," the musical version of Shakespeare's "Taming of the Shrew." Abundant with rich melodies 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 Behave."

"Out of This World" followed "Kate" in 1950. While hardly as successful 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.")

Porter also applied his art to Hollywood musicals, including "Born to Dance," (1936) ("I've Got You Under My Skin" and "Easy to Love"), "Rosalia" (1937) ("In the Still of the Night"), "Broadway Melody" (1940) ("I Concentrate on You"), "Something to Shout About" (1943) ("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 production, "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 association 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 Beatles 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 announced the release of a new Bobby Vinton single, "Mr. Lonely," a tune written by the songster with Gene Allen.

"Mr. Lonely" was originally included in Vinton's 1962 album, "Roses Are Red," and was also included in his recently-issued LP, "Bobby Vinton's Greatest Hits," Deejays in Atlanta 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, president of Liberty Records, has announced 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 recording, said that Liberty's agreement with Proby is in force on all future releases. Several unreleased Proby tracks have been turned over to Liberty by Decca.

## Electronovision Set Teen-Angled Production

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

It will be shown in theatres throughout the world during the Christmas holiday season. Among the 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 pictured above practicing up on his pugilistic skills while Sugar Ray Robinson 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 "Disorderly 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 Hammerstein TV'er, "Cinderella." The songster, said to be the personal choice of Richard Rodgers for the role, is believed to be suffering from throat difficulties, which has prevented him from attending rehearsals for the taping of the production. Stuart Damon, who had the lead role in the recent Off-B'way revival of "The Boys from Syracuse," has replaced Jones.

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STAGE  
IN THE  
WORLD"



## 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 powered, three-wheeled vehicle, "Spirit of America," at Bonneville Salt Flats, Utah, has signed with Capitol Records to record the story of the building 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.

Breedlove was clocked at 407 mph last Aug., which made him the fastest man on wheels at that time. However, 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 during the pact signing that brought the famed Staple Singers to the label.

NEW YORK — Epic Records has signed the Negro Gospel singing family, The Staple Singers, to an exclusive 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 Staple Singers and the group's lead voice.

Although The Staple Singers have not yet accepted any nightclub offers, their numerous public appearances have included performances at Carnegie 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 award-winning series, "Quest."

Billy Sherrill, Epic's Nashville A&R producer, will record The Staple Singers in Chicago.

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

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

The firm is called Ulsyra. Its publishing subsides 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 Victor Feldman and Bill Marx in the label's growing roster of jazzmen, will record an album immediately.

## Birthday Girl



NEW YORK—Songster Vic Justi was among the entertainers who were on hand at a recent birthday celebration for Kay Medford, one of the principals 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' Whoopee," "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 Velvettes, Dee Dee Sharp, the Crystals, Brian Hyland, Bobby Freeman, Lou Christie, Geo. McCannon III, Mike Clifford, Jimmy Ford and the Executives, the Hondells, Little Al Guitar and Sonny Knight.

## Marnel Of Balt. Names Sales Rep

BALTIMORE—Dick McGlynn, formerly of General Distributors in Baltimore, 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 Festival in France, and Moonglow in Belgium, 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 being 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" Promo

(Continued from page 7)

magazine containing original pictorial and editorial features about America's most successful recording group, The Beach Boys. Some 750,000 copies of the magazine will be given away through retail record outlets with the purchase of any Beach Boys album (their two new LP's are "Beach Boys' Christmas Album" and "Beach Boys Concert").

In addition, over 500,000 "Teen Set" campus textbook covers, incorporating bios and pictures of Capitol's top teen artists, will be distributed through record stores.

Both the mag and the bookcovers contain an application blank to be used by teenagers in joining Capitol's Hollywood-based "Teen Set" fan club. An initial membership fee of one dollar entitles members to receive a "Teen Set" membership card, a 45-rpm single record by a top Capitol artist, details on future issues of "The Teen Set" magazine, and regular issues of a free "Teen Set" newsletter featuring "inside" pre-release information on leading artists, their recordings and personal appearances.

Contained in volume one of "The Teen Set" magazine is the first in a planned series of teen-oriented national contests. Contestants who best complete, in fifty words or less, the phrase, "I Like The Beach Boys because . . ." will receive a Honda 50 motorbike (first prize), a custom Hap 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 a quarterly, with the second issue scheduled for February, 1965. Future issues will be devoted to such Capitol teen artists as The Beatles, Peter & Gordon, Cilla Black, Dick Dale, Donna Loren, Hub Kapp and The Wheels, Don Grady, Jody Miller, The Four Preps, The Lettermen, Donna Lynn, The Drew-Vels, and others.

Backing up the entire promo are special merchandising racks to be set up in record stores where the mag and Beach Boys' albums are featured. Window streamers will announce the availability of the publication and albums.

In addition, CRDC's promo will include a national radio-advertising campaign, conducted by Foote, Cone & Belding; and the supplying of special "Teen Set" EP's to radio stations.

According to Meggs, operation "is a direct outgrowth of our recent experience with The Beach Boys, America's foremost teen group; with The Beatles, top teen group from abroad; and with the surfing and hot-rod fads, both of which Capitol pioneered on records. We now know that the right teen product, when marketed through the right teen channels, can find an immediate record-buying audience of from four to five million young people.

"This is clearly the time of the teens. Our present teenage population now spends a billion and a half dollars a year on entertainment alone. This population will double by 1970. Accordingly, our "Teen Set" magazine attempts to reach this burgeoning market by speaking to young people directly in the language—and with the ideas—that they understand . . ."

## Music Biz Readies 5th Annual Golf Tourney

NEW YORK—The Fifth Annual Music Industry Golf Tournament has been set for Nov. 6, 7 and 8, at the Indian Wells Hotel and Country Club in Palm Springs.

Co-chairmen Bob McClusky, Sid Goldstein and Dave Jacobs are handling reservations for the tournament, with all sections of the music biz eligible to attend. Some 200 members of the industry are annual guests at the tournament and conclave.

Sked includes golfing on Nov. 6 and 7, a cocktail party on Nov. 7, and the annual awards dinner the following evening.

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OH WHAT A LOVE  
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## 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 release in Nov. will be "Fran Jeffries Sings Of Sex And The Single Girl," tunes from her forthcoming flick.

## 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 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 Korvette'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 answer 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 Maksymowicz—260  
Christmas In Hi-Fi—Hank Sylvern—146  
Home For Christmas—Frank Raye Singers—233  
Joyeaux Noel—Les Djinn's Singers—397  
Christmas In A Monastery—Franciscan Brothers—211

### NEW POPULAR ALBUM RELEASERS

#### FIESTA

Hungarian Folk Songs and Csardases—FLP 1397  
Polki, Oberki, Mazurki, Marsze—FLP 1398  
Rudolf Schock Singt Wieder—FLP 1399  
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 129

## 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.

Young Monte, son of the popular performer, died last Jan. 4 of leukemia at the age of 21. All proceeds from the event will benefit the Leukemia 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.

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, London Records has released an album of the winning songs of the recent 1964 Naples Song Festival. London set up the deal with Guisepppe Gianini, 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 development 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 songstress Shiela Sanders, scouted and signed by Moore. She'll have a Mercury album out in the near future.

## England Finds The "Lost" Mancini Song

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 interesting. 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 Stillman, 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 dishing is perched in the number 17 on the Best Sellers from England.

## Same Stereo-Mono Price For Low-Priced Classics, 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, Pohjola's Daughter and Beethoven's "Emperor" Concerto with Rumanian pianist Mindru Katz, who makes his American disk debut, Vivaldi's "L'Estro 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 Deller 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 album 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—Millie 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.

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 merchandising 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.

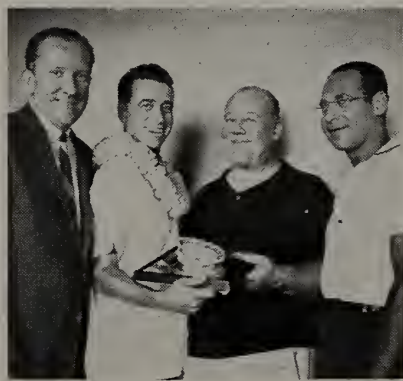
Landwehr said that the appointment of Gaskin was part of the emphasis being placed on premium sales by Premier. He said that the potential of such activity has only been touched upon and that premiums will provide the record industry with a growing volume in the future.

Premier Albums launched a premium program in 1964 for the Canada Dry Company, among others.

Gaskin said that production facilities in Premier's 80,000 sq. ft. Clifton, N.J. plant have been expanded to accommodate both premium business and the company's growing custom pressing activity. The company, he said, is now geared for full production 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 complete premium fulfillment with its own printing and mail handling facilities.

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

## Pearly Shells Alchemy



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 investor, as exec secretary.

Others in the Ava exec line-up are: Jack Magraw, national promo manager 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 conducted by Cy Coleman; and "Hello, Jolly," Pete Jolly Trio.

New singles sides include: Lacy Jones' "I'm Gonna Lie Him 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."



## HEADIN' FOR #1

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R-4573

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P-924

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# COMPLETE TEXT OF FTC TRADE RULES

FEDERAL TRADE COMMISSION  
Washington

## TRADE PRACTICE RULES

For The

### PHONOGRAPH RECORD INDUSTRY

As Promulgated October 9, 1964

#### STATEMENT BY THE COMMISSION:

Trade practice rules for the Phonograph Record Industry, as hereinafter set forth, are promulgated by the Federal Trade Commission under its Trade Practice Conference procedure.

The industry for which these rules are established is composed of persons, firms, corporations and organizations engaged in the manufacture, processing, sale or distribution of phonograph records, magnetic tapes, and similar devices upon which sound has been recorded.

The trade practice conference proceeding to establish rules for this industry was instituted pursuant to industry application. A set of proposed rules, 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 Washington, D. C., on March 13, 1964. All parties were afforded opportunity to express their views, objections and suggestions, both in writing and orally at the hearing, regarding all issues relevant to this proceeding.

Upon full consideration of the entire matter, final action was taken by the Commission whereby it approved the rules for the industry in the form presented here and directed that they be promulgated.

Such rules become operative thirty (30) days from the date of their promulgation.

#### THE RULES

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

The unfair trade practices embraced in the rules herein are considered to be unfair methods of competition, unfair or deceptive acts or practices, or other illegal 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 use, by any person, partnership, corporation, or other organization subject to its jurisdiction, of such unlawful practices in commerce.

#### DEFINITIONS

As used in these rules the following terms shall have the meanings which have been assigned to them below: Industry Member: Any person, firm, corporation or organization engaged in the manufacture, processing, sale or distribution of industry products as here defined. (Excluded from the scope of these rules are such suppliers as phonograph record pressers, jacket fabricators, and music publishers.)

Industry Products: Phonograph records, magnetic tapes, and similar devices upon which sound has been recorded. (Specifically excluded are such commercial recordings as electrical transcriptions and recorded library services which are neither: (i) distributed to the general public; nor (ii) distributed to any industry member in connection with the sale or promotion of recordings which are distributed to the public. Also excluded are phonographs, tape recorders, and other similar devices and accessories.)

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

Artist: Any performer or other person, or any group of persons, whose recorded sounds which are captured on a recording (as recording is here defined).

#### SECTION I

##### RULE 1—PROHIBITED DISCRIMINATORY PRICES, REBATES, DISCOUNTS, ETC.

(a) No member of the industry engaged in commerce, in the course of such commerce, shall grant or allow, secretly or openly, directly or indirectly, any rebate, refund, discount, credit, or other form of price differential, where such rebate, refund, discount, credit, or other form of price differential, effects a discrimination in price between different purchasers of goods of like grade and quality, where either or any of the purchases involved therein are in commerce, and where the effect thereof may be substantially to lessen competition or tend to create a monopoly in any line of commerce, or to injure, destroy, or prevent competition with any person who either grants or knowingly receives the benefit of such discrimination, or with customers of either of them: Provided, however,—

(1) That the goods involved in any such transaction are sold for use, consumption, or resale within any place under the jurisdiction of the United States, and are not purchased by schools, colleges, universities, public libraries, churches, hospitals, and charitable institutions not operated for profit, as supplies for their own use;

(2) That nothing contained in this rule shall prevent differentials which make only due allowance for differences in the cost of manufacture, sale, or delivery resulting from the differing methods or quantities in which such commodities are to such purchasers sold or delivered;

(Note: Cost justification under the above proviso depends upon net savings in cost based on all facts relevant to the transactions under the terms of proviso (2). For example, if a seller regularly grants a discount based upon the purchase of a specified quantity by a single order for a single delivery, and this discount is justified by cost differences, it does not follow that the same discount can be cost justified if granted to a purchaser of the same quantity by multiple orders or for multiple deliveries.)

(3) That nothing contained in this rule shall prevent persons engaged in selling goods, wares or merchandise in commerce from selecting their own customers in bona fide transactions and not in restraint of trade;

(4) That nothing contained in this rule shall prevent price changes from time to time where made in response to changing conditions affecting the market for or the marketability of the goods concerned, such as but not limited to obsolescence of seasonal goods, distress sales under court process, or sales in good faith in discontinuance of business in the goods concerned;

(5) That nothing contained in this rule shall prevent the meeting in good faith of an equally low price of a competitor.

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

"Upon proof being made, at any hearing on a complaint under this section, that there has been discrimination in price or services or facilities furnished, the burden of rebutting the prima facie case thus made by showing justification shall be upon the person charged with a violation of this section, and unless justification shall be affirmatively shown, the Commission is authorized to issue an order terminating the discrimination: 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 furnishing of services or facilities to any purchaser or purchasers was made in good faith to meet an equally low price of a competitor, or the services or facilities 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 under the jurisdiction of the United States, and which are not purchased by schools, colleges, universities, public libraries, churches, hospitals, and charitable institutions not operated for profit, as supplies for their own use, and when—

(1) The commerce requirements specified in this rule are present; and

(2) The price differential has a reasonable probability of substantially lessening competition or tending to create a monopoly in any line of commerce, or of injuring, destroying, or preventing competition with the industry member or with the customer receiving the benefit of the price differential, or with customers of either of them; and

(3) The price differential was not justified by cost savings (see paragraph (a) (2) of this rule); and

(4) The price differential was not made in response to changing conditions affecting the market for or the marketability of the goods concerned (see paragraph (a) (4) of this rule); and

(5) The lower price was not made to meet in good faith an equally low price of a competitor (see paragraph (a) (5) of this rule):

Example 1. At the end of a given period an industry member grants a discount to a customer equivalent to a fixed percentage of the total of the customer's purchases during such period and fails to grant a discount of the same percentage to other customers on their purchases during such period.

Example 2. An industry member sells goods to one or more of his customers at a higher price than he charges other customers for like merchandise. It is immaterial whether or not such discrimination is accomplished by misrepresentation as to the grade and quality of the products sold.

Example 3. An industry member sells goods directly to a retailer at a lower price than he charges distributors whose retail customers compete with the favored retailer.

Example 4. An industry member pays freight on shipments to a customer, or pays freight on shipments to a distributor's customer, and does not pay such freight for all customers of the industry member, thereby effecting a difference in price between customers of such member.

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

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

Granting of free records or other merchandise illustrated by examples 6, 7 and 8 is considered violative of Section 2(a) of the Clayton Act, as amended, provided that the requisites preceding the examples of this paragraph (b) of the rule are met.)

Example 6. An industry member invoices goods to all his customers at the same price but supplies additional quantities of such goods at no extra charge to one or more, but not to all, such customers; or supplies other goods or premiums to one or more, but not to all, such customers for which he makes no extra charge and which effects an actual price difference in favor of certain of his customers.

Example 7. An industry member grants to some of his customers "free" records based on a fixed percentage of the customer's purchase of records and fails to grant "free" records based on the same percentage to other customers, which effects an actual price difference in favor of certain of his customers.

Example 8. An industry member grants to all customers who purchase a specified "quota" of records a certain quantity of "free" records, but the "quota" is so high that some customers cannot attain it and thus do not receive the "free" records, effecting an actual price discrimination in favor of certain of the industry member's customers.

Note: Functional Discounts. Neither this rule, nor Section 2(a) of the Clayton Act, as amended, of which this rule is interpretive, expressly permits or prohibits the granting of functional discounts. The propriety of such discounts is contingent, principally, on whether they may substantially lessen competition or tend to create a monopoly. All price differentials, whether "functional" or 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 considered to be violative of Section 2(a) of the Clayton Act, as amended, provided that the requisites preceding the examples of this paragraph (b) of the rule are 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 customers 10% less than the price at which such industry member sells phonograph records to retail record 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 PROMOTIONAL ALLOWANCES, OR SERVICES OR FACILITIES.

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

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

(Note 2: When an industry member gives allowances to competing customers for advertising in a newspaper or periodical, 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 warranting the retention by such customer or customers of any portion of the allowance for his or their personal use 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 contributing to the furnishing of, any services or facilities connected with the processing, handling, sale, or offering for sale of such commodity so purchased upon terms not accorded to all competing purchasers on proportionally equal terms.

(Note: Subsection (b) of Section 2 of the Clayton Act, as amended, which is set forth in the note following paragraph (a) (5) of Rule 1 is also applicable to provisions of both (a) and (b) of this Rule 2.)

(c) Examples. The following are examples of discriminations in furnishing advertising or promotional allowances or services or facilities to be considered as subject to the prohibitions of this rule when involving goods of like grade and quality, when the commerce requirements specified by this rule are present, and when a suitable 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 under reasonable terms and conditions.

Example 1. An industry member grants an allowance for advertising to a customer based on a fixed percentage of that customer's purchases and fails to make known and available to other customers who are competing with the former an allowance of the same percentage of their purchases.

Example 2. An industry member furnishes free merchandise to a customer with the proviso that it be used for advertising or that the proceeds of its sale be used for advertising purposes. Such free merchandise is not offered and made available on proportionally equal terms to all competing customers.

Example 3. An industry member provides cooperative advertising allowances in the form of credit memoranda to particular customers on a negotiated, specific advertisement basis without making advertising allowances known to and available on proportionally equal terms to all competing customers.

Example 4. An industry member furnishes promotional services to a retailer customer in connection with the resale of the goods purchased and fails to make such services known to and available on proportionally equal terms to other retail customers who are competing with the former.

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

Example 6. An industry member sponsors a radio program on which advertising is provided for certain of its customers. Such service is not made known to and available to all competing customers on proportionally equal terms.

Example 7. An industry member accords to one or more customers the privilege of returning for credit, refund or exchange any or all of the goods purchased by them and fails to accord the same privilege to another or other competing customers on proportionally equal terms.

(d) Proportional Equality of Treatment of Competing Customers. (The following is presented for the purpose of clarifying requirements with respect to the supplying of marketing services, facilities or allowances by industry members to their customers, but it is not intended to imply that other methods which assure of proportional equality of treatment of competing customers may not also be used.)

An industry member may simultaneously offer to each of his customers competing in the resale of his products the same kind of promotional service, facility or allowance of a cost value equal to a uniform percentage of the sales (or purchases) of the industry member's products by each customer during a specified and identical period of time, provided, however, that where applicable the industry member complies with the following:

(1) When the service, facility or allowance offered is of a type which under reasonable terms and conditions is not usable or suitable to the facilities and business of all customers, and is offered to any one customer, the member offers each of those customers to whom the service, facility or allowance is not usable or suitable an alternative type of promotional service, facility or allowance which is of equivalent measurable cost, is usable by the customer, and is suitable to his facilities and business, and promptly informs all competing customers of the kind and amount of services, facilities or allowances which he has offered to each and the respective terms and conditions under which such services, facilities or allowances are to be furnished by the industry member; and

(2) When the offer of any service, facility or allowance to any customer is conditioned on such customer supplying some reciprocal service, facility or payment, a reciprocal service, facility or payment is required in the offers to all other customers and there is an equality of ratio among all customers as to the measurable cost of that which is supplied by the industry member and the reciprocal service, facility or payment required of any customer.

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

##### RULE 3—INDUCING OR RECEIVING AN ILLEGAL DISCRIMINATION IN PRICE, ADVERTISING OR PROMOTIONAL ALLOWANCES, OR SERVICES OR FACILITIES.

(a) No member of the industry engaged in commerce, in the course of such commerce, shall knowingly induce or receive a discrimination in price, advertising or promotional allowances, or services or facilities, which is prohibited by the provisions of Rule 1 or 2.

(b) The following are examples of inducing or receiving discriminations in price, advertising or promotional allowances, or services or facilities, to be considered as subject to the prohibitions of this rule when the requisites established by Rule 1 or 2 for a violation of those rules on the part of the seller are present and the party receiving the discriminations knows or has reason to know that the discriminations are illegal.

Example 1. An industry member purchases records, purportedly for resale to retailers and to juke box operators, and is charged a lower price than the seller charges other customers for records which they resell at retail; but the member then transfers such records to another part of its business where they are resold at retail, thereby receiving a discrimination in price which is prohibited by Rule 1.

Example 2. An industry member induces suppliers to contribute sums of money to defray some or all of the costs of radio programs sponsored by such member and designed to promote the sale of records in its place of business, and which feature records distributed by the contributing suppliers, where the industry member knows or has reason to believe that allowances for such purpose are not made available on proportionally equal terms by the same suppliers to other customers competing with the favored member, thereby receiving a discrimination in promotional allowances which is prohibited by Rule 2.

##### RULE 4—PROHIBITED BROKERAGE AND COMMISSIONS.

No member of the industry engaged in commerce, in the course of such commerce, shall pay or grant, or receive or accept, anything of value as a commission, brokerage, or other compensation, or any allowance or discount in lieu thereof, except for services rendered in connection with the sale or purchase of goods, wares, or merchandise, either to the other party to such transaction or to an agent, representative, or other intermediary therein where such intermediary is acting in fact for or in behalf, or is subject to the direct or indirect control, of any party to such transaction other than the person by whom such compensation is so granted or paid.

#### SECTION II

##### RULE 5—PROHIBITED FORMS OF TRADE RESTRAINTS (UNLAWFUL PRICE FIXING, ETC., ETC.).

Members of the industry, either directly or indirectly, shall not engage in any planned common course of action, or enter into or take part in any understanding, agreement, combination, or conspiracy, with one or more members of the industry, or with any other person or persons, to fix or maintain the price of any industry products or otherwise unlawfully to restrain trade; or use any form of threat, intimidation, or coercion to induce any member of the industry or other person or persons to engage in any such planned common course of action, or to become a party to any such understanding, agreement, combination, or conspiracy.

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

No member of the industry shall require the purchase of one or more products as a prerequisite to the purchase of one or more other products, where the effect may be substantially to lessen competition or tend to create a monopoly or unreasonably to restrain trade.

##### RULE 7—EXCLUSIVE DEALING

Members of the industry shall not contract to sell or sell industry products, or fix a price charged therefor, or discount from, or rebate upon, such price, on the condition, agreement, or understanding that the purchaser thereof shall not use or deal in the products of a competitor or competitors of such industry member, where the effect of such sale or contract for sale, or of such condition, agreement, or understanding, may be substantially to lessen competition or tend to create a monopoly in any line of commerce.

##### RULE 8—LIFTING OF STOCKS.

No member of the industry shall purchase the stock of a distributor or dealer which has been supplied by a competitor or competitors when such practice is used as an inducement to the distributor or dealer to discontinue handling competitive products and to handle such member's products exclusively, and where the effect of such act or practice may be substantially to lessen competition or tend to create a monopoly in any line of commerce.

##### RULE 9—INDUCING BREACH OF CONTRACT.

Members of the industry shall not knowingly induce or attempt to induce the breach of existing lawful contracts between competitors and their customers or between competitors and their suppliers, or interfere with or obstruct the performance of any such contractual duties or services, under any circumstances having the capacity and tendency or effect of substantially injuring or lessening competition.

AIN'T THAT LOVING YOU BABY	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc.
ASK ME	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc.
ONE WOMAN MAN	UNITED ARTISTS
GARNET MIMMS	Valley Publishers, Inc.
REACH OUT FOR ME	SCEPTER
DIONNE WARWICK	Ross Jungnickel/Blue Seas/Jac
HOW DOES IT FEEL?	PHILLES
THE RONETTES	Hill & Range/Mother Bertha
TIME AND TIME AGAIN	COLUMBIA
JOHNNY CASH	Johnny Cash Music, Inc.
WHEN YOU LOVED ME	DECCA
BRENDA LEE	Hill & Range/Songs/Ron Bre
I WAKE UP CRYIN'	ABC-PARAMOUNT
RAY CHARLES	Bellinda (Canada) Ltd.
THE 81	CAMEO
CANDY AND THE KISSES	Hill & Range/Shelros/Check-Colt
DON'T DO WHAT I DID (DO WHAT I SAY)	MERCURY
BROOK BENTON	Bennie Benjamin Music/Dayben Music
YOU DON'T KNOW WHAT YOU GOT UNTIL YOU LOSE IT	COLUMBIA
KENNY GAMBLE	Hill & Range/Shelros
DON'T LET ME BE MISUNDERSTOOD	PHILIPS
NINA SIMONE	Benny Benjamin Music, Inc.
A MONSTER	PHILIPS
NINA SIMONE	Benny Benjamin Music, Inc.
HOLD ME	LONDON
P. J. PROBEY	Ross Jungnickel/Robbins
YOU BETTER BELIEVE IT BABY	PARKWAY
CHUBBY CHECKER	Hill & Range/Shelros
KENTUCKY BLUEBIRD	BIG HILL
LOU JOHNSON	Ross Jungnickel/U. S. Songs
THE ABERBACH GROUP	
1619 Broadway, New York, N. Y.	

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# FTC TRADE RULES

## RULE 10—UNLAWFUL INTERFERENCE WITH PURCHASES OR SALES.

No member of the industry, by means of any monopolistic practices or through combination, conspiracy, coercion, boycott, threats, or any other unlawful means, directly or indirectly, shall interfere with any industry member's right to purchase his industry products and supplies 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 by falsely imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, or by other false representations, or falsely disparage competitors' products in any respect, or their business methods, selling prices, values, credit terms, policies, or service.

(Note: Nothing in this rule shall be construed as preventing full, fair, and nondeceptive comparison, by demonstration or otherwise, of competitors' products with the products of another industry member before purchasers or prospective purchasers.)

## RULE 12—PUSH MONEY.

An industry member shall not pay or contract to pay anything of value to a salesperson employed by a customer of the industry member, as compensation for, or as an inducement to obtain, special or greater effort or service on the part of the salesperson in promoting the resale of products supplied by the industry member to the customer.

(a) When the agreement or understanding under which the payment or payments are made or are to be made is without the knowledge and consent of the salesperson's employer; or

(b) When the terms and conditions of the agreement or understanding are such that any benefit to the salesperson or customer is dependent on lottery; or

(c) When any provision of the agreement or understanding requires or contemplates practices or a course of conduct unduly and intentionally hampering sales of products of competitors of an industry member; or

(d) When, because of the terms and conditions of the understanding or agreement, including its duration, or the attendant circumstances, the effect may be substantially to lessen competition or tend to create a monopoly; or

(e) When similar payments are not accorded to salespersons of competing customers on proportionally equal terms in compliance with Sections 2(d) and (e) of the Clayton Act.

(Note: Payments made by an industry member to a salesperson of a customer under any agreement or understanding that all or any part of such payments is to be transferred by the salesperson to the customer, or is to result in a corresponding decrease in the salesperson's salary, are not to be considered within the purview of this rule, but are to be considered as subject to the requirements and provisions of Section 2(a) of the Clayton Act.)

## RULE 13—COMMERCIAL BRIBERY.

Members of the industry shall not give, or offer to give, or permit or cause to be given, directly or indirectly, money or anything of value to agents, employees, or representatives of customers or prospective customers, or to agents, employees, or representatives of competitors' customers or prospective customers, without the knowledge of their employers or principals, as an inducement to influence their employers or principals to purchase or contract to purchase products manufactured or sold by such industry member, or to influence such employers or principals to refrain from dealing in the products of competitors or from dealing or contracting to deal with competitors.

## RULE 14—UNAUTHORIZED SHIPMENT.

No member of the industry shall engage in shipping industry products to customers or prospective customers, for the purpose of inducing purchase or acceptance or consignment of such products, without the express request or prior consent of the proposed consignee or purchaser.

## RULE 15—AIDING OR ABETTING USE OF UNFAIR TRADE PRACTICES.

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

### SECTION III

## RULE 16—MISUSE OF "STEREO" AND "STEREOPHONIC."

(a) No member of the industry shall use the words "stereo" or "stereophonic," or any other word or phrase of like meaning, to describe or refer to a recording that does not have two distinctly separate modulations derived from an original live recording in which a minimum of two separate channels were employed; except that such word or phrase may be used in connection with a recording having two distinctly separate modulations derived from an original monophonic recording if a clear and conspicuous disclosure is made, in immediate conjunction therewith, that the recording has been altered, changed, or re-recorded to simulate stereophonic reproduction.

(b) No industry member shall use the words "true" or "genuine," or any other word or phrase of like meaning, in conjunction with the words "stereo" or "stereophonic," or any other word or phrase of like meaning, to describe or refer to a recording that was not derived from an original live recording in which a minimum of two separate channels were employed.

## RULE 17—CANCELLATION OF MEMBERSHIP IN COMMERCIAL CLUB OR MEMBERSHIP ORGANIZATIONS.

In the operation or management of any commercial phonograph record club or membership organization, industry members shall not:

(a) Represent, directly or by implication, that persons may cancel membership if, in fact, cancellation is not always permitted without any conditions or limitations, unless a full and clear disclosure of all conditions, limitations or prerequisites to cancellation are made in immediate conjunction with all such representations; or

(b) Ship merchandise and attempt to collect the price of such merchandise when the right of cancellation of membership has been exercised and proper notification of cancellation has been given.

## RULE 18—MISREPRESENTING PRODUCTS AS CONFORMING TO STANDARD.

In the sale, offering for sale, or distribution of any industry products, members of the industry shall not represent or imply, through advertising or otherwise, that such products conform to any standards recognized in or applicable to the industry when such is not the fact.

## RULE 19—MISREPRESENTATION AS TO CHARACTER OF BUSINESS.

Members of the industry shall not represent, directly or by implication, in advertising, by trade or corporate name, or otherwise, that they produce or manufacture products of the industry, or that they own or control a plant making such products, when such is not the fact, or that they are a manufacturer, wholesale distributor or a wholesaler when such is not the fact, or in any other manner misrepresent the character, extent, or type of their business.

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

Members of the industry shall not use any trade name, trademark, or other trade designation, which has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers as to the name, nature, or origin of any product of the industry, or of any material used therein, or which is false, deceptive, 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 imitation 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 information by reason of which omission or insertion a false record is made, wholly or in part, of the transactions represented on the face of such invoices or sales tickets, with the capacity and tendency or effect of thereby misleading or deceiving purchasers, prospective purchasers, or the consuming public in any material respect.

## RULE 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 representations made prior to securing the order, without advising the purchaser of the substitution and obtaining his consent thereto prior to making shipment or delivery; or

(b) Falsely representing the reason for making substitutions.

## RULE 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 the guarantee which are imposed by the guarantor; and

(3) The manner in which the guarantor will perform thereunder; and

(4) The identity of the guarantor.

(b) Representations that a product is "guaranteed for life" or has a "lifetime guarantee," in addition to meeting the above requirements, shall contain a conspicuous disclosure of the meaning of "life" or "lifetime" as used (whether that of the purchaser, the product or otherwise).

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

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

## RULE 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 "free," or any other word or words of similar import, in advertisements or in other offers to the public, as descriptive of an article of merchandise, or service, which is not an unconditional gift, under the following circumstances:

(a) When all the conditions, obligations, or other prerequisites to the receipt and retention of the "free" article of merchandise or service offered are not clearly and conspicuously set forth at the outset so as to leave no reasonable probability that the terms of the offer will be misunderstood; and

(b) When, with respect to any article of merchandise required to be purchased in order to obtain the "free" article or service, the offerer (1) increases the ordinary and usual price of such article of merchandise, or (2) reduces its quality, or (3) reduces the quantity or size thereof.

(Note: The disclosure required by subsection (a) of this rule shall appear in close conjunction with the word "free" (or other word or words of similar import) wherever such word first appears in each advertisement or offer. A disclosure in the form of a footnote, to which reference is made by use of an asterisk or other symbol placed next to the word "free," will not 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 instrumentality by which others engaged in the sale of industry products may make any such representation.

(Note: The Commission promulgated Guides Against Deceptive Pricing effective January 8, 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.

Members of this industry, in the course of the marketing or distribution of industry products, shall not:

(a) Use, or cause or promote the use of, any trade promotional literature, advertising matter, mark, brand, label, designation, depiction, or other type of oral or written representation, however disseminated or published, which directly or by implication, or through failure to disclose material information, has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers with respect to—

(1) the type, grade, quality, quantity, use, size, weight, nature, condition, durability, performance, serviceability, origin, manufacture, distribution, or price of any industry product; or,

(2) the identity of a performing artist as to either part 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 fact that a recording has been previously issued under a different title, or in any other material respect; and 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 tendency or effect of misleading or deceiving the purchasing or consuming public in any material respect.

Promulgated by the Federal Trade Commission October 9, 1964.

Joseph W. Shea, Secretary

## A Helping Hand



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 president, 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 up a schedule of master lesson appointments at which time he'll give one-hour lessons to budding trombonists stressing performance, technique, and tone. Students are already scheduled for New York sessions and will be tutored once monthly. Additionally, Covington has written a series of 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 today and plunge directly into the educational music market," opined Covington.

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, Commerce Commissioner of New York City (left) recently extended Gotham's greetings to Columbia Records' topper Goddard Lieberman, who is also president of the Record Industry Association (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.

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**JOE HINTON'S**  
RE-RELEASE

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SURESHOT 5004  
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**DUKE AND PEACOCK RECORDS, INC.**  
2809 ERASTUS STREET, HOUSTON 26, TEXAS  
OR-3-2611



## "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 re-releasing 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*

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 Downs, while on a hunt for new talent. Advised by a song writing friend that he was working with a group that he thought was ready for recording, Downs went to Jersey City to hear them. He liked what he heard and signed them to an exclusive management 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 followed and Venet, along with ace tune-smiths Ellie Greenwich and Jeff Berry gave 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 current 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, Pittsburgh, and spent the month of Aug. with the Dick Clark Caravan.

During the last ten days of 1964 they are booked for a stint with Fat Daddy at the Royal Theatre in Baltimore, Md.

### Jewels



The Jewels, who are currently clicking with "Opportunity" on the Dimension label, consist of Grace Ruffin, Martha Harvin and Sandra Bears. Grace and Sandra were childhood friends in Washington, D. C. They met Martha while in high school. The three expressed a mutual interest in music and singing and decided to form a singing group.

After finishing high school the girls worked in clubs and theatres in the Baltimore-Washington area. During an engagement at the Howard Theater in Washington they were spotted by Smokey McAllister. McAllister was extremely impressed with the group and immediately made arrangements to handle them. He also contacted Gene Redd, an indie producer for Dimension Records. Gene helped the Jewels find material and prepare a demo record, which he submitted to the label.

## ALBUM PLANS

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

### ATLANTIC-ATCO

New dealer costs, effective immediately, are \$2.10 for \$3.98 LP's, \$2.63 for \$4.98 LP's, and \$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 each two catalog records. No termination date announced.

### DECCA-CORAL

Incentive plan on LP catalog. Contact local Decca branches and distributors for details. Expires: Nov. 6.

### DEUTSCHE GRAMMOPHON-ARCHIVE

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

### DOOTO

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

### FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-5-get-1-free basis. Also, other LP's at additional 12 1/2% 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 Imperial salesman for special terms.

### LONDON

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

### NASHBORO

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

### ORIGINAL SOUND

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

### PHILIPS

"A Stake In The Future": 10% discount on pop LP's, 20% discount on classical product. Expires: 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 distributor discount on Smash-Fontana LP catalog. Expires: Dec. 31.

### 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.

## Distributors Get Beatle Gold



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





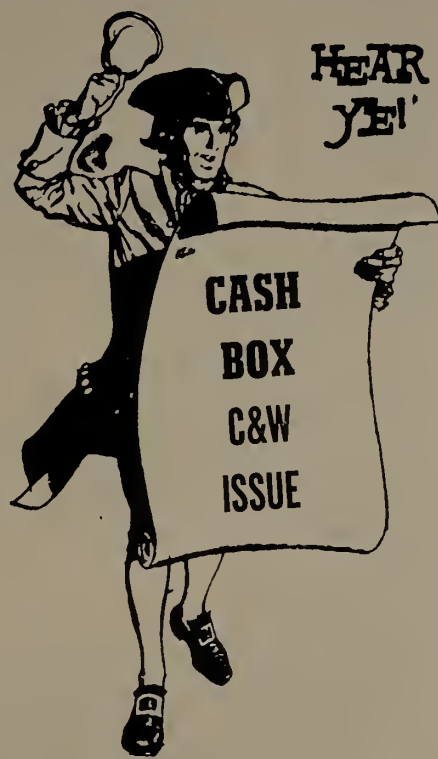
# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	2	26	34
I DON'T CARE (Central Song—BMI) Buck Owens (Capitol 5240)		HE CALLED ME BABY (Central Songs—BMI) Patsy Cline (Decca 31671)	
2	1	27	22
I GUESS I'M CRAZY (Mallory—BMI) Jim Reeves (RCA Victor 8383)		SAM HILL (Central Songs—BMI) Claude King (Columbia 43083)	
3	3	28	41
CHUG-A-LUG (Tree—BMI) Roger Miller (Smash 1926)		GO CAT GO (Acuff-Rose—BMI) Norma Jean (RCA Victor 8433)	
4	5	29	24
DON'T BE ANGRY (Acuff-Rose—BMI) Stonewall Jackson (Columbia 43076)		FT. WORTH, DALLAS OR HOUSTON (Acuff-Rose—BMI) George Hamilton IV (RCA Victor 8392)	
5	9	30	39
ONCE A DAY (Moss Rose—BMI) Connie Smith (RCA Victor 8416)		CROSS THE BRAZOS AT WAGO (Painted Desert—BMI) Billy Walker (Columbia 43120)	
6	7	31	28
GIVE ME 40 ACRES (TO TURN THIS RIG AROUND) (Starday—BMI) Willis Brothers (Starday 681)		TAKE MY RING OFF YOUR FINGER (Cedarwood—BMI) Carl Smith (Columbia 43033)	
7	4	32	25
DERN YA (Tree—BMI) Ruby Wright RIC 12664)		ME (Acclaim & Samos Island—BMI) Bill Anderson (Decca 31630)	
8	12	33	27
THE RACE IS ON (Glad/Acclaim—BMI) George Jones (United Artists 751)		CHET ATKINS MAKE ME A STAR (Parody—BMI) Don Bowman (RCA Victor 8389)	
9	11	34	31
FINALLY (Cedarwood—BMI) Kitty Wells & Webb Pierce (Decca 31663)		TEARS AND ROSES (Dovilena—BMI) George Morgan (Columbia 43089)	
10	6	35	29
MR. & MRS. USED TO BE (Sure Fire—BMI) Ernest Tubbs & Loretta Lynn (Decca 31643)		I LOVE TO DANCE WITH ANNIE (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1265)	
11	14	36	—
MAD (Newkeys—BMI) Dave Dudley (Mercury 72308)		DON'T LET HER KNOW (Central Songs—BMI) Buck Owens (Capitol 5240)	
12	8	37	30
DANG ME (Tree—BMI) Roger Miller (Smash 1881)		LET ME GET CLOSE TO YOU (Screen Gems—BMI) Skeeter Davis (RCA Victor 8397)	
13	10	38	47
PLEASE TALK TO MY HEART (Glad—BMI) Ray Price (Columbia 43086)		I'M GONNA TIE ONE ON TONIGHT (Sure Fire—BMI) Wilburn Brothers (Decca 31674)	
14	23	39	44
MY FRIEND ON THE RIGHT (Tree—BMI) Faron Young (Mercury 72313)		LOVE LOOKS GOOD ON YOU (Forrest Hills—BMI) David Houston (Epic 9720)	
15	16	40	37
IN THE MIDDLE OF A MEMORY (4 Star—BMI) Carl Belew (RCA Victor 8406)		PASSWORD (Kitty Wells—BMI) Kitty Wells (Decca 31622)	
16	13	41	—
THE COWBOY IN THE CONTINENTAL SUIT (Marizona—BMI) Marty Robbins (Columbia 43049)		THE LUMBERJACK (English—BMI) Hal Willis (Sims 207)	
17	19	42	43
JUST BETWEEN THE TWO OF US (Yonah—BMI) Merle Haggard & Bonnie Owens (Tally 181)		EVERYTHING'S OK ON THE L.B.J. (Western Hill—BMI) Lawton Williams (RCA Victor 8407)	
18	26	43	33
FORBIDDEN STREET (Troy—BMI) Carl Butler & Pearl (Columbia 43102)		SECOND FIDDLE (Starday—BMI) Jean Shepard (Capitol 5169)	
19	15	44	46
BALLAD OF IRA HAYES (E. B. Mork—BMI) Johnny Cash (Columbia 43053)		SUE MAE SAN (Peer Int'l—BMI) Jimmy C. Newman (Decca 31677)	
20	17	45	—
I DON'T LOVE YOU ANYMORE (Moss Rose—BMI) Charlie Lovin (Capitol 5136)		STOP ME (Kitty Wells—BMI) Bill Phillips (Decca 31648)	
21	36	46	40
I'LL GO DOWN SWINGING (Moss Rose—BMI) Porter Wagner (RCA Victor 8432)		HOW THE OTHER HALF LIVES (Jol—BMI) Johnny & Jonie Mosby (Columbia 43100)	
22	18	47	48
PLEASE BE MY LOVE (Glad—BMI) George Jones & Melba Montgomery (United Artists 732)		MOTHER-IN-LAW (Peach—Sesoc) Jim Nesbitt (Chart 1100)	
23	32	48	—
WHEN IT'S OVER (4 Star—BMI) Carl Smith (Columbia 431240)		LONELY GIRL (Cedarwood—BMI) Carl Smith (Columbia 43124)	
24	20	49	35
HERE COMES MY BABY (Tree—BMI) Dottie West (RCA Victor 8374)		THE NESTER (Tree—BMI) Lefty Frizzell (Columbia 43051)	
25	21	50	42
BAD NEWS (Acuff-Rose—BMI) Johnny Cash (Columbia 43053)		MEMORY #1 (Cedarwood—BMI) Webb Pierce (Decca 31617)	



# TOP COUNTRY ALBUMS

1	THE BEST OF JIM REEVES (RCA Victor LPM/LSP 2890)	1	16	DOWN HOME Melba Montgomery (United Artists UAL 3369/UAS 6369)	13
2	THE BEST OF BUCK OWENS (Capitol T 2105/ST 2105)	2	17	GOLDEN COUNTRY HITS Hank Thompson (Capitol T 2089)	14
3	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens (Capitol T 2135/ST 2135)	4	18	WEBB PIERCE STORY (Decca DXB 181/DXSB 7181)	22
4	LOVE LIFE Ray Price (Columbia CL 2189/CS 8989)	5	19	COUNTRY MUSIC TIME Kitty Wells (Decca DL 4554/DL 74554)	26
5	MOONLIGHT AND ROSES Jim Reeves (RCA Victor LPM/LSP 2854)	3	20	COUNTRY DANCE FAVORITES Faron Young (Mercury MG 20931/SR 60931)	28
6	TRAVELLIN' WITH DAVE DUDLEY (Mercury MG 20896/SR 8989)	7	21	BLUE AND LONESOME George Jones (Mercury 20906)	18
7	GEORGE JONES SINGS LIKE DICKENS (United Artists UAL 3364/UAS 6364)	10	22	BEFORE I'M OVER YOU Loretta Lynn (Decca DL 4541/DL 74541)	15
8	THANKS A LOT Ernest Tubbs (Decca DL 4514/DL 74514)	12	23	SONGS OF TRAGEDY Hank Snow (RCA Victor LPM/LSP 2901)	25
9	R.F.D. Marty Robbins Columbia CL 22220/CS 9020)	6	24	SLIPPIN' AROUND George Morgan (Columbia CL 2197/CS 8997)	20
10	I WALK THE LINE Johnny Cash (Columbia CL 2190/CS 8990)	8	25	BY REQUEST Ferlin Husky (Capitol T 2101/ST 2101)	21
11	MORE HANK SNOW SOUVENIRS (RCA Victor LPM/LSP 2812)	17	26	OUR MAN IN TROUBLE (Don Bowman (RCA Victor LPM/LSP 2831)	27
12	DANG ME Roger Miller (Smash MPS 27049/FRS 67049)	9	27	RING OF FIRE Johnny Cash (Columbia CL 2953/CS 8853)	23
13	HAPPY TO BE UNHAPPY Roy Clark (Capitol T 2031/ST 2031)	16	28	WORLD OF A COUNTRY BOY Johnny Sea (Philips PHM 200 1391/PHS 600 139)	30
14	IN PERSON Porter Wagoner (RCA Victor LPM/LSP 2840)	11	29	BITTER TEARS Johnny Cash (Columbia CL 2248/CS 9048)	—
15	THERE STANDS THE GLASS Carl Smith (Columbia CL 2173/CS 8973)	19	30	GUITAR COUNTRY Chet Atkins (RCA Victor LPM/LSP 2783)	29



WATCH FOR ANNUAL CASH BOX C&W ISSUE

NOVEMBER 2, 1964

CONTAINING NEW & BETTER FEATURES TO HELP YOU SELL MORE PRODUCT

ADVERTISING DEADLINE OCT. 28, 1964





# COUNTRY ROUND UP



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

After a brief summer lay-off, KBER-San Antonio recently returned to the San Antonio Municipal Auditorium 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

who is currently clicking in both the pop and country departments with "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



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 southwest. 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 during this time.

Connie Smith, the new Victor lark

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 writing on station letterheads to the diskery at 4 Center St., Harrington, 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 appear 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 Montgomery on Nov. 4, Nashville on Nov. 6 and Atlanta on Nov. 10. Hank Williams, Jr., who recorded the soundtrack for the flick is expected to do many of the tunes including those used in the picture. Bill Hudson, who is coordinating the premiere showings, announced advance tickets are on sale in all three cities, and response indicates a sell-out at each location.

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

Sonny James back from a whirlwind tour of east Tennessee, Maryland, 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-operation 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 station letterheads to Hubert Long, Moss-Rose Publications, 806 16th Ave. South, Nashville, Tenn.

## THE CASH BOX BULLSEYE

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-beat 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 platters that have that dual-mart hit look. See Pop Reviews.

WAYNE COCHRAN (King 5950)

(B+) MR. LONELY (2:45) [Boblo BMI—Cochran] Wayne Cochran could very well do Top 50 business 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, Massey] Pee Wee King and his band should attract a host of spinners with this fast-moving western-styled reading of the popular TV theme song. Plenty of potential here.

(B) TENNESSEE WALTZ (2:10) [Acuff-Rose BMI—King, Stewart] 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 GAME (1:45) Johnny Cash BMI—D. & H. Reid] The Statler Bros. can create a sales stir with this lively, high-powered, rhythmic ditty which concerns itself with the tribulations of carrying on a romance.

(B+) I STILL MISS SOMEONE (2:28) [Johnny Cash BMI—Cash] On this lid the crew offers a sweet 'n' sour tearjerker which boasts a mid-deck recitation and an impressive south-of-the-border flavor.

JIMMY STRICKLAND (Arlingwood 8608)

(B) GONNA BUY ME RECORD THAT CRIES (2:36) [Buna BMI—Cook, Smith, Atkins] Jimmy Strickland unleashes his potent, wide-range vocal talents full-blast on this emotion-packed, chorus-backed tale of woe. A nice showing.

(B) I CARE NO MORE (2:47) [Bob Willis BMI—Ashlock] More fine country sounds. This one's a tender, real slow-moving tradition-oriented weeper.

### ANOTHER SMASH! MOTHER-IN-LAW

BY

JIM NESBITT

CHART 1100

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P. O. Box 294

Oceanside, Calif.

Central Songs, Hollywood, Calif.



# Cash Box



OCTOBER 24, 1964



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 general 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.



## **Cash Box**

is proud to announce that  
beginning next week this  
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every week by

# **CBS INTERNATIONAL**



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



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





# GREAT BRITAIN

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 consummate plans for setting up foreign distribution on their own Tamla, Motown label. 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 licensees. Motown artists continue to make an impact in this country and EMI hosted a party for The Supremes, currently 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 their 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 unanimously declared their intention to resist the abolition of resale price maintenance. 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 the phonographic industry.

Morris Levy, president of Roulette Records with a & r team Hugo and Luigi in London to record new group, The Hullabalooos. Their first disk "I'm Gonna Love 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 the label was expanding its European activities and seeking British masters for world wide release. They have signed a new group, The Stylos whose first disk, "Head Over Heels" will be issued on October 30. Mike Sloman has been appointed European Liaison Officer for the label. Skaff was jubilant about the return of P. J. Proby to the fold. Originally a Liberty artist, Proby's disks including his current charter "Together" have been released here on Decca but all future Proby recordings will be issued by Liberty. Another member of the Liberty family, Jerry Thomas, international sales director, arrived in London for a short stay before making a tour of the continent calling on all Liberty licensees.

George Pincus back in town visiting Ambassador Music headed by his son, Lee. Together they toured the continent and in Italy acquired the country's current No. 1 hit "A More Scusami" by John Foster. Retitled in English "My Love, Forgive Me," the number has been recorded in the States by Robert Goulet on Dot and covers for the British market are being lined up. The Pincus Organization's interest in the Italian scene is further evidenced by their acquisition of several other John Foster recordings including "Ed Ora Insegnami" and "Whisky Notte." They also have Rita Pavone's Italian hit "Remember Me" issued here on RCA and her next single "Wait For Me." Pincus Sr. returned to the United States with several British and continental copyrights.

Having reached the coveted No. 2 slot in the Cash Box Top 100 with "Do Wah Diddy Diddy," Manfred Mann are unable to consolidate their American disk success with a personal visit owing to heavy commitments in this country. Manager Ken Pitt, just back from the States hopes to arrange a trip for them in the near future. An offer of an Ed Sullivan Tv'er has had to be refused but ex-BBC producer Jack Good has taped the group for his "Shindig" show to be seen by American audiences. Their album "The Five Faces of Manfred Mann" (HMV) is now issued in the States on United Artists who have tagged the album after their hit single "Do Wah Diddy Diddy Manfred Mann." The group's follow-up "Sha La La" on HMV has simultaneous release in the States on U.A.

Having climbed to the top of the ladder of fame and fortune as artists Manfred Mann have now got their feet firmly on the rung of independent production. The five-man team have set up Manfred Discs and will act in an a & r capacity discovering and recording talent. Discovery No. 1 an r & b group, the Mark Leeman Five, currently making a great impact in dance halls will make their disk debut early next week.

Manager Robert Stigwood just back from a two-week visit to New York finalizing arrangements for the first American tour for protege Simon Scott, whose debut disk is issued in the States on Liberty. The top side "What Kind Of Woman" was the flip side over here.

Erroll Garner currently playing twelve concert dates in Britain will headline "Sunday Night At The London Palladium" Tv'er October 18. After the tour ends on November 1 Garner is booked for concert dates in Paris, Holland and Scandinavia. During his British tour he will tele-record an hour long show for BBC-2 to be screened October 22.

With "Tobacco Road" behind them The Nashville Teens follow up with another John D. Loudermilk composition "Google Eye" cut by ace indie producer Mickie Most. The group who hit the transatlantic jackpot with their first disk are booked for a five-day promotional visit to the states on December 19. They will appear on Murray the K's Christmas Show in New York for ten days commencing December 24 which will be followed by a three-week tour of America's major cities.

Quickies: The Ronettes headlined "Sunday Night At The London Palladium" last week-end. . . Sandie Shaw's Pye single "There's Always Something There To Remind Me" issued in the States on Reprise. . . "The Wedding" topping Britain's Best Selling Sheet Music Lists for K.P.M. Music. . . Tony Jackson's first single since breaking away from The Searchers "Bye Bye Baby" (Pye) issued in America on Kapp. . . Pye Records American representative, Irving Chezlar, in London on one of his frequent visits. . . Bob Schwartz, president of Laurie Records in town for talks with E.M.I.



## Comets To Newcastle

NEWCASTLE, ENGLAND—Bill Haley (2nd from left) is shown relaxing with friends and associates immediately 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 emcee for the package show, Jolly Joyce, Haley's booking agent, and saxman Rudy Pompelli. Haley is skedded to return to England this coming Spring as a result of the success of the current tour.



# TOP 100 LABELS

Amy	86	Kapp	65, 70
ABC-Paramount	14, 63	Kent	93
Ara	99	Laurie	30
Argo	81	Liberty	25
Ascot	1	London	16, 50, 69
Atlantic	31	Mala	23
Aura	96	Mercury	11, 42, 47, 68, 92
Autumn	94	MGM	24, 46, 76, 89
Back Beat	20	Monument	4
Capitol	12, 32, 34, 49, 64, 73	Muscor	18, 85
Chess	52, 78	Motown	7, 22
Columbia	54, 56, 57, 71	Okeh	37
Constellation	66	Parrot	44
DCP	36	Philips	33, 43
Decca	48, 62	RCA Victor	2, 21, 27, 59, 67, 95, 97
Dimension	87	Red Bid	13, 29, 53, 61
Dot	91	Reprise	19, 35, 38, 88
Duke	51	Rosemar	26
Epic	28	Scepter	84
Fame	90	Smash	6, 82
Gordy	5, 55	Stax	74
Hi	60	Swan	80
Hickory	17, 72	Tamla	45, 58, 83, 98
Imperial	39, 40, 100	United Artists	15, 75
Interphon	9	Veejay	10
Josie	3	V.I.P.	77
		Volt	79
		World Artist	8
		Wand	41

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 also be a handy order for distributors, racks, dealers and one-stops ordering disks by labels.

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	
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	The Wedding—Julie Rogers (Mercury) K.P.M.
5	4	7	Rag Doll—The Four Seasons (Philips) Ardmore & Beechwood
6	5	8	I Wouldn't Trade You—The Bachelors (Decca) Lebill
7	12	3	*I'm Crying—The Animals (Columbia) Ivy
8	14	2	When You Walk In The Room—The Searchers (Pye) Metric
9	8	4	Together—P. J. Proby (Decca) Campbell Connelly
10	7	15	I Won't Forget You—Jim Reeves (RCA) Burlington
11	16	3	*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 & Beechwood
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

- 1 A Hard Day's Night—The Beatles (Parlophone)
- 2 Moonlight And Roses — Jim Reeves (RCA)
- 3 The Rolling Stones—The Rolling Stones (Decca)
- 4 The Five Faces Of Manfred Mann—Manfred Mann (H.M.V.)
- 5 The Bachelors And 16 Great Songs—The Bachelors (Decca)
- 6 Wonderful Life — Cliff Richard (Columbia)
- 7 Gentleman Jim — Jim Reeves (RCA)
- 8 West Side Story — Soundtrack (CBS)
- 9 Fame At Last — Georgie Fame (Columbia)
- 10 Camelot—Original Cast (CBS)

## Top Ten EP's

- 1 Five By Five—The Rolling Stones (Decca)
- 2 Long Tall Sally — The Beatles (Parlophone)
- 3 Wonderful Life — Cliff Richard (Columbia)
- 4 The Rolling Stones—The Rolling Stones (Decca)
- 5 Dusty—Dusty Springfield (Philips)
- 6 From The Heart — Jim Reeves (RCA)
- 7 Peter Paul & Mary—Peter Paul & Mary (Warner Bros.)
- 8 Welcome To My World — Jim Reeves (RCA)
- 9 It's Over—Roy Orbison (London)
- 10 All My Loving — The Beatles (Parlophone)

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# SCANDINAVIA



# FRANCE

## DENMARK:

Per Nyström of Svenska Manu-Music in Stockholm in Copenhagen to establish 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, Copenhagen NV. The records will be distributed by Fællesekspektionen, the distributor 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"/"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.

Czestk Grammofonpladeforlag has ten new LP's with classical music on the Czechish 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.

## 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 Norway. 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 Feet) has been listed as a Norwegian copyright, 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:

Publisher 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 already 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."

Carol and Kettl, 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, head of Svenska Manu, just back from Copenhagen, where he is opening a Danish Manu office within a short time.

Lew Futterman, manager of Brother Jack McDuff, in town talking business with Simon Brehm at Karusell Grammofon AB. . . . Felix Stahl not yet back in town from his business trip to the Continent, he was hit by the flu 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 songs, will finally hit the world market, Lennart Reuterskiöld of publishing house Reuter & Reuter AB told Cash Box. Since more than a year ago, B. Austin from London (who knows the Swedish language perfectly after four years at a Swedish University) has been working with the translation into English, and a short time ago, some of the songs were recorded in English by William Clauson. While in London, Reuterskiöld was promised all official help and assistance by Gunnar Hägglöf, Sweden's Ambassador in Great Britain, when it is time for the introduction of this country's national poet at the world market. The Bellman songs will also be presented at the American market.

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

- \*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
- Farmer John (Antti Einiö & The Islanders/Scandia) No publisher
- Suspicion (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB

\*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.

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 recorded by Georges Brassens. The first edition was sold out in several months. 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 Victor 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 Barrière, 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 Lesley 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 6 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 Cinquetti. Another radio company, Europe No. 1, announces performances at the Olympia by The Rolling Stones, Brenda Lee on Nov. 30 and the Beach Boys on 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 "Les Indiens" (Tutti).

Mick Michey, 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.

## Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	13	I Won't Forget You (Jim Reeves/RCA Victor)	Palace Music/Stig Anderson
2	2	3	I Should Have Known Better (The Beatles/Odeon)	Edition Lyche
3	6	4	*Papa'n til Tove-Mette (Rolf Just Nilsen-Birgit Ström/Nor-Disc)	
4	3	11	A Hard Day's Night (The Beatles/Parlophone)	Edition Lyche
5	5	6	Such A Night (Elvis Presley/RCA Victor)	Reuter & Reuter AB
6	4	29	I Love You Because (Jim Reeves/RCA Victor)	Reuter & Reuter AB
7	8	6	Trettiofyran (This Ol' House) (Per Myrberg/Metronome)	Norsk Musikforlag A/S
8	10	3	Store fötter (Stora fötter) (The Dizzy Tunes/Troll)	Jörg-Fr. Ellertsen A/S
9	7	7	Do Wah Diddy Diddy (Manfred Mann/HMV)	Belinda (Scandinavia) AB
10	—	1	I Guess I'm Crazy (Jim Reeves/RCA Victor)	No publisher

## Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	5	3	Have I The Right (The Honeycombs/Pye)	No publisher
2	2	10	A Hard Day's Night (The Beatles/Parlophone)	Sonora Musikförlags AB
3	4	17	I Love You Because (Jim Reeves/RCA Victor)	Reuter & Reuter AB
4	1	7	Do Wah Diddy Diddy (Manfred Mann/HMV)	Belinda (Scandinavia) AB
5	—	1	Oh, Pretty Woman (Roy Orbison/London)	Reuter & Reuter AB
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
8	7	12	Jag måste ge mej av (Gotta Travel On) (Towa Carson/RCA Victor)	Reuter & Reuter AB
9	6	13	Mule Skinner Blues (The Streaplers/Columbia)	Southern Music AB
10	9	2	Around And Around (The Rolling Stones/Decca)	No publisher

\*Local copyright

## Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	11	A Hard Day's Night (The Beatles/Parlophone)	Multitone A/S
2	2	10	On The Beach (Cliff Richard/Columbia)	Dacapo Musikforlag
3	4	6	It's All Over Now (The Rolling Stones/Decca)	Morks Musikforlag
4	3	9	Hello Dolly (Louis Armstrong/Kapp)	Imudico A/S
5	5	6	Such A Night (Elvis Presley/RCA Victor)	Morks Musikforlag
6	6	3	Do Wah Diddy Diddy (Manfred Mann/HMV)	Belinda (Scandinavia) AB
7	9	12	Ain't She Sweet (The Beatles/Polydor)	Bens Music/Stig Anderson
8	7	6	The House Of The Rising Sun (The Animals/Columbia)	Imudico A/S
9	10	2	Shakin' All Over (The Swinging Blue Jeans/HMV)	Sweden Music/Stig Anderson
10	8	12	Shimmy Shimmy (The Weedons/Sonet)	No publisher





# JAPAN

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., transistor radio, tape-recorder and other electric products are showing favorable sales.

Crown Records is opening the Japanese popular songs "Crown Stars Parades" at Fukuoka City on Oct. 31, for the first anniversary of its foundation, where the stars will be Hiroshi Moriya, Teruhiko Saigo, Katsue Takaishi, Takashi Takagi, Taro Yamada and other Top stars of the company.

Nippon Victor decided which Christmas records are to be released on Oct. 20: Festival of Christmas Carols (12" stereo LP) Robert Shaw-Christmas Songs (12" stereo LP) and Golden Christmas Party (12" stereo LP, by Blue Coats Orch., including "White Christmas," "Blue Christmas" and others), "Hot Rod Christmas Dance Party" (stereo single by The Space Men), "Jingle Bells" (mono single by Tokyo Choir Chorus Group), "Rudolph, The Red-Nosed Reindeer" (mono single by Satoko Koga and Victor Children Chorus Group) and other singles.

Columbia Records is releasing 7" LP's for children on Nov. 5, which are "Jingle Bells" (by Yako Inoue) b/w "Santa's Coming To Town" (by Jun Mitaka) and "Rudolph, The Red-Nosed Reindeer" (by Sadako Kuwana) b/w "Holy Night" (by Yoshiko Mari).

Nippon Gramophon started representation of the MGM label on Oct. 1, as MGM's contract with Nippon Columbia terminated at the end of Sept. the first release to be on Nov. 1 with thirty-three various 12" stereo LP's, which are expected to add much to the Nippon Gramophon popular songs force, including Connie Francis collection of movie themes, Sam Taylor's favorite numbers, David Rose's "spectacle screen mood," Hank William's "The Very Best," and others while the first local pressing are scheduled to be on Feb. 20.

Bob Crosby and the Bobcats with the following members—Moe Schneider, Lon McGarity, Johnny Best, Yank Lawson, Eddie Miller, Matty Matlock, Ray Leatherwood, Nick Fatool, Al Pellegrini, Freda Payne—arrived here on Oct. 1, promoted by Tatsu Nagashima's Kyodo Krikaku Productions, for about three weeks performances in Japan and Okinawa.

Nippon Victor is releasing as a special issue of The Artist of Month for December, "Now's The Time" "St. Thomas," "I Remember Clifford" with Sonny Rollins Quintet. Also, this company will release a Screen Hits Series as the year end sale on Nov. 20, such as The First Collection of Cowboy Movies (including "The Call of the Far Away Hills," etc. by the Gim Daren Orch.) and The Second Collection (including "Oh My Darlin' Clementine"), The Collection of Musical Movies (including "South Pacific," etc.) The Collection of Academy Winners (including "Moon River," etc.), The Collection of War Movies (including "The Longest Day," etc.), The First Collection of Love Screens (including "Fascination"), and The Second Collection (including "April In Love") and two other collections from Italian Movies.

Kenji Kitahara and Mariko Kujo, Nippon Columbia's singers are visiting Okinawa for performances at Grand Theatre in Naha City Oct. 17 and 18, invited by Radio Okinawa.

## Japan's Best Sellers

### INTERNATIONAL

This Week	Last Week	Title	Label
1	1	A Hard Day's Night—Beatles (Odeon) Sub-Publisher/Toshiba	
2	2	Non Ho L'eta—Giliola Cinquetti (Seven Seas); Michiyo Azusa (King) Sub-Publisher/Suiseisha	
3	4	Kissin' Cousin—Elvis Presley (RCA) Sub-Publisher/Aberbach Tokyo	
4	3	Una Lacrima Sul Viso—Bobby Solo (Seven Seas)	
5	5	The Big Build Up—Bert Kaempfert (Porydor); Izumi Yukimura (Victor); Cool Cats (Columbia); Chiyoshi Tomimatsu (Toshiba) Sub-Publisher/Shinko	
6	8	Futarino Hoshio Sagasoyo—Paul And Paula (Philips); Yasuo Tanabe (Victor) Sub-Publisher/Victor	
7	9	My Boy Lollipop—Millie Small (Smash); Mie Nakao (Victor) Sub-Publisher/Aberbach Tokyo	
8	6	Please Mr. Postman—Beatles (Odeon) Sub-Publisher/Taiyo	
9	7	From Russia With Love—Kenny Ball (Pye); Village Stompers (Epic); Mat Monroe (Liberty) Sub-Publisher/Taiyo	
10	—	I Don't Want To Be Hurt Anymore—Nat King Cole (Capitol); Frank Nagai (Victor) Sub-Publisher/Shinko	

### JAPAN'S BEST SELLERS

This Week	Last Week	Title	Label
1	1	Tokyo Olympic Ondo—Haruo Minami (Teichiku)	
2	2	Shiwasenara Teo Tatako—Kyu Sakamoto (Toshiba)	
3	3	Koio Surunara—Yukio Hashi (Victor)	
4	4	Tokyo Blues—Sachiko Nishida (Polydor)	
5	5	Orewa Omaeni Yowainda—Yujiro Ishihara (Teichiku)	
6	6	Aito Shio Mitsumete—Kazuko Aoyama (Columbia)	
7	8	Ozashiki Kouta—Mahina Stars & Kazuko Matsuo (Victor)	
8	7	Futarino Hoshio Sagasoyo—Yasuo Tanabe (Victor)	
9	9	Koino Yamatesen—Akira Kobayashi (Columbia)	
10	10	Hoshizorano Aitsu—Teruhiko Saigo (Crown)	

### LP BEST SELLERS

This Week	Last Week	Title	Label
1	1	The Beatles—The Beatles (Odeon)	
2	2	Belafonte At Greek Theater Concert No. 2—Harry Belafonte (RCA)	
3	4	Kissin' Cousin—Elvis Presley (RCA)	
4	3	The Beatles No. 2—The Beatles (Odeon)	
5	5	Surfin With The Astronauts—Astronauts (RCA)	

## France's Best Sellers

### TOP TEN EP'S

1	Que C'est Triste Venise (Charles Aznavour) Barclay—French music
2	Le Penitencier (Johnny Hallyday) Philips—Ray Ventura
3	Les Garçons Pleurent (Richard Anthony) Columbia—Salvet
4	Ma Vie (Alain Barrière) RCA Victor—Tutti
5	House of Rising Sun (The Animals) Columbia
6	Zorro Est Arrivé (Henri Salvador) Rigolo—Pigalle
7	J'y Pense Et Puis J'oublie (Claude François) Philips
8	Carol (Rolling Stones) Decca
9	Hard Day's Night (Beatles) CBS—Tutti
10	Il Pleut Dans Ma Maison (Danyel Gérard) Disc AZ—Jacques Plante



# MEXICO

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 representatives in México through the DUSA company.

Miguel Aceves Mejia, 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. Here, he will organize a new band and perform again in a theater, on TV and night clubs. RCA is also interested in recording "dengue" rhythms with him.

Mexican composer Agustin Lara returned 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. García 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.

It was informed that Emilio Pericoli and Caterina Valente will debut very soon again in the Mexican capitol.

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 Elean 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.

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 Vendemmia 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 Navarone," "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 Maintenant" and "La Gallina" (The Chicken).

Several new recordings were released by Orfeon Records. Among them are "Sixteen Tons" and "Waitin' For The Evening Train" with Los Dominic, "Con Luna Nueva" (With New Moon) and "En El Verano" (Yesterday's Gone) with Los Hermanos Carrión, 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, the themes "A Tiempo De Surf" (Surf Time) and "Serenata" (Serenade).

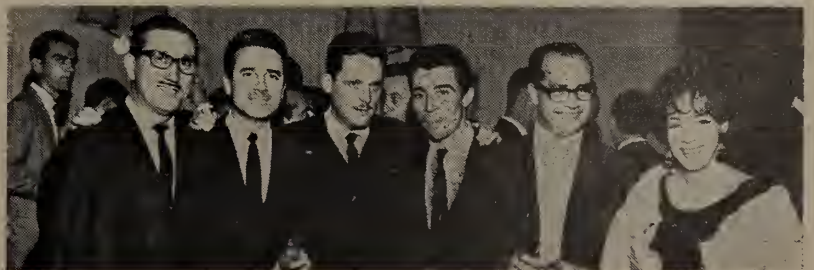
Daniel Riobobos, the Argentinian singer who is recording for Musart Records, released the songs "Vete De Mi" (Go Away From Me) and "Ciudad Solitaria" (Lonely City) with the Jorge Ortega orchestra. Daniel is considered one of the best singers in México but not popular as he deserves to be.

It is probable that The Blue Diamonds, who are performing in México, will do some recording for the Philips label, singing in Spanish.

## Mexico's Best Sellers

1	Como Te Extraño Mi Amor—Leo Dan (CBS)—(Mumusa)
2	Tu Seras Mi Babi—Les Surfs (Gamma)
3	Tijuana—The Persuaders (Gamma)—Pablo Beltrán Ruiz (RCA)—Carlos Campos (Musart)—Los Xochimilcas (Peerless)—Los Blue Boys (Musart)—(Grever)
4	Polvo—Sonia López (CBS)—Javier Solís (CBS) Pepe Jara (RCA)—Olga Guillot (Musart)
5	Invierno Triste—Connie Francis (MGM)
6	Entrega Total—Javier Solís (CBS)—Alvaro Zermeño (Orfeon)—Flor Silvestre (Musart)—(Mumusa)
7	El Esqueleto—Miguel Angel (Musart)
8	El Orangutan—Sonora Santanera (CBS)—Chico Novarro (RCA)—Paco Cañedo (Peerless)
9	Perdoname Mi Vida—Alberto Vázquez (Musart)—Lucho Gatica (Musart)—Héctor Cabrera (Velvet)—(Pham)
10	Sabor A Nada—Los Locos del Ritmo (Orfeon)—Angélica María (Musart)—Los Galantes (Orfeon)—Lucho Gatica (Musart)—(Brambila)

## 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.





# ITALY

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 another 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 having a strong reaction on the Spanish market where the contest was televised 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 Classical Music." The new series, continuing the policy of all our leading record companies, for the promotion of the classical production, will be sold at the price of lir. 1980 for each album (about \$3.20). According to the promotional plan of Dischi Ricordi for the promotion of the new series, buyers of ten different albums are entitled to two free long-playings.

Alfredo Rossi, owner of the pubbery Gruppo Editoriale Ariston and of the diskery 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 located at Piazzetta Pattari 1/2. We had the occasion to receive the most recent news concerning the Ariston's activities: Audrey, the French songstress produced in France by Henry Salvador and here by Ariston Records, has received at Salsomaggiore Terme by a journalist jury the award of "The Golden Juke Box" along with another artist of the Ariston firm, Don Marino Barreto Jr. whose award was received thanks to his performance of the Aznavour song, "La Mamma", recorded under the Ariston label.

According to the news received by Ariston, two of the artists will take part in the next Festival Of San Remo 1965: Audrey, and Don Miko. Don Miko is the young singer who revealed himself recently at Venice, taking part 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' Dopo 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 perform at the recently held Napoli Festival, where he presented his composition entitled "Napoli C'est 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).

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 published 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 released 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 tour in Japan, "A Casa D'Irene," a song penned by Maresca/Pagano and published by the Neapolitan pubbery "Bideri" b/w an Italian version of an American hit, "Ma Dai." The disk of Nico Fidenco has immediately 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 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 successful summer season thanks to his recording of "La Notte E' Fatta Per Amare."

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Published by
1	1	19	*In Ginocchio Da Te: Gianni Morandi RCA Italiana Published by RCA Italiana
2	2	17	Il Problema Piu' Importante (If You Gonna Make A Fool of Somebody): Adriano Celentano Clan Published by Sidet
3	4	3	*Non Aspetto Nessuno: Little Tony Durium published by Durium
4	7	2	*La Mia Festa/Il Mio Mondo: Richard Anthony/EMI Italiana published by Ricordi Ariston
5	5	19	*Amore Scusami: John Foster Phonocolor published by Leonardi
6	—	1	*Una Rotonda Sul Mare: Fred Bongusto RiFi published by Ariston
7	4	11	*Ti Ringrazio Perche': Michele/RCA published by RCA Italiana
8	6	6	*Eravamo Amici: Dino/RCA published by RCA Italiana
9	8	11	Quelli Che Hanno Un Cuor (Anyone Who Had A Heart): Petula Clark/Saar published by Aberbach
10	—	1	*Tu Si 'Na Cosa Grande: Domenico Modugno/Fonit, Ornella Vanoni/Ricordi published by Curci

\*Denotes Original Italian Tunes

### ITALY (Cont'd)

Also presented along with the new records of the Autumn season is the new disk of Giancarlo Guardabassi, which contains the song he presented recently at the Napoli festival: the song is entitled "Sulamente 'A Mia" and it's published by RCA Italiana. As it's known Giancarlo Guardabassi is the new discovery of the lyric writer and record producer Franco Migliacci, who presented him for the first time to the Italian public through the "Cantagiuro 1964."

The last record of the RCA list of the new production brings once again to us the name of the little "Queen" Rita Pavone: On the release of this disk cooperated an exceptional producer, Ed Sullivan: The new disk of Rita contains 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 strongly 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 Sullivan show.

Some news about Dischi CBS: George Greif, manager of New Christy Minstrels, came to Italy to deal the participation of the well known USA group to the next Festival of San Remo. He signed an agreement with the well known impresario Clive Sharp who will represent the group in Europe.

The New Christy Minstrels in Europe will be called only "The Minstrels." They will have a meeting with The Beatles and two Ricordi Artists, Wilma Goich, and the million sellers Bobby Solo, since it seems that the Minstrels will have as partners on the San Remo stage for the next contest, both Wilma Goich and Bobby Solo.

The top Carisch artist Peppino Di Capri, just returned from his singing tour in Australia where he had a strong success, and where his records are obtaining strong reaction on that market, has now recorded for the Winter record promotional campaign a famous Neapolitan evergreen "Chiove," a classic of the Neapolitan and Italian Light Music, penned by Bovio/Nardella. 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 we note that the best selling records of this moment are all, excluding Richard Anthony with "La Mia Festa"/"Il Mio Mondo," disks produced for the summer season. But some of these are reaching the stage of the success only now and suddenly: perhaps this is only the normal reaction to the deep slump which afflicted our record market in the past months; in any case the most outstanding example of this phenomenon is given by the Durium artist Little Tony, whose recording "Non Aspetto Nessuno" presented at the "Cantagiuro 1964" at the beginning of the summer, now suddenly is listed at third place in sales in our country.

## Brazil's Top Five Compacts

This Week	Last Week	Published by
1	1	Adorable—Rita Pavone/RCA Victor
2	4	Calhambeque—Roberto Carlos/CBS
3	—	Twist And Shout—The Beatles/Odeon
4	5	'S Young—Ray Conniff/CBS
5	2	Quer Me Casar Contigo—Roberto Carlos/CBS

## 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, Giuseppe and Luigi.

To honor the 500 figure, a cocktail party was recently held in Venice at the Hotel Excelsior, with many Italian and international music men attending.

The 500th musical soundtrack is from a significant production. It is "Deserto Rosso," winner of the International Venice Film Festival. It stars Monica Vitti and Richard Harris and was directed by Michelangelo Antonioni.

As the principal film music producer, 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 Giovanni Fusco.

## A Busy Swiss Host

SWITZERLAND—Hans Oestreicher Jr. of Turicaphon A.G. in Switzerland has been receiving a number of overseas visitors. From Mexico, where he now lives, came Billy Toffel, one time member of the 'Original Teddies.' Still active in the record business and currently on a tour of Europe, he visited Turicaphon A.G. in Riedikon where in 1940 he made his first recordings "El Rancho Grande" and "Stop, It's Wonderful," both of which were released on the Elite Special label.

Another visitor was producer Werner Tautz, whose most recent release under Elite Special is "Heinz Kiessling's Coloured Strings," soon to be released in Canada and negotiations are under way with Japanese manufacturers. Composer, conductor Heinz Kiessling is at present staying in England and will visit Japan.

Oestreicher also received the famous Hungarian composer Paul von Gyongy.





# BRAZIL

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 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.

At the same time, CBS do Brasil hosted a cocktail-party for the official launching 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 manager in São Paulo, presented the well liked music man with a golden medal, for the celebration of Sylvio'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 Italian artists. Already in the production phase a new LP by Gigliola Cinquetti, 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 that label.

From Fermata do Brasil, Juvenal Fernandes, who is heading the office during President Lebendiger's absence, we have the following news: as predicted, this publisher has on hand one of the most successful numbers of recent times—"Diz Que Fui Por Ai", by Zé Keti—which was recently recorded once more, this time by Chantecler's exclusive artist Maurici Moura, adding another good interpretation of the hit composition of the year to the long list. From the Fermata diskery, it is Elisabeth Guerrieri who comes up with the latest news: it is about two new releases on the "compact" line of the company. The first one titled "Préto E Branco", featuring a "samba" with the same name by Chuvisco cut by the international artist, Swing. The other one with the sound-track of the film "Luta Nos Pampas," with the well-known local stars Alberto Ruschel, Rosário Garcia and Luiz Picchi, which will soon be released in São Paulo. It's first film entirely shot in Rio Grande do Sul. The numbers are composed by maestro Gabriel Migliore, the same author of the soundtrack of the internationally famous film "O Pagador De Promessas." The main theme of the new film is the song by Rosário Garcia, titled "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 Pra Lá" now on the number one position on the charts, with numerous requests for personal appearances and also TV shows, both in São 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 Gilberto'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 Jorge, of the international department, is still very pleased with Millie Small's high riding hit of "My Boy Lollipop," which is currently being compared to the successes of Rita Pavone.

More news about the growing organization of the Clube Do Clan (Clan Club): this promising club counts at present in São Paulo with radio programs 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: Meire 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 launch soon, through Chantecler, his recording of "Meu Broto Só Pensa Em Estudiar," 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 Montevideo. Tony Campello cutting a new album with current hits, for Odeon. The duo "The Vikings" is the new discovery, under contract now with Chantecler. The guitarist Gato, considered one of the best in the country in the teen rhythms, is again a part of the excellent instrumental group, The Jet Black's, which comes back to the recording world with the usual high quality for which it is known in this country.

## Brazil's Best Sellers

This Week	Last Week	Title	Artist
1	2	Deixa Isso Pra Lá	Jair Rodrigues/Philips
2	4	Cin-Cin	Richard Anthony/Odeon
3	1	Datemi Un Martello	(Fermata) Rita Pavone/RCA Victor
4	3	Una Lacrima Sul Viso	(Notas Mágicas) Bobby Solo/Chantecler
5	6	Scrivi	(Edições RCA) Rita Pavone/RCA Victor
6	5	Separação	(Edições RCA) Claudio de Barros/RCA Victor
7	7	Juramentos De Amor	(Edições RCA) José Lopes/Chantecler
8	8	Que Queres Tu De Mim	(Mundo Musical) Altemar Dutra/Odeon
9	10	Viva Las Vegas	(Fermata) Elvis Presley/RCA Victor
10	12	Surfín' Bird	The Trashmen/Odeon
11	11	E Proibido Fumar	Roberto Carlos/CBS
12	—	O Mio Signore	(Fermata) Edoardo Vianello/RCA Victor
13	—	Obsessão	Sérgio Odilon/CBS
14	—	Macacafofo	(Fermata) The Blobs/Fermata
15	14	Amigo, Palavra Fácil	Nelson Gonçalves/RCA Victor

## Brazil's Top Five LP's

This Week	Last Week	Title	Artist
1	1	Meus 18 Anos	Rita Pavone/RCA Victor
2	2	O Fino Da Bossa	Several Brazilian Artists/RCA Victor
3	3	The Beatles Again	The Beatles/Odeon
4	5	'S Young	Ray Conniff/CBS
5	4	E Proibido Fumar	Roberto Carlos/CBS



# AUSTRALIA

The pattern of moves in the distribution field throughout Australia over the past twelve months or so could be interpreted as "the end being in sight for independent distributors." E.M.I. has always had its own distribution 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 Queensland and Western Australia; Australian Record Company uses independents 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 using independent distributors in most States. The general feeling is that a record company's products "get lost in the shuffle" with indie distributors who handle 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 that the swing away from the independent distribution method is too strong to be ignored. Most record companies are faced with their worst distribution problems in the States of Queensland and Western Australia which are the two largest States in the Commonwealth—yet these two States, for all their area, carry comparatively small populations. Better than half of the total population of Australia is located in the States of Victoria and New South Wales—it is therefore only natural that most record labels concentrate their company-owned distribution efforts on these two States. But the markets outside 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" States. Perth, the capital city of Western Australia, carries a population of around 400,000 and in the country areas of Western Australia there are several important provincial centres with strong potential markets. But since Western Australia is the largest State in Australia with a total area of close to 980,000 square miles, distribution is a hefty problem due to the great distances to be covered. This is probably the one reason keeping record companies out of the company-owned field. Brisbane is the capital city of Queensland and has a population well over the half million mark and the east coast of Queensland boasts many cities with populations well in excess of the 20,000 mark—some running to better than 50,000—but again due to the size of Queensland (670,000 square miles) these important centres are spread over tremendous distances. For instance, Cairns with a population of around 50,000 is more than 1,000 miles from Brisbane. One can immediately see the distributor hazards in a State such as Queensland but it wouldn't surprise Cash Box any to see record companies beginning to set up their own distributorship in Queensland as the next move in the "silent war" against the indie distributors.

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 Parlophone 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

- 1 Pretty Woman (Roy Orbison—London) Acuff-Rose
- 2 Have I The Right (The Honeycombs—Astor) Reg Connelly Music
- 3 I Should Have Known Better (The Beatles—Parlophone) Leeds Music
- 4 A Million Drums (Tony Shevton—W&G) T. M. Music
- 5 William Tell Overture (Sounds Inc.—Columbia) Leeds Music
- 6 Do Wah Diddy Diddy (Manfred Mann—HMV) Belinda Music
- 7 Such A Night (Elvis Presley—RCA) Chappell & Co.
- 8 Bread And Butter (The Newbeats—Hickory) Acuff-Rose
- 9 A Hard Day's Night (The Beatles—Parlophone) Leeds Music
- 10 Where Did Our Love Go (The Supremes—Stateside) Belinda Music

## 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 distributors attended a cocktail party attended by radio station managers, deejays and publishers.

Major emphasis was placed on the launching of Dot Records nationally. Distributors were given a preview of a vast number of future releases from the catalog 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 (Victoria), Bob Georgeson (South Australia), Frederick C. Marks (Festival's executive director), David Waters (Queensland), Ron Chatto (Festival Director), John Ungerer (Queensland), Herb Roberts (Tasmania), and Brian Smith (Western Australia).





# ARGENTINA

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, have 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 has been commented widely in the daily press.

Luis Calvo of Sicamericana reports about the recently started campaign in behalf of kiddie records belonging to the Organito label, handled by his company. These records are now sold at the same time at newsstands and record stores at 100 pesos (70¢), considerably less than regular prices. The movement, according to Calvo's report, has brought new force to this line and interesting sales marks. The label has also put considerable promotional force on this movement and expects even better results in short time.

Visiting Buenos Aires on these days are Los Cuatro Hermanos Silva, Chilean group currently living in Mexico. The Silvas are performing on Channel 9 and other spots, and will probably stay in town for some days more, returning afterwards to Mexico. Their records are released in Argentina by RCA.

CBS is working on the promotion of the "Ritmo Indoamericano," created by its recently inked artist El Indio Gasparino, whose first recording is "Volvere Volvere" and "Ana Maria Peñaloza." Gasparino has been inked by "Sabados Continuos" (Channel 9) for a series of appearances that will allow him to increase promotion of this rhythm. Other releases are EP's by George Maharis, a strong artist in this country, local teen singer Larry, folk star Jorge Cafrune and instrumental group The Village Stompers.

Mr. Richard Seligsohn, founder of the Argentine Talking Machine Company (now Industrias Electricas y Musicales Odeon, EMI's rep in Argentina) and its first manager, has been visited by Philip Brodie, the label's current manager, on his 90th birthday, receiving a gold medal celebrating this date. The occasion was good for a little chat between both about the progress of the company, which celebrates this year its 45th anniversary, and Seligsohn was very pleased to hear about the development of Odeon in the last years.

Ricardo Mejia of RM infos that he plans to widen the line offered by his company, adding two lines of classical music. One will be low priced while the other one will feature de-luxe editions at regular LP prices (about 700 pesos, that is, \$5). Mejia is inking arrangements with record producers of other countries for exchange of tapes and release of his product internationally.

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.

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 Convention, 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 "Himno 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 stock of printed music of this tune has vanished, because of the many children buying copies for singing it at school that day.

Romiglio Giacompil of Smart Music is jetting this week to Brazil, to visit his pubbery's branch in that country. Smart is expecting to get several tunes 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 Week	Last Week	Title	Label
1	1	*Vestida De Novia (Korn) Palito Ortega	RCA
2	4	*Santander De Batunga (Melograf) La Charanga del Caribe	CBS
3	2	*Esto (Melograf) Leo Dan	CBS
4	5	*Changuito Cañero (Korn) Palito Ortega	RCA
5	3	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)	
6	6	Inolvidable (Edami) Tito Rodriguez	United Artists
7	8	Adios Adios Corazon (Korn) Cuarteto Imperial	CBS
8	7	Por Favor Frank Ifield (Ariel)	
9	11	Cumbia Sobre El Mar Cuarteto Imperial (CBS); Níko Estrada (Odeon)	
10	9	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)	
11	16	Colorado (Sprint) Violeta Rivas (RCA); Elsa Quarta (Philips); Orlando (Music Hall)	
12	—	*Te Llevare (Korn) Beto Fernan	Music Hall
13	12	*Mi Tia (Korn) Chico Novarro	Phillips
14	17	Sometimes On Friday (Korn) Claude Gordon	Warner Bros
15	13	*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)	
16	—	*Oscuridad (Korn) Palito Ortega	RCA
17	—	*Buen Dia Mama (Korn) Los Caucanos	Music Hall
18	—	*Mi Barquita Johnny Tedesco	RCA
19	10	*Santiago Querido (Melograf) Leo Dan (CBS); Gasparin, Los de Salta (Philips)	
20	—	All My Loving The Beatles	Odeon Pops
20	20	*Collar De Caracolas Julio Molina Cabral	Music Hall

\*Local



# GERMANY

Radio plays have always been a key factor in the success of record sales in any country and Germany is no exception. Key D.J.'s must still be wooed in order to get them to push new singles releases as it is a proven and logical fact that no one buys a record that he or she hasn't heard. A major problem in Germany is the fact that the state owned radio stations, which number 10 in the whole country of over 60 million people, do not have any concentrated push on pop material. Radio stations in Saarbrücken, Munich, Hamburg, Stuttgart, Berlin, and Frankfurt have a listener's hit parade show which runs once a week and draws thousands of requests, but we repeat, the shows are once a week!

Many stations such as Baden-Baden, Bremen, Cologne, etc. do not even have this feature. Although pop tunes are played every day, there are no shows which really push the pops. In most cases, it is also hard to get every radio station to play a record. Since the stations are not dependent on sponsors and live from a 50 cents per family monthly payment for every household in their area that owns a radio, the programming personnel pick the records to be played by deciding if the songs are good for the public and not if the songs will become hits or not. Therefore, it takes longer generally for a hit to develop and the life of a hit is much longer than in the U.S. or England where concentrated plays wear out the public's interest. The major exception to this rule is Radio Luxembourg. The station's German department has 14 hours of programming daily and the entire programming is made up of pop or semi-pop and folk music. The 12 disk jockeys working at the station all have their own private library and are given a free hand in the selection of music played on their programs. The top D.J. there for many years is Camillo Felgin, who has been known to make many a hit in this country. His shows include a Saturday listeners hit parade where he picks 10 new releases and offers them to the public for choice along with 10 tunes which are now in the station's listeners hit parade and a Sunday show where shops and dealers are called all over the country and report their best sellers per telephone and a top 8 best seller list is then accumulated and played before the program ends. By the way, Camillo uses the Cash Box top 100 exclusively as his source of U.S. hit parade listings. Another important source of hit plays is the so called commercial department of each radio station in Germany. This station department sells spots during its limited daily programs and broadcasts the spot announcements between his records. Usually no D.J. is on hand to announce the hits but an announcer tells which artists and songs have been presented in the 30 minute segment. It's tough to get plays in Germany, but a top radio hit usually turns into a top seller here and can bring in plenty of sales in this third largest market in the world.

Rudy Schroeder of Will Meisel Music reports that the firm is going great with its Monopol Records, which are distributed by CBS here. New releases include sides by Susi Doree and a new standard single of two waltzes composed by Will Meisel.

Electrola Records reports that "I Should Have Known Better" by The Beatles has passed "A Hard Day's Night" as its best selling record at present. The tune which did well in England by a different group has become a smash single hit here. The single was never released in the U.S.A. Six of Electrola's top 15 best selling singles are by The Beatles.

Hans Gerig reports that his publishing house is busy pushing "Hey, Baron Munchhausen" from Conny which looks like hitsville here.

Polydor's Bobby Schmidt, A&R man is busy pushing his new production with Brenda Lee which is taking off. The German waxing is getting top air play and promotion. Bobby also has a new smash with Norway's teenager Weneke Myhre.

August Seith of Seith and Chappell Music reports that U.S. hits like "My Boy Lollipop", "Sweet William", "Everybody Loves Somebody", "Such A Night", "California Sun", "I Only Want To Be With You" and many others are getting strong German cover records and are going great guns in English here. He's 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 Week	Last Week	Weeks On Charts	Title
1	1	6	*Das Kommt Vom Rudern, Das Kommt Vom Segeln (That Comes From Rowing, That Comes From Sailing)—Peter Lauch and the Regenpfeifer—Golden 12/Metronome-Transatlantic Music/Karthal/Beierlein
2	2	6	*Sein Bestes Pferd (His Best Horse)—Martin Lauer—Polydor-Hans Gerig Music
3	3	6	*Wenn Du Mal Allein Bist (When You Are Alone)—Manfred Schnelldorfer—Decca—Karl Heinz Busse Music
4	4	4	*Ein Boy Ist Ein Boy (A Boy Is A Boy)—Renate & Werner Leismann—Ariola—Ralf Arnie Music
5	5	4	*Oh My Sweetheart Rosmarie—Jurgen Herbst—CBS—Melodie Der Welt/Michel
6	6	7	*Bravo Bambina—Rex Gildo—Electrola—Hans Gerig Music
7	7	2	*Hokuspokus—Rex Gildo & Gitte—Electrola—Hans Gerig Music
8	8	4	*Aus Jedem Land Ein Souvenir (From Every Land, A Souvenir)—Vico Tordini—Decca—Ralf Arnie Music
9	9	2	*Okay, Ich Geh (Ok, I'll Go)—Suzanne Doucet—Metronome
10	10	2	*Keep Smiling—Drafi Deutscher—Decca—Nero/Hammerling/Meisel

\*Original Germany Copyright

### ARGENTINA (Continued)

tropical music field the news is "El Guere Guere," recorded originally by The Teen Agers in Colombia and now by the Cuarteto Imperial (CBS).

News from Fermata: Juan Ramon has recorded, coupled with "Como Mama," the Beatles' hit "All My Loving," sung in Spanish, for Disc Jockey Los Buhos (CBS) are waxing "Ask Me Why," while Sandro has cut "Niñito." The Teen Agers (local artists) will appear with "Please Please Me." These waxings are part of the promotional work in behalf of the English group's tunes, started 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 Bovea y Sus Vallenatos, Pacho Galan, Combo Maravilla and Cantos Vallenatos. Since tropical music has a nice market in this country nowadays, Morris expects very much from this catalog.

Mario Kaminsky of Microfon is proud with the release of "Concorde," one of the first Prestige albums handled by his company. The LP has been cut in the States by the Modern Jazz Quartet, and is an interesting addition to the jazz catalog in Argentina. Microfon will continue with these outings, and there are several other items on desk.





# HOLLAND



# CANADA

Bovema's HMV-label launched Manfred Mann's new single hit "Sha-La-La," considered to be a strong followup for "Do Wah Diddy Diddy," still riding high on the Dutch pop charts.

Capitol-Holland will add several new albums to next week's release list. Among 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 Name Of Love." Further strong new items are The Beach Boys' "When I Grow Up" and Nancy Wilson's "I Wanna Be With You."

Bovema's Stateside label has high hopes for Little Richard's "Goodnight Irene."

Gerard Heystee presented an attractive MMO-demonstration on TV, which caused many favorable reactions at Gramophonehouse's MMO-dept.

Leo Boudewijns of Phonogram drew Cash Box's attention to a highly important classical recording, released early October by Philips' Phonographic Industries: the "Six Sonatas for Violin and Harpsichord" by J. S. Bach, a culmination-point of all Baroque Sonata.

Performers are the Italian harpsichord-player Miss Egida Giordani Sartori, and famous Belgian violinist Arthur Grumiaux. The two LP's are packed in a splendid box; added are the complete scores of the Sonatas, a free service.

Chansons by Edison-winner Georges Brassens (much to his regret unable to come to Amsterdam to receive his award) are still in such demand that label-manager Otto Vriezenberg of Phonogram released five Brassens-singles on the Philips label under the title "Succès de France." Among them are all-time Brassens-favorites like "Brave Margot," "J'ai Rendez-vous Avec Vous," "Les Amoureux Des Bancs Publics" and "La Complainte Des Filles De Jolie."

When staying in Copenhagen, summer 1963 (where the Mercury-album "Sassy Swings The Tivoli" was recorded), Sarah Vaughan made the acquaintance of choir- and orchestra-leader Robert Farnon. "Farnon," Quincy Jones remarked, "wrote arrangements for Sarah as if he intended to marry her!" The album, entitled "Sarah With Voices," pleased her so much that the day after the recording she gave a champagne-party for choir and orchestra members and other friends (Mercury).

Recent American hits, released by Phonogram: "Chug-a-Lug" by Roger Miller (Philips), "So Long Dearie" by Louis Armstrong (Philips), "Little Honda" by The Hondells (Mercury), "Invisible Tears" by Ned Miller (Philips) and "I Love The Way You Love" by Millie (Fontana).

The Dave Brubeck Quartet appeared in concert on Friday, Oct. 9th. They were welcomed by CBS sales manager Hemmy J. S. Wapperom and Cash Box' Paul Acket. C.B.S. Gramofonplaten rush-released Brubeck's latest LP "Jazz Impressions Of Japan," which also was presented to the Dutch press.

Marika Kilius and Hans Jürgen Bäumlér arrived at Amsterdam's Central Station, on October 7. They are the leading performers of the Vienna Ice Revue, which took off at Amsterdam's Apollo Hall, the same night. During the 4 week stand, CBS' promo dept. shall operate on a large scale by means of special window-displays; records of both artists will be played over the p.a.-system of the Apollo Hall all day long.

CBS recently released two further records of Barbra Streisand. Dutch Press is paying much attention to the Barbra Streisand-sound, according to Hemmy J. S. Wapperom.

VARA TV will show CBS Musical-shorts of Tony Bennett, Dave Brubeck, Duke Ellington, Bruno Walter, Mitch Miller, Andre Previn, Isaac Stern and Igor Stravinsky during this season.

Clive Sharp, head of the European management of The New Christy Minstrels visited Holland and has been discussing TV and Concert performances by this wonderful group in Holland, with CBS' Hemmy J. S. Wapperom.

Basart acquired the rights of the Draft Deutscher song "Es War Einmal." A local recording is in preparation. Another German hit song, "Wir Können Uns Nur Briefe Schreiben" (Greetje Kauffeld on Electrola) will be brought out by Basart. We are confident this will shortly be appearing in the Dutch charts. Mills Holland (Basart) reports a heavy action around the song "Just So Bobby Can See" (Schwimmen Lernt Man Im See). Two local recordings were already arranged: one by Sisi on Philips and one by The Selvera's on the Artone label. Gert Timmerman, topper of the Telefunken label, came out with the best-seller "Der Bunte Hochzeitswagen" (Basart), with the Dutch title "De Bonte Boerenwagen," written by Ger Rensen. This song will be introduced by Gert Timmerman on the yearly "Grand Gala Du Disque."

The rights of the American hit song "Clinging Vine" are with Basart and they expect much of this title in the Dutch territory. The German song, dedicated to a Dutch girl "Antje," (Basart) was recorded by Gert Timmerman on the Telefunken label.

## Holland's Best Sellers

This Week	Last Week	Title	Artist	Label
1	—	Pretty Woman	Roy Orbison/London	(Acuff-Rose/Brussels)
2	3	I Should Have Known Better	Beatles/Parlophone	(Basart/Amsterdam)
3	2	It's All Over Now	Rolling Stones/Decca	(Leeds Holland Basart/Amsterdam)
4	5	Have I The Right	Honeycombs/Pye	(Basart/Amsterdam)
5	6	Liebeskummer Lohnt Sich Nicht	(Siv Malmkvist/Metronome)	(Anagon/Heemstede)
6	1	A Hard Day's Night	Beatles/Parlophone	(Leeds Holland Basart/Amsterdam)
7	8	I Won't Forget You	Jim Reeves/RCA	(Altona/Amsterdam)
8	7	On The Beach	Cliff Richard/Columbia	(Basart/Amsterdam)
9	—	Quand Les Roses	Adamo/Pathé	(Anagon/Heemstede)
10	4	Do Wah Diddy Diddy	Manfred Mann/HMV	(Belinda/Amsterdam)

## CB's Murphy Upped To Outlet's MD

MONTREAL—John Murphy, Canadian rep for Cash Box, has been named music director at Montreal's radio station CKGM. He replaces Dave Grief, who has been moved over to the station's sales dept. Murphy will continue to host the outlet's 2:30 to 6 pm spot.

## The Best in Benelux . . . . Bens

Former Canadian record man Liam Mullan has landed himself a plum by way of a record-biz position in the U.K. He, reportedly, will act as road manager for The Beatles on their forthcoming tour of the British Isles.

Harold Winslow at quality reports good dealer reaction to the new dot economy line, Hamilton Records. The line features many of the top drawer attractions from the parent firm complete in four color packaging, at a suggested list price (mono) of \$1.98 per unit. We agree with Harold that this development offers dealers a real sales shot in the arm.

New LP product out of quality that is attracting a good deal of consumer attention includes a new set by Johnny Tillotson on MGM, "The Tillotson Touch" and a new Mercury outing by The Platters, "10th Anniversary Album." It hardly seems like ten years since the great vocal group first appeared on the show-biz scene. Bill Smithers of Quality's Montreal branch has made the station rounds with the new LP teaming up Betty Everett and Jerry Butler, "Delicious Together" on Veejay appears certain to do top ten chart business. Another hot set currently for Bill and Clyde at Quality in Montreal is the Dionne Warwick set, on Barry in Canada. It is getting heavy air exposure from all broadcast formats. Liberace is due for a Montreal P.A. (10/26) at the Place Des Artes, and will move on to Ottawa's capital theatre the following night. Clyde McGregor figures to do considerable business for the Dot artists many and varied LP's as a result of the two city stand.

New music director at Montreal's CKGM is John Murphy. John takes over responsibility for all musical programming on the Montreal pop outlet and will also be in charge of the production of the station's weekly hit chart.

Whitey Haines, the BMI Canada man, is very excited over a new Sims release by well known Toronto musician-composer, Johnny Cowell. The single is a first class instrumental pairing entitled, "Winds Of Chance" and "The Eternal Flame." Whitey feels that "Winds" is the "A" side at this writing but also believes the flip, inspired by the thought conceived by Mrs. Jacqueline Kennedy in keeping the eternal flame burning on the late President Kennedy's grave, could develop into a much-played item.

Don O'Neil, program director at CHEX in Peterborough, informs CB of a revamped program policy and personality lineup at the Ontario station. Newcomer Terry Perks now holds down the 6:30 to 8:00 pm seg on the outlet, and according to P. D. O'Neil, Terry is the boy to contact with regard to pop sounds in Peterborough. The remainder of the DJ lineup is pretty much as before, with the programming accent now on "Good Music." Del Creary handles the early morning run to 10 a.m., Vern Rombough to 1 p.m., "Sunshine" Sean Eyre with C&W sounds to 2 p.m. and the veteran John Gilbert hosting the 2:30 to 6:00 pm air stanza, completes the on-air picture at CHEX.

Another relocation on the broadcast scene has vet Chuck Camroux moving from CHSJ, Saint John, N. B. to CFCO in Chatham, Ontario.

Deejay Dave Boxer at Montreal's CFCF has reportedly cut a record at this writing no further details on the session are available. It has been reported in trade circles that the disc is to be distributed by quality records.

CKY-Winnipeg personalities played host to lovely Gale Garnett when the songstress was in their city for a club date recently. They were instrumental in the thrush meeting Mayor Stephen Juba of the mid west metropolis, who in turn presented Miss Garnett with an honorary citizenship in the city of Winnipeg. Needless to say, the 'Ky Good Guys played "We'll Sing In The Sunshine" like the top ten chart item it is, during Gale's Winnipeg visit.

Bill Smithers squired the lovely Lucille Starr around Montreal during a recent stopover by the lark between Canadian engagements. She is currently clicking with "Jolie Jacqueline" on Barry from Quality. Her newest release—soon out—could well make it three in a row for the Canadian born star.

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## WHICH COMES FIRST?

In the wake of convention activities, it is more apparent that the men behind the local and national 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.

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. However, 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 thousands 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 complaints are few. This is to be expected of the caliber 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 being held and will be carried out between now and the months ahead. Let one man in each association stand up, who has not stood before. Let one 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 then will we continue to reap the harvest of plans as set down by our present leaders. Only then will we show by deed our appreciation for the people who 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.

## Music, Amusement, Vending & Record Displays Spark Most Exciting Show

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 music, amusement and vending machines as well as records and service 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 stories) which both informed and stirred enthusiasm from listeners who crowded into the meeting room. Record programming sessions scheduled 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.

## MOA Panel Sessions Features Talk On Diversification And Mortgages



MONY's president Al Denver addresses the assembled MOA on the subject of chattel mortgages.

CHICAGO—The first big meeting at the MOA Convention, on Diversification, was actually the kick-off of the already well attended conclave. Harry Snodgrass, president of Border-Sunshine 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 Manufacturing Corp.; Mort Secore, sales director of Chicago Dynamic Indus-

tries; and John Trucano, head of Black Hills Novelty Co. in Deadwood, South Dakota.

Mort Secore opened the Diversification 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, "Loans and bonuses to locations will not prove to be a proper way of acquiring locations in the vending business."

## Pierce Elected 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.

Following are the new MOA officers: John Wallace, Sec.; Jim Tolisano, Tres.; Ted Nichols, Sgt. at Arms; and the following vice presidents: 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.

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 gradually. 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 percentages.

"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., delivered a stirring keynote address here last week Thursday pointing up with considerable eloquence the areas where music and game operators suffer needlessly because of poor public relations and lack of proper commercial endeavor. He stressed the need for more state and local operator organizations all over the country.

Laverne called for greater cooperation on all levels of the industry everywhere and suggested a "chamber of commerce approach" to organizational problems. He urged operators 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.

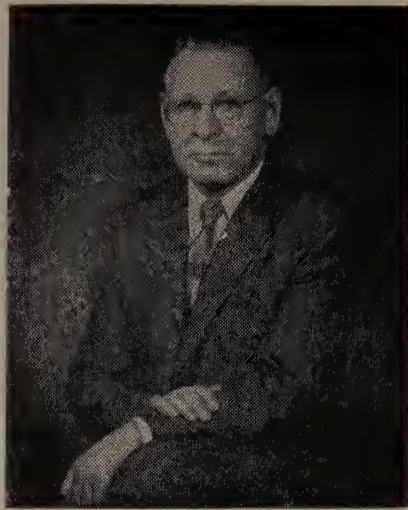
Denver explained that despite some problems from time to time the contract practically in most cases alleviates the operator's headaches with problem location owner.

The chattel mortgage, he added, guarantees greater security. In other words, it is an "iron-clad" protector. In the future, Denver said, the chattel will be known as a security agreement.



# Rock-Ola Mfg. Co. & Distrib Network Launch 'Princess Royal' 100-Selection Phonograph

■ New Model 501 100-Selection Wallbox Also Available



DAVID C. ROCKOLA

CHICAGO—David C. Rockola, president and chief executive officer of Rock-Ola Manufacturing Corporation, chatted "off the cuff" recently about the Chicago based factory's tremendous strides in the automatic phonograph business over the past several years in the coin machine markets throughout the world. Simultaneously, he pridefully announced the gala introduction, coincidental to the Music Operators of America Convention (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 distributors join together for a coordinated campaign to launch a new phonograph. In this case the 'Princess Royal'.

"The excitement of this gala introduction should easily surpass any previous new model release because of the music operators' anticipation and urgent requests for a new 'Princess'.

"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-

graphs. Plus, of course, the fine, established teamwork of the factory and distributors. With this in mind, we can certainly expect the sales results in 1965 to be the greatest and most profitable in Rock-Ola's history!"

Edward G. Doris, executive vice president, and his sales staff spearheaded a factory-distributor sales campaign early this month, blanketing every region throughout the United States and Canada to indoctrinate distributors and their personnel, preparing them for the pending sales campaign featuring the 'Grand Prix' and 'Princess Royal' phonos.

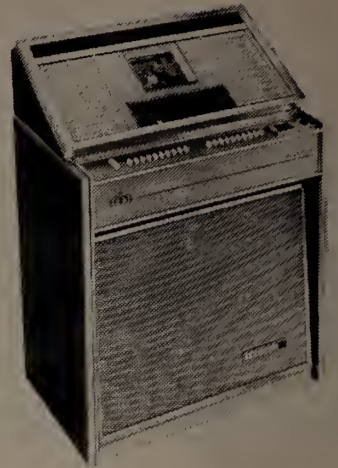
Doris set the pace for the 'Princess Royal' campaign by spelling out the prime features the phonograph offers to music operators everywhere. He stressed, initially, the striking beauty and compactness in the cabinetry, the full dimensional sound offering "almost unbelievable clarity," and the many options guaranteed to please most locations.

'Princess Royal' plays 100 selections of 33½ or 45 rpm 7 inch record albums and singles, in stereo or monaural (mechanically intermixed). Also available in the 'Princess Royal' package is the 100 selection 'Phonette' (model 501) wallbox, which mounts anywhere, permits programming of LP's or singles (33½ or 45 rpm records), and reproduces full dimension sound. Model 500 'Phonette' plays 160 selections.

A feature in 'Princess Royal' phonograph 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.

There is a "common" receiver system 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 popular Rock-Ola feature, according to Edward G. Doris, is the sealed, tamper-proof automatic money-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 conveniently placed "window." The counter also operates with the Rock-Ola 'Phonette' wallbox.



ROCK-OLA PRINCESS ROYAL

The exclusive Rock-Ola "Mech-O-Matic" Intermix is an automatic, mechanical record changer, which intermixes 7 inch LP albums, 33½ and 45 rpm, and stereo-monaural records in any sequence. There are, surprisingly, no wires, and no micro-switches; nor are there any electronic aids for changing motor speeds or spindle sizes. This, according to Doris, is a revolutionary advancement.

The all-new "Transistorized Amplifier" reportedly saves the operator money on tube replacements. And, also simplifies the servicing of the phonograph. The elimination of excessive heat saves wear on other component parts in the mechanism of the machine. It is also a noise suppressor—automatically eliminating surface noises. Circuit protector bulbs 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 showings of the new 'Princess Royal' phono and 'Phonette' wallbox in their respective territories to coincide with the factory's sales campaign.



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**YOUR GREATEST PROFIT OPPORTUNITY for 1964**

**—DELUXE 6-POCKET and BUMPER POOL®—  
The Dependable Tables!**

See Your Distributor or Write.

Complete Selection Parts and Accessories.

**VALLEY SALES CO.**

333 Morton St. Bay City, Michigan

## GUNS & RIFLES

Bally Sharp Shooter . . . . . \$195	Keeney Sportsman \$150
Bally Spook . . . . . 250	Keeney Air Raider 150
Bally Bull's Eye . . . . . 195	Keeney Two Gun Fun . . . . . 250
Bally Gun Smoke . . . . . 195	Mid. Del Shoot'g Gallery . . . . . 225
Bally Moon Raider . . . . . 195	Mid. Shooting Gallery . . . . . 195
C. C. Ray Gun . . . . . 275	Mid. Bazoooka . . . . . 195
C. C. Long Range Gun . . . . . 425	Pistol Pete . . . . . 75
C. C. Pony Express . . . . . 295	Un. Bonus Gun . . . . . 195
C. C. Worlds Fair Rifle . . . . . 475	Un. Carnival . . . . . 135
C. C. Riot Gun . . . . . 445	Un. Pirate Gun . . . . . 195
C. C. Champion Rifle . . . . . 575	Muto Sky Fiter . . . . . 125
Ex. Space Gun . . . . . 95	Seeburg Bear Gun . . . . . 165
Ex. Pop Gun Circus . . . . . 225	Seeburg Coon Gun . . . . . 165
Genco Nite Fiter . . . . . 110	Wms. Crusader . . . . . 225
Genco Sky Gunner . . . . . 100	Wms. Hercules . . . . . 165
Genco Sky Rocket Rifle . . . . . 195	Wms. Polar Hunt . . . . . 175
Genco Circus Gun Rifle . . . . . 195	Wms. Safari Gun . . . . . 275
	Wms. Space Glider . . . . . 250
	Wms. Titan Gun . . . . . 185
	Wms. Vanguard . . . . . 185

## ARCADE EQUIPMENT

Arizona Gun . . . . . \$295	Metal Typer, Stand'rd . . . . . \$225
Auto Photo #9 . . . . . 695	Metal Typer, Harvard . . . . . 195
Bally Fon Phone . . . . . 125	Midway Skee Fun . . . . . 150
Bally Golf Champ . . . . . 150	Muto Flip Type Movies Fl. M. . . . . 175
Bally All Star . . . . . 125	Panorams, Cap. . . . . 275
Cap. Midget Movies . . . . . 110	Southland Speedway . . . . . 375
C. C. Basketball Champ . . . . . 125	Wms. Sidewalk Engineer . . . . . 110
C. C. Pro-Basketball . . . . . 295	Wms. Peppy . . . . . 195
C. C. Pro Hockey . . . . . 275	Wms. Crane . . . . . 125
Genco Grandma . . . . . 195	Wms. Road Racer . . . . . 225
Jet Pilot . . . . . 175	
Maclevey Foot Vibrator . . . . . 135	

## CLEVELAND COIN INTERNATIONAL

2029 Prospect Cable-CLECOIN, Cleveland, O.  
Phone: TOWER 1-6715

## RECONDITIONED SPECIALS GUARANTEED

AMI "STEREO" CONTINENTAL 1-200 (Radar Screen)

COMPLETELY UP-DATED, WITH NEW GENUINE FACTORY PARTS!

33 1/3 and 45 R.P.M. . . . . **\$495**

### UNITED BOWLERS

AS IS . . . COMPLETE

DIXIE . . . . .	\$335
FALCON . . . . .	375
SAVOY . . . . .	395
TIP-TOP . . . . .	425
CLASSIC . . . . .	465

### ROWE VENDORS

L-1010A, Ice . . . . .	\$1195
L-1000 . . . . .	595
147 ALL PURPOSE . . . . .	695
137 HOT FOOD . . . . .	295
77 CANDY . . . . .	195
20-700 CIG. . . . .	225
86 CIG., 14 Col. . . . .	145
04 CANDY, 8 Col. . . . .	125
145 SANDWICH . . . . .	150

Write for complete 1965 Catalog of Phonographs, Vending and Games.



Established 1934



## ATLAS MUSIC COMPANY

Cable: ATMUSIC—Chicago

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

## R. F. Jones Acquires Steelmade, Inc. Manufacturers Of Can Vending Equipment

SAN FRANCISCO—R. F. Jones announced last week that he has purchased 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 operated as an independent company.

Jones advised that the purchase of Steelmade was motivated by his belief 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.

Jones stated that Carl J. Lawson, associated with the R. F. Jones Co.

will assume new duties as vice president and sales manager of Steelmade. His responsibilities will include the establishment of sales and distributor organizations to market Steelmade equipment. The company presently sells the bulk of its output on a contract basis to other vending machine manufacturers. The Steelmade vendors will be exhibited at booth 848 of the National Automatic Merchandising Convention in Chicago, Oct. 17-20, at McCormick Place.

## Samuel Kitt, Father Of Empire's Gil Kitt, Passes Away Oct. 9th

CHICAGO—Samuel Kitt, 73, the father of Gilbert Kitt, owner of Empire Coin Machine Exchange, in this city, died after a lingering illness early Friday morning, October 9, in Baltimore, Maryland, where he resided. Funeral services were conducted in Baltimore.



# Providence Op Cites Sales Increase With Rock-Ola 'Phonette' Installation



Shown above in front of the Peter Pan Diner are owner Dick Pashian and Fred Corozza of Coin-O-Matic Distributors, the operator.

PROVIDENCE—Fred Corozza of Coin-O-Matic Distributors, veteran coin machine operator in the Providence area, announced that the recent installation of the new Rock-Ola Phonettes, eighteen in number, has been responsible for a spectacular increase in collections at the Peter Pan Diner and that there is every indication that this increase will be sustained.

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.



Pashian (left) and operator Corozza look over the selections on one of the eighteen 'Phonettes' located in the Peter Pan Diner.



The interior setup of the diner showing the 'Phonettes' lining the booths and counter.

## Twenty-Nine Ops & Servicemen Attend Bush Intl. Service Class

JACKSONVILLE—Bush Intl. held a Rowe AMI 'Tropicana' service school here October 6th and twenty-nine operator reps turned out. John Hickman, AMI Field Engineer conducted the class. Dinner was served. The buffet dinner and service school were hosted by local Bush International manager, Joe Barton.

Those present were: Robert Matthews, E. E. Pate, Gary B. Coleman, Jim Bush, Vincent Paul, Jimmie Williams, Bruce Sheppard, Dan O'Brien, Billy E. Valentine, Jr., Clark Coleman, Bill Powell, Earl Toole, Alex Erdely, Ken Johnson, Fred Houghton, Ken Sanford, Charles Graves, Al Bonney, S. S. Jeansonne, Charles L. Ray, E. A. Philly, John W. Hood, E. A. Bright, Jr. and Joe Barton.



Group picture shows the participants attending the October 6th service school on the Rowe AMI Tropicana Phonograph.



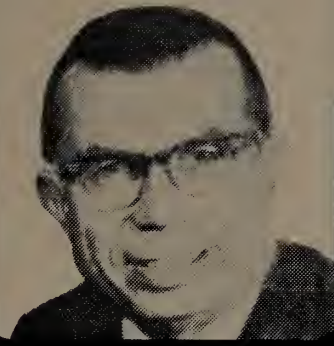
John Hickman, AMI Field Engineer, at work.



Joe Barton, manager of Bush International-Jacksonville, welcoming the group.

JOE ASH  
Active Amuse. Machines Co.  
Philadelphia, Pa.

says:



"If you want the phonograph that has everything, you'll go for Rock-Ola's Grand Prix."

ELI ROSS  
Eli Ross Distributors, Inc.  
Miami, Florida

says:



"It's almost unbelievable! The amazing design and engineering of the Rock-Ola Princess Royal and Grand Prix Phonographs!"

### FOR SALE at close out prices

#### Midway:

Target Gallery, Slugger Shooting Gallery,  
Deluxe Shooting Gallery, Rifle Gallery

#### Chicago Coin:

Comet, Rocket Shuffle, Red Pin Bowler

#### Bally:

ABC Bowler, Strike Bowler  
9 Voice-O-Graphs, 1 brand new, 8 reconditioned at \$450,—each.  
All machines reconditioned, ask for special offer.

Kommanditgesellschaft Nova Apparate GmbH. & Co.  
Hamburg 39, Semperstr. 24

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!"



JOHN WALLACE  
Allied Vending, Inc.  
Oak Hill, West Virginia

says:



"If you want easy servicing, the Princess Royal has it . . . thanks to famous Rock-Ola's simplicity of design and interchangeable parts."

### George Miller Retires From His MOA Post

MOA CONVENTION—Harry Snodgrass, outgoing board chairman of MOA, announced last Thurs. that George A. Miller, legislative and insurance 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 as he delivered a farewell address. Miller stated that unless MOA members support the present insurance program—only 490 members out of a total 840 membership are currently covered by MOA insurance—the program will surely fail.

Miller was honored by members with the title of Permanent President Emeritus and Member of the Board by acclamation.

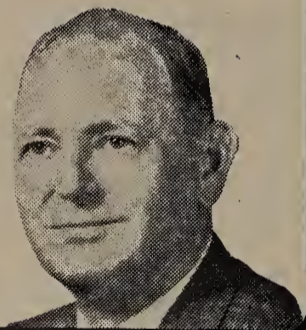
### Epic Singles Special

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" releases are: Dr. Feelgood and the Interns' "Dr. Feelgood" coupled with "Right String But The Wrong Yo-Yo;" Major Lance's "The Monkey Time" coupled with "Um, Um, Um, 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 Stompers' "Washington Square" coupled with "From Russia With Love" and The Dave Clark Five's "Glad All Over" coupled with "Bits and Pieces."

E. M. HUDSON  
Vending Machine Exchange  
Bristol, Virginia

says:



You're ALWAYS ahead with ROCK-OLA!

"Still as great as ever! The new Princess Royal Phonograph with famous Rock-Ola revolving record magazine can't be topped!"

ROBERT "BOB" NIMS  
A.M.A. Distributors, Inc.  
New Orleans, Louisiana

says:



"You'll really score in '65 with the new Rock-Ola Princess Royal Phonograph. It's got the options you need to satisfy every location."

# Roster Of Congressional Candidates 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 campaigns.

Of particular interest to all operators are the Senators and Representatives 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 ask that you bring the operators' interests to their attention and request their support as well as offer them your support in their campaigns.

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	Judiciary	Rules	Home	District
Alabama		(Carl Elliott, D.) not running	Jasper	At Large
Arizona	Senner, D.		Miami	3rd
Arkansas		James W. Trimble, D.	Berryville	3rd
California	James C. Corman, D. Don Edwards, D. Pat M. Martin, R.		Van Nuys	22nd
		B. F. Sisk, D. H. Allen Smith, R.	San Jose	9th
			Riverside	38th
			Fresno	16th
			Glendale	20th
			Denver	1st
Colorado	Byron Rogers, D.		W. Hartford	
Connecticut	Sen. Thomas J. Dodd, D. William L. St. Onge, D. William C. Cramer, R.		Putnam	2nd
Florida			St. Petersburg	12th
Georgia	E. L. Forrester, D.		Leeshurg	3rd
Hawaii	Sen. Hiram L. Fong, R. (Roland V. Lihonati, D.) not running		Honolulu	Hawaii
Illinois		John B. Anderson, R. Ray J. Madden, D.	Chicago	7th
Indiana			Rockford	16th
Iowa	James E. Bromwell, R.		Gary	1st
Kansas	James E. Shriver, R.		Center Point	2nd
Kentucky	Frank Chelf, D.		Wichita	4th
Louisiana	Edwin E. Willis, D.		Lehanon	4th
Maryland	Charles MacC. Mathias, R.		St. Martinville	3rd
Massachusetts	Sen. Edward M. Kennedy, D. Harold D. Donohue, D.		Frederick	6th
		Thomas P. O'Neil Jr., D.	Boston	Mass.
			Worcester	4th
Michigan	Sen. Philip A. Hart, D. George Meader, R.		Cambridge	8th
Minnesota	Clark MacGregor, R.		Mackinac Island	Mich.
Mississippi	William M. Colmer, D.		Ann Arbor	2nd
Missouri		Richard Bolling, D.	Plymouth	3rd
Nehraska	Sen. Roman L. Hruska, R.		Pascagoula	5th
		David T. Martin, R.	Kansas City	5th
N. Jersey	Peter W. Rodino, Jr., D. William T. Cahill, R.		Omaha	Neb.
New York	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. Carleton J. King, R.		Kearney	3rd
			Newark	10th
			Collingswood	1st
			Rochester	N. Y.
			Brooklyn	10th
			Bronx	22nd
			Oleott	40th
			N. Y. C.	17th
			Saratoga Springs	30th
			Long Island City	9th
		James Delaney, D. Katharine St. George, D.	Tuxedo Park	27th
N. Carolina	Basil Whitener, D.		Gastonia	10th
N. Dakota	Sen. Quentin N. Burdick, D.		Fargo	N. D.
Ohio	Michael A. Feighan, D. William M. McCulloch, R.		Cleveland	20th
		Clarence J. Brown, R.	Piqua	4th
Pennsylvania	Sen. Hugh Scott, R. Herman Toll, D.		Blanchester	7th
S. Carolina	Robert T. Ashmore, D.		Philadelphia	Pa.
Texas	Jack Brooks, D. John Dowdy, D.		Philadelphia	4th
		John Young, D.	Greenville	4th
			Beaumont	2nd
			Athens	7th
Virginia	William M. Tuck, D. Richard H. Poff, D.		Corpus Christi	14th
		Howard W. Smith, D.	South Boston	5th
W. Virginia	Arch A. Moore, Jr., D.		Radford	6th
Wisconsin	Robert W. Kastenmeier		Broad Run	8th
			Glendale	1st
			Watertown	2nd

#### Senate Judiciary Subcommittee 1963/64 Patents, Trademarks, Copyrights

McClellan, Chairman	Scott
Johnston	Fong
Hart	
Burdick	
House Judiciary Subcommittee 1963/64 No. 3 Patents, Trademarks, Copyrights & Law Revision	
Willis, Chairman	Lindsay
Tuck	Cahill
Lihonati	Mathias
Toll	Martin
Kastenmeier	
St. Onge	
House Rules Committee 1963/64 Smith, Chairman	
Colmer	Brown
Madden	St. George
Delaney	Smith
Trimble	Hoffman
Bolling	Avery
O'Neill	Elliott
Sisk	Young



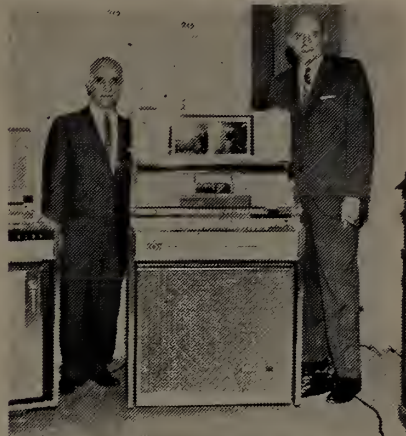
# Rock-Ola 'Princess' Distributor Preview 'Road Show' Returns For Chicago Session

CHICAGO—Rock-Ola Manufacturing Corporation's "road show" preview for distributors of the new "Princess Royal" phono returned to Windy City,

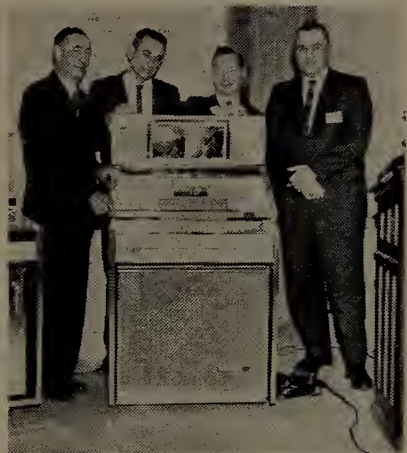
Monday, October 5. The session, complete with meeting, cocktails and luncheon, was held in the Water Tower Inn.



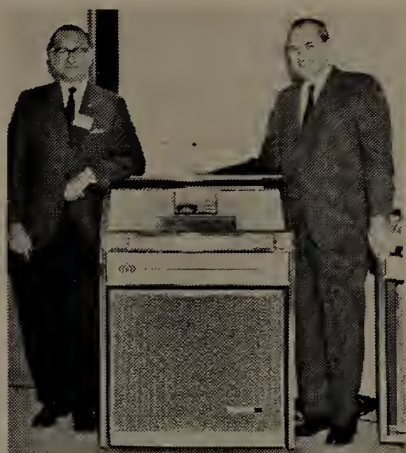
Edward G. Doris, executive vice president of Rock-Ola Mfg., is shown opening his sales address to the firm's distributors.



Joe Abraham, of Lake City Amusement Co., in Cleveland, Ohio, chats with Dave Howle, Rock-Ola's sales vice pres.



Left to right: Sam and Jack Hastings, Hastings Dist. Co., Milwaukee, Wisconsin; with Bob Rondeau and Dick Flaherty, of Empire Coin.



Walt Waldman (left), of S. L. Stibel Co. in Louisville, Ky.; with Ed Doris.

## Cash Box European Rep Is Guest Of Honor At Belgian Trade Dinner

LONDON—During a recent visit to Brussels Neville Marten, European Director of Cash Box was Guest of Honor at a luncheon given by U.B.A. Belgium's official trade organization for the automatic coin machine industry.

Replying to the address of welcome by the President, Mr. de Vroey, Marten said he was particularly pleased to accept the invitation as Belgium was one of the most important and consistent importers of American coin machine equipment in Europe today. He pointed out that in 1963 Belgium imported more American phonographs than any other European country. No fewer than 8,879 units valued at \$5,327,922 were exported to Belgium—\$1,500,000 more than was taken by their nearest rival, Germany. Belgium was also the third largest importer of American amusement games equipment, second only to France and the United Kingdom. In 1963 7110 units valued at \$2,407,713 were taken by Belgium. (It should be noted that much of this equipment does not remain in Belgium but is subsequently re-exported to other European countries.)

In the vending field, Belgium, although a good customer and the third largest importer in Europe, lags far behind Germany and the United Kingdom. However, with more than 80,000 cafes in Belgium it seems likely that a considerable amount of indoctrination will be necessary before vending is accepted on a large scale. Meantime, interest is mainly centered around cigarette vendors and similar equipment.

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

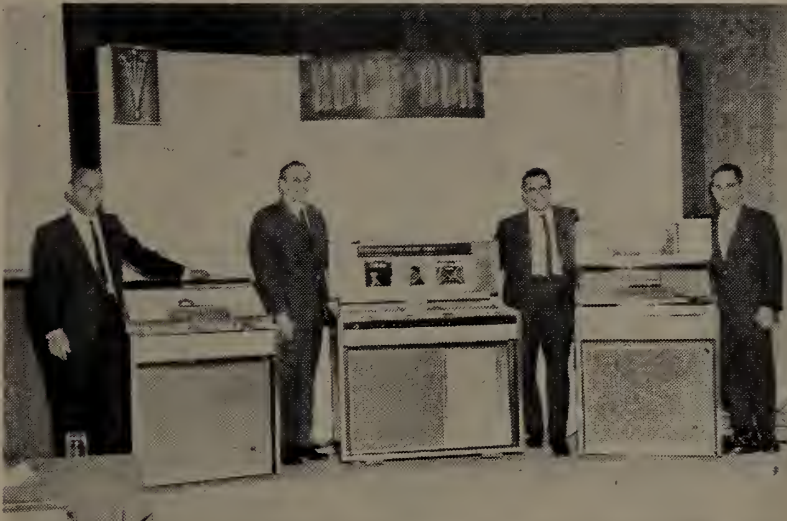
CHICOIN'S 'MUSTANG' 2-PLAYER pinball amusement machine was premiered at the MOA Convention last week (CB Oct. 17). The game features a rapid-action playfield, according to company officials, with a special score target section at top center of playfield and two score targets and pop bumpers.

**AL LEVINE**  
Music & Vending Corp.  
Boston, Massachusetts

says:



"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.

**OPERATORS**  
**IF YOU ARE HANDLING COIN**  
**WE CAN SAVE YOU MONEY.**


Coin Assorting,  
Coin Counting,  
Coin Wrapping Machines,  
Change Makers,  
Complete stock of Supplies.

**Sales • Service • Rentals**

**Coin Counters Inc.**  
2525 W. Pico Blvd.  
Los Angeles 6, Calif.

**JOSEPH N. ABRAHAM**  
Lake City Amuse. Co., Inc.  
Cleveland 3, Ohio

says:



"We asked for it—here it is! Versatility, compactness, styling—all in one fabulous phonograph—the Rock-Ola Princess Royal!"



MORRIS PIHA  
Greater Southern  
Distributing Company  
Atlanta, Georgia

says:



"With interchangeable parts in the **Rock-Ola Princess Royal and Grand Prix Phonographs**, servicing is a cinch!"

## Rock-Ola Distribs Preview 'Princess'

(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. Co.).

## Sinatra-Basie On Little LP With 'It Might As Well Be Swing'

■ Also Dean Martin and Trini Lopez

CHICAGO—The Seeburg Corporation'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'. Included among the album's six selections 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.

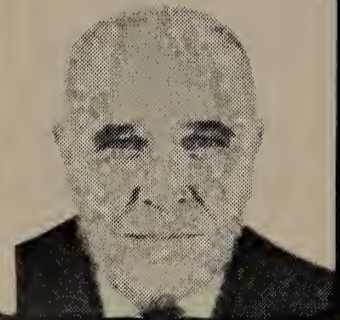
For 'Country & Western' material, Seeburg has released on little LP the Buck Owens-Capitol album titled 'Together Again/My Heart Skips A Beat'. Among the selections on this album are 'Truck Drivin' Man' and 'Over And Over Again'.



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.

H. R. SANDERS  
Sanders Distributing Co.  
Nashville, Tennessee

says:



"This one has everything! The ultimate in sound and styling, **Rock-Ola's Grand Prix Phonograph** puts you in plushiest spots!"

ROMINE C. HOGARD  
Tulsa Automatic Music Co.  
Tulsa, Oklahoma

says:



"If anybody ever offered everything—it's **Rock-Ola!** Compactness—versatility—top quality! The new **Princess Royal and Grand Prix Phonographs** are the greatest!"



Left to right: Harry Koeppel (Albert Simon, Inc.), Brenda Lee, Freddie Pliner (Active Amusement) and Larry LeSturgeon (LeSturgeon 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 millions 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 actor Fredric March have been called upon and consented to make a series of spot radio and television announcements for the American Bankers Assn. asking listeners to put whatever coins they may be hoarding back into circulation.



# Bally Releases 'All The Way'; "1st New Shuffle Alley Look In 15 Yrs."



BALLY'S ALL THE WAY

CHICAGO—"First really new shuffle-alley in 15 years," is the way Bill O'Donnell, president of Bally Manufacturing Company, describes the company's new puck-play game, which is identified by the improbable but intriguing name of "All The Way."

"Bally 'All The Way,'" O'Donnell explained, "is, first of all startlingly new in appearance. I don't mean merely new styling, but a new 'no pins' look that gets immediate attention on location."

"And, when I say 'All The Way' is new in play appeal, I don't mean merely 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 scoring, as lively red balls jump, like 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.

"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 example, require two players. Extensive metered location tests prove that '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 Chief Barker of the Philadelphia Variety Club, Tent No. 13, David Rosen was host recently to a bus-load of handicapped and crippled children for the performance of the Hero Scholarship Fund Thrill Show which starred Bob Hope and Al Martino among many others. Rosen is shown helping the youngsters enter the club's Sunshine Coach. On his left is Paul D'Ortona, president of the City Council of Philadelphia.



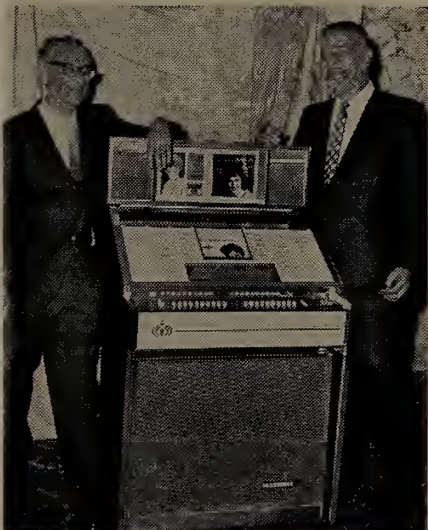
## Vicki Carr Visits Seeburg's Australian Rep

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 than welcome since she happened 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 vocalist and in the background is the Seeburg Extended Bass Stereo Console which displays the lark's current recording. The extended bass features additional speakers which give full sound from the Console



but plays only when activated with the drop of a coin.

## (Rock-Ola Pics Cont'd From Preceding Page)



Cash Box President Joe Orleck and Seacoast'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.

DAVID STERN  
Seacoast Distributors, Inc.  
Elizabeth, New Jersey  
Est. 1930  
says:



"For the Best Wheel and Deal," call Dave Stern.

"For trouble-free performance, easy servicing, it's a Rock-Ola in '65! Design simplicity right down to the plug-in needle cartridge, snap-in diamond stylus."

MICHAEL J. STANLEY  
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!"

A. L. PTACEK, JR.  
Bird Music Distributors, Inc.  
Manhattan, Kansas

says:



"Never have I seen such easy serviceability! The Rock-Ola Princess Royal and Grand Prix Phonographs will amaze you!"



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-Ola's new  
Princess Royal and  
Grand Prix Phono-  
graphs beat everything  
—all ways! They're  
terrific!"

**We're Exclusive  
Distributors for  
Northern N.Y. State**



## Eastern Flashes

Rowe AC vending veep Jim Newlander, convention hopping with Jack Harper, Fred Pollak and the rest of the factory execs and regional sales force, moved from the Sherman House to McCormick Place over the weekend for the NAMA spectacular. Rowe's exhibit at the NAMA show will feature, among other products, their full line of vending equipment, their dollar bill changer, the 'Tasty Twenty' candy machine and their 'Customusic' background unit. Newlander advises operators to look for many new styling features in this equipment lineup. . . . Meanwhile, the new outlet for Rowe's full vending line in New York City, the Runyon Sales Co., installed the handsome lineup of machines in their showroom last week. Irv Kempner, the company's general sales manager, says operators are buzzin' around the equipment already and he's looking forward to a record year for the distrib.

Joe Munves of the Mike Munves Corp., specialists in supplying arcade equipment, signed up at the last minute to take a booth at the MOA show under the banner—'Let's Talk Arcades'. Mike, who decided not to attend this year's conclave, was doing a little reminiscing last week on the hospitality suites his company used to host in Chicago years back. Mike's bookkeeper Dick Greenburg does his conventioning, he says, when his parents come to town for the annual jewelers' convention. . . . Abe Lipsky and business associate Charlie Katz huddling around Duncan Sales Company's 'Arizona' gun exhibit.

Look for Roanoke Vending's Jack Bess, Harry Moseley and Lloyd Strawhand at Rowe's NAMA exhibit where they'll be greeting customers and friends attending the show from the Virginia area. . . . Last week, Epic Records VP and Gen. Mgr. Leonard Levy announced the issue of six little LP's by his company to coincide with the MOA show. The disks will be distributed through the various one stops and their regular distributor channels and showcased through an attractive juke box 'Programming Center'. This center will also market Epic's 'Memory Lane' series of its past single hits. Included among the company's little LP performers are: Bobby Vinton, Buddy Greco, 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.

Joe Silverman, business manager of the Philly ops association, is mighty proud of his association's chairman of the board Joe Levin and Levin's rapidly expanding vending operation. Levin's firm, the Blue Ribbon Vending Co., is 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 amusement games and now is doing over \$4 million a year. . . . Harry Kotler, manager of the National Shuffleboard & Billiard Co., East Orange, N. J., enjoyed an excellent reception by ops out at the MOA show where the firm exhibited its 'Coronet' coin-op table, 'Royale' professional table and new 'Star-Lite' Coin-op 13' shuffleboard.

Murray Wiener, of the Wiener Sales Co., left New York Sat. the 17th for Chicago and the start of the NAMA show. Murray will be seen circulating among the exhibits of Gold Medal Products, Automatic Products (premiering their 'Candyshop' vender) and Universal Vendors. Meanwhile, brother Bill Wiener, remaining behind to tend the shop, will be getting his share of activity. On Sat. evening, Bill and his family will be hosting a private celebration to formally announce the engagement of his son Arthur to Gail Hyman. A big wedding is being planned for sometime in March. . . . Eric Bernay of A-1 Record Sales was an early arrival for the MOA show. . . . Another early arrival at the U. S. Billiards exhibit was Harry Berger of the West Side Coin Machine Corp.

Other representatives of the U. S. Billiards on the MOA scene were president Al Simon and general sales manager Art Daddis. Simon held a two-day open house during the week at his Tenth Ave. N. Y. showroom to introduce metro area ops to the new 'Princess Royal' by Rock-Ola. Simon's sales and service ace Harry Koepfel said the open-house festivities for the 100-selection phono were well attended. Some visiting ops were Sam Morrison and Steve Tarzana of Musical Moments, Mo Bloom and Lou Hersh. Harry reported that the Rock-Ola distrib has already taken several orders for the machine and expects it to do as well and possibly even better than its big sister the 'Grand Prix' when it was introduced last April. . . . Irving Kaye and sons Howard and Arnold looked pleased with the operator response to their vast equipment display at the MOA show.

Sam Gafin, sales representative for David Rosen, Inc., cited an interesting comparison between the coin-operated pool table and the professional (non-coin-op) model. The Willowgrove Bowling Lanes just outside of Philly, one of Rosen's largest and most profitable singular locations, has both a professional and a coin-op parlor, Gafin says, and the coin-op models do better in the sales department than do those other tables which are offered to customers at an hourly rate. Willowgrove Lanes also sports an amusement arcade and large vending services, all operated by Rosen. This single-location operation is so large, Gafin says, that the company must keep one man permanently attending the machines and two men during those peak rush hours.

Various large vending operating firms such as Wometco, Interstate and Paramount are preparing to send crews into the World's Fair after the Oct. 18th closing date to remove much of the equipment for transfer to other locations and bed the rest down for the winter until opening day in April. The equipment played a great part in fulfilling the food and refreshment needs of the millions of fair visitors during the 1964 season. . . . Miltie Tucker of Musical Distributors touched home base at Tenth Ave. briefly last week on his Wurlitzer sales swing through many of the New York State counties. . . . Irving Holzman of United East Coast Corp. was one more early arrival at the MOA convention and could be spotted in and around the Williams and United display areas greeting his many friends and customers.

Teddy (the Champ) Seidel, advises that he and Mr. and Mrs. Ben Chicofsky (MONY business manager) will be attending the Bar Mitzvah celebration for coin machine veteran Al Goldberg's son Kenny. Goldberg, a Brooklyn operator for some 30 years, will be hosting the affair at a lavish hall in Jamaica, Queens. The Champ says that he was invited mainly because of his fabled ukulele playing, and adds that he will be most happy to accommodate with such old time favorites as 'You're Nobody 'Till Somebody Loves You'.

### Upstate NY Ops See 'Princess' Phono

GLASCO, N.Y.—Tom Greco, Greco Bros. Amusement Company, Rock-Ola distributors in northern New York State, advised Cash Box Monday 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 phono-graph 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 is a MOA director.



**U.S. BILLIARDS, Inc.**  
Amityville, New York

**SPECIAL**

**AMI**

**Continental 2-200**

33 1/3 or 45 RPM

**STEREO ROUND**

**TOP TALENT**

Like New

**\$595.00**

**MONROE**

coin machine exchange inc.

2423 Payne Ave. • Cleveland 14, O. • Superior 1-4600

**CABINET RESTYLING KITS OR  
CUSTOM CABINET RESTYLING  
FOR MODEL 100B-C-W&G-R-J  
and V & VL200**

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**SUN REFINISHING CO.**

201 E. DAGGETT

FT. WORTH, TEXAS

ED 2-4935

ALBERT SIMON  
Albert Simon, Inc.  
New York, New York

says:



"Truly a revolution  
in the industry! That's  
the new **Rock-Ola**  
Princess Royal and the  
Grand Prix  
Phonographs."





# Chicago Chatter

First hand impressions, as we go to press, indicate that this 1964 MOA Convention could break all previous attendance records. Coinmen were already checking in at the Sherman House early Tuesday morning. One thing is certain, according to MOA president Lou Casola and managing director Fred Granger, the show is a sellout in exhibit space and banquet tickets. . . . One of the big "hush-hush" sessions on tap preceding the convention was a brief meeting of Jack Bess' Nominating Committee, last Monday evening. It was anyone's guess as to who will be the president of MOA for the next term, succeeding Casola. The slate of officers will be revealed later this week.

Deepest sympathies to Empire Coin owner Gil Kitt, and the rest of the Kitt family, on the death of Gil's father, Samuel Kitt, age 73, who passed away in Baltimore after a lingering illness Friday, October 9. . . . Longtime coinvet Gordon Stout, of Pierre, S. Dakota, is a candidate for state senator in his home state. Gordie is on the Republican ticket.

Great Lakes Games Corp., makers of the exciting, new "Elliptipool" coin-operated pool table, invited music operators to visit them in suite 1029 in the Bismarck Hotel. Art Frigo, inventor of the table, and Morris Miller are demonstrating the play on the equipment. The firm exhibited on the floor at the Sherman in booths 48 & 49.

Bill Weikel and Ewald Fischer headed up the Fischer entourage, showing the new Fischer "Empress" and "Regent" pool tables during the MOA Show. . . . Ray Brown, of Brown Bros. in Minneapolis, is just beginning to feel okay after a long seige of Hepatitis. Ray was unable to attend the MOA bash this year.

It's a hearty Mazel Tov to Red Sievers, of Central Novelty in Lake Geneva, Wisconsin, and his wife, Jackie, on the birth of their fourth son. To show Red's feelings towards Gil Kitt and "Uncle Joe" Robbins he and his frau named the embryo operator Gilbert Robbins Sievers. He weighed in at a husky 10 lbs., 10 ounces.

Irv Holzman, prexy of United East Coast Corp., made the scene in the Williams-United exhibit booth on the exhibition floor at the MOA Conclave. Heading up the Williams-United staff in the display were: Sam Stern, Bud Lurie, Jack Mittel, Herb Oettinger and Billy DeSelm.

Bally Mfg. scheduled a surprise showing of the new "All The Way" puck shuffle alley at the convention. Prexy Bill O'Donnell refers to this amusement game as "the first really new shuffle alley in 15 years." With Bill at the show was Herb Jones, a coinvet of many, many years. . . . Walt Waldman, of S. L. Stiebel Distribs, in Louisville, Ky., is a veritable commuter these days. He popped into Chi for the recent Rock-Ola "Princess Royal" showing, and then doubled back for the MOA and NAMA Conclaves. Then later this week Walt plans to jet out to San Francisco.

The big doors at D. Gottlieb & Co. are swinging wide this week with a lot of coinmen in for the conventions coming out to the northwest side factory to visit with Dave, Nate and Alvin Gottlieb, and Judd Weinberg. While there they're getting a good look at the new Gottlieb "North Star" single player flipper amusement game.

Always on hand at the Chicago Coin exhibit are Mort Secore and Ralph Wyckoff. Sam Wolberg, Sam Gensburg, Jerry Koci, Avron Gensburg and Harry Glick pop in occasionally. The new ChiCoin game in the exhibit is the "Mustang" two-player pingame.

Clarence Schuyler, prexy of Games, Inc., has been somewhat inactive during the past few years, ever since the ban on upright games in this country. However, he still makes the scene at the MOA Trade Show, and enjoys chatting with his multitude of old coin machine cronies. . . . Among the personnel in the Seeburg exhibit display area Delbert Coleman, Jack C. Gordon, Bill Adair, Tom Herrick, Stan Jarocki, Bob Dunlap, Al Gitlitz and Ed Claffey. . . . World Wide was represented in the Seeburg booth by Nate Feinstein, Harold Schwartz, Irv Ovitz, Fred Skor, Howie Freer and Art Wood.

Chet Gore, of Exhibit Supply Co., is making his annual pilgrimage through the exhibit area greeting old friends. Chet is not an exhibitor this year. . . . Operators were urged to check the bulletin board and inquire at the information desk in the Sherman House lobby for hospitality suite room numbers for after hour visits. Some of the hospitality suites are located in neighboring hotels. This information may be acquired on the exhibit floor.

We always look forward to seeing Eddie Ginsburg, prexy of Atlas Music Co., one of the actual pioneering coin machine distributors. With Eddie in the Rowe AC Manufacturing display exhibit are: Joe Kline, Same Gersh, Bob Fabian, Stan Levin, Sam Kolber, Frank Ogle, Chuck Harper, Bill Phillips and Joe Klykun. . . . Paul Huebsch, Rowe's regional sales manager, and Bob MacGregor greeted Fred Pollak, Jack Harper and Jim Newlander, of the Whippany, N. Jersey plant at the Sherman House.

Just to name a few prominent coinmen seen on the floor during our meanderings: Hank Ross, "Iggy" Wolverton, and Bob Jones, of Midway Mfg. Co.

Ed Ruber, Denis Parsons, Milt Wiczer and Morrie Wiczer, of Wico Corp. . . . Ted Rubey and Estelle Bye, Marvel Mfg. . . . Joe Schwartz and Mort Levinson, National Coin . . . Johnny Frantz, of J. F. Frantz Mfg. Co. . . . Dennis Ruber and Richard Uttanoff, of D&R Industries . . . Les Montooth, Clint Pierce, A. L. (Lew) Ptacek, Hank Leyser, old buddie Frank Fabiano, Norm Gefke, "Red" Wallace. Yup, they're all here for this MOA Conclave.

GIL KITT  
Empire Coin Mach. Exch.  
Chicago 22, Illinois

says:



"Big value! Really new! Really compact! That's the new Rock-Ola Princess Royal Phonograph for '65!"

**MAJESTIC**

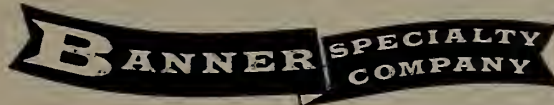
**6 PLAYER  
AUTOMATIC  
BOWLING LANE**

- SPARE-LITE!
- STEP-UP!
- SHADOW-BOWL!

**PLUS** ADD-A-FRAME  
 . . . FLASH-O-MATIC  
 . . . DUAL FLASH and REGULATION SCORING

*Chicago Dynamic Industries, Inc.* 1725 W. DIVERSEY BLVD.  
CHICAGO 16, ILLINOIS

NOW DELIVERING UNITED'S "ORBIT" AND "POLARIS"



PHILADELPHIA, PA.  
1641 N. BROAD ST.

PITTSBURGH, PA.  
1508 FIFTH AVE.

EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

ALBERT CALDERON  
Calderon Distrib. Co., Inc.  
Indianapolis, Indiana

says:



"If it's compactness you're looking for, the new Rock-Ola Princess Royal Phonograph has it! Plus versatility . . . plus big sound!"



# Wurlitzer Five-Day Service Seminar Draws Thirty-Five Ops & Servicemen



## HUNTING

For Great Buys???  
WE'RE LOADED WITH  
GUNS

2 PISTOL—Chi Coin	\$ 45.00
1 RIFLE GALLERY	50.00
4 SIX SHOOTER—Dale	50.00
1 GUN PATROL—Dale	50.00
1 BANG-O-RAMA	75.00
1 SHOOT THE BULL	75.00
1 SILVER BULLET	75.00
1 SPACE GUNNER	75.00
3 3D SKY GUNNER	75.00
4 SPACE INVADER	75.00
2 STATE FAIR	95.00
1 SAFARI	95.00
1 CROSS FIRE	95.00
3 BEAR GUN—Seeburg	95.00
3 SHARPSHOOTER—Bally	95.00
2 BULL'S-EYE PISTOL—Bally	95.00
1 POLAR HUNT	95.00
1 CARNIVAL—Un.	95.00
3 BIG TOP	125.00
1 WILD WEST	125.00
14 SHOOTING GALLERY— Reg., Midway	125.00
1 PISTOL GALLERY— Midway	145.00
1 DAVY CROCKETT	145.00
3 TITAN	150.00
2 CRUSADER	175.00
1 SKY RAIDER	150.00
8 VANGUARD	150.00
1 CIRCUS	175.00
6 HERCULES	195.00
1 PLAYLAND	225.00
5 LONG RANGE RIFLE	375.00
1 WORLD FAIR RIFLE	375.00
1 RIOT—Chi Coin	395.00
13 CHAMPION RIFLE RANGE —Chi Coin	400.00

We Advertise Only What We Have in Stock

**BUY NOW & SAVE**

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WORLD'S LARGEST INVENTORY

### PARTS

We Have Guns Distressed for Spare Parts. What Do You Need?

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# DAVID ROSEN INC

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Phone: (215) Center 2-2900



Harry Gregg shows the mechanical brain that plays 45 and 33 $\frac{1}{3}$  records intermixed.



Karel Johnson seems to be saying, "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.

Snack time?

time for  
**ROWE AMI**  
music

ATLANTA — A pictorial record of the Wurlitzer Service Seminar in Atlanta, Georgia where thirty-five music operators and servicemen completed an intensive five-day course of training in all facets of the business. The classes were conducted by the Wurlitzer Service Department under C. B. Ross, its manager, and instructors included Harry Gregg, Karel Johnson and Hank Peteet.

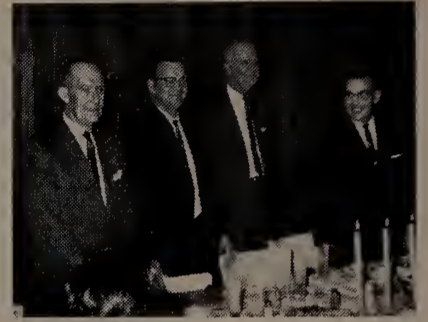
The closing night banquet was attended by representatives of Peach State Distributing Company including the owner-partners Dyke Hawes and Al Hawkins of Macon, Georgia, the managers of their two branch offices, Jim Faulk of Columbia, South Carolina and Dick Buford of Atlanta, Georgia, and Bill Ray in 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; W. Vaughn Irby, Frank Cannon Music Company, Albany, Georgia; B. M. Wilson, Albany Amusement Company, Albany, Georgia; Dan Spader, Valdosta Amusement Company, Valdosta, Georgia; Jerry Orr, Atlanta Music Service Company, Atlanta, Georgia. Peach State—Columbia: Al C. Zarembo, Bill's Amusement Company, Charleston, S. C.; Robert E. Lee Jr., Lee Music Co., Augusta, Georgia; Kenny Mims, Mims Amusement Company, Charleston, S. C.; Guy Payne, Mims Amusement Company, Charleston, S. C.; B. T. Barwick, Sumter Music & Amusement Company, Sumter, S. C.; William B. Powell, Peach State Music Co., Columbia, S. C.; Charlie Altman, Winyal Amusement, Georgetown, S. C.; William W. Bunkley, Manning Music Company, Midway, Georgia; E. A. Dukes, Dukes Music Company, Savannah, Georgia; R. E. Martin, Arrow Amusement, Charleston, S. C. Peach State—Macon: Wesley Dean, Peach State Music Co., Macon, Georgia. Rock City—Nashville: Robert Bradley, Bradley Amusement Co., Cookeville, Tenn.; 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, Harry Gregg, C. B. Ross, A. D. Palmer, Jr. Seated is Jim Faulk.



The instructors seem to enjoy a well deserved applause.



Intense concentration is evident as trainees at the Wurlitzer Service Seminar study circuitry diagrams.

sic, Harriman, Tennessee; Junior Tucker, Raney Amusement, Athens, Alabama; C. Tony Clough, Roane Music, Harriman, Tennessee. Southern Music—Orlando: Michael D. White, Rainbow Music Co., Tampa, Florida; Charles Rio, Rainbow Music Co., Tampa, Florida; A. W. King, Thomasville Music Co., Thomasville, Georgia; A. W. Fallin, A. W. Fallin Amusement Machine, Miami, Florida; Mike Nelson, Southern Music Distributing Co., Orlando, Florida. Southern Music—Orlando: Bob Cason, Lawson Music Co., Winter Haven, Florida. Southern Music—Jacksonville: Melvin A. Bonds, Southern Music Distributing Co., Jacksonville, 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 concurrently with the MOA convention, will be marketed through the label's regular distributor channels and one-stops at which they will be showcased in a new merchandising display piece called the 'Juke Box Programming Center'.

The stars and titles of these Epic little LP albums include: 'Washington Square' by the Village Stompers, 'There! I've Said It Again' and 'A Very Merry Christmas' by Bobby Vinton, 'Bobby Hackett Plays Henry Mancini,' 'It's All In The Game' by Cliff Richards and 'On Stage' by Buddy Greco.

Besides the little LP's, the Epic 'Program Center' will also offer 'Memory Lane' series of some of their past hits. The 'Memory Lane' series features two single hits for the price of one from Epic and its subsidiary Okeh Records.

WALTER WALDMAN  
S. L. Stiebel Co.  
Louisville, Kentucky  
says:



"Thanks to Rock-Ola, I can meet any location's needs with just two amazingly versatile phonographs—the Princess Royal and Grand Prix!"





# THE BRILLIANT NEW PRINCESS ROYAL BY ROCK-OLA







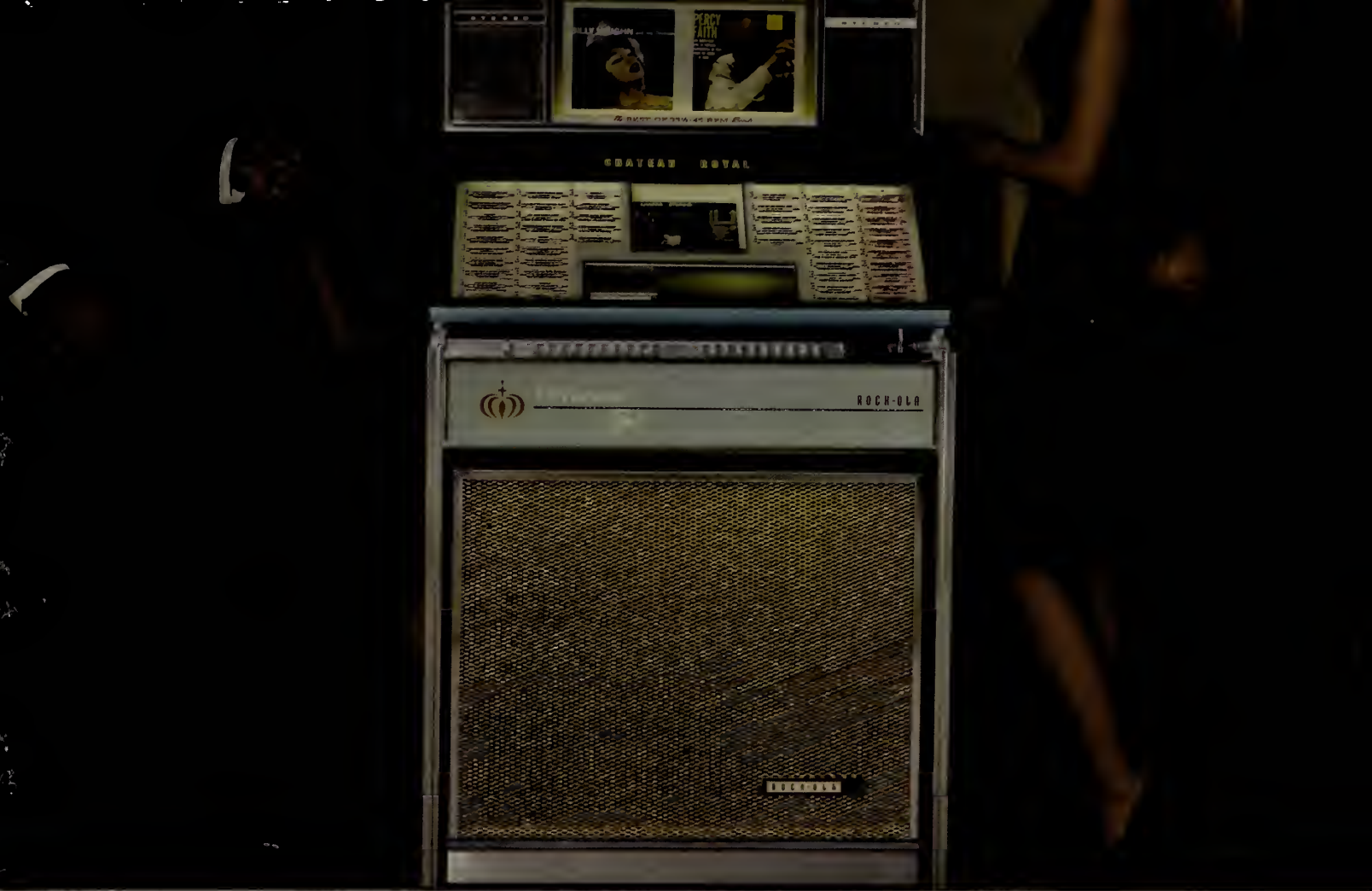
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1



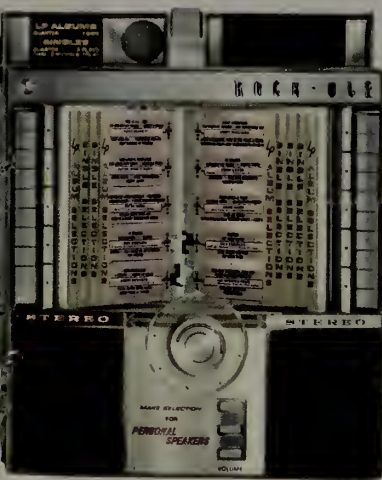
Model No. 424





3

Beauty! Compactness! Big Sound!  
 Plus the options you need  
 to satisfy any location!



4

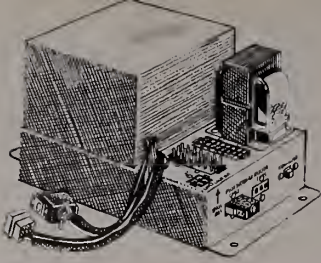
1. The Princess Royal: New, compact Model No. 424—only 30½" wide and 43½" high. Plays 100 selections of 33⅓ or 45 RPM, 7" albums or singles, stereo or monaural intermixed mechanically. Transistorized amplifier. Everything you need and options to crack eight out of ten locations in a compact, high-fashion 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.

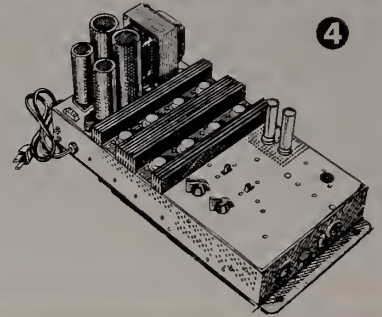
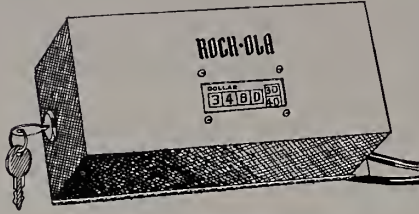
3. Princess Royal with Full Dimensional Sound Added: All the features and sound of a "Grand" Rock-Ola, plus the compactness of a Princess to fit any location.

4. 100 Selection Phonette Wallbox: Gives personal listening pleasure and volume controls. Mounts anywhere. Permits programming of LP's or singles, 33⅓ 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...



**1** "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.

**3** Exclusive Mech-O-Matic Intermix. Completely automatic mechanical changer intermixes 7" LP albums, 33 $\frac{1}{3}$ , 45 RPM, stereo-monaural records in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes.

**4** 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				CRATED			
Weight	Height	Depth	Width	Weight	Height	Depth	Width
228 lbs.	43 $\frac{1}{2}$ "	22 $\frac{1}{2}$ "	30 $\frac{1}{2}$ "	258 lbs.	47 $\frac{1}{2}$ "	26 $\frac{1}{2}$ "	31 $\frac{1}{2}$ "
With Full Dimensional Sound							
53" 22 $\frac{1}{2}$ " 30 $\frac{1}{2}$ "							

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, 33 $\frac{1}{3}$ —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

**Rock-Ola Manufacturing Corporation**

800 N. Kedzie Ave., Chicago, Illinois 60651



# NOVA

Brings

to

you.....



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

# NOVA APPARATE

HAMBURG, GERMANY





# California Clippings

**NICK CARTER**  
Kings Distributing Company  
2712 West Pico Blvd.  
Los Angeles 6, California

says:



"Fantastic! Never have I seen such advanced engineering as in the **Rock-Ola Princess Royal** and **Grand Prix Phonographs!**"

**BUD PATTON**  
Patton Music Company  
Modesto, California

says:



"Biggest phonograph value yet! I get options to satisfy every location with **Rock-Ola Princess Royal.**"

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.**

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**Cash Box**  
*why not mail this coupon today!*

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

Enclosed find my check.

- \$15 for a full year (52 weeks) subscription
- \$30 for a full year (Airmail in United States)
- \$30 for a full year (outside United States)
- \$45 for a full year (Airmail outside U. S.)

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MY FIRM OPERATES THE FOLLOWING EQUIPMENT:  
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FIRM . . . . .  
ADDRESS . . . . .  
CITY . . . . . ZONE . . . STATE . . . . .

Be Sure To Check Business Classifications Above!



# UPPER MID-WEST MUSINGS

**Mr. & Mrs. Elmer Cummings** of **Brookings** flew to **Rapid City** to visit **Elmer's** father. Visiting the **Cummings** was **Elmer's** sister from **Maryland.** . . . **Mr. & 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,** **LaMoure,** and **Fred Fixel,** **Pembina, No. Dakota.** . . . Our deepest sympathy to the **Elgin McDaniel** family at **Wadena.** **Elgin McDaniel** was killed last 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 family. Stopped off for a day at **Las Vegas** and enjoyed the sights. . . . **Ray Charles** will appear at the **Minneapolis Auditorium** Sat. Oct. 10. . . . **John Cooper** is back with **Twin Ports Sales Co. Duluth.** Had spent about a year in **Miami.**

# Happy Birthday This Week To:

**Edw. F. Gilligan,** **Chgo., Ill.** . . . **Andrew C. Cassinelli,** **Little Rock, Ark.** . . . **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.** . . . **Edgar McKay Hudson,** **Bristol Va.** . . . **Isadora B. Resnick,** **Hartford, Conn.** . . . **Jesse Ladd,** **Caro, Mich.** . . . **Maury Gottlieb,** **Dallas, Texas** . . . **S. R. Montcalm,** **Bastrop, La.** . . . **Tom Roberts,** **Hurley, Wisc.** . . . **Elmer S. Laughton,** **York Beach, Me.** . . . **A. J. Berube,** **Bloomfield, Conn.** . . . **J. B. Kindred,** **Ajo, Ariz.** . . . **James Allen,** **Grand Rapids, Mich.** . . . **Joseph E. Lippi,** **Poughkeepsie, N.Y.** . . . **Althea M. Yeo,** **Grand Rapids, Mich.** . . . **George R. Siegel,** **Pittsburgh, Pa.**



## Kempner Named Runyon General Sales Manager



IRVING KEMPNER

NEW YORK—Abe Green, President of Runyon Sales Company, distributors for the Rowe AC phonograph and vending line, has announced the appointment of Irving Kempner as General Sales Manager of the distributing firm. Kempner will now supervise sales on all types of equipment out of all three Runyon offices in New York, Springfield, N.J., and East Hartford, Conn. Remodeling is now underway in the company's New York office and showrooms where Kempner will headquarter.

Runyon is authorized distributor for the Rowe AC 'Tropicana' phonograph, the Rowe 'Celebrity' vending machine line, the Williams amusement machine line, Bally Manufacturing Co., J. H. Keeney & Co., Midway Manufacturing Co., and Irving Kaye Co., Inc. Runyon was recently named Rowe full-line distributor for the metropolitan New York and Connecticut territory (CB Oct. 17).

Kempner has been with Runyon for twenty-four years, having started on the firm's route at that time. He has been in the coin machine business since 1937 and has been actively engaged in every phase of the business.

Previous to this appointment Kempner was Sales Manager of the firm's Connecticut and Westchester County sales territory. He is a member of the Masonic Order, the Benevolent Protective Order of the Elks, Odd Fellows, B'nai B'rith, Fairlawn Jewish Center and the American Bowling Congress.

Kempner lives in Fairlawn, N.J. with his wife Norma and his younger son Bobby, who will start freshman year at Rutgers next semester. An older son, Kenneth, is an electronic engineer with Lockheed Aircraft on the west coast.

# NORTH

# GOTTLIEB'S

# STAR

**Lights the Way to More Play! More Profit!**

- ★ Hitting all the same color rollovers lights red button for special
- ★ Making yellow and green rollovers lights kick-out holes for special
- ★ Making all rollovers allows player to score specials
- ★ Top rollovers light red pop-bumpers for high score
- ★ Bumper Rings protect playfield under pop-bumpers
- ★ Sturdy metal "Jewel-Pasts"
- ★ Stainless cabinet trim
- ★ 3 or 5 ball play ★ Match feature

Ask your distributor for a feature demonstration!

*That Extra Touch of Quality*

A Gottlieb  
**FLIPPER**  
SKILL GAME

New "Hard-Cote"  
Finish Extends Playboard  
Life to an All-Time  
High!

**D. Gottlieb & Co.**  
1140-50 N. Kostner Avenue • Chicago, Illinois 60631

**RAY W. BROWN**  
Brown Brothers, Inc.  
Minneapolis 11, Minnesota

says:



"Styling was never so magnificent! The **Rock-Ola** Princess Royal and Grand Prix Phonographs top them all."

**RUBIN A. FRANCO**  
Franco Distributing Co., Inc.  
Montgomery, Alabama

says:



"Brilliant designing! The new **Rock-Ola** Princess Royal Phonograph tops anything yet for fastest, easiest servicing!"



# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

MUSIC MACHINES					
AMI	Bongo 2P (3/64)	Wld. Beauties 1P (2/60)	Ski Bowl 6 Plyr. (11/57)	Twin Trail Blazer (2/61)	Grand Slam Baseball (2/64)
D-40, '51, 40 Sel.	Bounty (Bingo) (10/63)	World Champ 1P (8/57)	Classic (7/57)	K Big Tent	Ke League Leader (4/58)
D-80, '51, 80 Sel.	Can-Can (10/61)	World Fair 1P (5/64)	TV Bowling Lg. (11/57)	K Spr. Big Tent (6/57)	Ke Sportland
E-40, '53, 40 Sel.	Carnival (11/57)	KEENEY	Lucky Strike (1/58)	K Shawnee (1/59)	Ke Two-Gun Fun (3/62)
E-80, '53, 80 Sel.	Carnival Queen (11/58)	Old Plantation (2/61)	TV (with rollovers)	K Big Roundup (3/59)	Mid Red Ball (5/59)
E-120, '53, 120 Sel.	Circus (8/57)	Black Dragon	Player's Choice (9/58)	K Little Buckaroo (4/59)	Mid Joker Ball (11/59)
F-40, '54, 40 Sel.	Circus Queen (2/61)	El Rancho Hacienda	Twin Bowler (10/58)	K Del. Big Tent (5/59)	Midway Bazooka (10/60)
F-80, '54, 80 Sel.	County Fair (10/59)	Rainbow (6/62)	King Bowler (3/59)	K Big 3 (5/59)	Midway Shooting
F-120, '54, 120 Sel.	Crossroads (1/56)	Go-Cart 1P (5/63)	Queen Bowler (9/59)	K Touchdown (9/59)	Gallery (2/60)
G-80, '55, 120 Sel.	Cue-Tease 2P (7/63)	Poker Face 2P (9/63)	Duke Bowler (8/60)	K Big Dipper (10/59)	Mid. Del. Baseball (5/62)
G-120, '55, 120 Sel.	Cypress Gardens (6/58)	WILLIAMS	Duchess Bowler (8/60)	K Twin Big Tent	Mid. Target Gallery (7/62)
G-200, '56, 200 Sel.	Double Header (7/56)	Beat The Clock (12/63)	Princess (4/61)	Criss Cross Diamond (1/60)	Mid. Carn. Tgt. Gtry. (2/63)
H-120, '57, 120 Sel.	Funspot '62 (11/62)	Big Daddy 1P (9/63)	Gold Crown (3/62)	K Red Arrow (4/60)	Mid. Slugger BB (3/63)
H-200, '57, 200 Sel.	Flying Circus 2P (6/61)	Big Deal 1P (2/63)	Royal Crown (8/62)	Sweet Shawnee '60	Mid. Rifle Range (6/63)
I-100M, '58, 100 Sel.	Golden Gate (6/62)	Black Jack 1P (1/60)	Grand Prize (3/63)	Black Dragon '60	Mid. Raceway (10/63)
I-200M, '58, 200 Sel.	Hootenanny (Pin) 1P (11/63)	Casino 1P (10/58)	Official Spare Lite (9/63)	K Twin Red Arrow (5/60)	Mid. Winner 2P (12/63)
I-200E, '58, 200 Sel.	Key West (12/56)	Club House 1P (10/59)	Cadillac Bwlr. (1/64)	K Flashback (6/61)	Mid. Top Hit BB (3/64)
J-200K, '59, 200 Sel.	Laguna Beach (3/60)	Coquette (4/62)	SHUFFLES—BOWLERS	ARCADÉ	Mills Panorama Peek
J-200M, '59, 200 Sel.	Lido (2/62)	Crossword 1P (4/59)	UNITED Shuffles	ABT 6 Gun Rifle Range	(11/54)
J-120, '59, 120 Sel.	Lite-A-Line (2/61)	Darts 1P (6/60)	Clipper (5/55)	Air Football	Munves Bike Race (5/58)
K-200, '60, 200 Sel.	Lotta-Fun (9/59)	El Toro 2P (8/63)	5th Inning (6/55)	Air Hockey	Munv. Sat. Trkr. (5/59)
K-120, '60, 120 Sel.	Mad World 2P (5/64)	Fiesta 2P (12/59)	Capitol (6/55)	Auto Photo Model 9	Mu Atomic Bomber
Continental '60, 200 Sel.	Miami Beach (9/54)	Four Roses 1P (12/62)	Super Bonus (9/55)	Amer. Shuffle Situation	Mu Ace Bomber
Lyric, '60, 100 Sel.	Miss America (2/58)	Four Star 1P (7/58)	Deluxe model	(5/61)	Mu Dr. Mobile
Continental 2, '61, 200 Sel.	Monte Carlo 1P (Pin) (2/64)	Gay Paree (6/57)	Top Notch (10/55)	B Undersea Raider	Mu Fly Saucers
Continental 2, '61, 100 Sel.	Moonshot (3/63)	Gldn. Bells 1P (9/59)	Regulation (11/55)	B Derby Gun (2/60)	Muto Lord's Prayer
ROCK-OLA	Night Club (4/56)	Gldn. Gloves 1P (1/60)	6-Star (10/57)	B Bulls Eye Shooting	Mu Photo (Pre-War)
1436, '52, Fireball, 120 Sel.	Parade (6/56)	Gusher 1P (9/58)	Midget Bowling (3/58)	Gallery (9/55)	Mu Photo (DeLuxe)
1436A, '53, Fireball, 120 Sel.	Queens (Bch., Is.) (3/60)	Heat Wave 1P (7/64)	Shooting Stars (4/58)	B Big Inning (5/58)	Mu Silver Gloves
1438, '54, Comet, 120 Sel.	Roller Derby (6/60)	Jig Saw 1P (12/57)	Eagle (5/58)	B Heavy Hitter (4/59)	Mu Sky Fighter
1446, '54, HiFi, 120 Sel.	Sea Island (2/59)	Jumpin' Jacks 2P (4/63)	Atlas (8/58)	B Ball Park (4/60)	Muto Voice-O-Graph
1488, '55, HiFi, 120 Sel.	Ship-Mates 4P (2/64)	Jungle 1P (9/60)	Cyclone (10/58)	B Sharpshooter (2/61)	Pre-War Model
1452, '55, 50 Sel.	Shoot-A-Line (6/62)	Kingpin (9/62)	Niagara (11/58)	B Golf Champ (8/58)	Post-War Model
1454, '56, 120 Sel.	Show Time (3/57)	Kings 1P (8/57)	Dual (1/59)	B Bat. Practice (8/59)	Mu K. O. Champ
1455, '57, 200 Sel.	Silver Sails (11/62)	Mardi Gras 4P (11/62)	Zenith (6/59)	B Skill Roll (B 3/58)	Mu Drive Yourself
1458, '58, 120 Sel.	Sky Diver 1P (4/64)	Merry Widow 4P (10/63)	Flash (6/59)	B Moon Raider (7/59)	Mu Bang-O-Rama (4/57)
1465, '58, 200 Sel.	Star Jet (Pin) 2P (12/63)	Music Man 4P (8/60)	3-Way (9/59)	B Target (10/59)	Philadelphia Toboggan
1475, '59, 200 Sel. Tempo I	Sun Valley (7/57)	Naples 2P (9/57)	4-Way (12/59)	B Spook Gun (9/58)	Skee Alley
1468, '59, 120 Sel. Tempo I	Target Roll (1/58)	Nags 1P (3/60)	Big Bonus (2/60)	B Skill Parade (1/59)	Scientific Pitch 'Em
1485, '60, 200 Sel. Tempo II	3-In-Line 4P (8/63)	Oh, Boy 2P (2/64)	Sunny (5/60)	B Skill Score (6/60)	Seeburg Bear Gun
1478, '60, 120 Sel. Tempo II	Touchdown (11/60)	Palooka 1P (5/64)	Sure Fire (10/60)	B Skill Derby (10/60)	Seeburg Coon Hunt
1495, '61, 200 Sel. Regis	Twist (11/62)	Reno 1P (10/59)	Line-Up (1/61)	B Del. Skill Parade (4/59)	Set Shot Basketball
1488, '61, 120 Sel. Regis	U.S.A. (8/58)	Rocket 1P (11/59)	5-Way (5/61)	B Table Hockey (2/63)	Southland's Speedway (6/63)
1496, '62, 120 Sel. Empress	CHICAGO COIN	San Francisco 2P (5/64)	Avalon (4/62)	B Spinner (2/63) Novelty	Southland Fast Draw '63
1497, '62, 200 Sel. Empress	Sun Valley (8/63)	Satellite 1P (7/58)	Silver (6/62)	B Bank Ball (1/63)	Southland Time Trials (9/63)
1493, '62, 100 Sel. Princess	Firecracker 2P (12/63)	Soccer 1P (3/64)	Shuffle Baseball (6/62)	B Fun Phone (3/63)	Telequiz
SEEBURG	Bronco 2P (5/64)	Sea Wolf 1P (7/59)	Action (7/62)	Capitol Midget Movies	Un Jungle Gun
M100A, '51, 100 Sel.	GOTTLIB	Serenade 2P (5/60)	Embassy (9/62)	CC Bullseye Baseball	Un Carn. Gun (10/54)
M100B, '51, 100 Sel.	Around Wld. 2P (7/59)	Skill Pool 1P (6/63)	Circus Roll-Down (9/62)	CC Basketball Champ	Un Bonus Baseball (3/62)
M100BL, '51, 100 Sel.	Atlas 2P (5/59)	Space Ship 2P (12/61)	Lancer (11/62)	CC 4-Player Derby	Un Bonus Gun (1/55)
Light Cab	Big 1P (1/64)	Starfire (1/57)	Sparky (12/62)	CC Goalee	Un Star Slugger (7/55)
M100C, '52, 100 Sel.	Bonanza 2P (6/64)	Steeplechase 1P (11/57)	Caravelle (2/63)	CC Midget Skee	Un Spr. Slugger (4/56)
HF100G, '53, 100 Sel.	Bowling Queen 1P (8/64)	Swing Time 1P (5/53)	Crest (4/63)	Super model	Un Pirate Gun (10/56)
HF100R, '54, 100 Sel.	Brite Star 2P (4/58)	10 Strike 2P (1/58)	Rumpus Targette (5/63)	CC Big League (5/55)	Un Yankee BB (3/59)
V200, '55, 200 Sel.	Captain Kidd 2P (7/60)	3-D 1P (11/58)	Astro (6/63)	CC Twin Hockey (5/56)	Un Sky Raider (10/58)
VL200, '56, 200 Sel.	Contest 4P (10/58)	Tic Tac-Toe 1P (1/59)	Ultra (8/63)	CC Shoot The Clown	Wm. Del. BB (4/53)
KD200H, '57, 200 Sel.	Contl. Cafe 2P (7/57)	Tom-Tom 2P (1/63)	Skipny (11/63)	CC Stm. Shovel (5/56)	Wm. Major Leaguer
L100, '57, 100 Sel.	Cover Girl 1-Plyr. (7/62)	Top Hat (10/58)	Jill-Jill (11/63)	CC Batter Up (4/58)	Wm. Big Lg. BB (2/54)
201, '58, 200 Sel.	Criss Cross 1P (3/58)	Trade Winds (6/62)	Bank Pool (11/63)	CC Criss Cross	Wm. Jet Fighter (10/54)
161, '58, 160 Sel.	Dneg. Dolls 1P (6/60)	Turf Champ (8/58)	Topper (2/64)	Hockey (10/58)	Wm. Safari (2/54)
222, '59, 160 Sel.	Dbl. Action 2P (1/59)	Twenty-One 2P (2/60)	Tempest (2/64)	CC Croquet (8/58)	Wm. Polar Hunt (3/55)
220, '59, 100 Sel.	Egg Head 1P (12/61)	Valient 2P (8/62)	Pacer (4/64)	CC Playland Rifle	Wm. Sidewalk Eng (4/55)
Q-160, '60, 160 Sel.	Fair Lady (12/56)	Vagabond (10/62)	Tiger (7/64)	Gallery (8/59)	Wm. King of Swat (5/55)
Q-100, '60, 100 Sel.	Falstaff 4P (11/57)	Viking 2P (10/61)	Ball Bowlers	CC Pony Express (4/60)	Wm. 4-Bagger (4/56)
AY1005, '61, 160 Sel.	Fashion Show 2P (6/62)	SHUFFLES—BOWLERS	Bowling Alley (11/56)	CC Ray Gun (10/60)	Wm. Crane (10/56)
AY1005, '61, 100 Sel.	Flagship (1/57)	BALLY Shuffles	Jumbo Bowling (9/57)	CC Wild West (5/61)	Wm. Penny Clown (12/56)
DS 160, '62, 160 Sel.	Flipper 1P (11/60)	ABC Bowler (7/55)	Royal Bowler (12/57)	CC Long Range Rifle	Wm. 1957 Baseball
DS 100, '62, 100 Sel.	Flipper Clown (4/62)	Jumbo Bowler (9/55)	Pixie Bowler (8/58)	Gallery (1/62)	Wm. 10-Strike (12/57)
WURLITZER	Flipper Cowboy 1P (10/62)	King Pin Bowler (9/55)	Duplex (11/58)	CC All-Star Baseball (1/63)	Wm. Ten Pins (12/57)
1250, '50, 48 Sel., 45 or	Flipper Fair 1P (11/61)	ABC Spr. Del. (9/57)	Simplex (5/59)	CC Big Hit (10/62)	Wm. Shortstop (4/58)
78 RPM	Flpr. Parade (5/61)	All-Star Bowling (12/57)	Advance (5/59)	CC Pro Basketball (6/61)	Wm. Pinchhitter (4/59)
1400, '51, 48 Sel., 45 or	Foto Finish 1P (1/61)	All-Star Deluxe (2/58)	League (10/59)	CC Riot Gun (6/63)	Wm. Vanguard (10/58)
78 RPM	Flying Chariots 2P (10/63)	Lucky Shuffle (9/58)	Handicap (11/59)	Ex Gun Patrol	Wm. Hercules (2/59)
1450, '51, 48 Sel., 45 or	Gaucha 4P (1/63)	Star Shuffle (10/58)	Teammate (12/59)	Ex Jet Gun	Wm. Crusader (6/59)
78 RPM	Gigi 1P (12/63)	Speed Bowler (11/58)	Falcon (4/60)	Ex Space Gun	Wm. Titan (8/59)
1500, '52, 104 Sel., 45 &	Gondolier 2P (8/58)	Club Bowler (2/59)	Savoy (5/60)	Ex Pony Express	Wm. Del. Bat. Champ (5/61)
78 Intermix	Hi-Diver 1P (4/59)	Club Deluxe (5/59)	Bowl-A-Rama (9/60)	Ex Six Shooter	Wm. Extra Inning (5/62)
1500 A, '53, 104 Sel., 45 &	Kewpie Doll 1P (10/60)	Monarch Bowler (11/59)	Tip Top (10/60)	Ex Shooting Gal. (6/54)	Wm. World Series (5/62)
78 Intermix	Lancer 2P (8/61)	Official Jumbo (9/60)	Dixie (1/61)	Ex Star Shtg. Gal. (9/54)	Wm. Road Racer (5/62)
1600, '53, 48 Sel., 45 &	Liberty Belle 4P (3/62)	Jumbo Deluxe (9/60)	Cameo 5-Star Bowling (5/61)	Ex Sportland Shooting	Bally Champion Horse
78 Intermix	Lng. Ball 1P (12/59)	Ball Bowlers	Classic (6/61)	Gallery (11/54)	Bally Moon Ride
1650, '53, 48 Sel.	Lite-A-Card 2P (3/60)	ABC Bowl. Lane (1/57)	Alamo (4/62)	Ex "500" Shooting	Wm. Official Baseball (4/60)
1650A, '54, 48 Sel.	Mademoiselle 2P (11/59)	ABC Tournament (6/57)	Sahara (7/62)	Gallery (3/55)	Wm. Major League (3/63)
1700, '54, 104 Sel.	Majestic (4/57)	ABC Champion (10/57)	Tropic Bowler (9/62)	Ex Treasure Cove	Wm. Voice-O-Graph 1962
1800, '55, 104 Sel.	Majorettes 1P (8/64)	Strike Bowler (11/57)	Lucky (11/62)	Shooting Gal. (6/55)	KIDDIE RIDES
1900, '56, 200 Sel.	Melody Lane 2P (9/60)	Trophy Bowler (4/58)	Cypress (12/62)	Ex Jungle Hunt (3/57)	Bally Champion Horse
2000, '56, 200 Sel.	Mry-Go-Round 2P (12/60)	Lucky Alley (8/58)	Sabre (2/63)	Ex Ringer Ball (11/56)	Bally Moon Ride
2100, '57, 200 Sel.	Miss Annabelle 1P (8/59)	Pan American (6/59)	Regal (4/63)	Ex Pop Gun (9/57)	Pony Twins
2104, '57, 104 Sel.	Oklahoma 4P (2/61)	Challenger (9/59)	Fury (8/63)	Ge Lucky Seven	Bally Space Ship
2150, '57, 200 Sel.	Olympics 1-P (9/62)	Super Shuffle (12/61)	Futura (12/63)	Ge Sky Gunner	Bally Speed Boat
2200, '58, 200 Sel.	Picnic 2P (10/58)	Big 7 Shuffle (9/62)	Tornado (3/64)	Ge Night Fighter	Bally Trnrvl. Trolley
2204, '58, 104 Sel.	Preview 2-P (8/62)	Super 8 (4/63)	Thunder (6/64)	Ge 2-Player Basketball	Bert Lane Lancer Horse
2250, '58, 200 Sel.	Qun. of Diam. (6/59)	CHICAGO COIN Shuffles	WILLIAMS Ball Bowlers	Ge Rifle Gal. (6/54)	Bert Lane Merry-Go-
2300, '59, 200 Sel.	Race Time 2P (3/59)	Triple Strike (2/55)	Roll-A-Ball 6P (12/56)	Ge Big Top Rifle	Round
2304, '59, 104 Sel.	Rack-A-Ball 1P (12/62)	Arrow (2/55)	UPRIGHTS	Gallery (6/54)	B.L. Miss America Boat
2310, '59, 100 Sel.	Rocket Ship 1P (5/58)	Cr. Cross Targette (1/55)	AB Circus (5/56)	Super model (12/55)	Bert Lane Fire Engine
2400, '60, 200 Sel.	Roto Pool 1P (7/58)	Bonus Score (4/55)	AB County Fair (3/57)	Ge Gun Club	B.L. Whirlybird (3/61)
2404, '60, 104 Sel.	Royal Flush (5/57)	Hollywood (5/55)	AB Circus Wagon	Ge Wild West Gun (2/55)	B.L. Moon Rocket (3/61)
2410, '60, 100 Sel.	Sea Shore 2P (9/64)	Blinker (8/55)	Wheels (12/58)	Ge Sky Rocket Rifle	Capitol Donald Duck
2500, '61, 200 Sel.	Seven Seas 2P (1/60)	Score-A-Line (9/55)	AB Galloping Dominos	Gallery (5/55)	Capitol Elsie
2504, '61, 104 Sel.	Showboat 1P (4/61)	Bowling Team (10/55)	AB Circus Play Ball (4/59)	Ge Championship	Capitol Palomina Horse
2510, '61, 100 Sel.	Silver 1P (10/57)	Rocket Shuffle (3/58)	AB Magic Mirror	Baseball (9/55)	Capitol See Saw
2600, '62, 200 Sel.	Situn' Pretty 1P (11/58)	Explorer Shuffle (6/58)	Horoscope (11/59)	Ge Quarterback (10/55)	Chicago Coin Super Jet
2610, '62, 100 Sel.	Slick Chick 1P (4/63)	ReBound Shuffle (12/58)	AB Mermaid (3/60)	Ge Hi Fly Baseball (5/56)	Chicago Round The
2700, '63, 200 Sel.	Spot-A-Card 1P (3/60)	Championship (11/58)	AquatiProd.Squirts (11/57)	Ge State Fair Rifle Gal.	World Trainer
2710, '63, 100 Sel.	Str. Flush 1P (12/57)	Double Feature (12/58)	B Jumbo (5/59)	(6/56)	Deco Merry-Go-Round
PINGAMES	Straight Shooter (2/59)	Red Pin (2/59)	B Sportsman (6/59)	Ge Davy Crockett (10/56)	Deco Space Ranger
BALLY	Sunset 2-player (11/62)	Bowl Master (8/59)	B Bamboree (10/60)	Ge Circus Rifle (3/57)	Exhibit Big Broncho
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FOR SALE—(Cont'd)

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**CANDY VENDOR**  
Candyshop ..

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Scopitone-Audio-Visual Machine, 36-Sel., 26 inch screen. Natl. Sales Agents, Scopitone Inc., USA.

## COAN MFG. CO.

**CIGARETTE VENDORS**  
Model 74-MD: 74 sel., cap. 74  
Model 74-APC: 74 sel., cap. 74  
Model 94-UM: 94 sel., cap. 94  
Model 94-UC: 94 sel., cap. 94  
Model 116-WM: 116 sel., cap. 116  
Model 116-WC: 116 sel., cap. 116  
**CANDY VENDORS**  
Model 74-APD: 74 sel., cap. 74  
Model 94-UD: 94 sel., cap. 94  
Model 116-WD: 116 sel., cap. 116  
Model 188-D: 188 sel., cap. 188  
Model 47-Pastry: 47 sel., cap. 47

## CHICAGO COIN MACHINE

Mustang Pin 2P  
Royal Flash Pin 2P (8/64) ..  
DeVillie Shuffle Alley (8/64) ..  
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Cinebox (Audio-Visual) ..

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Regent 91 (91") ..  
Regent 77 (77") ..  
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Double Header (12/62) ..  
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ART Challenge Pistol ..  
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## D. GOTTLIEB CO.

North Star 1P (10/64)

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Ben Hur Chariot .. 645.00  
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Derby Pony Jr. .. 550.00  
Sarn The Clown .. 395.00

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Ambassador 75 (92" x 52") ..  
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Mark V, 118x63 ..  
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Deluxe Klub Pool ..  
Regular 56x40 ..

## Jumbo 75x43 ..

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Flying Turns 2P (9/64)  
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**CIGARETTE VENDORS**  
Series 113; 13 8-column shifts, cap. 447  
Upright-Series 113; 13 8-col. shifts, cap. 447  
Crown series 222; 22 sel., cap. 616  
Crown series 800; 20 sel., cap. 850  
Console-Series 650; 20 sel., cap. 670  
Moduline-22M; 22 sel., cap. 616  
Moduline-80M; 20 sel., cap. 850

## PROTECISION ENGINEERING, INC.

V-Shape Shuffle ..

## REDD DISTRIBUTING CO.

Cinch Instant Shine Vender .. (Vender and packaged Cinch product)  
Glepen Coffee Vender (Natl. Agents)  
Vend-A-Book Comic Book Vender

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Caravella (20 Col. 800 Packs) Model 3002  
Cigarette Machine ..  
Model 425 160-Sel. (Grand Prix) 7" LP Del. St.-Mon. ..  
Model 418-SA 160-Sel. (Rhapsody II) 7" LP, Del. St.-Mon. ..  
Model 414 100-Sel. (Capri II) with St. Optional ..  
Model 408 100-Sel. Wall Phone (33-1/3 Optional) ..  
1628 Deluxe "Stereo Twins" Speakers ..  
1629 "Stereo Twins Jr." Speakers ..  
1950 Remote Volume Control Unit ..  
Model 500 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control 1578 160-Sel. Wallbox ..  
1584 100-Sel. Wallbox ..  
1551 Universal Wall Box Bar Bracket ..  
1981 Money Counter for Model 425, 418-SA, & 414 ..  
Model TRLB-M—Coffee, Hot Chocolate, Soup Vender—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.

## Model 1408-S—Coffee, Hot Chocolate, Soup—

Single cup fresh brew. 500 cup capacity. Coffee 4 ways, extra cream and sugar, with sugar and cream buttons a standard feature. (Extra strong coffee button kit. Model 2017, available for Model 1408-S. Also available as Model 1408 without hot whipped soup feature).

## Model 1200—Coffee, Hot Chocolate, Soup—

single cup fresh brew. 500 cup capacity. Coffee 4 ways, extra cream and sugar buttons are standard.

## Model 3402—Coffee, Hot Chocolate, Soup and

Tea—(Compact Model). Single cup, fresh brew, serves coffee and tea 4 ways.

## Model 3403—as above, without 4 way tea

feature.

## Model 450 Book-O-Mat/Shop-O-Mat, all

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## Model 3300 Can Soft Drink Vender, 4-flavors,

200-can capacity, 32-cans precool storage.

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Rowe—AMI M-200 Phonograph with Auto-mix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.

## HAC-240 Hideaway, 200 Sel. Mon.

HBB-200 Hideaway, 200 Sel. Selective Stereo 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, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-coin Reflector.

## F-10436 Bar Grip, W.B. Mounting Bracket

EX-600 Cylindrical Wall Speaker  
EX-700 Wall Speaker

## L-2130 Ceiling Spkr., Choice of Grille

Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille

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Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.  
Ambassador Cig. Vender 286; 14 sel., cap. 510  
Celebrity Cig. Vender 260; 20 sel., cap. 800  
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.  
77 Candy Merchandiser, 11 sel., 360 cap. 560 cap.  
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.  
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.  
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.  
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.  
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.  
Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.  
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.  
Customic Background Music (Tape Cartridge)

## THE SEEBURG CORP.

LPC-480 (Tangerine or Blue) (6/63)  
LPC-1B (Blonde Cabinet) Stereo LP Console, 100 Selection Phono.  
LPC-1BR (Blonde Cabinet) Stereo LP Console, 160 Selection Phono, with remote control.  
LPC-1—Stereo LP Console, 160 Selection Phono.  
LPC-1R—Stereo LP Console, 160 Selection Phono, remote control.  
All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.

HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.

DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.

SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers, Remote income totalizer. (Available in Copper Finish)

3W100—Wall-O-Matic 100, Single Pricing TW1—Twin stereo wall speaker, 8 inch TC1—Twin stereo corner speakers, 8 inch TR1—Twin stereo recessed speakers, 8 inch EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control CC-2—Coin counter

## BACKGROUND MUSIC

Encore 1 750 Sel.  
BMS-2—Background Music unit, 1000 sel.  
BMC-1—Background Music Compact  
BMCA-1—Companion Audio

## CIGARETTE VENDOR

4E3—Modular unit, 825 pack capacity.  
4E3XM—Modular (less match unit) 825 pack capacity.

4E4—Free Standing, Personalized, 825 pack capacity.

4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity

4E5, 4E5M; 22 sel., cap. 825

## COFFEE VENDOR

662-C—Seeburg/Bally Coffee vender brews coffee cup at a time. Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5

664-D—Seeburg/Bally Modular Coffee Vender, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5

664-DS—Seeburg/Bally Modular Coffee Vender, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6

664-R—Seeburg/Bally Modular Coffee Vender, Coffee-Chocolate (refrigerated cream), 450 7 oz. cups. Selective: 5

767—Seeburg/Bally Coffee Vender—Fits any in-line modular installation. Coffee-Chocolate-Soup or Tea (dry ingredients), 650 cup capacity. Selective: 6

## PIC-A-PAC

All-Purpose Vender Model 15G1; 15 selections; Up to 315 items

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**CIGARETTE VENDORS**  
Mark II; 13 or 17 columns

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Traveling Frog ..  
Orbiting Gemini Ride ..  
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Space Ship ..  
Travel Pony (Adaptable to Other Rides) ..

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Panoram ..  
Kiddie Kolor Kartoon ..

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6 Pkt. Series:  
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Pro 2—88x51 ..  
Pro 3—93x53 ..  
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Pro 5—114x64 ..

Bumper Pool  
56x40 ..  
75x43 ..

## VALLEY SALES CO.

Bumper Pool@  
Model 522S/W Reg. Size ..  
Model 775—78x45 ..  
Model 875—88x50 ..  
Model 975—93x53 ..  
Model 1075—101x57 ..  
Model 765—78x46 ..  
Model 865—88x50 ..  
Model 935—93x53 ..  
Model 1035—100x57 ..

## El Magnifico Series

Model 884—88x50 ..  
Model 934—93x53 ..  
Model 1014—101x57 ..

## THE VENDO CORP.

**CIGARETTE VENDORS**  
CAIA Console; 22 sel., cap. 850  
C-28; 15 sel., cap. 520  
429-Special; 11 sel., cap. 428  
Continental "30"; 30 sel., cap. 830  
Tobacco Shoppe "30"; 30 sel., cap. 830

## WILLIAMS MFG. CO.

Mini-Golf  
River Boat 1P (9/64)

## THE WURLITZER COMPANY

2800 Stereo-Mono, 200-sel. phono.  
2810 Stereo-Mono, 100-sel. phono.  
Wall Boxes  
5121 Private Stereo Spkr. for use on WB 5200 and WB 5250 with Models 2300 thru 2700  
5010 WB Ten Top Tunes sel. 50¢  
5250 WB 200-sel. 10-25-50¢  
5207 WB 104-sel. ..  
5200 WB 100-sel. 10-25-50¢

## Speakers

5122 Stereo Convertible Console Spkr  
5123 Stereo Wall Spkr.—12" Coaxial  
5124 Stereo Corner Spkr.—8" Extended Range  
5125 Stereo Extender Spkr. (Packed in Pairs)  
5126 Stereo Directional Spkr. (Packed in Pairs)

## Hideaway Phonographs

2717 Stereo-Mono, 200-sel. ..  
2711 Stereo-Mono 100-sel. ..



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Only Wurlitzer has it! Ten Top Tunes for a half-dollar at the press of a Golden Bar. Consistently proven to produce important increases in profits over phonographs that lack this intriguing feature. Install a Wurlitzer 2800 with this musical bargain in any location and watch the flow of half-dollars that follows.

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*Williams and United*  
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NEW 2 PLAYER

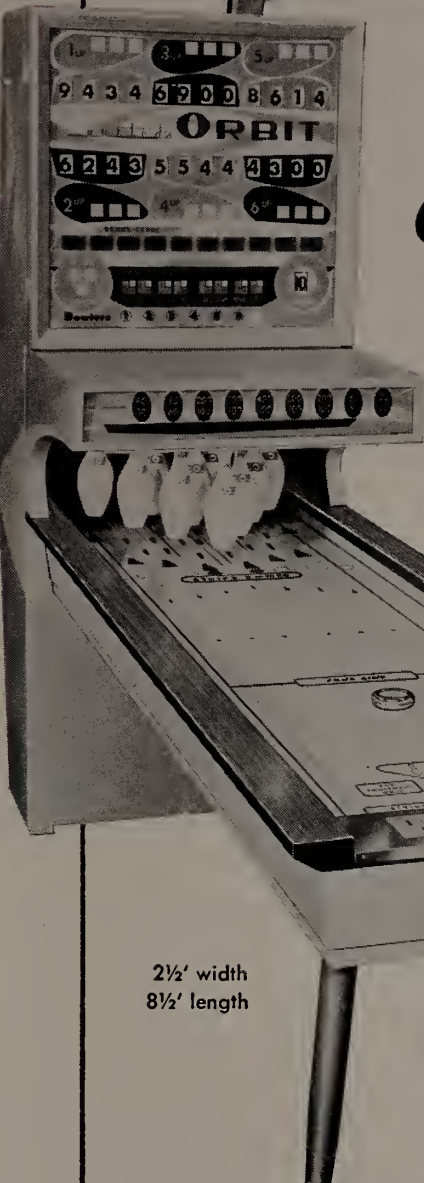
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- PLAYER CONTROLS "MINI GOLFER'S" STROKE WITH "HARD STROKE" OR "EASY STROKE" BUTTON
- PLAYERS PUTT ALTERNATELY, HOLE BY HOLE, 'TIL ALL 9 HOLES ARE MADE OR 27 STROKES USED

AVAILABLE  
IN "REPLAY"  
OR  
"NOVELTY"  
MODELS

- Formica Playfield and Front Molding
- Stainless Steel Trim Cabinet
- Single or Twin Chutes (slug rejectors)



2½' width  
8½' length

*united's new*

# Orbit\* and POLARIS

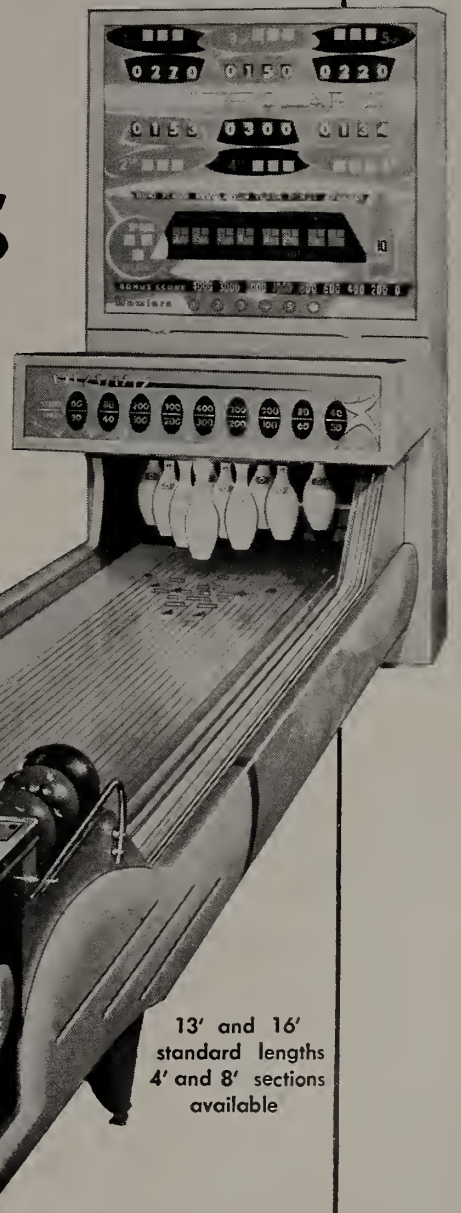
SHUFFLE ALLEY

BOWLING ALLEY

**BOTH FEATURE 6 WAYS TO SCORE**

- EASY-NORMAL STRIKE ADJUSTMENT LOCATED IN BACK BOX FOR OPERATORS CONVENIENCE
- STANDARD 10c PLAY. MULTIPLE COIN MECHANISM OPTIONAL AT EXTRA COST

lighted  
strike and spare  
indicators



13' and 16'  
standard lengths  
4' and 8' sections  
available



*Williams* ELECTRONIC MANUFACTURING CORP.

4242 W. FILLMORE ST. CHICAGO, ILLINOIS 60624  
3401 NORTH CALIFORNIA AVE. CHICAGO, ILLINOIS 60618

Cable Address: WILCOIN, CHICAGO

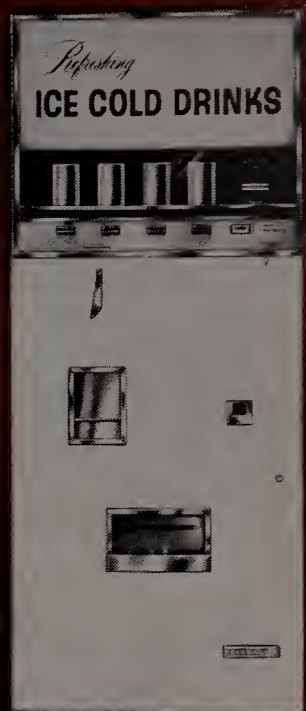


# ROCK-OLA

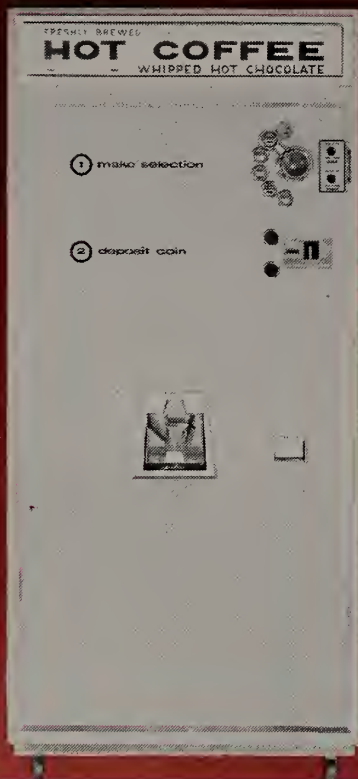
brings you  
**TOP PROFIT  
VALUE IN  
QUALITY  
VENDORS**



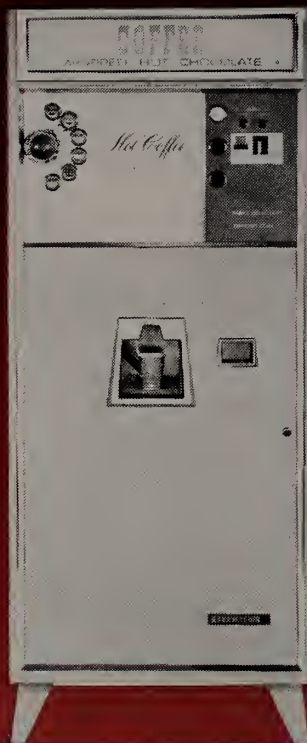
1. Model 3003



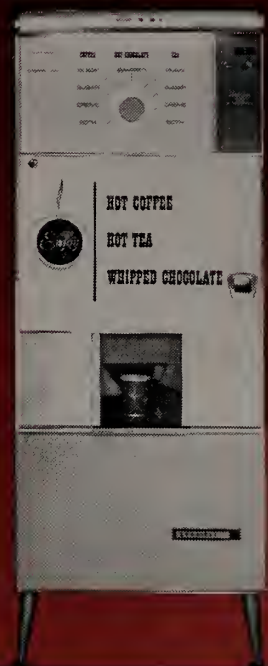
2. Model 3301



3. Model TRLB-M



4. Model 1404-S



5. Model 3402

❶ **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.

❷ **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.

❸ **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.

❹ **SINGLE CUP FRESH BREW COFFEE VENDOR—Model 1404-S.** 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.

❺ **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.

look to **ROCK-OLA** for advanced products for profit!  
ROCK-OLA MANUFACTURING CORPORATION  
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