

# Cash Box


December 5, 1964



Columbia's Robert Goulet has become one of the hottest personalities on the entertainment scene today. He has clicked in films, is a top night club draw, probably the most sought-after male vocalist for TV stints, and a tremendous record seller. Each of his LP's to date has topped the 100,000 mark and, currently, Goulet is making a name for himself in the singles field with his first big pop side "My Love, Forgive Me (Mi Amore Scusami)." Columbia will issue a new LP bearing the title of the single in a matter of days. Bob was featured on his own TV special recently titled "An Hour With Robert Goulet." He will be appearing on major TV shows almost every month from now on. Next week he does the "Sunday Night At The Palladium" television show in England. He is currently in the midst of negotiations for film and TV contracts.

INTERNATIONAL SECTION BEGINS PAGE 41





*Spirited Christmas Singles  
for Checking  
and Stocking*

**ONE LITTLE SNOWFLAKE / Mel Torme 4-43167**

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**JING-A-LING / Frankie Yankovic 4-43173**

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**CHRISTMAS PRESENT / Doris Day 4-43174**

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**CHRISTMAS IS THE TIME TO BE WITH YOUR BABY  
The Orchids 4-43175**

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**THE CHRISTMAS SONG / Aretha Franklin 4-43177**

---

**THAT HOLIDAY FEELING / Steve and Eydie 4-43179**

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*Your Holiday Hit list from  
Columbia Records*





# Cash Box

Vol. XXVI—Number 13 December 5, 1964

FOUNDED BY BILL GERSH

## Cash Box

(Publication Office)

1780 Broadway  
New York 19, N. Y.—10019

(Phone: JUdson 6-2640)

CABLE ADDRESS: CASHBOX, N. Y.

JOE ORLECK, President and Publisher  
NORMAN ORLECK, Vice President  
GEORGE ALBERT, Vice President

### MUSIC—Editorial

MARTY OSTROW, Editor-in-Chief  
IRA HOWARD, Editor  
IRV LICHMAN, Editor  
DICK ZIMMERMAN, Editorial Assistant  
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### MUSIC—Advertising

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NEIL BOGART

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### CHICAGO

LEE BROOKS  
29 E. Madison St., Chicago 2, Ill.  
(All Phones: FInancial 6-7272)

### HOLLYWOOD

JACK DEVANEY  
6290 Sunset Blvd., Hollywood 28, Cal.  
(Phone HOLLYwood 5-2129)

### ENGLAND

NEVILLE MARTEN  
Dorris Land  
9a New Bond St.  
London, W1, Eng.  
Tel: Hyde Park 2868

HOLLAND: PAUL ACKET, Theresiastraat 81a,  
The Hague, Holland, Tel: 070-722546

GERMANY: MAL SONDOCK, Amalienstrasse  
28, Munich, Germany, Tel: 220197

ITALY: MARIO PANVINI ROSATI, Viale  
Legioni Romane 5 Milan, Tel: 4073963

SCANDINAVIA: SVEN G. WINQUIST, Kagge-  
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Tel: 59-46 85

FRANCE: CHRISTOPHE IZARD, 24 Rue Octave  
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Heathmont, Victoria, Tel: 87-5677

BELGIUM: FRANS ROMEYNS,  
Paul Hymanslaan, 8, Brussels 15, Tel:  
71.57.51

MEXICO: ENRIQUE ORTIZ, Insurgentes Sur  
1870 Mexico 20, D. F., Tel: 24-65-57

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35-36-53

CANADA: JOHN MURPHY, 1455 Drummond St.,  
Montreal 25, Que., Can., Tel: (514) 845 3201

JAPAN: Adv. Mgr.: SHOICHI KUSANO  
Editorial Mgr.: Morihiro Nagata  
466 Higashi-Oizumi Nerimaku, Tokyo

SPAIN: FEDERICO HALPERN, Sagasta 23,  
Apartado 4025, Madrid, Spain

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# 1964

## THE INTERNATIONAL LOOK

1964 will be history in a few weeks. For the record industry, it will be historic.

You'd probably have to turn the pages of "History of the Music Business in America" back to 1955—rock 'n roll's first big year—to come-up with a more significant 12 month period.

This is the year that international singles product dominated the charts and turned a lot of singles concepts topsy-turvy. To England must go the credit for the greatest advances ever of any foreign nation on the U.S. disk scene.

True, most of England's armada of teenage talent take their cues from our own blues-rock tradition, but that portion of local touches—including original tunes—they employ is sufficient to put them over here with tremendous impact.

The likes of the Beatles, Rolling Stones, Dave Clark Five, Searchers, et al, not only created sales sensations on a one-release-at-a-time basis, but, to the amazement of U.S. diskmen, rolled up giant sales on a number of simultaneously marketed records. To prove that they were as appealing to the teenagers in the flesh (and shaggy-haired attire) as on disks, most of the English acts have conquered American youngsters on various p.a. tours. The Beatles—the "fab" ones—even got great critical comments for their first feature motion-picture try, "A Hard Day's Night."

For record companies and, most certainly publishers, the English invasion has meant a constant flow of traffic to London and resulting deals, deals, deals, not to mention new London branches.

If England ruled the charts this year, other international musical voices made important progress here, too. The Bossa Nova sound won renewed interest via Astrud Gilberto's singing of "The Girl From Ipanema" and, also from South America, Los Indios Tabajaros established themselves as a popular singles and LP attraction.

The Continent was the origin for some hit ballad numbers, including Robert Goulet's "My Love, Forgive Me," Johnny Tillotson's "She Understands Me" and Julie Rogers' "The Wedding."

Jazz vocalizing, an all-American art until now, also got a strong European exponent via a group called the Swingle Singers, the Scandinavians who updated Bach with impressive LP sales results.

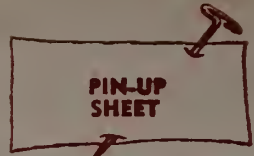
On other musical fronts, the sound of international music was heard on Broadway. "Rugantino," a performed-in-Italian show (with English subtitles) failed, but aroused the interest of many. Currently "Zizi" and "Folies Bergere," two productions from France, are scoring. The success of English musicals here (e.g. "Oliver!," "Stop The World . . .") led to further immigration of West End efforts, including "Oh What A Lovely War" and, yet to come, "Maggie May" and "Robin Hood."

The success of international music here has been, to sum it all up, varied and continuous. It has made the general worlds of music smaller. It looks like it will eventually make the worlds of music one.

Next week's editorial will look at 1964 as it concerned American musical product presented here and abroad.



# Cash Box TOP 100



DECEMBER 5, 1964

	11/28	11/21		11/28	11/21		11/28	11/21
1 SHE'S NOT THERE ☆ZOMBIES-Parrot-9695	5	7	34 WE'LL SING IN THE SUNSHINE ☆GALE GARNETT-RCA-8388	23	14	70 SHE'S A WOMAN ☆BEATLES-Capitol-5327	—	—
2 RINGO ☆LORNE GREENE-RCA-8444	3	5	35 AIN'T THAT LOVING YOU ☆ELVIS PRESLEY-RCA-8440	27	13	71 WITHOUT THE ONE YOU LOVE ☆FOUR TOPS-Motown-1069	78	—
3 MR. LONELY ☆BOBBY VINTON-Epic-9730	7	11	36 DO WAH DIDDY DIDDY ☆MANFRED MANN-Ascot-2157	28	17	72 DO-WACKA-DO ☆ROGER MILLER-Smash-1947	82	—
4 LEADER OF THE PACK ☆SHANGRI-LAS-Red Bird-10-014	1	2	37 SHE UNDERSTANDS ME ☆JOHNNY TILLOTSON-MGM-13284	47	59	73 ONE MORE TIME ☆RAY CHARLES SINGERS-Command-4057	80	91
5 YOU REALLY GOT ME ☆KINKS-Reprise-7033	6	8	38 SHAGGY DOG ☆MICKEY LEE LANE-Swan-4183	39	42	74 DON'T FORGET I STILL LOVE YOU ☆BOBBI MARTIN-Coral-62426	81	—
6 BABY LOVE ☆SUPREMES-Motown-1066	2	1	39 GONE, GONE, GONE ☆EVERLY BROS-Warner Bros-5478	44	50	75 NEEDLE IN A HAYSTACK ☆VELVELETES-V.I.P.-25007	50	49
7 COME A LITTLE BIT CLOSER ☆JAY & AMERICANS-UA-759	4	4	40 TOO MANY FISH IN THE SEA ☆MARVELETES-Tamla-54105	45	67	76 WILD ONE ☆MARTHA & VANDELLAS-Gordy-7036	—	—
8 TIME IS ON MY SIDE ☆ROLLING STONES-London-9708	9	10	41 THE WEDDING ☆JULIE ROGERS-Mercury-72332	62	90	77 (THERE'S) ALWAYS SOMETHING TO REMIND ME ☆SANDIE SHAW-Reprise-0320	88	—
9 COME SEE ABOUT ME ☆SUPREMES-Motown-1068	16	39	42 AIN'T DOING TOO BAD ☆BOBBY BLAND-Duke-383	41	30	78 LOVIN' PLACE ☆GALE GARNETT-RCA-8472	—	—
10 ASK ME ☆ELVIS PRESLEY-RCA-8440	11	12	43 WHO CAN I TURN TO ☆TONY BENNETT-Columbia-43141	38	38	79 THOU SHALT NOT STEAL ☆DICK & DEE DEE-Warner Bros-5482	87	—
11 I'M GONNA BE STRONG ☆GENE PITNEY-Musicor-1045	12	16	44 WE COULD ☆AI MARTINO-Capitol-5293	46	53	80 BOOM BOOM ☆ANIMALS-MGM-13298	—	—
12 I'M INTO SOMETHING GOOD ☆HERMAN'S HERMITS-MGM-13280	15	19	45 AIN'T IT THE TRUTH ☆MARY WELLS-20th Fox-544	42	47	81 MY LOVE (ROSES ARE RED) ☆YOU KNOW WHO GROUP-4 Corners-113	—	—
13 DANCE, DANCE, DANCE ☆BEACH BOYS-Capitol-5306	19	39	46 LET IT BE ME ☆EVERETT & BUTLER-Vee Jay-613	35	18	82 RUNNIN' OUT OF FOOLS ☆ARETHA FRANKLIN-Col. 43113	61	66
14 MOUNTAIN OF LOVE ☆JOHNNY RIVERS-Imperial-66075	17	23	47 I FEEL FINE ☆BEATLES-Capitol-5327	—	—	83 SCRATCHY ☆TRAVIS WAMMACK-Ara-204	83	84
15 BIG MAN IN TOWN ☆FOUR SEASONS-Philips-40238	18	26	48 I HAD A TALK WITH MY MAN ☆MITTY COLLIER-Chess-1907	43	45	84 ENDLESS SLEEP ☆HANK WILLIAMS JR-MGM-13278	84	86
16 EVERYTHING'S ALRIGHT ☆NEWBEATS-Hickory-1288	20	25	49 DEAR HEART ☆ANDY WILLIAMS-Columbia-43180 ☆JACK JONES-Kapp-635 *Henry Mancini-RCA-8458	72	—	85 HAWAII TATTOO ☆WAIKIKI-Kapp-KJB-30 ☆MARTIN DENNY-Liberty-55754	89	92
17 LAST KISS ☆WILSON/CAVALIERS-Josie-923	8	3	50 AS TEARS GO BY ☆MARIANNE FAITHFUL-London-9697	57	60	86 THE DODO ☆GENE SIMMONS-Hi-13278	86	83
18 THE JERK ☆LARKS-Money-106	26	35	51 HOW SWEET IT IS ☆MARVIN GAYE-Tamla-54107	71	99	87 WHAT NOW ☆GENE CHANDLER-Constellation-141	100	—
19 ANYWAY YOU WANT IT ☆DAVE CLARK FIVE-Epic-9739	32	62	52 DON'T EVER LEAVE ME ☆CONNIE FRANCIS-MGM-13287	37	40	88 UNLESS YOU CARE ☆TERRY BLACK-Tollie-9076	85	87
20 GOIN' OUT OF MY HEAD ☆ANTHONY/IMPERIALS-DCP-1119	31	46	53 CHAINED AND BOUND ☆OTIS REDDING-Volt-121	59	63	89 A HAPPY GUY ☆RICK NELSON-Decca-31703	96	—
21 WALKIN' IN THE RAIN ☆RONNETTES-Philles-123	24	31	54 LOVE POTION NO. 9 ☆SEARCHERS-Kapp-KJB-27	75	—	90 DO ANYTHING YOU WANNA ☆HAROLD BETTERS-Gateway-747	95	—
22 RIGHT OR WRONG ☆RONNIE DOVE-Diamond-173	25	32	55 LITTLE HONDA ☆HONDELLS-Mercury-73324	40	20	91 GETTING MIGHTY CROWDED ☆BETTY EVERETT-Vee Jay 628	98	—
23 MY LOVE FORGIVE ME (Mi Amore Scousame) ☆ROBERT GOULET-Columbia-43131	29	37	56 SLAUGHTER ON 10TH AVE. ☆VENTURES-Dolton-300	48	48	92 I WANT YOU TO HAVE EVERYTHING ☆LEE ROGERS-D-Town-1035	—	—
24 REACH OUT FOR ME ☆DIONNE WARWICK-Scepter-1285	21	22	57 IT AIN'T ME BABE ☆JOHNNY CASH-Columbia-43145	65	76	93 HERE SHE COMES ☆TYMES-Parkway-924	90	93
25 HAVE I THE RIGHT ☆HONEYCOMBS-Interphon-7707	10	6	58 WILLOW WEEP FOR ME ☆CHAD & JEREMY-World Artist 1034	69	80	94 EVERY LITTLE BIT HURTS ☆BOBBY VEE-Liberty-55751	—	—
26 IS IT TRUE ☆BRENDA LEE-Decca-31690	14	15	59 OPPORTUNITY ☆JEWELS-Dimension-1034	60	68	95 A WOMAN'S LOVE ☆CARLA THOMAS-Atlantic-2258	97	—
27 OH NO, NOT MY BABY ☆MAXINE BROWN-Wand-162	33	43	60 RUN, RUN, RUN ☆GESTURES-Soma-1417	66	77	96 LEADER OF THE LAUNDROMAT ☆DETERGENTS-Roulette-4590	—	—
28 SHA LA LA ☆MANFRED MANN-Ascot-2165	34	52	61 THE PRICE ☆SOLOMON BURKE-Atlantic-2259	67	73	97 WATCH OUT SALLY ☆DIANE RENAY-MGM-13296	99	—
29 SIDEWALK SURFIN' ☆JAN & DEAN-Liberty-55727	30	34	62 SINCE I DON'T HAVE YOU ☆CHUCK JACKSON-Wand-169	77	85	98 PRETEND YOU DON'T SEE HER ☆BOBBY LEE-Liberty-55751	—	—
30 SATURDAY NIGHT AT THE MOVIES ☆DRIFTERS-Atlantic-2260	36	64	63 THE 81 ☆CANDY/KISSES-Cameo-336	73	81	99 IT'LL NEVER BE OVER FOR ME ☆BABY WASHINGTON-Sue-114	93	98
31 THE DOOR IS STILL OPEN ☆DEAN MARTIN-Reprise-0307	13	9	64 WALK AWAY ☆MATT MONRO-Liberty-55745	76	89	100 I'M GONNA LOVE YOU TOO ☆HULLBALLOOS-Roulette-4587	—	—
32 AMEN ☆IMPRESSIONS-ABC-10602	54	82	65 KEEP SEARCHIN' ☆DEL SHANNON-Amy-915	79	97	99 SMILE ☆EVERETT & BUTLER-Vee Jay-633	—	—
33 OH PRETTY WOMAN ☆ROY ORBISON-Monument-851	22	12	66 IT'S ALL OVER ☆WALTER JACKSON-Okeh-7204	70	78	100 FOUR STRONG WINDS ☆BOBBY BARE-RCA-8443	94	88

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Happy Guy (Blackwood BMI) . . . . .87	Don't Forget I Still Love You (South Mountain BMI) . . . . .72	Last Kiss (Boblo BMI) . . . . .17	Sha La La (Ludix, Flomarlu BMI) . . . . .28
A Woman's Love (Easl BMI) . . . . .93	Bl (Hill & Range BMI) . . . . .63	Leader Of The Laundromat (Apt ASCAP) . . . . .94	Shoggy Dog (Blackwood, T.M. BMI) . . . . .38
Ain't Doing Too Bad (Don BMI) . . . . .42	Every Little Bit Hurts (Blene, Shelby ASCAP) . . . . .92	Leader Of The Pack (Tender Tune-Trio BMI) . . . . .4	She Understands Me (Al Gallica BMI) . . . . .37
Ain't It The Truth (Grand Canyon, Shake Well BMI) . . . . .45	Endless Sleep (Johnstone, Montie, Elizabeth BMI) . . . . .82	Let It Be Me (Leeds ASCAP) . . . . .46	She's A Woman (Maclen BMI) . . . . .68
Ain't That Loving You (Elvis Presley ASCAP) . . . . .35	Everything's Alright (Acuff-Rose BMI) . . . . .16	Listen Lonely Girl (Jenny ASCAP) . . . . .67	She's Not There (Al Gallica BMI) . . . . .1
Always Something There To Remind Me (Jungnickel-Blue Seas-Jac BMI) . . . . .75	Four Strong Winds (M. Witmark ASCAP) . . . . .100	Little Honda (Sea Of Tunes BMI) . . . . .55	Sidewalk Surfin' (Sea Of Tunes BMI) . . . . .29
Amen (Pamco BMI) . . . . .32	Getting Mighty Crowded (Blackwood BMI) . . . . .89	Love Potion No. 9 (Quintet BMI) . . . . .54	Slaughter On 10th Ave. (Chappell ASCAP) . . . . .5
Anyway You Want It (Branson BMI) . . . . .19	Goin' Out Of My Head (South Mountain BMI) . . . . .20	Lovin' Place (Leprechaun BMI) . . . . .76	Smile (Bourne ASCAP) . . . . .99
As Tears Go By (Forward Ltd ASCAP) . . . . .50	Gone, Gone, Gone (Acuff-Rose BMI) . . . . .39	Mountain Of Love (Vaughn Trousdale BMI) . . . . .14	Thou Shalt Not Steal (Acuff-Rose BMI) . . . . .77
Ask Me (Elvis Presley BMI) . . . . .10	Have I The Right (Duchess BMI) . . . . .25	Mr. Lonely (Ripley BMI) . . . . .3	Time Is On My Side (Rittenhouse-Maygar BMI) . . . . .8
Baby Love (Jobete BMI) . . . . .6	Hawaii Tootoo (Zodiac BMI) . . . . .83	My Love (Roses Are Red) (Tiffany BMI) . . . . .79	Tao Many Fish In The Sea (Jobete BMI) . . . . .40
Big Man In Town (Saturday, Gavadima ASCAP) . . . . .15	Here She Comes (Wyncote, Ranger 7 ASCAP) . . . . .91	Needle In A Haystack (Jobete BMI) . . . . .73	Unless You Care (Trousdale BMI) . . . . .86
Boom Boom (Conrad BMI) . . . . .78	How Sweet It Is (Jobete BMI) . . . . .51	Oh No, Not My Baby (Screen Gems, Col. BMI) . . . . .27	Walk Away (Ardmore & Beechwood BMI) . . . . .64
Chained And Bound (East-Time BMI) . . . . .53	I Feel Fine (Maclen BMI) . . . . .47	Oh, Pretty Woman (Acuff-Rose BMI) . . . . .33	Walking In The Rain (Screen Gems, Cal. BMI) . . . . .21
Come A Little Bit Closer (Picturetone BMI) . . . . .7	I Had A Talk With My Man (Chevis BMI) . . . . .48	One More Time (January BMI) . . . . .71	Watch Out Sally (Saturday ASCAP) . . . . .95
Come See About Me (Jobete BMI) . . . . .9	I'm Gonna Love You Too (Nor-Va-Jac BMI) . . . . .98	Opportunity (Screen Gems-Col. BMI) . . . . .59	We Could (Acuff-Rose BMI) . . . . .44
Dance, Dance, Dance (Sea Of Tunes BMI) . . . . .13	I'm Gonna Be Strong (Screen Gems-Col. BMI) . . . . .12	Prend You Don't See Her (Rosemeadow ASCAP) . . . . .96	Wedding (Regent BMI) . . . . .41
Dear Heart (Northridge-Witmark ASCAP) . . . . .49	Is It True (Southern ASCAP) . . . . .7	The Price (Cotillion BMI) . . . . .61	We'll Sing In The Sunshine (Lupercalia ASCAP) . . . . .34
Da Anything You Wanna (Way Gate ASCAP) . . . . .88	It Ain't Me Babe (M. Witmark & Sons ASCAP) . . . . .57	Roach Out (Jungnickel-Blue Seas-Jac ASCAP) . . . . .24	What Now (Chi-Sound-Corad BMI) . . . . .85
Do-Wacka-Do (Tree BMI) . . . . .70	It'll Never Be Over For Me (Bourne ASCAP) . . . . .93	Right Or Wrong (Combine BMI) . . . . .22	Who Can I Turn To (Musical Comedy Prod. BMI) . . . . .43
Do Wah Diddy Diddy (Trio BMI) . . . . .36	It's All Over (Curton, Joyce BMI) . . . . .66	Ringo Don Robertson ASCAP . . . . .2	Wild One (Jobete BMI) . . . . .74
Dodo (Screen Gems, Col. BMI) . . . . .84	I Want You To Have Everything (Mah's BMI) . . . . .90	Running Out Of Fools (Roosevelt BMI) . . . . .80	Willow Weep For Me (Bourne ASCAP) . . . . .58
Door Is Still Open (Berkshire BMI) . . . . .31	Jerk (Cash BMI) . . . . .18	Run, Run, Run (Rinneck BMI) . . . . .60	Without The One You Love (Jobete BMI) . . . . .69
Don't Ever Leave Me (Trio BMI) . . . . .52	Keep Searchin' (Vicki, McLaughlin, BMI) . . . . .65	Saturday Night At The Movies (Screen Gems-Col. BMI) . . . . .30	You Really Got Me (Jay Boy BMI) . . . . .5



# ...BIG Singles... Smash LP's

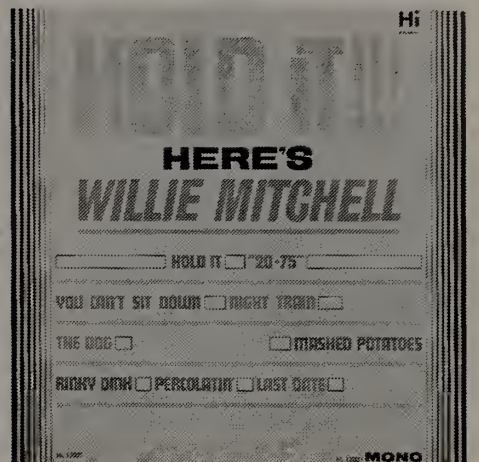
**WILLIE MITCHELL**

*Breaking everywhere!*

# PERCOLATIN'

HIS LATEST LP

#2083



Stereo SHL 32021

Mono HL 12021

**ACE CANNON**

*Christmas Hit & Juke Box Special*

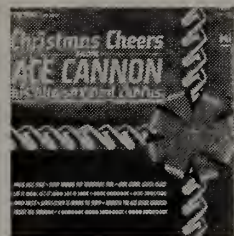
# BLUE CHRISTMAS

B/W

# HERE COMES SANTA CLAUS

HIS LATEST LP's

#2084



Stereo SHL 32022  
Mono HL 12022



Stereo SHL 32019  
Mono HL 12019

THE 'UNTOUCHABLE' SOUND  
**BILL BLACK'S COMBO**

*Released by popular demand — a real sleeper!*

# SO WHAT

HIS LATEST LP

#2055



Stereo SHL 32020

Mono HL 12020

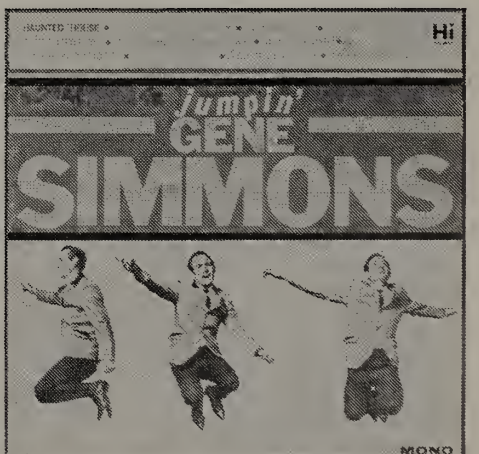
**JUMPIN'**  
**GENE SIMMONS**

*Strong Chart Action*

# THE DODO

HIS LATEST LP

#2080



Stereo SHL 32018

Mono HL 12018



THE AMERICAN LONDON GROUP

# Mercury Plans Build-Up In R&B; Forms New Blue Rock Label



Directing the operation of Mercury's new Blue Rock label for R & B dates is product manager Dick Bruce (left), who's going over designs for the diskery's logo with Carl Proctor, national promo manager.

NEW YORK—Mercury Records is pin-pointing the re-vitalization of the R&B sound here and abroad through a new label—Blue Rock Records, the diskery's topper Irving Green announced last week.

The decision to launch the specialty label was made, Green said, on the basis of the increased R&B sales ac-

tion shown overall in the industry; specific sales action in Mercury's other divisions; as well as personal observations of music trends made by Green during his extensive European travels.

"R&B and the beat are getting greater emphasis on the international scene," Green pointed out, "no doubt due to the rapidly expanding teen age consuming market all over the world."

"Even in England," the exec noted, the American R&B influence is being incorporated more and more into the beat. And what the English are doing to it, is revitalizing R&B in our industry in America.

"The English have been taking our R&B sound, adding their own Yorkshire pudding concept to it, and sending it right back to us stronger than ever before."

Green added that R&B is tops in France, too, with one of the country's top singers, Johnny Hallyday, being strongly R&B.

Heading up the new Blue Rock label will be product manager Dick Bruce, who has been with Mercury for several years in sales managerial capacities. National promotion manager will be Carl Proctor, formerly with Summit Dist. in Chicago, and who has had a broad background in the R&B field.

Blue Rock will have its own roster of talent, with A&R duties being handled by Luichi de Jesus in New York; Leroy Lovett in the Philadelphia office; and Nick Venet on the West Coast. In addition, Green stressed, Blue Rock will be "aggressive" in seeking out and purchasing masters.

Distribution will be through indie distributors with established marketing knowledge in the R&B area.

Blue Rock's first product release was shipped last week, and includes two singles "Baby What's Wrong" b/w "Here Comes My Baby" by Jonnie Mae Matthews, and "Let Her Love Me" b/w "When The Music Grooves" by Otis Leavill.

"We believe the current important sales action on R&B will continue and have even greater success," Green said. "We're amplifying the demand with the establishment of a new division devoted strictly to this market."

## MGM Pics Shows Profit For Fiscal '64—Disk, Pubbery Income Up

NEW YORK—After a losing year in 1963, Metro-Goldwyn-Mayer, Inc. has announced earnings in the fiscal year ended Aug. 31 of \$7,390,476, compared to a loss of almost \$17.5 million in fiscal 1963.

All divisions, president Robert O'Brien reported, made profits, including the company's disk and music activities MGM/Verve Records and Big 3 Music).

Combined music and record operations earnings were \$1,525,000. Sales in music and records totaled \$15,827,298. There was a loss of \$135,000 in fiscal 1963.

Gross revenues for fiscal 1964 reached \$171,360,000 in comparison to 1963's \$136,219,000.

## Capitol Inks Georgia Brown

HOLLYWOOD—Capitol Records has inked Georgia Brown, London and Broadway star of "Oliver!", to an exclusive disk pact, according to Tom Morgan, director of artists' contracts.

Now living in New York, she will cut an album in Gotham under the direction of Si Rady, A&R producer.

In addition to her appearance on the Victor Broadway cast version of "Oliver!", she did several albums for London Records.

Her "Oliver!" success led to a number of TV and nitery stints.

## NARAS Starts Balloting; 5 New C&W Categories; Set Mid-May Awards Date

NEW YORK—There have been five new country music awards added to the list of Grammy winners, the initial balloting of which went out to labels last week.

NARAS execs, it was further reported, are out to condense the time period necessary for uncovering this year's Grammy winners and are aiming for a mid-April rather than mid-May presentation date.

Responding to suggestions from the recently-formed Nashville chapter of NARAS, sponsors of the Grammy awards, it was agreed to add the following classifications: best country LP; best song; most promising artist; best vocal performances by a male and female.

Intact is the previous country award category, best country single.

In addition to the country area moves, there's a new jazz category, best instrumental (any size). Also, the classical scene is represented by a new category, best vocal chamber music.

In the pop field, the previous category of best ork (other than dancing) has been dropped in favor of best performance by an ork or instrumentalist—other than jazz.

This week, all active members will be supplied with their forms. Their selections plus label listings will comprise the initial eligibility list which, according to new NARAS prexy Nesuhi Ertegun, may run well over 4,000 entries.

Eligible recordings will span a total of 47 categories. It's the intention of NARAS to give as much representation as possible to all the creative facets of the recording field, while at the same time trying to keep the total number of awards within "reasonable limits."

## Amy-Mala To Handle New Crewe Diskery



Left to right, Bob Crewe, Dan Crewe and Larry Uttal.

NEW YORK—Larry Uttal, general manager of Amy-Mala Records, and Bob Crewe, head of Genius, Inc., the indie producing firm, have announced the formation of a new label—Dyno-Vox Records, a new label owned by Bob and Dan Crewe, which will be distributed by Bell Records, distributors of Amy-Mala product.

In addition, the new label plans to establish a strong album line. Crewe said that a movie soundtrack LP would be announced soon and that negotiations were in progress for a Broadway special cast. In addition, the signing of a symphony orchestra is also on tap.

The diskery will incorporate product produced by Bob Crewe and additional product from other countries.

Initial release—due this week—falls into the latter category, for it's an English noise-maker called "Now We're Thru" by the Poets. To follow is a disking by the Beach Girls called "Skiing In The Snow."

## 20th Century Fox Bows 17 New Albums

NEW YORK — 20th Century-Fox Records Nov. schedule of albums included nine new releases highlighted by Len Maxwell's "A Merry Monster Christmas" and eight re-packaged collections.

The new LP's are: the original soundtrack of "Goodbye Charlie" featuring Andre Previn at the piano, "The Little Drummer Boy" Sholom

Secunda's "Family Chanuka Festival" "The De Castros At The Stardust," "American Debut" by Joan Manning and Milan's "I Am What I Am."

The re-issues include: "Tommy Dorsey-Vol.'s I & II", "Glen Miller-Vol.'s I & II", "This Is Art Tatum-Vol.'s I & II", "This is George Gershwin" and "The Best Of Shirley Temple."

## New Columbia Pact For Brothers Four



The Brothers Four flank Columbia Records' president Goddard Lieberman during new contract signing.

NEW YORK—Columbia Records has re-inked the Brothers Four, popular folk field performers, to an exclusive contract, it was announced last week by Ken Glancy, A&R vp.

The team first hit the disk scene in 1959 with their Columbia disking of "Greenfields," one of first hits of the resurgence of the pop-folk sound.

In addition to other singles successes, they've done particularly well in LP sales. A recent release, "More Big Folk Hits," was their 10th album for Columbia.

As a strong college campus attrac-

tion, they will make about 200 appearances during their 1964-65 college tour. They recently completed an around-the-world tour which included performances in Japan, Italy, Spain, France, England and the Scandinavian countries.

The group has also done top television shows, including the Ed Sullivan Show, the Bell Telephone Hour and the Tonight Show.

Native Washingtonians Bob Flick, Mike Kirkland, John Paine and Dick Foley began their professional singing careers while students at the Univ. of Washington.

## "Rudolph" A 40 Mil Seller, Bows His TV Spec Sunday



JOHNNY MARKS

NEW YORK—"Rudolph," that remarkable red-nosed Reindeer, is getting a TV spectacular all his own this season.

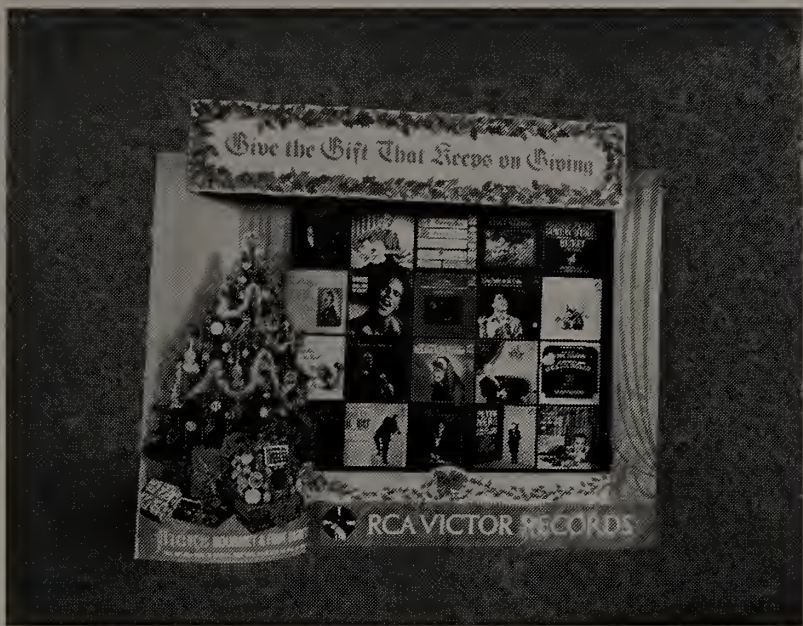
Next Sunday (6), NBC-TV will present a special Yuletide program named after the famous subject of Johnny Marks' now classic pop Holiday number, with seven new songs by Marks.

The animated telecast, already scheduled to be repeated next year, will feature the voice of Burl Ives (Continued on page 38)

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# RCA Victor's Vast Yule Promo Aims At 100,000,000 Consumers



NEW YORK—RCA Victor Records is under way with a massive Christmas season ad, promo and merchandising campaign designed to inform some 100 million readers about new product, catalog best sellers and new and standard Christmas packages.

George Parkhill, manager of advertising and promotion, said the campaign is built around the Victor slogan, "Give the Gift That Keeps on Giving," and has been geared to reach the widest possible consumer audience and number of record dealers in the peak Christmas buying season.

The campaign includes trade, consumer magazine and newspaper, radio and television advertising, point-of-sale materials, counter displays, window displays, mounted album covers, full-color consumer supplements, new release bulletins and special publicity.

Consumer advertising is scheduled in The New York Times Magazine, Holiday, Esquire, the New Yorker, Cosmopolitan, TV Guide, Schwann Catalogue, Saturday Review, Time

Magazine, Newsweek, Saturday Evening Post, Playboy and other publications with an aggregate circulation of more than 35 million and an estimated readership in excess of 100 million consumers. In addition, there will be a wide variety of ad mats covering popular and classical product, new and catalogue, for use by distributors and dealers in local newspapers with many additional millions of readers.

Parkhill said Victor's distributors have been offered a program for conducting a nation-wide dealer window display contest, with winners to receive three Hicks Gourmet Food Baskets, one at Christmas, one at St. Valentine's Day, and the third at Easter, and all dealers participating to receive smaller Hicks Gourmet packages, all this through special arrangement with Hicks, one of the nation's most famous fancy food packagers.

Victor's new Christmas albums this year are "The John Gary Christmas Album" (see last week's story on indications that it will be Victor's biggest new Christmas album in several years); "Hark! the Herald Angels," with George Beverly Shea; "Let's Ring the Bells All Around the Christmas Tree," with John Klein; "Christmas with the Norman Luboff Choir"; the Robert Shaw Chorale in "A Ceremony of Carols"; and a new stereo recording of Menotti's famed Christmas opera, "Amahl and the Night Visitors."

In addition, special best sellers to be included in the campaign include "Hello, Dolly!," "We'll Sing in the Sunshine" (Gale Garnett), "Sugar Lips" (Al Hirt), "Songs You Won't Forget" (Peter Nero), "Moonlight and Roses" (Jim Reeves), "The Concert Sound of Mancini" (Henry Mancini), "Guitar Country" (Chet Atkins), "Sometimes I'm Happy" (Continued on page 38)

## Ray Gordy Ends Ties With Berry Gordy Firms, Forms New Music Org.

NEW YORK—Following a legal settlement, Ray Gordy, formerly with Motown Records and Jobete Music, has announced that she has severed her relationship with those companies as well as with other companies controlled by Berry Gordy, Jr.

It was also announced that—in association with Eddie Singleton, writer-producer, and Stanley "Mike" Ossman, formerly professional manager of Jobete Music—she has formed Ramitary Music to handle publishing activities, Red Carpet Management and Shrine Records. Offices will be maintained in New York and Washington, D. C.

# MCA Buys Leeds Music; Lou Levy, Sal Chianti Move Into Set-Up

NEW YORK—MCA, Inc., the giant TV-pic packager, has purchased Leeds Music from its founder and owner, Lou Levy, it was announced last week by Jules Stein, MCA chairman.

The purchase of the assets and worldwide copyrights of the company also includes Duchess Music, the BMI affiliate of Leeds, and other subsidiary companies.

Under the deal—the purchase price of which was not disclosed—Levy and Sal Chianti, exec vp of Leeds, move over as execs of the new firm name, Music Corporation of America.

This is MCA's second big move into the music business. Several years ago, it bought Decca Records and its assorted publishing affiliates.

Leeds was formed by Levy back in 1938. Prior to that, Levy had managed songwriters Sammy Cahn and Saul Chaplin and the Andrews Sisters.

Some of the all-time copyrights that go into the catalog of Music Corporation of America are "I'll

Never Smile Again," "I Remember April," "Heartaches," "C'est Si Bon," "All Or Nothing At All," "Now Is The Hour" and such recent successes as "Girl From Ipanema" and "I Wanna Hold Your Hand."

## AF Goes After Teen Disk Sales

NEW YORK—Sid Frey's Audio Fidelity label, famed for its "sound" albums, is now going after the teen-market sounds.

Barry Auslander, pop A&R producer for the label, has announced the signing of The Teemates, currently at New York's Metropole, to a long term pact. Being rushed out are an LP, "Jet Set Discotheques IV" and a single, "Movin' Out." Group is also penciled in for an extensive deejay and retailer tour around the country.

AF is considering the formation of a subsid label to handle their pop releases. An announcement soon is expected on the matter.

AF, of course, built a strong "sound" reputation during the 50's, and was one of the first labels to enter the stereo field.

## Ertegun Is New NARAS Prexy



NESUHI ERTEGUN

NEW YORK—Nesuhi Ertegun has been elected the new national president of NARAS by the Academy's 18 national trustees. The vice-president of Atlantic Records, and formerly the president of the Record Academy's New York Chapter, Ertegun takes over the reigns from out-going president John Scott Trotter, who served the Academy during the past year.

Along with Ertegun's election, the trustees picked three new national officers and re-elected a fourth for one year terms. Francis Scott, III, of Capitol Records, was tabbed to continue as national treasurer. Joel Friedman of Warner Brothers Records was elected 1st vice-president; disk star Chet Atkins, a member of the NARAS board of governors in Nashville, was picked as second-vice president, while William Traut, a vet of the Chicago Chapter as well as a creative force for the Seeburg Corporation, was voted in as new national secretary.

Commented Ertegun: "Naturally I consider it an honor to be elected to this very respected and responsible office. I also consider it a personal challenge, for we have already had three excellent national presidents in Paul Weston, Bob Yorke and John Scott Trotter, each of whom has served the Academy exceptionally well. It is my hope and my ambition to continue their fine work by continuing to lead NARAS in its already established direction of new vitality, responsibility and respect—a direction followed so well by my predecessors. Of course, I too will seek and hope to receive the same fine cooperation of the many dedicated and creative people within our organization. For they, after all, are really NARAS."

# CHRISTMAS RECORD ACTIVITY

A list of Christmas albums which have been reported by dealers to be showing significant sales activity at this early date. This feature is being offered as an aid to the dealer. It will be a continuing feature until the Holiday has passed. Titles are listed in order of strength from the limited number of returns received on Yuletide product.

## ALBUMS

1. BEACH BOYS CHRISTMAS ALBUM (Capitol T/ST 2164)
2. A MERRY CHRISTMAS Al Martino (Capitol T/ST 2165)
3. THE ANDY WILLIAMS CHRISTMAS ALBUM (Columbia CL 2087/CS 8887)
4. JACK JONES CHRISTMAS ALBUM (Kapp KL 1399/KS 3399)
5. CHRISTMAS GREETINGS Jerry Vale (Columbia CL 2235/CS 9025)
6. A VERY MERRY CHRISTMAS Bobby Vinton (Epic LN 24122/BN 26122)
7. THAT HOLIDAY FEELING Steve Lawrence & Eydie Gorme (Columbia CL 2262/CS 9062)
8. MERRY CHRISTMAS Brenda Lee (Decca DL 4583/DL 74583)
9. THE JOHN GARY CHRISTMAS ALBUM (RCA Victor LPM/LSP 2940)
10. MERRY CHRISTMAS New Christy Minstrels (Columbia CL 2096/CS 8896)
11. WE WISH YOU A MERRY CHRISTMAS Ray Coniff (Columbia CL 1892/CS 8892)
12. MORE SOUNDS OF CHRISTMAS Ramsey Lewis Trio (Argo LP/Stereo 745)
13. CHRISTMAS '64 Jimmy Smith (Verve V 8604/V 68604)
14. 12 SONGS OF CHRISTMAS Sinatra/Crosby/Waring (Reprise F/FS 2022)
15. THE DORIS DAY CHRISTMAS ALBUM (Columbia CL 2226/CS 9026)

## Catalano To Kapp A&R



TOM CATALANO & MICKEY KAPP

NEW YORK — Tom Catalano has joined Kapp Records as an A&R director. Catalano recently directed the operations of April-Blackwood Music, the Columbia label's publishing arm. Before that, he served as merchandising manager of singles for Columbia for three and a half years.

With Catalano in Kapp's A&R department are president Dave Kapp, Mike Berniker and Paul Gohen.

While at April-Blackwood, he obtained diskings by such stars as Peggy Lee, Nancy Wilson, Paul Anka, Clyde McPhatter and others. Also at A-B, he was associated with one of 1963's biggest hits, "My Boyfriend's Back."

Mickey Kapp, exec vp, noted that Catalano's background in publishing and singles sales was "extremely vital to the business of making hit records . . ."



# 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 NOVEMBER 25TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
60%	I Feel Fine	Beatles—Capitol		66%
52%	Boom Boom	Animals—MGM		52%
48%	Amen	Impressions—ABC Paramount		88%
45%	She's A Woman	Beatles—Capitol		53%
42%	Lovin' Place	Gale Garnett—RCA		42%
38%	Without Your Love	Four Tops—Motown		72%
36%	Wild One	Martha & Vandellas—Gordy		36%
35%	Do Wacka Do	Roger Miller—Smash		62%
32%	Dear Heart	Andy Williams—Columbia		67%
30%	You've Lost That Lovin' Feeling	Righteous Brothers—Philles		30%
29%	What Now	Gene Chandler—Constellation		29%
28%	Walk Away	Matt Monro—Liberty		65%
27%	Thou Shalt Not Steal	Dick & Deedee—Warner Bros.		27%
26%	The Wedding	Julie Rogers—Mercury		83%
25%	Getting Mighty Crowded	Betty Everett—Vee Jay		54%
25%	Leader Of The Laundromat	Detergents—Roulette		25%
24%	Dear Heart	Jack Jones—Kapp		63%
23%	Keep Searchin'	Del Shannon—Amy		83%
22%	Don't Forget I Still Love You	Bobbi Martin—Coral		22%
21%	Always Something There To Remind Me	Sandie Shaw—Reprise		40%
20%	Smile	Jerry Butler & Betty Everett—Vee Jay		20%
19%	Do It Right	Brook Benton—Mercury		19%
19%	Anyway You Want It	Dave Clark Five—Epic		89%
18%	Hawaii Tattoo	Waikikis—Kapp		45%
17%	A Happy Guy	Rick Nelson—Decca		59%
16%	My Love (Roses Are Red)	You Know Who Group—4 Corners		16%
16%	Fiddler On The Roof	Village Stompers—Epic		16%
15%	Love Potion #9	Searchers—Kapp		61%
13%	Tell Her Johnny Said Goodbye	Jerry Jackson—Columbia		37%
12%	How Sweet It Is	Marvin Gaye—Tamla		51%
11%	Dear Heart	Henry Mancini—RCA Victor		25%
11%	Every Little Bit Hurts	Bobby Vee—Liberty		11%
10%	As Tears Go By	Marianne Faithful—London		83%
10%	Gone, Gone, Gone	Everly Bros.—Warner Bros.		40%

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

TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE	TOTAL % TO DATE
9%	I Want You To Have Everything	Lee Rogers (D-Tawn)	9%	The 81 Candy & Kisses (Camea) 48%
9%	Prmised Land	Chuck Berry (Chess)	8%	Hawaii Tattoo 23%
76%	Hullaballaas	(Raulette)	8%	Martin Denny (Liberty) 25%
9%	Hullaballaas	(Raulette)	8%	Hey Little One 25%
9%	Hullaballaas	(Raulette)	8%	J. Frank Wilson (Jasie) 45%
9%	Hullaballaas	(Raulette)	8%	RUN RUN RUN 45%
9%	Hullaballaas	(Raulette)	8%	Gestures (Soma) 45%

Jerry Vale  
**HAVE YOU LOOKED INTO YOUR HEART**

4-43181

Johnny Cash  
**IT AIN'T ME BABE**

4-43145

Andy Williams  
**DEAR HEART**

4-43180

Jerry Jackson  
**TELL HER JOHNNY SAID GOODBYE**

4-43158

Robert Goulet  
**MY LOVE, FORGIVE ME**

4-43131

**COLUMBIA RECORDS**



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Climb aboard  
for another fast ride  
to the top

# “My Buddy Seat” The Hondells

72366



Produced by Nick Venet



HO- HO- HO!  
LOOK WHO'S GOT  
THE HIT  
CHRISTMAS  
RECORD!



YOU'VE NEVER  
BUT NEVER  
HEARD A  
CHRISTMAS  
RECORD  
LIKE THIS!

**CHESS** producing corp.  
CHICAGO, ILL. 60616

## BIOS FOR DEEJAYS

Bobbi Martin



Bobbi Martin, who is currently scoring with "Don't Forget I Still Love You" on the Coral label, is no overnight sensation. Unlike many of her peers who jump into the winner's circle with little or no experience, she has been perfecting her craft for the past four years in some of the nation's top supper clubs.

A product of Baltimore, Bobbi was exposed to music from her earliest childhood. After completing her education at St. Jermon's and St. Peter's in her home town she set her sights for New York. Personal manager Miriam Love took Bobbi under her wing and in short order the lark was playing the night club circuit (e.g. the Playboy Clubs, Blinstrub's, Bellevue Casino, etc.) in addition to guesting on national TV shows.

The talented performer, who writes much of her own material, sometimes accompanies herself on the guitar.

Sandie Shaw



Sandie Shaw, who is currently clicking on both sides of the foam with "Always Something There To Remind Me," the recent Lou Johnson hit, was discovered by British songwriter Adam Faith.

Although the seventeen-year-old lass has always dreamed of a show business career nothing ever came of it. One day, however, she mustered up her courage and went backstage at the music-hall where Faith was appearing with the Roulettes. After telling them that she wanted to make a name for herself as a singer, Sandie sang her interpretation of "Everybody Loves A Lover." Adam was quite impressed. He believed the youngster, who sings with her shoes off, had a distinctive and imaginative singing style. A few weeks later she had passed an audition and signed a contract with England's Pye Records. A pact with Reprise for her American recordings followed shortly thereafter.

Sandie, who has been playing at string concerts, p.a.'s, etc. in her native Blighty, will be making her initial stateside visit in the immediate future.



## PLATTER SPINNER PATTER

"I wouldn't be surprised if we got as many as ten million votes," predicted WTRY-Albany program manager Lee Gray in Oct. as the outlet kicked off its "Teen Election" promotion. High schools were invited to send in their votes for Johnson or Goldwater . . . each petition signature counted one vote, and each Big Bond or Hollywood Bread wrapper of facsimile, counted fifty votes. The winning school would collect an Inaugural Ball, complete with live band, recording stars, deejays, prizes, refreshments, the works . . . and their favorite teacher and his or her spouse would be sent to Washington to be official WTRY reporter at the Inaugural. The schools placing second and third would win a record hop with their favorite platter spinner, and all three top schools would be awarded a distinctive plaque, honoring their civic and school spirit. WTRY morning man Don Weeks and PM man Rick Snyder toured the schools in a mobile unit, doing remotes and collecting votes. Thousands of area teens and a surprising number of local adults sported WTRY Teen Election" lapel buttons, which had a place to signify their choice of candidate. And the votes started arriving at the studios . . . by the cardboard carton-full. The number of votes cast collectively by the top twenty high schools reached the astronomical total of 549 million, 711 thousand, 442. It's difficult to determine who was most enthusiastic about the Teen Election . . . the deejay staff, the winning schools or the Big Bond Bread Company, which reported an unprecedented increase in sales.

Do you wake up in the morning hating yourself because you weren't spartan enough to stay awake for the end of the late movie? Do you shuffle around all day trying to find someone who had insomnia who can unravel the plot for you? Well, the listeners of KEX-Portland need not despair any more for the station is currently unleashing another public service: Videotic Theater, a synopsis of the last reel of the previous night's TV flick. KEX is bringing the Great Northwest full-dramatized "conclusion" of first-run motion pictures. Some of the great film conclusions coming up on the station will be: "The Millie Muffett Story of "The Great White Whey" (A heart-warming story of the girl-next-door who makes good on Broadway), "Dr. Jekyll's Magic Martini" or "The Olive That Took Over The World" (A chilling science-fiction thriller that might happen tomorrow or today), etc. Videotic Theater is a creation of the outlet's program director, Bob Hawkins. . . . Beginning the day after Thanksgiving and continuing through Dec. 24, KEX will occupy a building in downtown Portland for the purpose of promoting Christmas, holiday spirit, public service, and the general good-will that goes with the holiday season. This special center will be known as the KEX Holiday House. They'll be inviting people to drop in to rest while they are Christmas shopping. Seating and coffee will be provided.

Josie Carey, the hostess of her own program for children on KDKA-Pittsburgh, has discovered that more than 900 young Pittsburghers would like to learn French. Miss Carey, who is learning French from records on her show heard each Sunday morning at 7 AM, recently told her audience that she would supply them with a list of French pronunciations if they would send her a self-addressed stamped envelope. Apparently, steel town over-

flows with would-be Parisians since more than 925 persons responded to her offer. . . . Fred E. Walker, general manager of KDKA, has been named to a new committee being organized to study new procedures for use in the selection of jurors. The appointment was made by Judge Henry Ellenbogen of Pittsburgh's Court of Common Pleas.

Bob Holliday, program director of WING-Dayton, sends along word that the station's annual Lively Guy Walk For Those Who Can't was a tremendous hit. The 1964 walk was the most successful as the deejays delivered 200 shopping bags full of treats and hundreds of dollars to Dayton area hospitals and orphanages at Halloween.

A grateful crowd of over 5,000 persons recently attended the Ray McKinley-led Glenn Miller Orchestra concert-dance at the Rochester War Memorial. The affair was sponsored entirely by WHAM-Rochester with all proceeds allotted to the New Campus Fund of the Rochester Institute of Technology. Highlights of the highly successful benefit were the appearance of all the station's air personalities and a live broadcast.

Stan Richards, KHJ-Hollywood personality who doubles as host of KHJ-TV's weekly "Surf's Up!" television series, received the first plaque ever awarded by the United States Surfing Association, for helping recognize and better the sport of surfing. Stan shows color surfing films every Sunday evening over the outlet, in what is reported to be the only weekly series concerning surfing. . . . Recent special guests on KHJ-TV's "9th Street West" show were Dick Dale, Mike Clifford, Lou Rawls and Freddie Cannon. Deejay Sam Riddle hosts the daily half-hour stanza.

Congratulations are in order to Don Logan who is celebrating his fifth anniversary as morning man and assistant program director on KEEL-Shreveport.

Ever fracture a fibula skiing? Those who have are eligible for membership in KABL-San Francisco's Fractured Fibula Club. To qualify for membership in this exclusive club, just break your leg in a skiing accident and send in an X-Ray of the break and a sworn statement from a doctor that the fibula was broken while skiing. Prizes for the Best Breaks include subscriptions to Skiing Magazine, recordings of "Music To Ski By" and pairs of crutches.

Three special programs making the four hundredth anniversary of the birth of Williams Shakespeare will be broadcast on WGN-Chicago's "Music Unlimited" on three consecutive upcoming Wednesdays. John Mallow, host of the program, will present such stars as Richard Burton, Dame Edith Evans and Sir John Gielgud reading the works of the poet-playwright. Music to be broadcast will include music from the time of the Bard played by the Pro Musica group.

### VITAL STATISTICS:

Joel Sebastian, formerly on WXYZ-Detroit, is now deejaying on WINS-New York. . . . Rick Fight given the green light as program director of WRPL-Charlotte while Latt Martin is a new platter spinner on the station. . . . Al Benson is back in broadcasting on WBEE-Chicago. . . . Keith F. Mealey named station manager of KFRE-TV-Fresno. . . . Perry C. Cooper is now spinning 'em on WNJH-Hamilton, N. J.

FRESH, NEW, VOLATILE SOUND!...THE KIND OF STYLE,  
MOOD AND MELODIC SUBSTANCE TO BUCK A TREND—  
OR START A NEW ONE! IS THIS THE SURPRISE SINGLE  
THAT MAY SET THE CHARTS ON ITS COLLECTIVE EAR?



# PHYLLIS McGUIRE

TAKES A 2½ MINUTE LEAVE FROM THE NATION'S MOST ILLUSTRIOUS SISTER ACT

“I DON'T WANT TO WALK  
WITHOUT YOU” 0310

*Another Single of Significance from*





2  
+2  
/5

## PREDILICIONS

### FOR 1965

### THAT MAY NOT . . . .

**STATISTIC:** If you melted down all the plastic in all the records made by the Animals, Kinks and the Beatles, you could cover the British Isles with a sound-proof plastic shell—which might not be bad.

**PREDICTION:** Murry the K will be promoted to Murry the L.

People who start every other statement by saying, "WELL, I FEEL . . ." scare me. I can accept: "I THINK", or "I KNOW," or even "I GUESS," but "I FEEL"???? You can feel hot, cold, tired or itchy, but if you feel an opinion it usually means you have no facts, no knowledge and no purpose—except getting the most for the least.

**MAYBE** the R.I.A.A. will wake up and try to get some Excise Tax Relief for the industry. Perhaps the legislators will listen to an appeal concerning Educational, Classical, or Childrens' Records. One thing's for sure — if R.I.A.A. doesn't, they'll lift the tax on fur coats and diamond rings before they do on The Animals!

**1966 REPORT:** While the ear-plug transistor and the tape-machine-FM Radio Combine started to destroy the Record Industry during 1965—a sudden change was detected: D.J.'s, lead by Murry the M (he was promoted again) began to jam performances on the air with more and more commercials—they began to realize their heads would roll, too, if They Let The Kids Tape Complete Songs.

HAPPY NEW YEAR!

*Arthur Shimkin*  
ARTHUR SHIMKIN

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



## Back In The U.S.



**NEW YORK**—Following a successful seasons of concerts and disk dates in Europe, acclaimed soprano Leontyne Price is back in the U.S. and next week will perform and record for the first time with the Boston Symphony. Under Erich Leinsdorf's direction, she'll do two Strauss works, the last scene from "Salome" and "The Egyptian Helen."

Site of the concert will be Boston's Symphony Hall (11, 12), with the session to follow immediately thereafter.

While she'll be doing her first concert with the Boston Symphony, she has recorded a number of operas under the baton of Leinsdorf, including last spring's Grammy winner (best opera recording) "Madame Butterfly."

Her recent "Carmen" release is one of Victor's fastest-selling opera sets in the label's history, and even made sales noise on the pop charts.

While in Europe, Miss Price recorded Verdi's "La Forza del Destino" for Victor, with Thomas Schippers as the conductor.

She appeared at the Vienna Staatsoper in productions of "Il Trovatore," "Aida" and "Tosca," and with the Berlin Opera in "Il Trovatore." She was the only American singer to be invited to accompany La Scala Opera on its visit to Russia. In Moscow, she sang in the Verdi Requiem and received an ovation of unprecedented length. She also sang in a Bach Cantata in the Berlin Festival.

### Carnegie U.S. Debut For Marino Marini

**NEW YORK**—Marino Marini, Versatile Italian music man, will make his American debut at Carnegie Hall, this city, on Saturday night, Dec 12. For the occasion, the singer, ork leader, pianist and writer penned a song called "Sei Simpatica" (You Are Wonderful), dedicated to America. Marini, who performs with his own Quartet, will concertize for two weeks in this country. Their performance at Carnegie Hall will be in English and Italian. American producer is Erberto Landi.

### New Dove LP On Deal

**NEW YORK**—A special discount plan has been set for singer Ronnie Dove's album debut on Diamond Records, "Right Or Wrong," the songster's big singles hit. It's a buy-7-get-1-free deal through Feb. 28. Besides his current success, the LP contains "Say You," his first hit. Standards and original comprise the rest of the bill.

# 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

2nd Phase of Fall-Winter Campaign: Special incentive plan; details available at Decca branches. Expires: Nov. 30.

### DEUTSCHE GRAMMOPHON-ARCHIVE

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

### DIAMOND

A buy-7-get-1-free deal on a Ronnie Dove LP, "Right or Wrong." Expires: Feb. 28.

### FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-5-get-one-free basis. Also, other LP's at additional 12½% discount.

### GATEWAY

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

### MERCURY

"Part 2 of Out of This World with Mercury": Special discounts on 37 new LP's and catalog. Expires: Dec. 31.

### NASHBORO

Buy-7-get-one-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-one-free basis. 100% exchangeable. No expiration date set.

### REQUEST

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

### ROULETTE

"Everything's Coming Up New On Roulette": 15% discount in free merchandise on all albums. Expires: Nov. 30.

### SIMS

Buy 10 albums get 3 free. Expires: Jan. 31.

### SMASH-FONTANA

"Sales Route '64": Special distrib 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.

## Another WNEW Spectacular



**NEW YORK**—WNEW presented another of its series of "live" spectaculars last week (Thanksgiving Day), this one featuring Sarah Vaughan and the Skitch Henderson band. The show emanated from Gotham's Basin Street East during a "night club luncheon" for ad agency buyers. The show was emceed by William B. Williams.

Pictured above at the holiday broadcast are (left to right) WNEW's Ted Brown and Gene Klavan, Skitch Henderson, station general manager John V. B. Sullivan, the "Tonight" show's Ed McMahon, and Dee Finch, Jim Lowe and Varner Paulsen of WNEW. Sarah is in the foreground with host William B. Williams.

Bob CREWE PRESENTS . . .

**dynoVoX** records



**THE LABEL THAT HAD TO HAPPEN!!!**

our first release is already happening "Over There"!

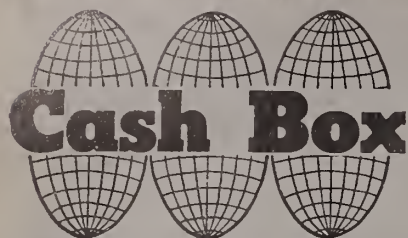


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DISTRIBUTORS OF **AMY-mala**

1776 Broadway, N.Y.C., N.Y.

**dynoVoX** CORPORATION



# 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

PROMISED LAND (2:20) [Arc BMI—Chuck Berry Music]

THINGS I USED TO DO (2:40) [Venice, BMI—Jones]

CHUCK BERRY (Chess 1916)

Berry's at his drivin' best on his latest for Chess. Tabbed "Promised Land," it's a 'pull-out-all-the-stops' rocker that Chuck pounds out solid sales authority. It's a real mover that should head out for hit territory in no time flat. Backing's a lazy paced blues shuffler that also has a hit outlook. Both are in Chuck's "St. Louis To Liverpool" LP.

MAKIN' WHOOPEE (3:16)

[Bergman, Vocco & Conn ASCAP—Kahn, Donaldson]

MAKIN' WHOOPEE (2:37)

[Bergman, Vocco & Conn ASCAP—Kahn, Donaldson]

RAY CHARLES 10609)

Ray Charles should have no difficulty in zooming up the charts in no time flat with this new ultra-commercial release from ABC-Paramount. The plug side here, "Makin' Whoopee," the old sentimental evergreen, is given an exciting, soulful, funky reading by the chanter. On the flip, the artist displays his distinctive keyboard technique and superbly plays the same tune sans vocal.

LOVELY, LOVELY (LOVELY, LOVELY) (2:27)

[Picturetone, BMI—Supraner, Rothman]

THE WEEKEND'S HERE (2:28) [Evanston, BMI—Mushinsky, Bell]

CHUBBY CHECKER (Parkway 936)

Chubby Checker could have one of his strongest singles outings in quite a while with this captivating "Wimoweh"-fashioned pulsator tagged, "Lovely, Lovely." Attention-getting choral-ork backdrop rounds out what looks like a big winner. The undercut's a multi-flavored shouter in a vibrant, steady-stompin' setting that's also sure to command a healthy share of the action.

HEY LITTLE ONE (2:30) [Radford, BMI—Burnett, DeVorzon]

SPEAK TO ME (2:20) [LeBill, BMI—Roush]

J. FRANK WILSON & CAVALIERS (Josie 926)

J. Frank Wilson and the Cavaliers follow up their recent chart-topper, "Last Kiss," with this feelingful revival of the years back Dorsey Burnett hit, "Hey Little One." The side is already on its merry chart way. The flip is an upbeat handclapper geared to the likes of the teen dance set.

BY BUDDY SEAT (2:09)

[New Executive, Beechwood, BMI—Wilson, Usher]

YOU'RE GONNA RIDE WITH ME (1:40)

[Mer-Ven, Beechwood, BMI—Christian, Usher]

THE HONDELLS (Mercury 72366)

The Hondells, raced up the top ten charts aboard their "Little Honda" motorcycle smash Mercury bow, can head right back there with this new one tabbed "My Buddy Seat." Tune, which refers to the back seat built for a friend, is treated to a sensational teen beat performance by the group. Nick Venet directed this Ben-Ven prod. More of the same top teen stuff on the flip.

ILL BE THERE (2:48) [T. M., BMI—Darin]

YOU YOU YOU (2:00) [Pacemaker, BMI—Marsden]

GERRY & THE PACEMAKERS (Laurie 3279)

Gerry and the Pacemakers should easily continue their big hit string with this new Laurie addition. It's the Bobby Darin oldie, "I'll Be There," that lead voice Gerry and Co. takes for an ear-pleasing soft beat cha cha ride. Fine string-filled accompaniment. Coupler, not the oldie, is a heartfelt jumper.

SMILE [Bourne, ASCAP—Chaplin, Parsons, Philips]

LOVE IS STRANGE [Jonware, BMI—Smith, Baker]

BETTY EVERETT & JERRY BUTLER (VeeJay 633)

The artists, who successfully teamed up on an oldie, "Let It Be Me," are in for more of the same happy chart results with another evergreen up-dating. This time it's "Smile" (from Charlie Chaplin's "City Lights") that Betty and Jerry deliver in beautiful soft shuffle ballad style. The Mickey & Sylvia teen classic makes an infectious cha cha beat return on the flip.

BUCKET "T" (2:35) [Screen Gems, Col. BMI—Christian, Berry]

LITTLE RAIL JOB (2:20) Buckhorn, BMI—Wilkin]

RONNY & THE DAYTONAS (Mala 492)

Ronny & The Daytonas are chart-bound once again as they rip one off in "G.T.O." smash fashion. This one's another sizzling hot-rod'er, labeled "Bucket 'T'" that the race thru in money-making vocal and instrumental style. Loads of "Surfin' Bird"-like gimmicks on this potent Bill Justis prod. More strong teen-beat doin's on the flip.

## Pick of the Week

FAITH (2:41) [Edwin Morris, ASCAP—Lawrence, Freeman]

BYE 'N BYE (2:58) [Inter'l, ASCAP—Armstrong]

LOUIS ARMSTRONG (Mercury 72371)

Satchmo continues in his delectable "Hello, Dolly!"—"So Long Dearie" frame of mind with "Faith," a happy spiritual-like number from the incoming musical, "I Had A Ball." Bound for the kind of airplay that means chart sales. Flip is the authentic spiritual done as an instrumental.

COME ON DO THE JERK (2:47)

[Jobete, BMI—Whited, Moore, Rogers, Robinson]

BABY DON'T YOU GO (2:55) [Jobete, BMI—Robinson]

THE MIRACLES (Tamla 54109)

The Miracles, who recently added "That's What Love Is Made Of" to a long list of chart winners, hop on the bandwagon to cash in on the success of the current dance craze, the Jerk, with this thumping item tagged, "Come On Do The Jerk." The reverse is an easy-listening change-of-pace rhythm ballad opus they dish up feelingfully. The group should strike paydirt with this entry.

HE'S MY GUY (2:35) [Blackwood, BMI—McCoy]

(I WANT A) TRUE, TRUE LOVE (2:30)

[Screen Gems, Col., BMI—Willingham, Beery]

IRMA THOMAS (Imperial 66080)

Irma Thomas can regain her dual-mart hit touch with this new Imperial session. It's a feelingful, beat-ballad romancer, tabbed "He's My Guy," that Irma puts over with tender emotion. Inviting Nick De Carolled support rounds out the Top 100 contender. Underlid's a throbbing cha cha beat-ballad affair.

CAN YOU JERK LIKE ME (2:26) [Jobete, BMI—Stevenson, Hunter]

THAT DAY WHEN SHE NEEDED ME (2:30) [Jobete, BMI—Robinson]

THE CONTOURS (Gordy 7037)

The Contours are good bets to get back in their "Do You Love Me" smash ways as they climb aboard the 'jerk dance bandwagon'. Boys ask "Can You Jerk Like Me" on this enthusiastic rocker that's sure to set the teen hoofers in motion. Producers are Stevenson and Hunter. Complete change-of-pace in the tender cha cha beat-ballad underlid.

SUNRISE, SUNSET (2:53) [Sunbeam, BMI—Harnick, Bock]

THE BELLS RING (2:30) [Big B, ASCAP—Gary]

JOHN GARY (RCA Victor 8479)

Gary, who's had tremendous LP success, can have his biggest single session to date in this charmer from "Fiddler On The Roof." It's the lovely Yiddish folk tune, "Sunrise, Sunset," that the rich-toned songster lilts over with telling effect. Stellar ork-choral showcase supplied by Joe Lipman. Companion piece is an extremely pretty toe-tapper titled "The Bells Ring." Dave Gates serves up the grade "A" vocal-instrumental support here. Joe Reisman produced the lid.

I WANT JUSTICE (2:12) [Fame, BMI—Frank, Penn]

I'M GETTING BETTER (2:01) [Riley & Lyn, Lou, BMI—Bruce]

JIMMY HUGHES (Fame 6404)

Jimmy Hughes can quickly get back in his "Steal Away" money-making ways with this power-packed new entry tabbed "I Want Justice." The side is a rollicking, hard-driving, chorus-backed teen-angled pop-r&b twister with a contagious repeating riff. "I'm Getting Better" is a slow-shufflin' moody affair about a guy who attempts to adjust to the fact that his romance went kaput.

SEVEN LETTERS (2:47) [Milky Way, BMI—King]

RIVER OF TEARS (2:30) [South Mountain, Cotillion, BMI—Washington]

BEN E. KING (Atco 6328)

Ben E. King seems destined to do Top 100 business with this new hitsville-loomer tagged "Seven Letters." The tune is a slow-shufflin', chorus-backed pop-r&b weeper about a guy who finally decides to break off with his gal. On the flip, "River Of Tears," the chanter dishes-up an appealing, rhythmic organ-backed soulful traditional blues tearjerker.

I WANT IT THAT WAY (2:41) [Bibo, ASCAP—Morris, Ballard, Jr.]

I'D RATHER DIE YOUNG (2:34)

[Randy, Smith, ASCAP—Smith, Wood, Vaughn]

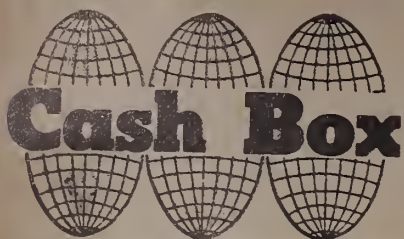
PAT BOONE (Dot 16684)

The smooth-toned songster's latest for Dot promises to be one of his biggest in some time. It's a tantalizing, Latin-flavored romancer, tagged "I Want It That Way," that Pat delivers with loads of feeling. Potent instrumental support from Billy Vaughn's outfit. Also keep close tabs on the lilting revival of the heart rendering sentimental oldie, "I'd Rather Die Young."

You get Lloyd Price, Erma Franklin, the Big Lloyd Price Band, with arrangement by Slide Hampton on the fantastic Monument recording of

# AMEN

from the motion picture "Lilies of the Field." And this single is the one destined to become the classic. Amen. #45-865



# 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

JUST CALL, I'LL BE THERE (2:26) [Unart, BMI—Blackwell]  
ROCKING PNEUMONIA (2:05) [Ace, BMI—Smith, Vincent]  
P. J. PROBEY (Imperial 66079)

Probey, an American artist who made it big in Britain first (and then scored here with "Hold Me"), can have his first big one on the Imperial label with "Just Call, I'll Be There." It's a potent chorus-backed rock-a-cha-cha that has Probey really going up the vocal scale. The Huey Smith oldie, "Rockin' Pneumonia (And The Boogie Woogie Flu)", takes a striking teen beat ride on the under half.

DANNY BOY (2:45) I BELIEVE (2:34)  
[Boosey & Hawkes ASCAP— Weatherly] [Cromwell ASCAP—Drake, Graham, Shirl, Stillman]

PATTI LABELLE & HER BLUEBELLS (Parkway 935)

Chances are these two old-timers will be making the chart rounds once again—as a result of this Patti LaBelle & Co. double-header. Leadoff portions the poignant sentimental "Danny Boy" that the femmes carve out in emotion-packed beat-ballad manner. The other's the beautiful inspirational ballad, "I Believe," that the gals also treat to a superb performance. Richie Rome and the Embers lend a top flight string-filled accompaniment on these two potent sides.

DON'T MAKE HER CRY (2:14) [Blackwood BMI—Johnston]  
BARBARA'S THEME (3:14) [Mansion ASCAP—Pleis, Gold]  
MIKE CLIFFORD (United Artists 794)

Cliff can return to "Close To Cathy" stardom on this new UA effort. It's a poignant, ultra lovely ballad, titled "Don't Make Her Cry," that Mike reads with touching sincerity. Don Costa's the arranger-conductor of this excellent Jack Gold-produced date. The haunting mood entry, "Barbara's Theme," is from the pic "Diary Of A Bachelor."

I'D DO IT AGAIN (2:29) [Drury Lane, Beckie BMI—Kesler, Sisk]  
SO CRUEL (2:18) [Drury Lane, Beckie BMI—Davidson]  
BOBBY WOOD (Joy 291)

Wood's newest Joy offering (from the LP tagged after his name) is a very pretty shuffle-beat-ballad opus tabbed "(With All My Heart) I'd Do It Again." It's a tender, chorus-backed country-flavored affair on which Stan Kessler takes first-rate arranging-conducting credits. Backing's a heartfelt, cha cha beat ballad thump'er labeled "So Cruel."

POPPING POPCORN (2:17) [Cortez, Unbelievable BMI—Vann, Clowney]  
THE QUESTION (DO YOU LOVE ME) (2:50)  
[Cortez, Unbelievable BMI—Vann, Clowney]  
DAVE "BABY" CORTEZ (Okeh 7208)

"The Happy Organ" man Dave "Baby" Cortez joins the Okeh roster with this new outing and chances are he'll make an impressive initial showing. Side to watch is the exciting hand-clapping thumper, "Popping Popcorn," that sports some vocal comments along the way. Great teen hop item. There's a potent vocal by Dave on the touching beat-ballad undercut. Teddy Vann's the producer.

IT'S BETTER TO HAVE IT (2:50) [Nujac BMI—Ozen]  
PEOPLE GONNA TALK (2:37) [Crazy Cajun BMI—Bradshaw]  
BARBARA LYNN (Jamie 1292)

Lark stands a strong chance in making the hit grade once again via this new Jamie performance. It's a powerful, chorus-backed funky-blues plea for romance, labeled "It's Better To Have It," that boasts an infectious teen-angled multi-dance beat. Terrific dual-mart potential. Undercut's a hard-driving blues weeper with an interesting repeating melodic riff.

## Newcomer Picks

HE'S IN TOWN (2:35) [Screen Gems, Col. BMI—Goffin, King]  
FLASHBACK (2:08) [Sea-Lark BMI—Giant, Baum, Kaye]  
THE ROCKIN' BERRIES (Reprise 0329)

Here's another tune that originally made the grade in the U.S. (via the Tokens' outing)—is currently riding high on England (via this Rockin' Berries performance)—and is also set for another chart run back in the States. It's the haunting "He's In Town" that takes an infectious new cha cha ride. Watch it once again. Backing's a pulsating jet-speed rocker tagged "Flashback."

WHITE CLIFFS OF DOVER (2:15)  
[Shapiro Bernstein ASCAP—Kent, Burton]  
SOMETHING OR OTHER (2:15)  
[Burdette BMI—Midkiff, Harris, Meeks, Kleinow]  
SIR RALEIGH & THE CUPONS (A&M 757)

Looks like Sir Raleigh can become an important wax name in the near future. Backed by the Cupons, the chanter turns in an impressive, English-accent, soft thump beat cha cha up-dating of the lovely sentimental oldie, "White Cliffs Of Dover." Potent side produced by Jerry Dennon. Undercut's a zany Liverpool-sounding instrumental with some comical lyrics along the way.

## Newcomer Picks

PRETTY GIRLS EVERYWHERE (2:30)  
[Recordo-BMI—Church, Williams]  
DOIN' THE JERK (2:25) [Mer-Ven-BMI—Engel]  
THE WALKER BROS. (Smash 1952)

The Walker Bros., a new West Coast vocal group, should stir up a lot of sales and deejay excitement with this potent revival of the while-back Eugene Church hit "Pretty Girls Everywhere." A stompin' Shorty Rogers arrangement is the perfect complement to the group's first-rate vocal offering. The reverse is another dance delighter tagged "Doin' The Jerk" also geared for immediate teen acceptance.

## Christmas Picks Of The Week

DEAREST SANTA (2:49) [Famous, ASCAP—Boyd, Dunn]  
THE BELL THAT COULDN'T JINGLE (2:20)  
[Rosewood/Bacharach/Twelve Stave, ASCAP—Kusik, Bacharach]  
BOBBY VINTON (Epic 9741)

Bobby Vinton should keep the cash registers ringing steadily this Christmas season with this poignant ballad tagged "Dear Santa," about an orphan boy who wants only a family for Christmas. Tune is from the songster's new Yule album. The flip is a seasonal novelty item with a catchy melody that should also come in for a good share of the spins and sales.

I HEARD THE BELLS ON CHRISTMAS DAY (2:35)  
[St. Nicholas, ASCAP—Longfellow, Marks]  
THE LITTLE DRUMMER BOY (3:03)  
[Mills, ASCAP—Davis, Onarati, Simeone]  
FRANK SINATRA (Reprise 0314)

Frank Sinatra is sure to pick up plenty of spins and sales this season with this moving reading of "I Heard The Bells On Christmas Day," culled from a new Reprise Yule LP that also features Crosby and Waring. The tune is pop but the message is spiritual. The reverse is a bright treatment of the perennial Simeone-cleffed "The Little Drummer Boy." Both ends should see top-drawer activity.

DANCING WITH SANTA (2:32) [Willong, BMI—Lapole]  
REAL LIVE DOLL (2:35) [Willong, BMI—Lapole]  
THE TRASHMEN (Garrett 4013)

The Trashmen can have a "Surfin' Bird" sales-giant for the Holiday season as they come up with one that the teeners'll flip over. It's a driving low-keyed pounder, tabbed "Dancing With Santa," that the old fella's doin' the watusi. George Garrett's the producer. On the catchy jumper, on the other end, the guy wants a "Real Live Doll" for Christmas.

THE CHRISTMAS SONG (2:25) [E. H. Morris, ASCAP—Torme, Wells]  
I REMEMBER CHRISTMAS (2:56)  
[Cotillion, Tredlew, BMI—Treadwell, Davis]  
DRIFTERS (Atlantic 8266)

The Drifters seem sure to jump into the winner's circle with this top-flight new Yuletide entry. The side to watch here, "The Christmas Song," the seasonal sturdie, is given a warm-hearted lyrical reading (complete with counterpoint portions) by the group. The attractive coupler, "I Remember Christmas," easy-shufflin' bluesey sentimental affair with a nostalgic while-back sound.

## Christmas Re-Issue Picks

RUDOLPH THE RED NOSED REINDEER (2:32)  
[St. Nicholas, ASCAP—Marks]  
DAVID SEVILLE & CHIPMUNKS (Liberty 55289)  
THE CHIPMUNK SONG (2:17) [Monarch, ASCAP—Bagdasarian]  
ALVIN'S HARMONICA (2:39) [Monarch, ASCAP—Bagdasarian]  
DAVID SEVILLE & CHIPMUNKS (Liberty 55250)  
WONDERFUL DAY (2:28) [Monarch, ASCAP—Bagdasarian]  
THE NIGHT BEFORE CHRISTMAS (2:59)  
[Monarch, ASCAP—Bagdasarian, Moore]  
DAVID SEVILLE & CHIPMUNKS (Liberty 55635)  
LITTLE MATCH GIRL (2:47) [Jamie, BMI—Blackwells]  
THE BLACKWELLS (Jamie 1173)  
AFRICAN NOEL (1:55) [Plymouth, ASCAP—Lewis]  
TUCSON ARIZONA BOYS CHOIR (United Artists 783)  
DONDE ESTA SANTA CLAUS? (2:20)  
[Ragtime, SCAP—Parker, Greiner, Scheck]  
AUGIE RIOS (MGM 13292)



Season's Greetings

# JOHNNY MATHIS

*Sounds Of Christmas*



MERCURY  HI-FIDELITY MG 20837



Produced by:  
GLOBAL Records

Exclusively on



GENERAL ARTISTS CORPORATION



# 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

MICHAEL ALLEN (MGM 13301)

● SHE (2:35) [Saturday, ASCAP—Crewe, Calello] A solid teen dramatic is done with a big-sounding format—from the multi-tracked reading by the songster to the commanding ork backdrop. A Bob Crewe dramatic, it can go over in a big chart way.

(B) PEOPLE FORGET SO FAST (2:45) [Saturday, ASCAP—Crewe, Calello, Linzer] Busy, but less exciting stuff.

THE STREET CLEANERS (Amy 916)

● THAT'S COOL, THAT'S TRASH (2:12) [Trousdale, BMI—Sloan, Barri] Amy's answer to the Trashmen, the guys offer a strong rockin' dance-floor sound. Lots of color for teen appreciation and a possible chart berth.

(B) GARBAGE CITY (2:15) [Trousdale, BMI—Sloan, Barri] Wild instrumental item.

MIKE SCOTT (DCP 1123)

● THE GOLD BUG (2:54) [Boston Road BMI—Stone] The Gold Bug is a Greenwich Village nitery featuring the rockin' artist, who helps salute the dance spot with a fine, uninhibited belt stanza. Can create big pop-R&B news.

(B) FRANKIE'S ANGEL (3:15) [Ampco ASCAP—Kent, Serino] Touching, emotional blues-feel portrayal, with narrative-like portions.

THE SHIN-DIGGERS (ABC-Paramount 10612)

● SHINDIG (2:29) [Pamco, BMI—Pate] This captivating rock-a-rhythmic instrumental, tagged after the hit new teen TV show, has the kids cheering along the way. Deck moves with coin-catching fervor. Watch it. Johnny Pate grabs top notch arranging-conducting credits.

(B+) STATION BREAK (2:29) [Pamco, Yvonne, BMI—Pate] More fetching instrumental-with-shouts on this end.

DOROTHY BERRY (Planetary 101)

● AIN'T THAT LOVE (2:09) [Dragon-Wyck, BMI—Gates] Dot's new R&B subsid is underway with an infectious blues-dance romp. Besides the effective warble by the lark, there's fine percussion-guitar-harmonica work, and a femme chorus. Can show speedy chart results.

(B) YOU BETTER WATCH OUT (2:00) [Dragon-Wyck, BMI—Gates] Contagious, middle-beat blueser.

BOOKER T. & MG'S (Stax 161)

● CAN'T BE STILL (1:57) [East, BMI—Cropper, Jones, Jackson, Steinberg] Booker T. and the MG's have hits in the past and they can do pop-r&b biz again with this hard-driving, rollicking funky instrumental with a contagious repeating melodic riff. Watch it closely.

(B+) TERRIBLE THING (2:30) [East BMI—Jones, Cropper, Jackson, Steinberg] Lyrical, slow-moving bluesey instrumental sounds.

WALLACE BROS. (Sims 220)

● ONE WAY AFFAIR (2:05) [English, BMI—Smith, Hughey] The Wallace Bros. who hit a short while back with "Precious Words" in both the pop and r&b departments can score again with this slow-shufflin' funky chorus-backed soulful tale of romantic rejection. Watch it closely.

(B+) GO ON GIRL (1:35) [Charan, BMI—Riley] Infectious, rhythmic happy blueser.

THE McGUIRE SISTERS (Reprise 0330)

● DEAR HEART (2:23) [Northridge & Witmark, ASCAP—Livingston, Evans, Mancini] Lovely pic tune, already receiving Top 100 action, receives an attractive femme vocal. Gals are back on the disk scene with a side that could win them renewed attention.

(B) CANDY HEART (2:42) [Screen Gems—Columbia, BMI—Greenfield, Keller] There's a nostalgic, old-time feel about this likeable ballad, heard here with a Nashville Sound bounce.

BERT KAEMPFERT ORCH. (Decca 31722)

● RED ROSES FOR A BLUE LADY (2:20) [Mills, ASCAP—Tepper, Brodsky] The sentimental, melodic oldie is dished-up with a very-pleasing-to-the-ear, almost soft-shoe approach by the German maestro, his strings, sans-lyric chorus and Fred Moch's trumpet. Can catch-on.

(B) LONELY NIGHTINGALE (2:57) [Roosevelt, BMI—Kaempfert, Rehbein] Further relaxed ork-woordless chorus doings.

LINDA GAYE SCOTT (Apogee 102)

● JOEY'S LAST BIG GAME (2:25) [Arjay, ASCAP—Shaw, Rotella] Joey makes the winning touchdown, but dies later in the day in this effectively portrayed teen sickie. You've got to eye dates like this. Label is out of Los Angeles.

(B) THE SPARK THAT FLAMED THE FIRE (2:05) [Electron, BMI—Vegas, Unno] Unusual teen sound.

ANGELO & THE INITIALS (Congress 229)

● I SHOULD HAVE LISTENED (2:20) [Painted Desert, BMI—Briggs, Northern] Warblers can make chart sales hay with this speedy-beat teen dramatic. Overall sound is haunting and should be eyed.

(B) SOMEDAY SHE'LL LOVE ME (2:16) [Wemar, BMI—Payne, Northern] More upbeat teen-market color.

ROUND ROBIN (Domain 1406)

● I KNOW (2:10) [Saturn BMI—George] The songster could very well have a hit on his hands with this power-packed, rhythmic, chorus-backed teen-angled multi-dance blueser about a romance which has gone on the rocks. Loads of potential.

(B+) GIDDYAP KICK (2:18) [Sepe, ASCAP—Johnson, Sepe] Infectious, full-bodied happy r&b item.

## Best Bets

JERRY VALE (Columbia 43181)

● HAVE YOU LOOKED INTO YOUR HEART (2:21) [South Mountain, BMI—Randazzo, Weinstein, Barberis] Jerry Vale has had hits in the past and he can jump into the winner's circle once again with this first-rate medium-paced, chorus-backed romancer about a guy who wants to start anew with his ex-gal. Good item for ops and deejays.

(B+) ANDIAMO (1:55) [April, ASCAP—Levitt, Synder] Rhythmic heartfelt ballad sung in both Italian and English.

BOSTON POPS/FIEDLER

● CHIM CHIM CHER-EE (2:25) [Wonderland, BMI—Sherman] The magnificent Boston Pops ork with Arthur Fiedler offers a bright and sparkling arrangement of the current pop noisemaker from "Mary Poppins." Heavy airplay seems assured.

(B+) GET ME TO THE CHURCH ON TIME (2:30) [Chappell, ASCAP—Lerner, Leowe] Lush marching band-like reading of "Lady" tune.

THE SPANDELLS (Dimension 1041)

● SAY NO GIRL (2:27) [Staccato, BMI—Valentine, Kirkland] The Spandells lash out with a Mary Wells-type rhythm rocker that could make a strong sales and air showing in short order. It's a natural teen-delighter. Eye this one for easy acceptance.

(B+) THE BOY NEXT DOOR (2:33) [Screen Gems, Col, BMI—Valentine, Kirkland] Nice 'n easy change of pace item on this end. A soft rocka-string ballad.

ISLEY BROTHERS (Atlantic 2263)

● THE LAST GIRL (2:51) [T-Neck, BMI—Isleys] The Isley Brothers seem sure to grab some spins with this extremely slow-moving, shuffle-beat blues ode about a guy who claims that he's finally found that very special girl of his dreams. Eye it.

(B+) LOOKING FOR LOVE (3:20) [T-Neck, BMI—Isleys] Raunchy, shufflin' traditional blues weeper.

COPS 'N ROBBERS (Parrot 9716)

● ST. JAMES INFIRMARY (3:15) [Gotham, ASCAP—Primrose] The Cops 'N Robbers, a crew of newcomers, can rapidly make national names for themselves with this dramatic soulful, bluesey reading of the heartfelt sturdie. Could be big.

(B+) THERE'S GOT TO BE A REASON (2:45) [Southern, ASCAP—Farr, Stephens] Hard-driving, rhythmic pop-r&b folkish romancer.

PATTI PAGE (Columbia 43183)

● DON'T YOU PASS ME BY (2:25) [Valley, BMI—Pomus, Shuman] Patti Page can get back in her money-making ways with this rollicking, rhythmic ode in which a gal platively implores that the very special guy of her dreams should stay with her. Eye it.

(B+) DAYS OF THE WALTZ (2:51) [Leeds, ASCAP—Holt, Brel] Swingin' legit-styled romantic ballad.

THE SUN-SET (Moonglow 236)

● DON'T (1:45) [Ray Maxwell, BMI—Tennant, Monda] Here's a funky R&B-pop item the Sun-Sets essay with feeling. Backed by a driving rock combo, the lads could reap in some coin with this one.

(B+) MAN WITHOUT A HOME (1:43) [Mr. He/Ray Maxwell, BMI—Monda] The theme is folk but the setting strictly commercial on this end. Side has that "House Of Rising Sun" flavor.

EARL GRANT (Decca 31716)

● THIS LITTLE GIRL OF MINE (2:35) [Progressive, BMI—Charles] Earl Grant could return to his chart-winning ways with this high-spirited dance opus. Choral-ork assist is potent.

(B+) COME TO ME (2:25) [Alexis, ASCAP—Grant] Good juke-box opus, easy ballad reading.

BOBBY GORDON (Decca 31713)

● SPANISH HARLEM (2:19) [Progressive/Trio, BMI—Leiber, Spector] Clarinetist can be counted on to come up with smooth and easy-listening treatments of any pop standard. This spinnable version of the while-back biggie is a choice ops item.

(B+) SHUG-A-DEE-BOP (2:13) [Fremont, BMI—Carroll] A catchy novelty instrumental-vocal that merits attention from the programmers.

JOYCE TRYANO (20th Century Fox 542)

● HE'S A BIG DEAL (1:54) [4 Star, BMI—Burgess, Natz] Lark Joyce Tryano gives out with "soul" on this mostly-r&b affair. Femme chorus and big beat combo add flavor to the proceedings. Songstress could see sales action with this one.

● I CRY FOR THE BOY (1:50) [Trinity, BMI—Barry, Resnick] This end could make it too. It's a captivating thumper with top teen appeal.

THE INTIMATES (Epic 9743)

● I'VE GOT A TIGER IN MY TANK (2:15) [Barmour, BMI—Motta, Philips, Sims, Vance, Reed] The Intimates effectively combine a 4 Seasons-like flavor with hot rod roaring guitars on this teen stomper. Tiger roar et al, it could happen.

(B+) SMART TOO LATE (2:32) [Barmour, BMI—Solloway, Glaser] Pleasant romancer with medium tempo for dancing or listening.

THE FABULOUS ECHOES (Liberty 55755)

● QUIT MESSIN' AROUND (2:08) [Metric, BMI—Kirk, Ruivivar, Robertson] Here's a group that offers a distinctive vocal approach that could catch on with the teen critics in short order. Tune is a captivating upbeat ballad with a soft rock-a-cha cha the lads deliver smoothly.

(B+) PLEASE LEAVE HER TO ME (2:15) [Metric, BMI—Kirk, Ruivivar] A lilting love ballad also deserving of repeated spins.



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I Hope You Like My New  
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THE MARTIANS"**

An Embassy Pictures Release



# 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

FLOYD MORRIS (Select 737)

● POMPTON TURNPIKE (2:22) [Joy, ASCAP—Osborne, Rogers] Morris displays his top flight organ talent on this sensational, "Memphis"-beat-like up-dating of the Charlie Barnett classic. Terrific arrangement by Al Ham. Could be a solid seller.

(B+) THE TOUCH OF YOUR LIPS (3:10) [Joy ASCAP—Noble] The Ray Noble oldie makes a pleasing slow-shuffle return here.

TURLEY RICHARDS (MGM 13297)

● SINCE YOU'VE BEEN GONE (2:20) [Screen Gems, Col, BMI—Sedaka, Greenfield] Chanter Turley Richards could pick up plenty of r&b-pop coin with this lively up-beat ballad he dishes up with fervor. Top programming bet.

(B+) WHAT'S YOUR NAME (2:25) [Ragmar/Chapter, BMI—Ragavoy, Elgin] Another slick uptempo affair the songster delivers with plenty of polish.

## CHRISTMAS BEST BETS

DORIS DAY (Columbia 43174)

● CHRISTMAS PRESENT (2:47) [Robin] Doris Day is sure to capture plenty of holiday sales with this warm and feelingful reading of a poignantly melodic pop Christmas song.

(B+) BE A CHILD AT CHRISTMAS TIME (2:16) [Broones, Luce] A sleigh-bells and strings Yule tune also smoothly surveyed by the lark. Both ends have been culled from a new Doris Day Christmas LP.

JUDY & THE DUETS (Ware 6000)

● CHRISTMAS WITH THE BEATLES (2:10) [Jon Ware, BMI—Glover] Judy & the Duets make a string bid for Yule coin with this Beatle-oriented Christmas rocker. The deejays and the kids will surely go for it in a big way.

(B+) THE BLIND BOY (2:42) [Cedarhurst, BMI—O'Brien] Ineffectual Christmas rock-a-string opus.

BING CROSBY (Reprise 0315)

● IT'S CHRISTMAS TIME AGAIN (2:50) [Bourne, ASCAP—Elliott, Burke, Harwood] The groaner scored last year with a new Yule item tagged, "Do You Hear What I Hear." This season's entry is another light-hearted goodie with that distinctive Crosby touch.

(B+) CHRISTMAS CANDLES (2:32) [M. Witmark, ASCAP—O'Dea] Don't overlook this end for good seasonal spinning. It's another from Reprise's 12 Songs of Christmas Set.

THE MESSENGERS (MGM 13293)

● I'M STEALIN' BACK (2:00) [Branston, BMI—Kane] The Messengers, another new English group, spread the word with this fast-moving opus with a hard-driving beat and some powerful vocalizing. The kids'll like this one.

(B+) THIS LITTLE LIGHT OF MINE (2:32) [Branston, BMI—Trad] The group goes the folk route on this end—another infectious reading not to be overlooked.

THE PICKWICKS

(Warner Bros. 5492)

● LITTLE BY LITTLE (2:26) [Leeds, ASCAP—Mills] This English group has one that's in the hit groove. Side's a hard-rock-a-rhythm entry that the artists pound out with solid sales authority.

(B+) I TOOK MY BABY HOME (1:50) [Jay-Boy, BMI—Davis] Exciting stomp'er here.

ACE CANNON (Hi 2084)

● BLUE CHRISTMAS (2:37) [Bibo, ASCAP—Hayes, Johnson] The Don Revell Singers join alto-saxist Cannon on this ear-arresting shuffle beat-ballad revival of the pretty sentimental Yuletide offering. Should latch onto loads of sales and spins especially on the op level.

(B+) HERE COMES SANTA CLAUS (2:14) [Western, ASCAP—Autry, Haldeman] Catchy jump-a-twist up-dating of Gene Autry's hit.

MEL TORME (Columbia 43167)

● EV'RY DAY'S A HOLIDAY (2:36) [Hilliard & Rosewood, ASCAP—Garson, Hilliard] Mel Torme can pull some seasonal loot with this easy-going, melodic lyrical full ork-backed romancer with a warm-hearted Yuletide-tinged theme. Watch it closely.

(B+) ONE LITTLE SNOWFLAKE (2:42) [Temple, ASCAP—Torme] More pretty Christmas sounds.

CROSBY/SINATRA/WARING (Reprise 0317)

● WE WISH YOU THE MERRIEST (2:15) [Crystal, ASCAP—Brown] Top drawer co-operative effort by the chanter and the Pennsylvanians on this happy-sounding Yule tune with a big bouncing band backdrop.

(B+) GO TELL IT ON THE MOUNTAIN (3:22) [Shawnee, ASCAP—Trad] Lively gospel-like reading of familiar holiday oldie.

## B+ REVIEWS

LINWOOD TAYLOR (Jameco 2003)

(B+) SWEET LITTLE GIRL (2:35) [Duchess, BMI—Taylor] Slow-shufflin' rhythmic soulful r&b weeper. Could step out.

(B) SWEETHEART (2:33) [Flying Hawk, BMI—Taylor] Effective, traditional happy blueser.

JOHNNY CYMBAL (Kapp 634)

(B+) 16 SHADES OF BLUE (2:28) [Jalo, BMI—Cymbal] Tender, slow-rockin' rhythmic teen romancer.

(B) CHEAT, CHEAT (2:46) [Southern, ASCAP—Blackwell] Infectious, multi-dance swingin' weeper.

## B+ REVIEWS

VIC MIZZY (RCA Victor 8477)

(B+) THE ADDAMS FAMILY (2:00) [FWY, ASCAP—Mizzy] Rockin' instrumental version of the TV theme.

(B) KENTUCKY JONES (2:10) [Spectacular, ASCAP—Mizzy] Slow-moving, melodic reading of another television theme.

JIMMY ROSELLI (Ric 138)

(B+) ANEMA E CORE (2:45) [Leeds, ASCAP—Curtis, Akst] Lovely, slow-moving romantic Italian ballad.

(B) OH, MARIE (1:51) [P.D.] Impressive English and Italian reading of the oldie.

SHELBY FLINT (Valiant 6060)

(B+) I'VE GROWN ACCUSTOMED TO HIS FACE (1:54) [Chappell, ASCAP—Lerner, Lowe] Tender, melodic rendition of the "My Fair Lady" sturdie.

(B) OUR TOWN (2:40) [Radford, BMI—Flint] Pretty, after-hours moody ballad.

LARRY VERNE (Era 3139)

(B+) RETURN OF MR. CUSTER (2:59) [Pattern, ASCAP—Van Winkle, Darian, DeLory] Larry Verne comes up with a follow-up to his while-back giant, "Please Mr. Custer." The updating is very similar in flavor to the original.

(B+) RUNNING THROUGH THE FOREST (2:30) [Ping, ASCAP—Van Winkle, Darian] Folk-country item with novelty appeal.

TONY COLTON (Dot 16679)

(B+) I KNOW THE FEELING (3:00) [Gil, BMI—Pavey] Tony Colton should stir up some air-play excitement with this feelingfully essayed romancer brightly backed by a multi-twist beat.

(B) IF YOU WOULD CARE (1:46) [Gil, BMI—Smith, Chalk] Moderate-paced frug setting for chanter's rhythmic vocal reading.

RON GRAINER (Mercury 72369)

(B+) THEME FROM THE FINEST HOURS (2:16) [Chappell, ASCAP—Grainer] A moving, and dynamic orchestral treatment of main theme from Mercury's album, "The Finest Hours."

(B+) BLENHEIM THEME (2:55) [Chappell, ASCAP—Grainer] Another slice from the LP, lush and melodic film theme.

STEVE GENTRY (Blast 213)

(B+) I'LL SEE YOU THERE (2:12) [Orig. Music, BMI—Martin] Very commercial sounding teen rock ballad with big beat setting.

(B) I WILL BE WAITING (2:20) [Orig. Mus., BMI—Andrews, Martin] Bluesy ballad affair.

EDDIE McDUFF (Tollie 9031)

(B+) TOY HEART (2:25) [Big D BMI—McDuff, Couch] High-spirited, rhythmic teen-angled romancer.

(B) HELLO LONESOME (2:21) [Nell, Rae, BMI—McDuff, Sharp] Easy-going, plaintive country-ish weeper.

BOBBY BLUE (Herald 596)

(B+) YOU THERE (2:10) [Wemar, BMI—Andrewitz] An interesting multi-track reading of a hymn-to-her-charms affair. Good dance item with feelingful delivery by the chanter.

(B) CHAMPAGNE (2:18) [Wemar, BMI—Andrewitz] Slow ballad with limited appeal.

THE LOUNGERS (Beechwood 4422)

(B+) GIRLS (2:08) [Ludix, BMI—Dixon, Farrell] A wild and hard-driving instrumental-vocal affair.

(B) CATHY'S CLOWN (2:18) [Acuff-Rose, BMI—Everly] Pleasant updating of old Everly Bros. hit.

THE TEEMATES

(Audio Fidelity 104)

(B+) DREAM ON LITTLE GIRL (1:51) [Matador, BMI—Shefsky] This group dishes up a rhythmic ballad opus in fine style, but a bit too similar to a lot of other groups.

(B) MOVING OUT (1:52) [Matador, BMI—Shefsky] Surfin' hot rodder item with shoutin' vocal and guitars.

ALICE BABS & TINI (Philips 40206)

(B+) DRIP DROP (2:20) [MRC, BMI—Bertila] Here's a Swedish mother and daughter team that offers an infectious modern jazz vocal that merits considerable attention. The duo has that Double Six flavor.

(B+) A LETTER (2:25) [MRC, BMI—Taube] Pleasing ballad affair sung in Swedish.

THE BRITISH WALKERS (Try 502)

(B+) I FOUND YOU (2:13) [Chartbuster, BMI—Howard, Buchanan] The lads have a fine style and a smooth delivery that serves them well on this Liverpool-sounding rock ballad.

(B+) DIDDLEY DADDY (2:21) [Arc, BMI—McDaniel, Fuqua] This end is equally potent. The teen dance crowd will dig it. Steady stompin' rhythm opus.

ANDY ROSE (Ember 1112)

(B+) EVERYBODY BUT YOU (2:35) [Panther, ASCAP—Rose] Usual teen romance ballad with multi-track.

(B) NO NEED TO GO TO KANSAS CITY (2:10) [Peer Int., BMI—Carr, Vastola] This end runs a close second to other end. A flavorful item the chanter dishes up effectively.

THE EXOTICS (Coral 62439)

(B+) BIG TIME CHARLIE (2:17) [Screen Gems, Col., BMI—Buchanan, Kaufman] The Exotics could get some r&b or pop coin with this easy thumpin' opus that gathers up speed.

(B) LIKE YOU HURT ME (2:43) [Jobete, BMI—Kerr, Barnes] Another in the same general vein.

BYSTANDERS (On Tap 1001)

(B+) GIRLS ARE MADE TO LOVE (2:11) [Tidal BMI—Harrison] Hard-driving teen-angled, pop-r&b romancer.

(B+) LUCKY TO HAVE YOUR LOVE (2:33) [Tidal, BMI—Brown] Pretty, slow-shufflin' traditional happy blueser.

# 5 HOT ONES FOR THE HOLIDAYS...



**BOBBY RYDELL**  
I Just Can't Say Goodbye  
b/w Two is the Loneliest Number  
His first Capitol single — a hit already!  
**5305**

**KING CURTIS**  
Tanya  
b/w Sister Sadie  
As big a hit as "Soul Serenade"  
**5324**




**NANCY WILSON**  
Take What I Have b/w And Satisfy  
Fast-starting — a major-market smash a la "How Glad I Am"  
**5319**



**SONNY JAMES**  
You're the Only World I Know  
b/w Tying the Pieces Together  
A C&W smash — now breaking pop charts!  
**5280**




**DON HINSON and the RIGAMORTICIANS**  
Riboflavin-flavored, Non-carbonated, Polyunsaturated Blood b/w Monster Jerk  
The monster hit of the year  
**5314**

## ...PLUS 2 CHRISTMAS HITS TAKING OFF RIGHT NOW!



**THE BEACH BOYS**  
The Man with All the Toys  
b/w Blue Christmas  
From their smash Christmas LP  
**5312**



**AL MARTINO**  
You're All I Want for Christmas  
b/w Silver Bells A great artist sings two holiday favorites from his great Christmas LP  
**5311**



Make sure your order will handle the Christmas rush!



# RECORD REVIEWS

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

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

## B+ REVIEWS

**THE NATURALS**  
(20th Century Fox 545)

(B+) **WHOLE LOTTA' ROCKIN'**  
(2:10) [Kennel/Rambled, BMI] —Differ, Wiley] Teen-oriented instrumental in the surf-hot rod vein.

(B) **CARAVAN** (2:05) [American Academy of Music, ASCAP—Ellington, Mills, Tizol] Modern commercial handling of Ellington standard.

**LITTLE MILTON** (Checker 1096)

(B+) **BLIND MAN** (2:59) [Don, BMI — Malone, Scott] Dramatic, full ork-backed tale of remorse.

(B) **BLUES IN THE NIGHT**  
(3:08) [Remick, ASCAP — Arlen, Mercer] Impressive, after-hours reading of the evergreen.

**ELSIE MAE** (Smash 1953)

(B+) **ALL OF ME** (3:15) [Bourne, ASCAP — Simons, Marks] Tender, slow-shufflin' blues reading of the oldie.

(B+) **WHOLE LOT OF LOVIN'**  
(2:16) [Try Me, BMI — Wright] Rollicking, hard-driving r&b romancer.

**ALVIN CASH & REGISTERS**  
(Mar-V-Lus 3094)

(B+) **TWINE TIME** (2:26) [Va-Pac, BMI — Williams] Lively, infectious raunchy r&b dance item.

(B+) **THE BUMP** (2:20) [Va-Pac, BMI—Rice] Ditto.

**JACK McDUFF** (Prestige 320)

(B+) **OH, LOOK AT ME NOW**  
(2:24) [Embassy, BMI — Bushkin] Lyrical, melodic midstream jazz sounds.

(B+) **PRELUDE** (3:15) [Pelew, ASCAP — Golson] Low-key, slow-moving jazz-blues affair.

**YUSEF LATEEF** (Impulse 223)

(B+) **SISTER MAMIE — PT. 1**  
(2:05) [Alnur, BMI—Lateef] Easternish, swingin' far-out jazz opus.

(B+) **SISTER MAMIE — PT. 2**  
(3:00) [Alnur, BMI—Lateef] Logical continuation of the above.

## CHRISTMAS B+ REVIEWS

**FRED WARING** (Reprise 0316)

(B+) **THE 12 DAYS OF CHRISTMAS**  
(3:50) [Shawnee, ASCAP—Ringwald] Typical Waring big production Christmas offering.

(B+) **DO YOU HEAR WHAT I HEAR**  
(3:10) [Valleydale, BMI—Regney, Shayne] Hushed and moving choral rendition of Crosby's hit of last year.

**JOHNNY MANN CHILDREN'S CHOIR**  
(Liberty 55653)

(B+) **AFRICAN NOEL** (2:26) [Plymouth, ASCAP] Youthful and exuberant updating of last season's noisemaker by the Tucson Arizona Boy's Choir.

(B+) **CHILDREN BOARD THAT TRAIN**  
(1:48) [Choral, ASCAP] More sparkling juvenile vocalizing on a gospel-type affair.

**JAMES BROWN** (King 5968)

(B+) **HAVE MERCY BABY** (2:14) [Ward, BMI—Ward] Rollicking, hard-driving pop-blues twister.

(B+) **JUST WON'T DO RIGHT**  
(2:40) [Armo, BMI—Brown] Tender, slow-moving, r&b tearjerker.

**JIMMY RANDOLPH** (Felsted 8706)

(B+) **MIRACLE AFTER MIRACLE**  
(2:38) [Roosevelt, BMI —Elgin] Slow-shufflin' heartfelt pop-r&b romancer.

(B) **CARAVAN OF LONELY MEN**  
(2:28) [Trinty, BMI—Pretlow] Funky, soulful bluesey tale of woe.

**SLIM HARPO** (Excelllo 2261)

(B+) **SITTIN' HERE WONDERING**  
(3:06) [Excelllorec, BMI —Moore] Low-down, funky, traditional soulful blueser.

(B) **WHAT'S GOIN' ON BABY**  
(2:45) [Excelllorec, BMI — Moore] More of the same.

**ROSCOE SHELTON** (Sims 217)

(B+) **STRAIN ON MY HEART**  
(2:54) [English BMI — Orange] Plaintive, slow-shufflin' r&b weeper.

(B) **QUESTION** (2:35) [English, BMI—Orange, Tubert] High-spirited, chorus-backed blues twister.

**GOOGIE RENE COMBO** (Class 702)

(B+) **SOUL ZONE '65** (2:38) [Recordo, BMI—Vikki] Emotion-paced, lyrical funky blues instrumental.

(B+) **WILD BIRD** (2:36) [Recordo, BMI — Vikki] High-powered, rhythmic bluesey instrumental.

**THE MINDBENDERS**  
(Fontana 1945)

(B+) **UM, UM, UM, UM, UM, UM**  
(2:27) [Curtom, Joylenne, BMI—Mayfield] The old Major Lance hit is currently big in England by another artist. This is another smooth English treatment.

(B) **FIRST TASTE OF LOVE**  
(2:37) [Rumbalero, BMI—Pomus, Spector] A high-spirited wailer by the group that could click with a push from the spinners.

## CHRISTMAS B+ REVIEWS

**CHRISTINE HUNTER**  
(Roulette 4589)

(B+) **SANTA BRING ME RINGO**  
(2:38) [Tune-House, ASCAP —Baldalamenti, Patrick, Semos] Juvenile appeal for Santa to respond with Ringo in ribbons.

(B+) **WHERE WERE YOU DADDY**  
(Q) (2:14) [Tune-House, ASCAP—Perez, Semos] More youthful vocal doings aimed at Christmas sales.

**HANK CRAWFORD** (Atlantic 5042)

(B+) **MERRY CHRISTMAS BABY**  
(2:40) [St. Louis, BMI—Baxter, Moore] Moody, lyrical after-hours jazz-blues instrumental fare.

(B+) **READ 'EM AND WEEP**  
(3:15) [Cotillion, BMI—Crawford] Hard-driving, rhythmic, funky instrumental sounds.

## CHRISTMAS B+ REVIEWS

**THE YEAWORTHS**  
(RCA Victor 8480)

(B+) **THE BALLAD OF THE CHRISTMAS DONKEY**  
(2:04) [Scope, BMI—Hall] Lushly arranged choral item by the Yeaworths that merits special holiday attention.

(B) **OKY-DOKY-TOKYO** (2:05) [Knollwood, E. Leslie, ASCAP — Leslie, Wendling] Infectious Oriental-flavored novelty tune.

**FRANKIE YANKOVIC**  
(Columbia 43173)

(B+) **JING-A-LING** (1:58) [Pincus & Sons, ASCAP—Madison] Joyful polka shouter with lots of sleigh bells and happy lyrics.

(B+) **THERE'LL ALWAYS BE A CHRISTMAS** (2:23) [Mills, ASCAP — Lausche] A Christmas waltz affair with some smooth harmony by the Yankovic crew.

**THE LARCHMONT SINGERS**  
(Crusader 112)

(B+) **A CHRISTMAS WISH**  
[Larchmont, BMI — Vaughan, Landsberg, Dennis] A very pleasing close-harmony Yule tune delightfully delivered by the group.

(B+) **WELCOME LITTLE STRANGER**  
[Larchmont, BMI — Vaughan, Dennis] Another tuneful gem from the smooth-sounding group.

## CHRISTMAS B REVIEWS

**JOSE GONZALEZ-GONZALEZ**  
(Apache 104)

(B) **PANCHO CLAUS** [Naco, BMI—Guerero] Unsuccessful Christmas novelty in Mexican dialect.

(C+) **TACOS FOR TWO** [Famous, ASCAP — Johnston, Coslow] Not too clever parody of old standard.

**THE NOCTURNES** (Carlson 4105)

(B) **MY CHRISTMAS STAR**  
(2:52) [Five Guys, BMI — Farno, DeFalco] Limited appeal Yule romance ballad.

(B) **WINDY NIGHTS** (2:30) [Mickadood, BMI — R&D Ciancitta, Marfucci] Handclappin' jazz-rock instrumental.

**LITTLE JOEY** (Variety 1011)

(B) **AVE MARIA** (2:42) [Reliable, ASCAP—Bach, Gounod] Toy piano-like version of sacred hymn.

(B) **JINGLE BELLS/SILENT NIGHT**  
(2:19) [Reliable, ASCAP — Pierpont, Gruber] More toy piano, this time on standard holiday pair.

**THE ARGO SINGERS**  
(Vee-Jay-951)

"Fill Me Now"/"What Have I Given Today"

**SWAN SILVERTONES**  
(Vee-Jay-950)

"Come To Jesus"/"Look Down The Line"

**GOSPEL HARMONETTES**  
(Vee-Jay-952)

"Step By Step"/"You've Been Good To Me"

**THOMPSON COMMUNITY SINGERS**  
(Vee-Jay-953)

"Soldier In God's Army"/"Here Is One"

**THE COUNTRYMEN** (Hickory 1286)

(B+) **CAROL OF THE DRUM**  
(3:13) [B. F. Wood-ASCAP —Davies] The Countrymen offer their folk-like version of "The Little Drummer Boy."

(B) **SCARLET RIBBONS** (2:49) [Mills-ASCAP—Segal, Danzig] A traditional folk tune is feelingfully surveyed by the lads.

**NYDIA CARO** (Roulette 4588)

(B+) **ASK ME WHAT I WANT FOR CHRISTMAS?**  
(2:17) [Big Seven, BMI—Robinson, Duboff] Lark Nydia Caro could make a strong holiday showing with this lilting holiday romancer.

(B+) **HEY JOHNNY WHAT**  
(2:03) [Big Seven, BMI — Levenson, Robinson] Latin-beat plus rock beat teen romance affair that could also catch on.

**LOS ELEGANTS** (Peerless 0006)

(B+) **DONNE ESTA SANTA CLAUS?**  
(2:35) [Ragtime, ASCAP — Parker, Grenier, Scheck] Captivating updating of years-back Christmas hit. Should get plenty of play.

(B+) **LLEGO LA NAVIDAD** (2:15) [Penmar, BMI — Hurtado] Yule offering served up in Latin beat in Spanish. Good dual-market possibility.

**BRENDAN HANLON** (Bat 1005)

(B) **CHRISTMAS PARTY** (2:15) [Welz, ASCAP—Levy] Christmas rock opus for early-tens set.

(B) **CHRISTMAS ALPHABET**  
(2:30) [Budd, ASCAP—Kaye] Standard Yule tune in teen setting.

**THE BRANDYWINE CHORALE**  
(Coral 98126)

(B) **CHRISTMAS IS HERE NOW**  
(1:56) [Northern-ASCAP — Duane] A sentimental Christmas ballad smoothly-delivered by the group.

(B) **THE OLD BELL RINGER**  
(2:03) [Sneads-BMI—Phillips, Slick] Lively and melodic Yule item with Italian dialect.

**SANTA** (DeVill 1226)

(B) **HA, HA, HA, HO, HO, HO**  
(2:10) [Cadenza-ASCAP—Moon] Kiddie type Christmas ditty from old St. Nick.

(B) **CHRISTMAS IS COMING**  
(1:47) [Moontunes-ASCAP—Pal, Freeman] Pleasant little Yule tune by choral group called Santa's Shoppers.

## RELIGIOUS

**THE JUBILEE HUMMING BIRDS**  
(Mayo-403)

Always Treat A Stranger Right/Stepped Out Just In Time

**THE GOSPEL KEYS**  
(Peacock-3040)

Every Chance I Get/The Mercy Of The Good Lord

**THE SOUTHERNAIRES**  
(Song Bird-1021)

Lord, Be Kind To Me/Gospel Train

**THE ORIGINAL SOUL SEEKERS OF FORT WORTH**  
(Peacock-3035)

Everything Belongs To God/I'll Let God Use Me

DOUBLE DECKER

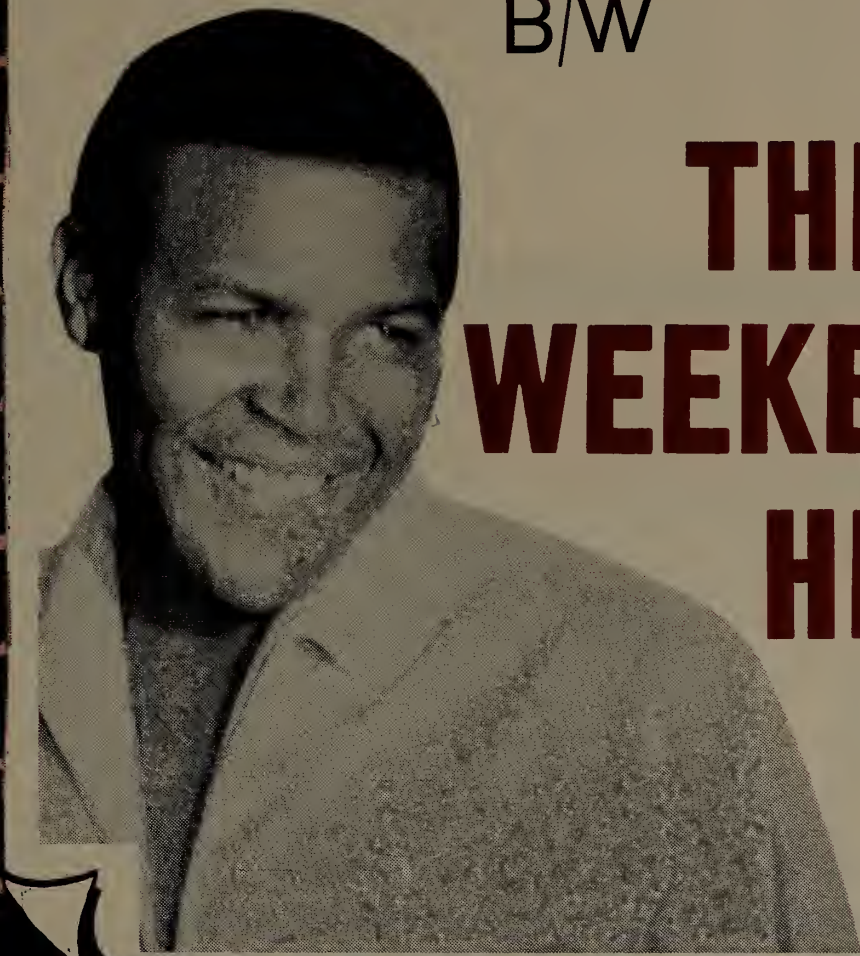
# CHUBBY CHECKER

BACK WITH A SMASH

# LOVELY, LOVELY

(LOVERLY, LOVERLY) P-936

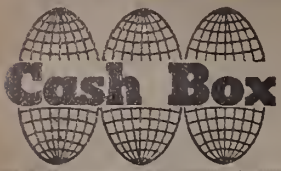
B/W



# THE WEEKEND'S HERE



**THE BIG ONES ARE ON CAMEO/PARKWAY**



# RECORD RAMBLINGS

## NEW YORK:

Columbia's Tony Bennett, still climbing with his Newley-Bricusse tune, "Who Can I Turn To," bowed an album tagged after the single last week. He also did four tunes on the Sullivan show of the 22nd. After three SRO concerts at Carnegie Hall over the past couple of years, Tony will give two concerts at the Brooklyn Academy of Music on Dec. 26-27 via the auspices of Sid Bernstein, then on to Hollywood for three major network TV'ers. . . . Dick James, of the London pubbery which bears his name, came by the CB offices a few weeks ago during a hurried trip to the States. It was also very nice to hear from Dick after his return. Dick heads up one of the hottest publishing firms in Britain. . . . The Four Seasons, with a string of million sellers to their credit, have re-signed a management pact with Jerry Weintraub, their original manager. The lads are also top TV attractions. . . . The Animals, out with a new item called, "Boom Boom," (MGM) will make a second appearance on the Ed Sullivan Show on Jan. 24th. . . . Herman's Hermits, another hit English group on MGM via their best-selling "I'm Into Something Good," arrive from London this week with producer Mickie Most. They'll do a fast bit of Gotham promo and then jet to the Coast for a shot on "The Shindig" ABC-TV'er.

Gloria Lynne, Joe Williams and Tito Puente headline the show this week at the Apollo Theater with Symphony Sid handling the emcee chores. . . . Colpix's Bernadette Castro is on the promo trail on behalf of her new single, "Get Rid Of Him." The tune was penned and produced by the

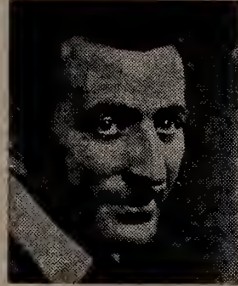
Howard Greenfield-Helen Miller team. . . . Marty Klein has joined the staff of Gerard Purcell Associates to work in publicity. . . . Gale Garnett is a top draw since her recent chart-topper, "We'll Sing In The Sunshine," on RCA Victor, and has a heavy schedule of concert commitments. . . . All of us at CB welcomed the return of staffer Mike Martucci after his two-week stay in the hospital. . . . Philips' award-winning Swingle Singers are sharing the bill with folkster Buffy Sainte-Marie and guitarist George Morel at the Village Gate. . . . Talented newcomer Jerry Evans, a standout in the Miami production of "The Fantasticks" (and set for the city's up-coming version of "Little Mary Sunshine"), makes his TV bow on the Dec. 12 Clay Cole TV'er. Songster, who's slated to wax an LP of tunes penned by Steve Allen, happens to be the son of Leo Pincus, owner of the plush Steak Pit in Paramus, N. J.

Earl (he's the real "Duke") Glickin, who heads up his own Promotions, Ltd. outfit, buzzin' from Chicago that Roulette has a bust-wide-open single out-tha-a-way in Detergents' "Leader Of The Laundromat" and a red-hot LP in Sandy Baron's "The Race Race." He adds that we should watch out for the Candy Girls' "The Race Race" (Rotate) and that the New Yorkers are big in Chi with the "Hello Dolly Polka" (Pam). Earl's operation, by the way, was a cover pic and feature story in the Highland Park, Ill. Featuring magazine section. . . . Lisa Kirk, currently a smash in the road show version of Meredith Willson's "Here's Love," will come into New York for a wax session to cut an album of the composer's hits for MGM. . . . Sammy Vargas, new promo rep

for States Record Dist., dropped by the CB offices last week on behalf of Mainstream's Morgana King and her "Taste Of Honey Set," and the Rosebuds' issue on Tower tagged, "Say You'll Be Mine."

Jamie-Guyden's Gunter Hauer buzzed from the City of Brotherly Love that the label is very excited over three possible sales blockbusters—"Kiss And Run" by Bobby Skel, which is over 10,000 in Philly and picking up in Balto, Wash., and Boston; the new Barbara Lynn etching, "It's Better To Have It," and the Arctic release by Barbara Mason dubbed, "Come To Me." . . . "T. J." Johnson's Teen Life Hops swinging thru the Met area with The Run-

real charmer—in French and English. The album and single to emerge from the sessions last week will be unveiled after the holidays. Sylvie is one of the three leading "Ye Ye Girls" in Paris and wants more than anything in the world to be a success in this country. No one who's met her will be a bit surprised when she makes it—she's an engaging gal and has a quiet dynamic personality. . . . Jeanette Hendler & Joe Mele's personal management and pubbery firm, JLJ Enterprises, has merged with the Bob Schwartz management office. The talent roster includes Roulette's Fisher & Marks, Philips' Susan Rafey, Eddie DeRae of Allan Lorber Productions, and the Brylcreme gal, Brigitte



TONY BENNETT



SYLVIE VARTAN



PAT BOONE

arounds, The Pettites, Lesley Miller, Milan, The Valtairs, The Tone-Mates, and Richie & The Dynamics. . . . Motown's Bobby Breen jets to the El San Jaun Hotel in P.R. for a week Dec. 8, and then on to Hollywood for a stint on the "Hollywood Palace" TV'er of Dec. 20th.

Glenn Productions' Ben Arrigo making promo noises for "Through The Years With Vincent Youmans" (Evergreen), "Hawaii For The Young At Heart" by Ted Aujetta on 20th Century Fox, and "Follow Your Heart" by Tony Pastor Jr. on Playbill. . . . Trade and consumer press reps were thoroughly delighted by French "Ye Ye Girl" Sylvie Vartan at a press meet given by RCA Victor at the Hotel Pierre recently. The lark, in New York for a 10-day wax session with Joe Rene at the knobs, proved to be a

Evans. Two active pubberies, Newark and JLJ, round out the firm's activities.

George Simon sends along word that "Ringo Bells" by the Three Blonde Mice (Atco) was the subject of 38 phone calls after WJFM's Don Russell played it on a morning show recently. It's a new teen-oriented Christmas deck. . . . Jay Jay Records' Li'l Wally, is a label sales-frontrunner and is currently pulling in plenty of coin with a new single tagged, "No Beer In Heaven," a slice from his new album outing, "Polka Joy." Li'l Wally also has a new Christmas LP called, "A Polka Christmas." . . . The Drum-Boy label has high hopes for a Christmas novelty deck by Cindy Rella dubbed, "Bring Me A Beatle For Christmas." Some deejays are run-

## THE HOTTEST NEW CHRISTMAS SINGLE!

# DEAREST SANTA

BOBBY VINTON 5-9741

ON



THE HOT LINE



OF COURSE





# RECORD RAMBLINGS

ning contests to determine which Beatle is wanted most for Christmas by the young fans. . . . Ronny & The Daytonas' follow-up to their smash etching, "G.T.O." is "Bucket T," and looks like another winner, according to Amy-Mala's Fred DeMann.

## CHICAGO:

The rage at Drum-Boy Records is a single by Cindy Rella tagged "Bring Me A Beatle For Christmas." Deejays here are planning contests in conjunction with the deck. . . . Freelancer Ray Hill writes from Cincy that he's working on Martin Denny's "Hawaii Tattoo" (Liberty), "Hey Da Da Dow" by The Dolphins (Fraternity) and "Walk Softly" by JoAnn Touchstone (Sound Stage Seven). Ray squired Crescendo Records' Bud Dain around the territory last week in behalf of new Billy Strange effort "Goldfinger." . . . Champagne flowed at Dyno Records for the launching of the newly purchased bus to transport Marion Lush & the Musical Stars on their hectic '65-'66 schedule of one-nighters. . . . Nice to hear from Jack Petrill, manager of Katyna Ranieri, who advised that the international star began a 2-weeker in Washington's Shoreham Hotel 11/24. . . . Sig Sakowicz moved into larger quarters and is now airing his daily WTAQ show direct from his office. Ralph Cox has been on the go here with a new James Brown deck "Just Won't Do Right." . . . RCA Victor hosted a luncheon at the Ambassador East 11/27 in honor of Henry Mancini

who was in town for concert appearances. . . . Action at United Record Dist. centers around newies "Jivin' Woman" by Junior Parker (Duke), "Please Please Please" by Ike & Tina Turner (Kent) and "Twine Time" by Alvin Cash & The Registers (Marv-lus).

Erwin Barg got the word from Dot's Randy Wood that the new Pat Boone deck "I Want It That Way" shows signs of being his biggest yet! . . . Bombay lark Vera Sanford was feted at a cocktail party 11/24 prior to her opening at the Sahara Inn. Vera's current album is "Ten Minutes To Midnight." . . . Vic Scaccia, "Mr. Move-Easy," is currently wowin' 'em at the Club Sherree on Milwaukee Ave. . . . In the fore at Garmisa Dist. is the latest Ray Charles' side "Makin' Whoopee" (ABC), which was recorded during one of his concerts; and The Hondells' follow-up "My Buddy Seat" (Mercury). . . . The Dukes of Dixieland opened at Bourbon Street last week. . . . "Leader Of The Laundromat" by The Detergents (Roulette), "Come See About Me" by The Supremes (Motown) and LP "St. Louis To Liverpool" by Chuck Berry (Chess) top Cy Gold's hot sheet at Allstate Dist. . . . USA Records' Jim Golden is tickled over action on Jackie & Jill's "I Want The Beatles For Christmas" and The Rivas' "Whole Lotta Shakin'." . . . Frank LeVere is hittin' the deejay circuit these days to intro some of Record Dist.'s new foreign material. . . . Order of the day at Renee Records is James Bryant's "Three Step."

## HOLLYWOOD:

England's Brian Epstein held a morning press conference at the Cinnamon Cinder Friday morning to introduce his newest discovery, Tommy Quickly. . . . Bud Dain, GNP-Crescendo promo chief, back from a national promotion tour on the new Billy Strange waxing of "Goldfinger." . . . Stan Pat, West Coast manager of Purcell Associates, Ltd. has set a

bastian Temple, out with a Christmas single produced by Bob Klimes and Hal Levy's K&L Productions.

Famed dual pianists, Ferrante and Teicher lost \$14,000 worth of musical arrangements when the Cornhusker Hotel in Lincoln, Nebraska was damaged by fire.

## HERE AND THERE:

### PUERTO RICO:



DONNA LOREN



JERRY EVANS



BERNADETTE CASTRO

seven piece instrumental-vocal group, The Big Beats to a recording pact with Liberty Records. . . . Freddy Cannon appearing on the Dick Clark Show Dec. 5, and later in the month flies East for two weeks of personal appearances on his new Warner Bros. single, "Too Much Monkey Business." . . . Matt Monro, Chad and Jeremy, The Righteous Bros., Donna Loren, Tina Turner, Neil Sedaka, and The Blossoms all set for this Saturday's Shindig TV'er. . . . Columbia Records honored Doris Day at a cocktail party at Don The Beachcombers Tuesday. . . . Decca V.P., Sid Goldberg in town for West Coast confabs. . . . Capitol's unique new folk artist, Se-

We certainly agree with Tony Beacon, publisher of the San Juan Diary (and man-about-town) that 9 of the most talented youngsters are on display at Condado Beach Hotel in Robert Simpson's 3rd edition of "Hits Of Broadway." It's a superb revue. . . . One of the funniest performances we've witnessed took place at the Americana Hotel's Port O' Call Room where Charlie Manna's been breaking it up. Also on the bill are the very clever Brothers Cain, who mix their songs and laughs in extremely tasty style. . . . It was also a delight to see Pat Boone (and mgr. Jack Spina) who were in San Juan for the premier of Pat's newest flick, "Goodbye Charlie."

## THE HOTTEST BROADWAY SHOW THEME!

# FIDDLER ON THE ROOF

THE VILLAGE STOMPERS 5-9740

ON



THE HOT LINE

OF COURSE

## Johnny Marks' Christmas Music

From The Videocraft TV Musical Spectacular In Color, Sunday, DEC. 6, 5:30 to 7:00, NBC, Featuring The Voice Of BURL IVES.

# RUDOLPH THE RED-NOSED REINDEER

Over 300 Versions

15 NEW Releases

40,000,000 Record Seller

## BURL IVES

SINGS ON THE SHOW AND ON DECCA RECORDS

# A HOLLY JOLLY CHRISTMAS

Quinto Sisters (Columbia) — Do Re Me Singers (Kapp)

## SILVER AND GOLD

Do Re Me Singers (Kapp)

## THE MOST WONDERFUL DAY OF THE YEAR

Quinto Sisters (Columbia)

## WE ARE SANTA'S ELVES

Quinto Sisters (Columbia)

From The Background Score

A NEW MASTERPIECE FROM REPRISÉ

# FRANK SINATRA & FRED WARING

# I HEARD THE BELLS ON CHRISTMAS DAY

Re-issue: Bing Crosby (Decca), Harry Belafonte (Victor), Eddy Arnold (Victor), Bert Kaempfert (Decca), Fred Waring (Capitol), Chet Atkins (Victor), Dick Liebert (Victor), Carillon Bells (Decca), Sound Spectacular (Victor), Lester Lanin (Epic), Dennis Day (Design), Robert Rheims (Liberty), Johnny Kaye (Peter Pan), Jimmy Timmons (Golden), Meadows And Eastman (Bravo), Happy Crickets (Design)

## BRENDA LEE

Sings the International Perennial Hit

# ROCKIN' AROUND THE CHRISTMAS TREE

(Decca Records)

## A MERRY, MERRY CHRISTMAS

Sammy Kaye (Decca), Art Mooney (MGM), J. Johnson (Prom)

## THE NIGHT BEFORE CHRISTMAS SONG

Rosemary Clooney and Gene Autry (Columbia), Ames Bros. (Victor), Pete King Chorale (Kapp), Gisele MacKenzie (RCA Victor), Eileen Barton (Coral), Spike Jones (Verve), Russ Morgan (Decca), Jon Arthur (Decca), Mitch Miller (Golden), Johnny Kaye (Prom), Robert Rheims (Liberty), etc.

## WHEN SANTA CLAUS GETS YOUR LETTER

Gene Autry (Columbia Hall of Fame), Capt. Kangaroo (Golden), Tex Johnson (Prom), Robert Rheims (Liberty), Mitch Miller

ST. NICHOLAS MUSIC, INC.

1619 Broadway, N. Y. 19, 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 **MY RAMBLIN' BOY**  
(Cherry Lane—BMI)  
**HOPE YOU UNDERSTAND**  
(Treaty—BMI)  
Kingston Trio (Decca 31720)
- 2 **HEY DA DA DOW**  
(Elwood—BMI)  
Dolphins (Froternity 937)
- 3 **GOOGLE EYE**  
(Acuff-Rose—BMI)  
The Nashville Teens (London 9712)
- 4 **DON'T IT MAKE YOU FEEL GOOD**  
(Hill & Range—BMI)  
Overlanders (Hickory 1275)
- 5 **HEY LITTLE ONE**  
(Radford—BMI)  
**PLEASE DON'T LET ME KNOW**  
(LeBill—BMI)  
J. Frank Wilson (Josie 926)
- 6 **DO WHAT YOU DO, DO WELL**  
(Central Songs—BMI)  
Ned Miller (Fabor 137)
- 7 **TAKE THIS HURT OFF ME**  
(Cotillian-Vongio—BMI)  
**PLEASE DON'T LET ME KNOW**  
(Cotillian-Vongio—BMI)  
Don Covoy (Rosemort 802)
- 8 **MUMBLES**  
(Pastel—BMI)  
Oscar Peterson Trio (Mercury 72432)
- 9 **TELL HER JOHNNY SAID GOODBYE**  
(Valley—BMI)  
Jerry Jackson (Columbia 43158)
- 10 **I DON'T WANT TO WALK WITHOUT YOU**  
(Famous, Paramount—ASCAP)  
Phyllis McGuire (Reprise 0310)
- 11 **FIDDLER ON THE ROOF**  
(Sunbeam—BMI)  
Village Stompers (Epic 5-9740)
- 12 **TALK TO ME BABY**  
(Screen Gems Col.—BMI)  
Bary Mann (Red Bird 10-015)
- 13 **LUMBERJACK**  
(English—BMI)  
Hol Willis (Sims 207)
- 14 **WOODEN HEART**  
(Gladys—ASCAP)  
**BLUE CHRISTMAS**  
(Hiibo—ASCAP)  
Elvis Presley (RCA Victor 447-0720)
- 15 **ACROSS THE STREET**  
(January—BMI)  
Roy Peterson (MGM 13299)
- 16 **DO IT RIGHT**  
(T. M.—BMI)  
Brook Benton (Mercury 72635)
- 17 **JULIE KNOWS**  
(Apt—ASCAP)  
Rondy Sparks (Columbia 43138)
- 18 **SILLY LITTLE GIRL**  
(Lawery—BMI)  
Toms (ABC Paramount 10601)
- 19 **CHITTLINS**  
(Orjoe—BMI)  
Gus Jenkins (Tower 107)
- 20 **EITHER WAY I LOSE**  
(Blackwood—BMI)  
Gladys Knight & Pips (Moxx 331)
- 21 **JUMP BACK**  
(East—BMI)  
Rufus Thomas (Stax 107)
- 22 **BEAUTICIAN BLUES**  
(Modern—BMI)  
B. B. King (Kent 403)
- 23 **ALMOST THERE**  
(Northern, Barnaby—ASCAP)  
Andy Williams (Columbia 43128)
- 24 **I JUST CAN'T SAY GOODBYE**  
(Screen Gems-Col.—BMI)  
Bobby Rydell (Capitol 5305)
- 25 **I'M THE LOVER MAN**  
(Chicory—BMI)  
Little Jerry Williams (Loma 2005)
- 26 **YOU'VE LOST THAT LOVIN' FEELIN'**  
(Screen Gems, Col.—BMI)  
The Righteous Bros. (Philles 124)
- 27 **NEVERTHELESS**  
(Camad-Chi Sound—BMI)  
Billy Butler & Enchanters (Okeh 7207)
- 28 **MAKIN' WHOOPÉE**  
(Bregman, Vocco & Conn—ASCAP)  
Ray Charles (ABC-Paramount 10609)
- 29 **DON'T BRING ME DOWN**  
(Southern—ASCAP)  
Pretty Things (Fontana 1941)
- 30 **PROMISED LAND**  
(Arc—BMI)  
Chuck Berry (Chess 1916)
- 31 **DON'T SHUT ME OUT**  
(Louis, Print—ASCAP)  
Sommy Davis Jr. (Reprise 0322)
- 32 **PAPER TIGER**  
(Acuff-Rose—BMI)  
Sue Thompson (Hickory 1284)
- 33 **ONCE A DAY**  
(Moss Rose—BMI)  
Connie Smith (RCA Victor 8416)
- 34 **KENTUCKY BLUEBIRD**  
(US Songs—ASCAP)  
Lou Johnson (Big Hill 553)
- 35 **CAR HOP**  
(Sonlo—BMI)  
Exports (King 5917)
- 36 **I WOULDN'T TRADE YOU FOR THE WORLD**  
(LeBill—BMI)  
Bachelors (London 9693)
- 37 **KISS AND RUN**  
Bobby Skel (Soft 826)
- 38 **YOU'RE THE ONLY WORLD I KNOW**  
(Marsan—BMI)  
Sonny James (Capitol 5280)
- 39 **BIG BROTHER**  
(Jack—BMI)  
Dickey Lee (Holl 1974)
- 40 **EL PUSSYCAT**  
(Mango—BMI)  
Mango Santomaria (Columbia 43171)
- 41 **RUNAROUND**  
(Regent—BMI)  
Ann-Morie (Jubilee 5490)
- 42 **EVERYBODY WANTS TO FALL IN LOVE**  
(Kags—BMI)  
Valentinos (Sor 155)
- 43 **MY ADORABLE ONE**  
(Duane—BMI)  
Joe Simon (Vee Jay 609)
- 44 **TIGER IN MY TANK**  
(RSVP—BMI)  
Chariots (R.S.V.P. 1105)
- 45 **STRUNG OUT**  
(Try Me—BMI)  
James Crawford (Smash 72347)
- 46 **AND SATISFY**  
(Kacy—ASCAP)  
Nancy Wilson (Capitol 5319)
- 47 **HEY NOW BABY**  
(Mid Range, Barmour—BMI)  
Horizons (Regina 1321)
- 48 **LITTLE STAR**  
(Keel—BMI)  
Rondy & Rainbows (Rust 5091)
- 49 **THE GOOD LIFE**  
(Paris—ASCAP)  
Mr. Acker Bilk (Atco 6323)
- 50 **HIDEWAY**  
(Sonlo—BMI)  
King Curtis (Capitol 5270)

"Little Lonely  
Drummer Boy"  
is gonna make  
a big star of you!

# MICHELLE SCOTTI

## LITTLE LONELY DRUMMER BOY

PH 243

She's only 15 years old but she's got  
the come of a seasoned veteran and  
a voice and style that makes teens  
go buy buy! This Philips single  
proves it!

So great she even  
rates a special four  
color single sleeve  
to create more color  
impact!



Words and Music by  
GORDON!

### PHILIPS RECORDS

THE HOME OF MUSIC



ON ALL GREAT SOUNDS

HONESTLY—WE'RE NOT DOING TOO BAD  
WE HAVE 7 HITS ON THE MARKET  
AND THEY'RE ALL SELLING!!!

BOBBY BLAND  
"AIN'T DOING TOO BAD"  
DUKE 383

JUNIOR PARKER  
"JIVIN' WOMAN"  
DUKE 384

JOE HINTON  
"1000 CUPS OF HAPPINESS"  
BACKBEAT 532

MIGHTY MUSTANGS  
"FIRST LOVE"  
SURESHOT 5004

BUDDY ACE  
"MY LOVE"  
DUKE 381

BUO HARPER  
"WHEREVER YOU WERE"  
PEACOCK 1932

LEE LAMONT  
"THE CRYING MAN"  
BACKBEAT 542

—NEW SPIRITUAL RELEASES—

THE SOUTHERNAIRES  
"LORD BE KINO TO ME"  
and  
"GOSPEL TRAIN"  
SONGBIRD 1021

THE SOUL SEEKERS  
"EVERYTHING BELONGS TO GOO"  
and  
"I'LL LET GOO USE ME"  
PEACOCK 3035

THE GOSPEL KEYS  
"THE MERCY OF THE GOOD LORD"  
and  
"EVERY CHANGE I GET"  
(I THANK YOU LORD)  
PEACOCK 3040

DUKE AND PEACOCK RECORDS, INC.  
2809 ERASTUS STREET  
HOUSTON 26, TEXAS  
08-3-2611

Cocktails For Matt



HOLLYWOOD—Liberty Records recently held an informal cocktail party at the firm's A&R headquarters for Matt Monro, celebrating the chanter's first West Coast visit and his current Liberty hit single, "Walk Away." Shown (left to right) in the top pic are Liberty president Al Bennett, Monro, KMPC deejay Gary Owens, Hollywood columnist Army Archerd and label vice-president Bob Skaff. Pictured in the middle shot are Philip Skaff, Liberty's executive vice-president, Lee Mendell, LP sales manager, the songster, Don Bohanan, marketing director and British impressario Bill Kerfoot. Shown in the bottom photo are Don Blocker, the label's A&R director, Jerry Thomas, international sales director, Monro, promo man Harvey Goldstein and Julio Aiello, LRDC of California branch manager.

Transcribe 30 LP's  
Of Turn-Of-Century  
Piano Rolls By Masters

HOLLYWOOD — Walter Heebner, prexy of Hollywood's Recorded Treasure, Inc., has completed transcribing 30 new LP albums in mono and stereo from 60-year-old paper "expression reproducing" piano rolls performed by turn-of-the-century keyboard masters in Germany.

New albums will be additions to Heebner's "Werte Legacy of Piano Treasures" and will bring total to 60 of which 12 have been in national distribution since last March. Remainder will reach counters during the next four years.

Among artists to be transcribed are Debussy, Ravel, Paderewski, Josef Lhevinne, Rudolph Ganz, Josef Hofmann and Saint-Saens.

In addition to establishing exclusive sales outlets in music emporia in 53 key cities, Heebner has also set distribution through Book-of-the-Month Club's Classics Record Library and Educational Materials Center of St. Paul, with latter handling tapes for schools and colleges.

BN's Gilberto To  
Make N.Y. Nitery Bow

NEW YORK—Joao Gilberto, strong Bossa Nova writer and artist, makes his New York nitery debut this week (3) at the Village Vanguard. During the 1-week engagement, he'll alternate with the Art Farmer Quartet.

Duke Renews Ace

HOUSTON—Buddy Ace, Duke disk artist, has renewed his pact with the label, according to Don Robey, head of the diskery.



LOOKING AHEAD  
ALBUMS

1. I DON'T CARE  
Buck Owens (Capitol T 2186)
2. PEOPLE'S CHOICE  
Ferrante & Teicher  
(United Artists UAL 6385)
3. THE BEACH BOYS CHRISTMAS  
ALBUM  
(Capitol T 2164)
4. GO LITTLE HONDA  
Hondells (Mercury MG 20940)
5. SAM COOKE AT THE COPA  
(RCA Victor LPM 2970)
6. DUSTY  
Dusty Springfield (Philips PHM 200-151)
7. COLOR HIM WILD  
Maynard Ferguson (Mainstream 56031)
8. G.T.O.  
Ronnie & Daytonas (Mala 4001)
9. BURL IVES SINGS PEARLY  
SHELLS & OTHER FAVORITES  
(Decca DL 74578)
10. JUST ONE MORE TIME  
Earl Grant (Decca DL 4576)
11. OSCAR PETERSON + 1,  
CLARK TERRY  
(Mercury MG 20975)
12. WELCOME TO THE  
PONDEROSA  
Lorne Greene (LPM 2834)
13. NEW ORLEANS  
WONDERLAND  
Andre Kostelanetz (Columbia CL 2250)
14. HERE ARE THE HONEYCOMBS  
(Interphon 88001)
15. SATURDAY NIGHT AT THE  
UPTOWN  
Various (Atlantic 8101)
16. BORDER BANDITO  
Tommy Garrett (Liberty LMM 13031)
17. WITH A SMILE & A SONG  
Doris Day (Columbia CL 2266)
18. BEN FRANKLIN IN PARIS  
Original Cast (Capitol 5VA5 2191)
19. GOLDFINGER  
Soundtrack (United Artists UAL 5117)
20. NIRVANA  
Herbie Mann & Bill Evans Trio  
(Atlantic 1426)
21. GREATEST LIVE SHOW  
ON EARTH  
Jerry Lee Lewis (5mash 27056)
22. THE KENNEDY WIT  
(RCA Victor VDM 101)
23. JUST BE TRUE  
Gene Chandler (Constellation 1423)
24. SECOND TO NONE  
Carmen McRae (Mainstream 36028)
25. BACK AGAIN  
Bachelors (London LL3393)
26. BROADWAY . . . BLUES . . .  
BALLADS  
Nina Simone (Philips 200-148)
27. SPOTLIGHT ON RICK  
Rick Nelson (Decca DL 4608)
28. MODERN COUNTRY  
Kai Winding (Verve 8602)
29. OLE!  
Johnny Mathis (Mercury MG 20988)
30. A MERRY CHRISTMAS  
Al Martino (Capitol T 2164)
31. WHO CAN I TURN TO  
Tony Bennett (Columbia CL 2285)
32. BLUEYED SOUL  
Righteous Bros. (Moonglow MLP 1002)
33. ST. LOUIS TO LIVERPOOL  
Chuck Berry (Chess LP 1487)
34. DISCOVERY II  
Vicki Carr (Liberty LRP 3383)

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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.

- I FEEL FINE/SHE'S A WOMAN  
THE BEATLES . . . . . Capitol 5327
- SINCE I DON'T HAVE YOU  
CHUCK JACKSON . . . . . Wand 169
- (THERE'S) ALWAYS SOMETHING THERE TO REMIND ME  
SANDIE SHAW . . . . . Reprise 0320
- WILD ONE  
MARTHA & THE VANDELLAS . . . . . Gordy 7036
- LOVIN' PLACE  
GALE GARNETT . . . . . RCA Victor 8472
- THOU SHALT NOT STEAL  
DICK & DEE DEE . . . . . Warner Bros. 5482
- BOOM BOOM  
THE ANIMALS . . . . . MGM 13298
- MY LOVE (ROSES ARE RED)  
YOU KNOW WHO GROUP . . . . . 4 Corners 113

# Impulse Records Celebrates 5th Anniversary In Business

TO CONTINUE OPERATION UNDER POLICY WHICH MADE IT GROW  
—MAKE IT WITH STRONG IDEAS RATHER THAN A LARGE ROSTER

NEW YORK—A concept of ideas rather than a slew of exclusive pacts continues to be the format of Impulse! Records, ABC-Paramount's five-year-old jazz subsid.

While the original central format of Impulse! was to cut the "new, the modern and the avant garde," Bob Thiele, who directs the operation of the label, has tried to broaden this repertoire to include all phases of the jazz spectrum.

But, the one-shot artist policy basically continues and has left the diskery with a small, select roster of exclusive pacts, including John Coltrane, Yusef Lateef, Shirley Scott and McCoy Tyner and the two Soviet jazzmen who defected to the West, Boris Midney and Igor Berukshtis.

Under this one-shot attitude, the label has done packages by such stars as Duke Ellington, Coleman Hawkins, Quincy Jones, Benny Carter and Shelley Manne, among others. Due in Jan. is a Lionel Hampton set, "You

Better Know It," on which he performs with a small combo, consisting of personnel he hasn't recorded with in some 20 years. One of them is Ben Webster.

Also, the label has paired jazz greats for the first time. Such teamings have consisted of Duke Ellington and Coleman Hawkins, Charlie Mingus and John Coltrane.

In Thiele's view, the main problem is the introduction of new artists. "No matter how talented an artist is," he explains, "the record company has to have faith, and stick with him beyond the first release, even though it may not be a bit." As an example of an artist coming through under such circumstances, Thiele points to McCoy Tyner, once Coltrane's pianist and now a solid jazzist in his own right.

A future example of Thiele's thinking is another Jan. release, by Archie Shepp, a tenor sax discovery of Coltrane, who co-produced the set with

Thiele.

Working in combination with artistry at Impulse! in obtaining success is artwork. The label feels that its "co-ordinated covers" has achieved a definite image, instantly recognizable in a collection of albums on a record store shelf. Featuring dramatic photos, with a minimum of printing, the aim is to telegraph the album concept immediately to the viewer. Double-fold packaging is also standard, which allows for detailed liner notes and a number of photos. "The real jazz connoisseur wants as complete information as he can get about an album," says Thiele. Impulse! liners always list personnel and recording dates.

The Jan. release will total 12 albums. It will give the label a catalog of 89 LP's. The sum lends credence to the label's claim that it is "The Definitive Jazz Scene."



BOB THIELE  
A&R, IMPULSE



JOHN COLTRANE



ARTIE SHEPP



McCOY TYNER



MIDNEY & BERUKSHTIS

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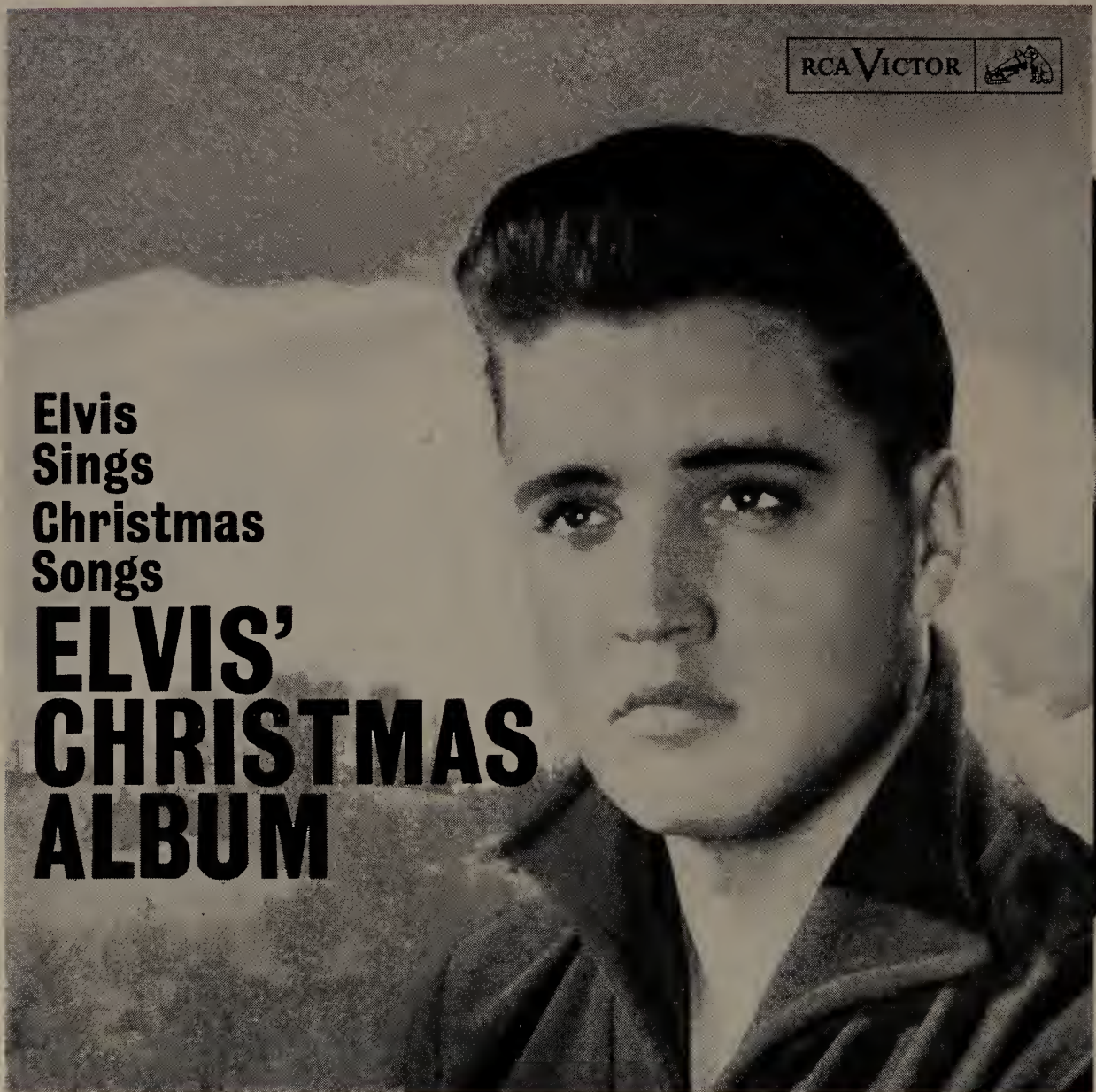
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# Cash Box TOP 100 Albums

PIN-UP SHEET

## TOP 50 STEREO

MONAURAL

DECEMBER 5, 1964

Pos. Last Week

Pos.	Album	Label	Pos. Last Week	Pos.	Album	Label	Pos. Last Week	Pos.	Album	Label	Pos. Last Week
1	BEACH BOYS IN CONCERT	(Capitol TAO 2198)	4	35	SHE CRIED	Lettermen (Capitol T 2142)	42	71	THE BEATLES' STORY	(Capitol TBO 2222)	—
2	PEOPLE	Barbra Streisand (Columbia CL 2215)	1	36	LICORICE STICK	Pete Fountain (Coral CRL 57468)	38	72	BE MY LOVE	Jerry Vale (Columbia CL 2181)	70
3	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise RS 6130)	2	37	WE'LL SING IN THE SUNSHINE	Gale Garnett (RCA Victor LPM 2833)	36	73	A BIT OF LIVERPOOL	Supremes (Motown 623)	87
4	SOMETHING NEW	Beatles (Capitol T 2108)	3	38	AMOR	Eydie Gorme & Trio Les Penches (Columbia CL 2203)	40	74	I STARTED OUT AS A CHILD	Bill Cosby (Warner Bros. 1567)	84
5	12 X 5	Rolling Stones (London LL 3402)	13	39	COTTON CANDY	Al Hirt (RCA Victor LPM 2917)	43	75	THE BEST OF HENRY MANCINI	(RCA Victor LPM 2693)	72
6	HARD DAY'S NIGHT	Beatles (United Artists UAL 3364)	5	40	THE ANIMALS	(MGM E 4264)	33	76	UNSINKABLE MOLLY BROWN	Soundtrack (MGM E 4232)	64
7	MY FAIR LADY	Andy Williams (Columbia CS 9005)	7	41	DANG ME/CHUG-A-LUG	Roger Miller (Smash MPS 27049)	31	77	A NEW KIND OF CONNIE	Connie Francis (MGM E 4258)	73
8	ALL SUMMER LONG	Beach Boys (Capitol T 2110)	6	42	THIS IS LOVE	Johnny Mathis (Mercury MG 20942)	45	78	PETER AND THE COMMISSAR	Allan Sherman & Arthur Fiedler (RCA Victor LN 2773)	91
9	ROUSTABOUT	Elvis Presley (RCA Victor LPM 2999)	14	43	RIDE THE WILD SURF	Jan & Dean (Liberty LRP 3368)	35	79	GOLDEN BOY	Orig. B'way Cast (Capitol VAS 2124)	—
10	MARY POPPINS	Soundtrack (Buena Vista 4026)	12	44	MAKE WAY FOR DIONNE WARWICK	(Scepter 523)	46	80	TRINI LOPEZ AT P.J.'S	(Reprise R 6093)	78
11	MY FAIR LADY	Soundtrack (Columbia KOL 8000)	8	45	DREAM WITH DEAN	Dean Martin (Reprise R 6123)	48	81	DISCOTHEQUE	Enoch Light (Command RS 873)	82
12	THE DOOR IS STILL OPEN	Dean Martin (Reprise R 6140)	16	46	SIDEWINDER	Lee Morgan (Blue Note BLP 4157)	41	82	YOU REALLY GOT ME	Kinks (Reprise 6143)	—
13	WHERE DID OUR LOVE GO	Supremes (Motown 621)	11	47	KEEP ON PUSHING	Impressions (ABC Paramount 493)	49	83	BEATLES' SONG BOOK	Hollyridge Strings (Capitol T 2116)	83
14	SUGAR LIPS	Al Hirt (RCA Victor LPM 2965)	9	48	HELLO DOLLY	Louis Armstrong (Kapp FL 1364)	51	84	THE ROLLING STONES	(London LL 3375)	75
15	MORE OF ROY ORBISON'S GREATEST HITS	(Monument MLP 8024)	10	49	HONEY IN THE HORN	Al Hirt (RCA Victor LPM 2733)	50	85	UNDER THE BOARDWALK	Drifters (Atlantic 8093)	74
16	GETZ/GILBERTO	Stan Getz & Joao Gilberto (Verve V 8545)	17	50	SO TENDERLY	John Gary (RCA Victor LSP 2922)	54	86	SECOND ALBUM	Gerry & Pacemakers (Laurie LLP 2027)	85
17	HELLO DOLLY	Broadway Cast (RCA Victor LCO 1087)	19	51	ANOTHER SIDE OF BOB DYLAN	(Columbia CS 8993)	44	87	SONGS FOR LONESOME LOVERS	Roy Charles Singers (Command RS 874)	—
18	PETER, PAUL & MARY IN CONCERT	(Warner Bros. 1535)	15	52	PETER NERO PLAYS SONGS YOU WON'T FORGET	(RCA Victor LPM 2935)	55	88	TOPKAPI	Jimmy McGriff (Sue LP 1033)	90
19	JOAN BAEZ #5	(Vanguard VR 9160)	29	53	LAST KISS	J. Frank Wilson (Josie JOZ 4006)	63	89	TOUR DE FARCE	Smothers Bros. (Mercury MG 20948)	—
20	POP GOES THE TRUMPET	Al Hirt & Arthur Fiedler (RCA Victor LM 2729)	21	54	BARBRA STREISAND/THE THIRD ALBUM	(Columbia CL 2154)	58	90	GIRL TALK	Lesley Gore (Mercury MG 20943)	95
21	FIDDLER ON THE ROOF	Original Cast (RCA Victor LCO 1093)	26	55	THE MANFRED MANN ALBUM	(Ascot AM 13015)	65	91	BLUE MIDNIGHT	Bert Kaempfert (Decca DL 4569)	97
22	YOU DON'T KNOW (HOW GLAD I AM)	Nancy Wilson (Capitol 2155)	18	56	HERE WE A GO GO AGAIN	Johnny Rivers (Imperial LP 9274)	52	92	GETZ AU GO GO	Stan Getz (Verve 8600)	—
23	INVISIBLE TEARS	Ray Conniff (Columbia CL 2264)	24	57	BITTER TEARS	Johnny Cash (Columbia CL 2248)	62	93	CONCERT SOUND OF HENRY MANCINI	(RCA Victor LPM 2897)	77
24	WALK DON'T RUN VOL. II	Ventures (Dolton BLP 2031)	23	58	BREAD AND BUTTER	Newbeats (Hickory 120)	60	94	LATIN ALBUM	Trini Lopez (Reprise RS 6125)	80
25	BEST OF JIM REEVES	(RCA Victor LSP 2890)	27	59	IT MIGHT AS WELL BE SWING	Frank Sinatra & Count Basie (Reprise FS 1012)	47	95	RAG DOLL	4 Seasons (Phillips PHS 600-146)	76
26	VINTON'S GREATEST HITS	Bobby Vinton (Epic LN 24098)	30	60	IT HURTS TO BE IN LOVE	Gene Pitney (Musicor 2019)	71	96	CHIPMUNKS SING THE BEATLES	(Liberty 3388)	96
27	TRINI LOPEZ AT BASIN STREET EAST	(Reprise R 6134)	22	61	BEACH BOYS' SONG BOOK	Hollyridge Strings (Capitol T 2156)	56	97	CALL ME IRRESPONSIBLE & OTHER ACADEMY AWARD WINNERS	Andy Williams (Columbia CL 2171)	98
28	THE KINGSMEN VOL. II	(Wand 659)	20	62	INVISIBLE TEARS	Johnny Mann (Liberty LRP 3387)	59	98	MY FAIR LADY	Original Cast (Columbia OL 5090)	100
29	FUNNY GIRL	Broadway Cast (Capitol VAS 2059)	28	63	EARLY ORBISON	Roy Orbison (Monument MLP 8023)	69	99	HOLD IT—HERE'S WILLIE MITCHELL	(Hi 32021)	89
30	THE CAT	Jimmy Smith (Verve V 8587)	25	64	AT THE BOHEMIAN CAVERNS	Ramsay Lewis Trio (Argo 741)	57	100	SONGS, PICTURES, & STORIES OF THE FABULOUS BEATLES	(Vee Jay 1092)	—
31	YESTERDAY'S GONE	Chad Stewart & Jeremy Clyde (World Artists WAM 2008)	32	65	SONGS FOR SWINGIN' LIVERS	Allan Sherman (Warner Bros. 1569)	79				
32	THE INCOMPARABLE MANTOVANI	(London LL 3392)	39	66	BEST OF BUCK OWENS	(Capitol T 2105)	67				
33	LOUIE, LOUIE	Kingsmen (Wand 657)	34	67	IN THE MISTY MOONLIGHT	Jerry Wallace (Challenge CH 619)	66				
34	PINK PANTHER	Henry Mancini (RCA Victor LPM 2894)	37								

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

## POP PICKS



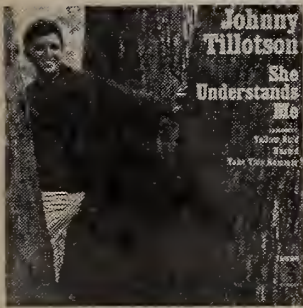
**THE BEATLES' STORY**—Capitol—STBO 2222  
This new two-pocket set from Capitol tagged "The Beatles' Story" looms as one of the most powerful sales items of the current Christmas-buying season. Beatle fans will flip for this historical offering which traces chronologically the phenomenal impact on the world the fantastic group has had during the past year. Excerpts of all their big hits are here along with fan interviews and photos. The whole story is right here on one set. Package is sure to skyrocket.



**WHO CAN I TURN TO**—Tony Bennett—Columbia CL 2285  
Tony Bennett tags this new Columbia album outing after his current chart-climber, "Who Can I Turn To," the haunting and melodically beautiful new Anthony Newley-Leslie Bricusse tune. The vet chanter has been constantly represented on the charts the last few years and this new set is sure to make a strong showing in short order. Bennett fans will flip for his potent readings of such gems as "I Walk A Little Faster," "There's A Lull In My Life" and "I've Never Seen." Watch this one zoom in sales and airplay.



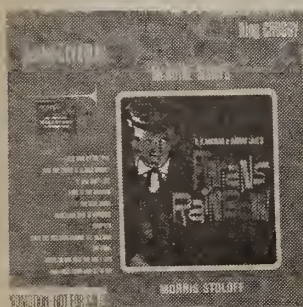
**THE GOLDEN MILLIONS**—Lawrence Welk—Dot DLP 25611  
Lawrence Welk pays a moving musical tribute to the femme singers of yesterday on this new Dot LP which boasts a nifty sampling of some while-back chart successes by gals. The big, full-bodied Welk ork shines as turn in top-rung renditions of "You Belong To Me," "Cry Me A River" and "I Can Dream, Can't I?" Disk should jump into the winner's circle in no time flat.



**SHE UNDERSTANDS ME**—Johnny Tillotson—MGM E4270  
Johnny Tillotson cashes in on the sales acceptance of his current single smash, "She Understands Me," to tag this new album session on MGM. The chanter, who's found pop success with country material has a natural built-in market for all of his musical offerings, and this package is sure to get plenty of sales attention. Other bright bands here are "Busted," "That's When It Hurts The Most" and "Yellow Bird." Loads of chart potential.



**NOW!**—Vic Dana—Dolton BLP2032  
Vic Dana, with a string of hit singles and albums to his credit, could do a fast repeat with this top-drawer session on Dolton tagged, "Now!" The warm-voiced songster offers lilting and lyrical readings of a bag of tuneful goodies including his current single noisemaker, "Frenchy." Best bets here are "The Name Of The Game Is Love," "On A Slow Boat To China" and "Love Is All We Need." Dana fans should come out in strength for the set.



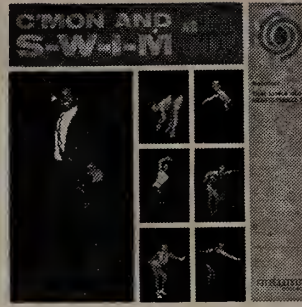
**FINIAN'S RAINBOW**—Reprise Repertory Theater—Reprise F2015  
The Reprise Repertory Theater comes up with an engaging disk revival of Harburg and Lane's delightful "Finian's Rainbow," a show that never failed to charm theater-goers during the late 40's. Frank Sinatra, Sammy Davis, Dean Martin, Bing Crosby, Rosemary Clooney and others turn in top-flight performances of such classic items as "How Are Things In Glocca Morra," "Old Devil Moon," "Look To The Rainbow" and "When I'm Near The Girl I Love." Show buffs will find this version an interesting addition to the cast shelf.



**FROM HELLO DOLLY TO GOODBYE CHARLIE**—Bobby Darin—Capitol ST 2194  
Bobby Darin, with a long string of hit singles and albums to his credit, could easily have his biggest to date on Capitol with this vibrant and pulsating collection of theater, film and original tunes he dishes up with verve and polish. The set has the same bounce that made "Mack The Knife" and "Beyond The Sea" sales giants—with good reason, the items were by the same arranger, Dick Wess. "Once In A Lifetime," "More" and "Sunday In New York" are bright bands. Chart status seems assured.



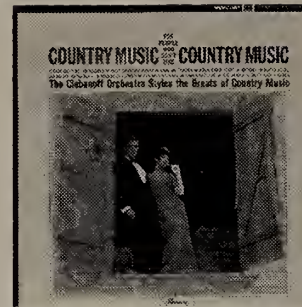
**SEX AND THE SINGLE GIRL**—Original Sound-track—Neal Hefti—Warner Bros. 1572  
Neal Hefti has created a first-rate score for the soon-to-be released Tony Curtis-Natalie Wood flick vehicle. The music perfectly captures the spirit of the sophisticated comedy with elements of jazz, blues and classical constructions. In addition to some fine background tracks (e. g. "Legs," "Midnight Swim," etc.) the disk boasts Fran Jeffries singing two choice items. LP should do real well when the film goes into general release.



**C'MON AND S-W-I-M**—Bobby Freeman—Autumn LP 102  
Bobby Freeman tags this initial Autumn album release after his recently runaway best-selling pop-r&b smash and includes eleven other potent, teen-angled danceable tracks. While backed by a swingin' rhythmic ork and chorus, the songster shines on "Do The Monkey," "I'll Never Fall In Love Again" and "Walkin' The Dog." Eye the disk for rapid consumer acceptance.



**SOPHIA LOREN IN ROME**—Orig TV Sound-track—Columbia OL 6310  
Columbia Records offers the original TV sound-track recording of the "Sophia Loren in Rome" special of a few weeks ago. With a score by John Barry and the actress singing the main theme, "Secrets Of Rome," this set could emerge as best-seller in no time. Barry's haunting main theme is one of the loveliest melodies of the season. The score is a bright and shining example of what can be done in the way of original TV music. Sales should soar.



**COUNTRY MUSIC FOR PEOPLE WHO DON'T LIKE COUNTRY MUSIC**—Clebano—Mercury SR60949  
Here's a new orchestral offering from Clebano on Mercury loaded with dual-market appeal. The country music buffs should appreciate these familiar old melodies and the pop fans the manner in which they are presented. Shimmering strings and driving rhythms combine effectively on "Your Cheatin' Heart," "I Walk The Line" and "Love Me Tender." Top programming and sales potential.

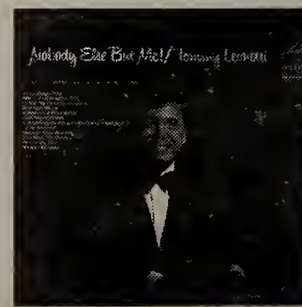


**ALL THE SONG HITS OF THE 4 SEASONS**—Bob Crewe—Philips PHS 600-150  
The lush 40-piece orchestra of Bob Crewe, capably conducted by Charles Calelo, pays tribute to the 4 Seasons with this instrumental treatment of the famed group's biggest hits. Crewe, who produced the lads' past blockbusters, is eminently qualified to present these orchestral versions. Soaring strings and bouncing brass make for easy listening on "Rag Doll," "Big Girls Don't Cry," and "Walk Like A Man." Plenty of loot to be made here.

## POP BEST BETS

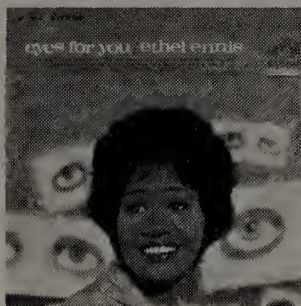


**RUNNIN' OUT OF FOOLS**—Aretha Franklin—Columbia CL 2281  
Aretha Franklin pulls out all the stops on this extremely varied collection of pop favorites, evergreens, r&b oldies and country items all rendered in her distinctive emotion-packed lyrical bluesey style. The lark's rich, wide-range voice carries her in good stead on chorus-backed renditions of "How Glad I Am," "You'll Lose A Good Thing" and "Two Sides Of Love." One of the best disks that the artist has cut in quite a while.



**NOBODY ELSE BUT ME**—Tommy Leonetti—RCA Victor LSP 2962  
Tommy Leonetti proves himself a master of the romantic ballad and the sophisticated show tune on this new package from RCA Victor. The songster pulls out all the stops here as the deft phrase, subtle lyric and vibrant melody are combined in a dozen top-drawer performances. Warmth and sincerity are exhibited throughout on such favorites as "She's Just Another Girl," "I'll Get By," "She Was Too Good For Me" and others equally potent. A superb vocal offering by the singer. Leonetti could strike gold with this set.





**EYES FOR YOU**—Ethel Ennis—RCA Victor LSP 2984

Ethel Ennis has earned many laurels in the past with her distinctive jazz-blues vocal stylings but this new collection of sturdy ranks as her best showing to date. While backed by a swingin' closely-knit combo, the songstress dishes-up top-flight renditions of "I Only Have Eyes For You," "Almost Like Being In Love" and "Little Girl Blue." A standout achievement.



**SOME BLUE-EYED SOUL**—Righteous Brothers—Moonglow MLP 1002

The fans of the Righteous Brothers, and they are legion, should come out in droves for this rollicking Moonglow session which effectively spotlights the duo dishing-up a contagious bevy of hard-driving bluesers. Among the highlights of the power-packed set are "Baby, What You Want Me To Do," "I Just Want To Make Love To You" and "Bring Your Love To Me." Loads of potential here.



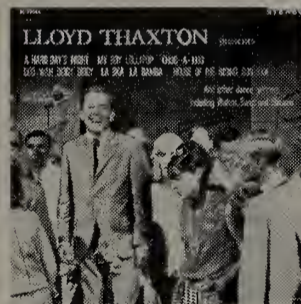
**BIG BAND BEATLE SONGS**—Bob Leaper—London SP 44056

More and more albums are being produced that give further proof of the composing genius of Messers Lennon and McCartney. This phase 4 stereo LP from London Records puts the spotlight on the band of Bob Leaper and the hits of the Beatles. The name Leaper may be unfamiliar at this point, but is unlikely to remain so for very long. These are potentially arranged treatments of "All My Loving," "She Loves You," "A Hard Day's Night" and others. Airtime could make the set a giant in short order.



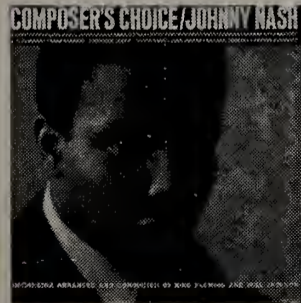
**GENE BARRY SINGS OF LOVE AND THINGS**—RCA Victor LSP 2975

Gene Barry, better known as Bat Masterson, or more recently, Amos Burke, displays the flip side of his talent with this set of familiar love songs on RCA Victor. The actor-chanter has a big baritone voice and an easy casual delivery that is particularly effective on this program which includes "Just In Time," "I'll Be Seeing You" and "Oh, Lady Be Good." Weekly TV exposure could spark plenty of interest in the album.



**LOYD THAXTON PRESENTS**—Decca DL 74594

Much of the excitement of the tremendously popular syndicated Lloyd Thaxton television show is captured on this mostly instrumental offering which features some of the recent vintage teen hits played on the program. Thaxton's many young admirers should find loads of listening and/or terpsichorean pleasure in "My Boy Lollipop," "House Of The Rising Sun" and "A Hard Day's Night."



**COMPOSER'S CHOICE**—Johnny Nash—Argo 4038

Johnny Nash directs his musical attention at a famed collection of chestnuts on this excellent King Fleming and Will Jackson-arranged and conducted set from Argo. The chanter does not resort to gimmicks but reads each item in his distinctive straight-forward blues-tinged melodic style. Among the best listening bets here are "One For My Baby," "Someone To Watch Over Me" and "Smoke Gets In Your Eyes." A most impressive entry.



**THE COUNTRY MUSIC HALL OF FAME VOLUME IV**—Various Artists—Starday SLP 295

Starday has done real well with the three previous albums in this series on this new two-disk collection featuring a stellar group of c&w luminaries (e.g. Patsy Cline, Buck Owens, George Jones, Jimmy Dean, etc.) reading a handsome sampling of all-time favorites should go a like success route. Attractive four-color, fold-out package should help spark sales. Set should make excellent Christmas gifts.



**1964 NAPLES SONG FESTIVAL**—Various Artists—London Int'l TW 91363

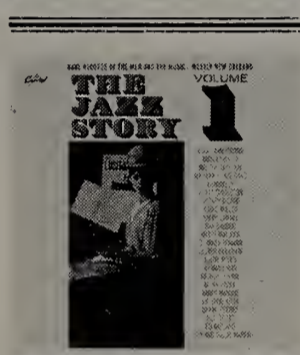
Rapidly coming up as a close rival of the famed San Remo Song Festival is Naples music contest. This top-flight London entry features three Italian artists (Lello Caravaglios, Luisa Siri and Gianni Sorrentino) reading a dozen of the popular tunes at this year's Festival. In addition to the winner, Domenico Modugno's "Tu Si Na Cosa Grande," outstanding tracks here are "Nord E Sud," "Comme" and "Amore Mio."



## JAZZ PICKS

**THE RETURN OF BUD POWELL**—Roulette R 52116

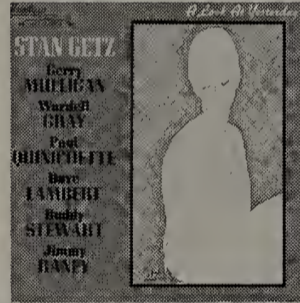
Bud Powell, away from the American disk scene for eight years, makes an impressive return on this new jazz outing from Roulette. The pianist has been considered a leader in the field for many years, and his loyal coterie of admirers should welcome this first session. The master of the jazz ballad, Powell gives out with vibrant readings of "I Know That You Know," "Someone To Watch Over Me," "If I Loved You" and "Just One Of Those Things."



## JAZZ BEST BETS

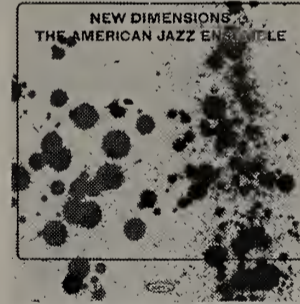
**THE JAZZ STORY**—Various Artists—Capitol W 2137

Here's a deluxe five-LP set from Capitol called "The Jazz Story" that traces the development of American jazz from the very beginning. It's a lengthy musical journey from New Orleans to Chicago to New York that spotlights dozens of jazz greats, many from the past forgotten by all but the serious jazzophiles, and many that are still spreading musical joy today. The jazz historian will find much of interest in the package.



**A LOOK AT YESTERDAY**—Stan Getz—Mainstream S 6025

Here's a nostalgic jazz offering (the sides here were cut in 1948) featuring Stan Getz, Gerry Mulligan, Wardell Gray and Jimmy Raney blowing up a storm in the heyday of the bop idiom. Although some of their progressions might seem a little old-fashioned to modern swingers, there's plenty of good listening in "Diaper Pin," "Interlude In Bebop" and "As I Live Bop." A real collector's item.



**NEW DIMENSIONS**—American Jazz Ensemble—Epic LA 16040

For those who like their jazz a few pegs above the status quo this swingin' set featuring the American Jazz Ensemble (a foursome composed of Bill Smith on clarinet, Johnny Eaton on piano, Richard Davis on bass and Paul Motian on drums) should be just the ticket. The group creates some off beat but extremely valid improvisations on "It's All Right With Me," "Deep River" and "The Loneliest Monk." Superior listening throughout.



## CLASSICAL PICKS

**DVORAK: Humoresque**; Leonard Pennario, pianist—RCA Victor LSC 2731

Versatile keyboard stylist Leonard Pennario surveys the romantic classical tradition highlighted by three different versions of "Humoresque" (Dvorak's, Rachmaninoff's and Tchaikovsky's) on this excellent entry from RCA Victor. In addition to the above-mentioned works Pennario's lyrical, soaring approach is effectively spotlighted on selections by Schubert, Greig, Falla, etc. An outstanding classical outing.



**HANSEL AND GRETEL**—Vienna Philharmonic/Cluytens—Angel SBL 3648

A traditional favorite of children during the Christmas season is Engelbert Humperdinck's "Hansel And Gretel," magnificently performed here on Angel by the Vienna Philharmonic with Andre Cluytens conducting, and a cast that includes Anneliese Rothenberger, Walter Berry and Irmgard Seefried. Delightful too is the choral assist by the Vienna Boys Choir. "Hansel And Gretel" is a charming tale and an even more charming opera. Set is a choice item for Yule buyers.

## Victor Signs Paul Horn



PAUL HORN

NEW YORK—Jazzist Paul Horn has inked an exclusive pact with RCA Victor Records, according to Steve Sholes, pop A&R vp.

An alto, clarinet and flute man, Horn was originally identified with the west coast jazz movement. His Quintette has been heard here and abroad, including numerous stateside tours and college campus dates.

A&R producer Al Schmitt is currently recording Horn in Hollywood. Schmitt played a part—along with Sholes—in bringing Horn to the Victor artist stable.

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## Herb Moelis Named A VP Of Col. Pic's Music Div.

NEW YORK—Herb Moelis has been appointed vice-president of business administration and international affairs for the music division of Columbia Pictures-Screen Gems TV, it was announced last week by Don Kirshner, president of the division.

For the past four years Moelis was a partner in the law firm of Asher and Moelis specializing in the entertainment field.

Commenting on the newly-named veep, Kirshner said, "Herb Moelis is one of the most capable men in the music business. In addition, he is extremely knowledgeable in the foreign market, an area of our business which is growing constantly in importance. Herb Moelis will play an active part in the expansion of the music division, in the day-to-day conduct of its activities both here and abroad and in our long-range planning for the future."

## Calello-Gallico Form Indie Producing Firm

NEW YORK—Charles Calello Productions, an indie production company, has been formed here by Calello and Al Gallico, the vet publisher.

Calello is a writer-arranger who has penned and scored dates by the 4 Seasons.

Gallico said last week that the new firm already has a deal with Decca Records for the production of masters. Other similar deals are pending, Gallico said.

Gallico runs Al Gallico Music, which in the past three months has come up with two number 1 hits, the previous "House of the Rising Sun" and this week's topper, "She's Not There."

The pubbery is also doing Top 100 with Johnny Tillotson's "She Understands Me."

## Trio Forms Music Co.

NEW YORK—Three music men have opened a combined indie production, publishing and management company.

Formed by Lou Courtney, Dennis Lambert and Bob David are Top Cat Productions and Fling Music, which are located at 1650 Broadway, this city.

Set for a recording session are the Earls, who teenagers will recall as the hit performers of "Remember When."

Courtney is the writer of the current Mary Wells chart-rider, "Ain't It The Truth."

David is set to handle the company's management division.

## College Lecture For BMI's Burton

NEW YORK—BMI president Robert J. Burton will speak on "The Composer and His Performing Rights" at the School of Music, Univ. of Southern Calif. this week (2). His lecture is part of the continuing series supported by a grant from the Rockefeller Foundation as a special project for the training of music critics.

## Backstage Chuckles



BALTIMORE — Laughman Godfrey Cambridge, relaxing after doing an act at the Baltimore Lyric Theatre, poses with lark Nancy Wilson awaiting to go on for her performance and visitor Bob Raleigh, a deejay on WWDC-Washington.

## John T. Howard Dies

NEW YORK—John Tasker Howard, 73, composer and author of books on music, died Nov. 19, at a rest home in West Orange, N.J.

Howard, an authority of Stephen Foster, wrote a biography of the composer titled "Stephen Foster, America's Troubadour," and a study of American music titled "Our American Music." In the past he also served as Music Editor for McCall's and Cue, and was elected to ASCAP's board in 1945 and secretary of the society in '53.

Among his musical compositions are "From Foster Hall," "Still Waters" and "Calendar Suite."

Howard is survived by two sisters.

## Fair Lady In H'wood



HOLLYWOOD—The window of Wallich Music City store in Hollywood was recently decked out in a special display containing Audrey Hepburn's original costume from the flick version of "My Fair Lady," as well as Columbia Records' original soundtrack LP and albums by Andy Williams, Andre Previn, Percy Faith and Sammy Kaye. Shown with Irving Townsend, the label's vice-president of west coast operations, is actress Joan Patrick, who made personal appearances as part of the label's promotion efforts.

## Columbia Holds Bash For Mongo



NEW YORK—Columbia Records recently hosted a party at Gotham's Il Mio in honor of jazzman Mongo Santamaria who was inked to an exclusive recording contract. Standing (left to right) at the affair are Marty Ostrow, editor-in-chief of Cash Box, Santamaria, and William Gallagher, Columbia's marketing vice-president. The artists initial single release is tabbed "El Pussy Cat."



## TOP 50 IN R&B LOCATIONS

	Pos. Last Week
1 REACH OUT FOR ME Dionne Warwick (Scepter 1285)	2
2 OH NO NOT MY BABY Maxine Brown (Wand 162)	3
3 BABY LOVE Supremes (Motown 1066)	1
4 WALKING IN THE RAIN Ronettes (Philles 123)	7
5 RIGHT OR WRONG Ronnie Dove (Diamond 173)	5
6 CHAINED AND BOUND Otis Redding (Volt 121)	9
7 LET IT BE ME Betty Everett & Jerry Butler (Vee Jay 613)	4
8 GOIN' OUT OF MY HEAD Little Anthony & Imperials (DCP 1119)	10
9 AIN'T DOING TOO BAD Bobby Bland (Duke 383)	6
10 SATURDAY NIGHT AT THE MOVIES Drifters (Atlantic 2260)	12
11 AIN'T IT THE TRUTH Mary Wells (20th Fox 544)	13
12 LEADER OF THE PACK Shangri-La's (Red Bird 10-014)	8
13 TOO MANY FISH IN THE SEA Marvelettes (Tamla 54105)	15
14 IT'S ALL OVER Walter Jackson (Okeh 7204)	17
15 I HAD A TALK WITH MY MAN Mitty Collier (Chess 1907)	11
16 AMEN Impressions (ABC-Paramount 10602)	19
17 WITHOUT THE ONE YOU LOVE Four Tops (Motown 1069)	24
18 MY ADORABLE ONE Joe Simon (Vee Jay 609)	16
19 A THOUSAND CUPS OF HAPPINESS Joe Hinton (Back Beat 532)	20
20 OPPORTUNITY Jewels (Dimension 1034)	18
21 THE PRICE Solomon Burke (Atlantic 2259)	25
22 SINCE I DON'T HAVE YOU Chuck Jackson (Wand 169)	27
23 YOU MUST BELIEVE ME Impressions (ABC Paramount 10581)	14
24 THE DODO Gene Simmons (Hi 2080)	28
25 JUMP BACK Rufus Thomas (Stax 157)	22
26 THE 81 CANDY Candy & Kisses (Cameo 336)	31
27 BEAUTICIAN BLUES B. B. King (Kent 403)	21
28 WILD ONE Martha & Vandellas (Gordy 7036)	
29 IT'LL NEVER BE OVER FOR ME Baby Washington (Sue 114)	34
30 RHYTHM Major Lance (Okeh 7203)	23
31 HOW SWEET IT IS Marvin Gaye (Tamla 54107)	43
32 BLESS OUR LOVE Gene Chandler (Constellation 190)	26
33 NEVER TRUST A WOMAN B. B. King (ABC Paramount 10599)	29
34 CHITTLINS Gus Jenkins (Tower 107)	37
35 COME SEE ABOUT ME Supremes (Motown 1068)	
36 GETTING MIGHTY CROWDED Betty Everett (Vee Jay 628)	45
37 DON'T SPREAD IT AROUND Barbara Lynn (Jamie 1286)	35
38 WHAT NOW Gene Chandler (Constellation 141)	48
39 SHE'S ALRIGHT Jackie Wilson (Brunswick 55273)	
40 THAT'S WHERE IT AT Sam Cooke (RCA Victor 8426)	30
41 DON'T DECEIVE ME Ted Taylor (Okeh 47206)	49
42 MERCY MERCY Don Covay (Rosemart 801)	32
43 HURTIN' INSIDE Barbara Brenda (Heidi 104)	38
44 A WOMAN'S LOVE Carla Thomas (Atlantic 2258)	41
45 THAT'S WHAT LOVE IS MADE OF Miracles (Tamla 54012)	33
46 FUNNY Joe Hinton (Back Beat 541)	40
47 LOOK AWAY Garnett Mimms (United Artists 733)	36
48 SMILE Betty Everett & Jerry Butler (Vee Jay 633)	
49 LUMBERJACK Brook Benton (Mercury 72333)	39
50 DANCING IN THE STREET Martha & Vandellas (Gordy 7033)	42

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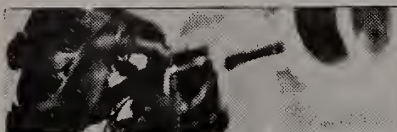
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**PORK CHOP**

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**WB Gets U.S. Rights  
To Pet Clark Disks**

BURBANK—Warner Bros. Records has obtained the U.S. distribution rights to diskings by Star songstress on the Continent, Petula Clark. Joe Smith, singles A&R chief, made the deal with Vogue Records of France during his recent trek abroad.

"Downtown" is the name of the lark's first singles appearance on the WB label, and was rushed to market last week.

Known as Pet Clark, she is a bilingual performer who has had particularly notable success in England. To date, her singles sales reportedly have reached 10 million. She's also scored in France, Holland, Germany, Switzerland and Italy.

**Col. Jazzist Takes  
Public Bow On TV**

NEW YORK—A new personality on the jazz scene has just been introduced on television—said to be a first for video.

Artist is tenor saxist-flutist-composer Charles Lloyd, who was the bio subject of "Jazz Discovery: Charles Lloyd," presented on the west coast on Nov. 16, here last week (26).

The program, presented by National Educational Television, demonstrated, through conversation and music, Lloyd's talent and examined the influences that have shaped his development.

Columbia Records has just released his first feature-role LP, "Discovery! Charles Lloyd." Both the LP and show were produced by George Avakian, who also served as commentator on the program. He's a current member of the Cannonball Adderley Sextet.

Born in Memphis, Tennessee, the musician graduated from the University of Southern California and shortly afterwards joined the Chico Hamilton Quintet, later becoming its musical director in charge of repertoire and personnel. While Lloyd has been heard on previous LP's, among them Columbia's "Drumfusion," for which he was also the sole composer.

Filmed at KQED-TV in San Francisco, without rehearsal, "Jazz Discovery: Charles Lloyd," will be presented on other stations throughout the country.

**Decca Signs  
Top Danish Group**



NEW YORK—Decca Records has inked Sir Henry And His Butler, a Danish rock 'n' roll group, to an exclusive recording contract, it was announced last week by Leonard W. Schneider, the label's executive vice-president.

Decca plans to rush-release the group's big Danish hit of "Let's Go" coupled with "High Heel Sneakers." Sir Henry and His Butler are currently appearing at the Hit House, the Copenhagen night spot where their hit was cut during an actual performance.

Negotiations for the group were handled by Karl Kundson of Sonet Records of Denmark and Milt Gabler of Decca's A&R staff.



**JUKE BOX OPS'  
RECORD GUIDE**

**ACTIVE with OPS**

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

**NEVER TRUST A WOMAN**  
B. B. King (ABC-Paramount 10599)

**THE GOOD LIFE**  
Mr. Acker Bilk (Atco 6323)

**PRAYER MEETIN'**  
Jimmy Smith (Blue Note 1909)

**THE SIDEWINDER**  
Lee Morgan (Blue Note 1911)

**SILVER BELLS**  
Al Martino (Capitol 5311)

**AND SATISFY**  
Nancy Wilson (Capitol 5319)

**HIDE AWAY**  
King Curtis (Capitol 5270)

**FUNNY WORLD**  
Jane Morgan (Colpix)

**EL PUSSY CAT**  
Mingo Santamaria (Columbia 43171)

**HAVE YOU LOOKED INTO  
YOUR HEART**  
Jerry Vale (Columbia 43181)

**THE NAME GAME**  
Shirley Ellis (Congress 230)

**HUMBUG**  
Pete Fountain (Coral 62427)

**MY RAMBLIN' BOY/HOPE YOU  
UNDERSTAND**  
Kingston Trio (Decca 31702)

**I DON'T WANNA LOVE YOU**  
Cliff Richard (Epic 9737)

**FIDDLER ON THE ROOF**  
Village Stompers (Epic 5-9740)

**NO BEER IN HEAVEN**  
Lil Wally (Jay Jay 306)

**EITHER WAY I LOSE**  
Gladys Knight & Pips (Maxx)

**DO IT RIGHT**  
Brook Benton (Mercury 72365)

**ACROSS THE STREET**  
Ray Peterson (MGM 13299)

**GALE WINDS**  
Egyptian Combo (Norman 549)

**CHITTLINS**  
Gus Jenkins (Tower 107)

**WOODEN HEART/BLUE CHRISTMAS**  
Elvis Presley (RCA Victor 447-0720)

**I DON'T WANT TO WALK  
WITHOUT YOU**  
Phillis McGuire (Reprise 0310)

**MY PAISANS ACROSS THE WAY**  
Lou Monte (Reprise 0326)

**NEW ADDITIONS to TOP 100**

**47—I FEEL FINE**  
Beatles (Capitol 5327)

**68—SHE'S A WOMAN**  
Beatles (Capitol 5327)

**74—WILD ONE**  
Martha & Vandellas (Gordy 7036)

**76—LOVIN' PLACE**  
Gale Garnett (RCA Victor 8472)

**78—BOOM BOOM**  
Animals (MGM 13298)

**79—MY LOVE (Roses Are Red)**  
You Know Who Group (4 Corners 113)

**90—I WANT YOU TO HAVE  
EVERYTHING**  
Lee Rogers (D-Town 1035)

**92—EVERY LITTLE BIT HURTS**  
Bobby Vee (Liberty 55751)

**94—LEADER OF THE LAUNDROMAT**  
Detergents (Roulette 4590)

**96—PRETEND YOU DON'T SEE HER**  
Bobby Vee (Liberty 55751)

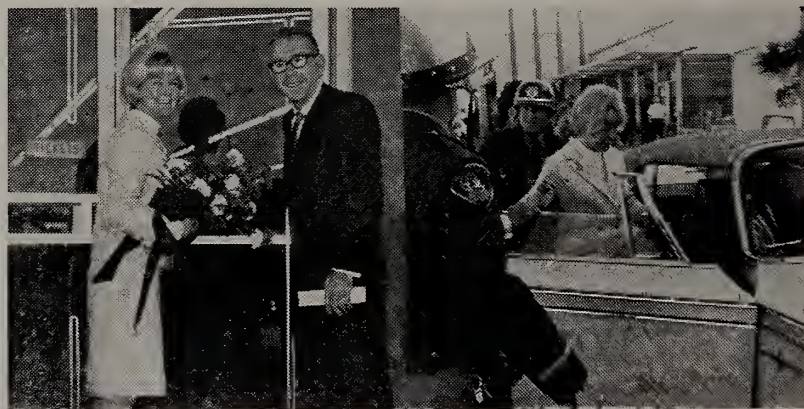
**98—I'M GONNA LOVE YOU TOO**  
Hullabalooos (Roulette 4587)

**99—SMILE**  
Everett & Butler (VeeJay 633)

**AIMED at OPS**

**THE HAWAIIAN WEDDING SONG/THE HUKILAU SONG—Muzzy Marcellino—Coral 65588**

**Great Day In The Morning**



HOLLYWOOD—With the West Covina, Calif. police keeping crowds away, Doris Day recently made an appearance at the grand opening of a new Music City store. The lark-thespian attracted more than 1,000 people to the store, where she signed autographs to promote her current Columbia LP's "With A Smile And A Song" and "The Doris Day Christmas Album" and her current single, "Christmas Present." In the left pic she's shown entering the store with Clyde Wallich, president of the chain. In the right shot she's pictured leaving after the p.a.

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## In Memoriam



NEW YORK—Stanley Adams (second from left), president of ASCAP—together with Lou Levy, Irving Caesar, Jerry Herman and Paul Creston recently placed a wreath at the statue of the late Victor Herbert on the mall in Central Park. The statue was presented by the society to the city of New York on Nov. 29, 1927 in memory of the composer, who was one of ASCAP's founding fathers and served as its vice-president until his death in 1924. The event marked the completion of the 50th anniversary of the founding of the association.

## Liberty Names Winners Of "Spiff" Contest

HOLLYWOOD—Winners of Liberty Records' recent "spiff" contest for distrib promo men have been announced by Harvey Goldstein, west coast promo man for the label.

First prize goes to Jesse Schneider of Perry Shankle, San Antonio; second prize to Jim Saltzman of Liberty's branch in St. Louis and Leo Cheslak and Ray Sajor of Cadet Distributing in Detroit; four third prizes to Jim Brown of the label's New York branch, George Chun of Polynesian Distributors in Honolulu, Skip Valdez of the label's Fla. branch and Bruce Patch of Mutual Dist. in Boston.

## UA Buys Master

NEW YORK—United Artists Records has purchased a master from the Sketch label, "United" by the Jive Five featuring Eugene Pitt, which it has set for immediate national release on UA.

Master was acquired from its producer, Otis Pollard. Horace Ott arranged and conducted the date.

Action is reported in the New York City and Washington, D.C. areas.

## Kenton Heads Formation Of L.A. Neophonic Orch.

HOLLYWOOD—Stan Kenton has announced the formation of what is termed the world's first permanently established resident orchestra dedicated to the contemporary musical idiom, The Los Angeles Neophonic Orchestra. It makes its debut in a series of four concerts premiering at the New Music Center on Monday, Jan. 4.

Kenton has curtailed all other activities to devote his time to the birth of the resident orchestra, which will draw from the world musical community musicians of contemporary repertoire. He will serve as permanent music director of the orchestra and as guest conductor of the inaugural season.

Highlighting the premiere concert of the Los Angeles Neophonic Orchestra will be the performance of Friedrich Gulda's "Concerto For Piano and Jazz Orchestra." Gulda will fly from Vienna to Los Angeles expressly for this inaugural concert to perform as soloist.

Kenton noted that while jazz soloists such as Benny Goodman have been featured in performance with symphonic orchestras, Gulda's appearance marks the first concert to feature an internationally recognized classical soloist with a jazz orchestra.

The Neophonic Orchestra is sponsored by The International Academy of Contemporary Music, a non-profit organization with Kenton as its president; George Grief, vice-president; and Sid Garris, secretary-treasurer.

With the formation of the Los Angeles Neophonic Orchestra as the first step in their goal, the Academy seeks the establishment of similar Neophonic orchestras internationally. The Academy further seeks to encourage the composition and performance of contemporary music by musicians capable of its execution and will serve as a clearing house for contemporary music, musicians and information. Ultimately, the Academy seeks to inaugurate scholarships, commissions and competitions to the greatest extent that public and private support will allow.

Kenton, appearing at a press conference here last week with Grief and Garris, announced that such musical

## Assn. Looms For Chi Music Men



CHICAGO — A Midwestern Music Men's Association is in the works here. Primary aim of the organization is to offset a "decline" of the Windy City's pop recording business.

Recently, 25 Chicago music men met for the first time to organize the group. It's the brain-child of Ewart Abner, head of Constellation Records and Paul Wyatt, Columbia's studio sales manager.

In key-noting the first gathering, Wyatt noted Chicago's past standing as a pop music center and the lack of present-day organization of all music men in the mid-west to more effectively direct its future.

A motion was made and passed to formally organize and select a guidance committee. A second meet has been set for this Tues. (1) at the Avenue Motel's Red Room at 1 P.M.

The committee was set to meet prior to Dec. 1 to propose and determine policy, nominate officers for a vote to be held at the second gathering.

The committee is composed of: Abner, Esmond Edwards of Chess Records, Bob Kidder, engineer at Universal Studios, Carl Proctor, an indie promo man, Ralph Bass, indie producer, and Carl Davis of Epic-Okeh.

names as Bill Holman, Hugo Montenegro, Marty Paich, Johnny Richards and Lalo Schifrin had been commissioned to compose original works for the Neophonic Orchestra. Kenton, too, will be represented by the world premiere of one of his compositions in a repertoire to include a work by Pete Rugolo.

Following the January Fourth premiere, remaining Monday night concerts in the inaugural series will be on February 1, March 1 and March 29.

## WB Inks Paul Sykes

BURBANK—Paul Sykes, folk vocalist and comic out of the west coast, has been inked to an exclusive disk pact by Warner Bros. Records. He'll go to bat for the label for the first time via an LP cut "live" at the Ice House in Pasadena, Calif. As part of its long-range plans for the performer, WB will concentrate activities on his behalf in the pop area as well as the folk field.

## Surgery For Don Robey

HOUSTON—Don Robey, head of the Duke and Peacock labels, underwent surgery in Houston's Saint Luke Hospital last week (23). The nature of the operation was not disclosed, but the exec had to cancel several planned hunting excursions.

Shown in the photo are (left to right): Bob Kidder, Jim Felix, chief engineer at the Columbia Studio, Carl Davis, Bill Mitchell of Renee Records, Bill Thompson, Columbia engineer, Richard Hutter, Columbia Productions, Richard Park, A&R at Vee Jay, Ewart Abner, Carl Proctor, Paul Wyatt, Ralph Bass, George Leaner of the Wonderful and Impac labels, Johnny Pate, ABC-Par A&R producer, and Esmond Edwards, Billy Davis of Chess.

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c/w

"OH, HOW I COULD  
LOVE YOU"

ABC-10604

## Sarah Vaughan Solos With Chi Symphony



CHICAGO—Sarah Vaughan made her first appearance as a soloist with one of the world's major symphony orchestras when she appeared on Nov. 21 with the Chicago Symphony Orchestra.

The lark opened the orchestra's Popular Concert Series of the season as a special guest artist in a program entitled, "An Evening With Gershwin." Skitch Henderson, music director of the NBC web, made his first appearance as guest conductor of the symphony in the all-Gershwin program.

Following the successful Windy City concert, Mercury Records hosted a reception in honor of the songstress at the Sheraton-Chicago's Kon Tiki Ports Restaurant. The bash was attended by members of the press, radio, the label's local distributor and company executives. Shown (left to right) at the affair are Mercury vice-president Kenneth S. Myers, the lark, CB's Lee Brooks, Mrs. Myers and Irwin H. Steinberg, the label's executive vice-president.

**AIN'T THAT LOVING YOU BABY**  
ELVIS PRESLEY RCA VICTOR  
Elvis Presley Music, Inc.

**ASK ME**  
ELVIS PRESLEY RCA VICTOR  
Elvis Presley Music, Inc.

**TIME AND TIME AGAIN**  
JOHNNY CASH COLUMBIA  
Johnny Cash Music, Inc.

**REACH OUT FOR ME**  
DIONNE WARWICK SCEPTER  
Ross Jungnickel/Blue Seas/Jac

**HOW DOES IT FEEL?**  
THE RONETTES PHILLES  
Hill & Range/Mother Bertha

**LOVE POTION NO. 9**  
THE SEARCHERS KAPP  
Quintet Music, Inc.

**ONE WOMAN MAN**  
GARNET MIMMS UNITED ARTISTS  
Valley Publishers, Inc.

**WATCH WHAT YOU DO WITH MY BABY**  
PEGGY MARCH RCA VICTOR  
Aberbach Music, Inc.

**I WAKE UP CRYIN'**  
RAY CHARLES ABC-PARAMOUNT  
Belinda (Canada) Ltd.

**THE 81**  
CANDY AND THE KISSES CAMEO  
Hill & Range/Shelros/Check-Colt

**DON'T DO WHAT I DID**  
(DO WHAT I SAY)  
BROOK BENTON MERCURY  
Bennie Benjamin Music/Dayben Music

**YOU DON'T KNOW WHAT YOU GOT**  
UNTIL YOU LOSE IT  
KENNY GAMBLE COLUMBIA  
Hill & Range/Shelros

**DON'T LET ME BE MISUNDERSTOOD**  
NINA SIMONE PHILIPS  
Benny Benjamin Music, Inc.

**A MONSTER**  
NINA SIMONE PHILIPS  
Benny Benjamin Music, Inc.

**SPANISH LACE**  
THE DRIFTERS ATLANTIC  
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LOU JOHNSON BIG HILL  
Ross Jungnickel/U. S. Songs

**TELL HER JOHNNY SAID GOODBYE**  
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**Phono Sales Climb In Sept. Fails To Bridge '63-64 Gap**

WASHINGTON—Monthly sales of phonographs moved sharply upward in Sept. at both distrib and factory outlets and totals for all but one model category bettered those for the same month in 1963, but the gains failed to close the gap between cumulative sales for the three quarters of this year and the same period in 1963, the Electronic Industries Association reported last week.

The single lag was in distributor sales of portable/table phonos, which totaled 410,997 in Sept. against 413,003 during that month in 1963. Sales of console models by distributors stood at 214,947 in September, exceeding the 178,691 sold in September 1963.

Cumulative distrib sales for the first three quarters of this year totaled 1,844,422 portable/table models and 1,109,039 consoles, compared with 2,030,434 portable/tables and 1,027,059 during the same period last year.

At the factory, 505,186 portable/table phonos were sold in September against 490,319 during September 1963, while sales of consoles totaled 243,486 units this year and 212,372 last.

Factory sales of portable/table models at the end of the January-September period this year totaled 2,044,064, compared with 2,212,588 during the comparable 1963 period. Console sales during the same period stood at 1,136,428 and 1,147,889, respectively.

**Manfred Mann Men To Make First U.S. Visit**

NEW YORK — Manfred Mann, the hot British fivesome who are currently burning the Top 100 with "Sha La La" on the Ascot label, a follow-up to their number one hit, "Do Wah Diddy Diddy," arrived at New York's Kennedy Airport on Dec. 1. The group with the all-purpose name then devoted four days to record promotion and publicity before kicking off their cross-country tour on Dec. 5, with a concert at the Academy of Music in New York.

Manfred Mann will fly directly to Los Angeles from England on Nov. 27 to tape two "Shindig" shows. United Artists Records and ABC-TV will host a press party for the songsters while in L. A. The boys will then plane to New York.

The group will cover the eastern states, the midwest, Florida and Canada during their two-week one-nighter tour.

**Kik Kodama Dies**

NEW YORK—Kik Kodama, branch manager for the Craig Corp. in Honolulu, which handles the Columbia and Epic lines in Hawaii, died Nov. 13 of cancer at the age of 38.

He was responsible for the sales of Columbia and Epic production and several camera lines. He joined the company in 1961 and was named branch manager in 1963. He's survived by his widow and 11-year-old son.

**Noted Cellist Killed In Auto Mishap**

JACKSON CORNERS, N.Y.—Phyllis M. Krauter, 58, cellist, was killed instantly, and her violinist brother Karl was critically injured in an auto accident recently (8) on the Taconic State Parkway. Karl Krauter suffered a broken neck.

**"Rudolph" A TV Spec**

(Continued from page 6)

singing three songs, including "Rudolph."

Added to the new tunes are five previous Marks' compositions, which will be part of the background score.

Written for the production are "A Holly Jolly Christmas," recorded by Ives (Decca), Quinto Sisters (Columbia), and the Do-Re-Mi Singers (Kapp); "Jingle Jingle Jingle," "The Most Wonderful Day of the Year," cut by the Quinto Sisters, "We are Santa's Elves," also waxed by the Quintos, "Silver and Gold," recorded by the Do-Re-Mi Singers, "We're a Couple of Misfits."

From Marks' St. Nicholas catagos comes "I Heard the Bells on Christmas Day," "Rockin' Around the Christmas Tree," "The Night Before Christmas Song," "When Santa Claus Gets Your Letter" and "A Merry Merry Christmas." The program was produced by Videocraft in three dimensional animation for the General Electric Co.

Since his birth 15 years ago, "Rudolph" has sold more than 40 million disks and some 3 million sheet music copies. This season has realized 15 new disk versions, which gives the song a current total of more than 300 disk readings.

The first one—still a big seller—was by Gene Autry, whose version has sold 6 million copies, Columbia Records' all-time singles seller. "Rudolph" has been published in 95 different arrangements for orchestra, band, choral and instrumental use. Also, its lyrics appear in a number of foreign tongues.

As for Marks' other Holiday standards, there are two new diskings of "I Heard the Bells on Christmas Day," done by Frank Sinatra and Fred Waring, both on Reprise. The original waxings was made in 1956 by Bing Crosby. "Rockin' Around the Christmas Tree," one of the few teen-angled Yuletide standards, was originally done by Brenda Lee (Decca) in 1960 and is a Decca re-issue once more.

Other Yuletide creations by Marks include the "Christmas Community

**Victor Readies Sylvie Vartan For Assault On U.S. Market**

NEW YORK—RCA Victor is preparing the American disk career of French "YeYe" Girl Sylvie Vartan. Details of the launching were made known at a recent press meet with the lark at the Hotel Pierre. The songstress, who wound up a 10-day wax session last week at Victor's studios, will have a debut album and single for issue in Jan. A&R director Joe Rene produced the sessions.

The youthful songstress (she's 20) in the past few years has soared to the top of the pop music heap in France with her Victor etchings which are nearing the five million mark. A regular on the bill of the famed Olympia Theatre, she has appeared with the Beatles and Trini Lopez and a host of other European rock and roll idols.

In 1965, the petite blonde will make her film debut for 20th Century Fox in "Patate." She is under contract to the film company for six pictures.

During her recent visit, Sylvie journeyed to New York's Apollo Theatre, which she considers a "Mecca" for all European artists who want to make the grade in this country. She also remarked that the fame of the Apollo in Europe is widespread, along with its regular headliners.

Sharing the rock spotlight with Sylvie are "Ye Ye Girls" Sheila and Françoise Hardy, and chanter Johnny Halliday who's currently doing his stint in the French Army.

Exposure for new pop disks is much more limited in France than in this country, remarked the singer. A few hours a week are set aside for TV and radio airing, with the selection of the decks in the hands of one key individual, magazine publisher Daniel Filipacchi, who's also a deejay.

Teenagers are required to buy theater tickets to see their idols, and they are much better behaved in the presence of their favorites—there is no yelling and screaming when artists are performing their hits on stage. In addition to stage exposure, rock and roll artists and their hit disks are popular in France's many discotheques, which have been the rage there for the last ten years.

Sylvie Vartan is also responsible for setting fashion trends among her legions of admirers in France. The sloppy look that has become the trademark of many American and British performers is strictly taboo and has been replaced with the clean, scrubbed look and neat attire.

In Jan., when the first Vartan single and album are unveiled by RCA Victor, Sylvie will return to the U. S. for promotional visits, TV appearances and a possible coast-to-coast tour.

In the past, European performers who've attempted to "crash" the American disk market, found it a tough nut to crack—even with disks done in phonetic English. Sylvie Vartan is determined to sing in English because R&R is traditionally American, and rock tunes are most comfortable when delivered in English. Victor brass believes Sylvie Vartan is the gal that can do it here.

**Victor Yule Promo**

(Continued from page 7)

(Eddy Arnold), "Becket," "The Exciting Voice of Sergio Franchi," "Excitement on Park Avenue" (Paul Anka), "Ballads, Blues and Boasters" (Harry Belafonte), "Sam Cooke at the Copa," "Fiddler on the Roof," "A Festival of Carols" (Robert Shaw Chorale), "Amahl and the Night Visitors," "Carmen," "Peter and the Commissar" (Arthur Fiedler/the Boston Pops/Allan Sherman), "Pop Goes the Trumpet" (Al Hirt/Arthur Fiedler/the Boston Pops), "Othello" (Laurence Olivier), "Chopin Waltzes" (Artur Schnabel), Brahms Piano Concerto No. 1 (Van Cliburn/Erich Leinsdorf/the Boston Symphony) and Mahler Symphony No. 5 (Erich Leinsdorf/the Boston Symphony Orchestra).

Lyric Book," a million seller, and a companion piece, a melody and harmony "Favorite Carol Book," which offers Marks' easy-to-play method of piano arrangements.

The 1st. Jumping Dance Version  
(R&B & LATIN)

**"FIDDLER ON THE ROOF"**  
Piano Instrumental With Cha Cha Drums

B/W "BEAUTIFUL GIRL"

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SLEIGH RIDE

A New Holiday Hit

CHRISTMAS LULLABY

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**CHARTBOUND!**

**BOBBY SKEL**

**"KISS AND RUN"**

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Phila. 21. Pa.



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
<b>1</b> I DON'T CARE (Central Songs—BMI) Buck Owens (Capitol 5240)	1	<b>26</b> IN CASE YOU EVER CHANGE YOUR MIND (Moss-Rose—BMI) Bill Anderson (Decca 31681)	41
<b>2</b> ONCE A DAY (Moss-Rose—BMI) Connie Smith (RCA Victor 8416)	2	<b>27</b> HALF OF THIS, HALF OF THAT (Central Songs—BMI) Wynn Stewart (Capitol 5271)	28
<b>3</b> THE RACE IS ON (Glad/Acclaim—BMI) George Jones (United Artists 751)	3	<b>28</b> I'M GONNA TIE ONE ON TONIGHT (Sure-Fire—BMI) Wilburn Brothers (Decca 31674)	33
<b>4</b> I'LL GO DOWN SWINGING (Moss-Rose—BMI) Porter Wagoner (RCA Victor 8432)	5	<b>29</b> WHEN IT'S OVER (4 Star—BMI) Carl Smith (Columbia 431240)	31
<b>5</b> FOUR STRONG WINDS (M. Witmark & Sons—ASCAP) Bobby Bare (RCA Victor 8443)	8	<b>30</b> ODE TO THE LITTLE BROWN SHACK OUT BACK (Sleep Hollow—ASCAP) Billy Edd Wheeler (Kapp 617)	48
<b>6</b> MAD (Newkays—BMI) Dave Dudley (Mercury 72308)	7	<b>31</b> WHAT AM I GONNA DO (Screen Gems—Columbia—BMI) Skeeter Davis (RCA Victor 8450)	37
<b>7</b> CROSS THE BRAZOS AT WACO (Painted Desert—BMI) Billy Walker (Columbia 43120)	4	<b>32</b> I'LL REPOSSSESS MY HEART (Kitty Wells—BMI) Kitty Wells (Decca 31705)	39
<b>8</b> YOU'RE THE ONLY WORLD I KNOW (Morson—BMI) Sonny James (Capitol 5280)	13	<b>33</b> I WON'T FORGET YOU (Tuckahoe—BMI) Jim Reeves (RCA Victor 8461)	—
<b>9</b> I THANK MY LUCKY STARS (Cedarwood—BMI) Eddy Arnold (RCA Victor 8445)	14	<b>34</b> DON'T BE ANGRY (Acuff-Rose—BMI) Stonewall Jackson (Columbia 43076)	20
<b>10</b> THE LUMBERJACK (English—BMI) Hal Willis (Sims 207)	11	<b>35</b> PLEASE TALK TO MY HEART (Glad—BMI) Ray Price (Columbia 43086)	21
<b>11</b> GIVE ME 40 ACRES (TO TURN THIS RIG AROUND) (Starday—BMI) Willis Brothers (Starday 681)	6	<b>36</b> GO CAT GO (Wilderness—BMI) Norma Jean (RCA Victor 8433)	23
<b>12</b> IT AIN'T ME BABE (M. Witmark & Sons—ASCAP) Johnny Cash (Columbia 43145)	16	<b>37</b> HAPPY BIRTHDAY (Sure-Fire—BMI) Loretta Lynn (Decca 31707)	42
<b>13</b> ONE OF THESE DAYS (Mariposa—BMI) Marty Robbins (Columbia 43139)	19	<b>38</b> FINALLY (Cedarwood—BMI) Kitty Wells & Webb Pierce (Decca 31663)	25
<b>14</b> CHUG-A-LUG (Tree—BMI) Roger Miller (Smash 1926)	9	<b>39</b> CAUSE I BELIEVE IN YOU (Acuff-Rose—BMI) Don Gibson (RCA Victor 8456)	—
<b>15</b> THREE A.M. (Moss-Rose—BMI) Bill Anderson (Decca 31681)	18	<b>40</b> MY FRIEND ON THE RIGHT (Tree—BMI) Faron Young (Mercury 72313)	27
<b>16</b> HE CALLED ME BABY (Central Songs—BMI) Patsy Cline (Decca 31671)	10	<b>41</b> LOVE LOOKS GOOD ON YOU (Forrest Hills—BMI) David Houston (Epic 9720)	32
<b>17</b> EVERYBODY'S DARLIN' PLUS MINE (Maricopa Sesac—Hur) Browns (RCA Victor 8423)	24	<b>42</b> HIGHWAY MAN (Deep Cross—BMI) Curtis Leach (Fabor 135)	44
<b>18</b> FORBIDDEN STREET (Troy—BMI) Carl Butler & Pearl (Columbia 43102)	15	<b>43</b> STOP ME (Kitty Wells—BMI) Bill Phillips (Decca 31648)	34
<b>19</b> HERE COMES MY BABY (Tree—BMI) Dottie West (RCA Victor 8374)	22	<b>44</b> A TEAR DROPPED BY (Painted Desert—BMI) Jean Shepard (Capitol 15304)	44
<b>20</b> PUSHED IN A CORNER (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1281)	26	<b>45</b> BROKEN ENGAGEMENT (Cedarwood—BMI) Webb Pierce (Decca 31704)	—
<b>21</b> IN THE MIDDLE OF A MEMORY (4 Star—BMI) Carl Belew (RCA Victor 8406)	12	<b>46</b> MR. & MRS. USED TO BE (Sure-Fire—BMI) Ernest Tubbs & Loretta Lynn (Decca 31643)	38
<b>22</b> CLOSE ALL THE HONKY TONKS (Blue Book—BMI) Charlie Walker (Epic 9727)	30	<b>47</b> MISMATCH (English—BMI) Bobby Barnett (Sims 198)	49
<b>23</b> I GUESS I'M CRAZY (Mallory—BMI) Jim Reeves (RCA Victor 8383)	17	<b>48</b> MOTHER-IN-LAW (Peach—Susac) Jim Nesbitt (Chart 1100)	36
<b>24</b> I NEVER CARED FOR YOU (Pamper—BMI) Willie Nelson (Monument 855)	29	<b>49</b> SITTING IN AN ALL NITE CAFE (Glazer—BMI) Warner Mark (Decca 31684)	—
<b>25</b> NINETY DAYS (Forest Hills—BMI) Hank Snow (RCA Victor 8437)	35	<b>50</b> ENDLESS SLEEP (Elizabeth—BMI) Hank Williams, Jr. (MGM 13278)	—



# TOP COUNTRY ALBUMS

<b>1</b> THE BEST OF JIM REEVES (RCA Victor LPM/LSP 2890)	<b>2</b>	<b>16</b> GOLDEN COUNTRY HITS Hank Thompson (Capitol T 2089)	<b>21</b>
<b>2</b> BITTER TEARS Johnny Cash (Columbia CL 2248/CS 9048)	<b>4</b>	<b>17</b> THANKS A LOT Ernest Tubbs (Decca DL 4514/DL 74514)	<b>13</b>
<b>3</b> THE BEST OF BUCK OWENS (Capitol T 2105/ST 2105)	<b>1</b>	<b>18</b> A KING AND TWO QUEENS George Jones (United Artist UAL 3367/UAS 6367)	<b>23</b>
<b>4</b> TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens (Capitol T 2135/ST 2135)	<b>3</b>	<b>19</b> LOVE LIFE Ray Price (Columbia CL 2189/CS 8989)	<b>16</b>
<b>5</b> YESTERDAY'S GONE Roy Drusky (Mercury MG 20919/SR 60919)	<b>8</b>	<b>20</b> I DON'T CARE Buck Owens (Capitol T 2186/ST 2186)	<b>16</b>
<b>6</b> THE TRAVELIN' BARE Bobby Bare (RCA Victor LPM 2955/LSP 2955)	<b>14</b>	<b>21</b> COUNTRY MUSIC TIME Kitty Wells (Decca DL 4554/DL 74554)	<b>17</b>
<b>7</b> SONGS OF TRAGEDY Hank Snow (RCA Victor LPM/LSP 2901)	<b>9</b>	<b>22</b> THANK YOU FOR CALLING Billy Walker (Columbia CL 2206/CS 9006)	<b>29</b>
<b>8</b> THERE STANDS THE GLASS Carl Smith (Columbia CL 2173/CS 8973)	<b>5</b>	<b>23</b> BY REQUEST Ferlin Husky (Capitol T 2101/ST 2101)	<b>12</b>
<b>9</b> BLUE AND LONESOME George Jones (Mercury 20906)	<b>11</b>	<b>24</b> MOONLIGHT AND ROSES Jim Reeves (RCA Victor LPM/LSP 2854)	<b>18</b>
<b>10</b> COUNTRY DANCE FAVORITES Faron Young (Mercury MG 20931/SR 60931)	<b>6</b>	<b>25</b> I WALK THE LINE Johnny Cash (Columbia CL 2190/CS 8990)	<b>28</b>
<b>11</b> GEORGE JONES SINGS LIKE DICKENS (United Artists UAL 3364/UAS 6364)	<b>15</b>	<b>26</b> YOUR CHEATIN' HEART Soundtrack (MGM E 4260/SE 4260)	<b>19</b>
<b>12</b> R. F. D. Marty Robbins (Columbia CL 22220/CS 9020)	<b>7</b>	<b>27</b> FAITHFULLY YOURS Eddy Arnold (RCA Victor LPM 2629/LSP 2629)	<b>19</b>
<b>13</b> MORE HANK SNOW SOUVENIRS (RCA Victor LPM/LSP 2812)	<b>10</b>	<b>28</b> DANG ME Roger Miller (Smash MPS 27049/FRS 67049)	<b>27</b>
<b>14</b> THE FABULOUS SOUND OF FLATT & SCRUGGS (Columbia CL 2255/CS 9055)	<b>20</b>	<b>29</b> TRAVELIN' WITH DAVE DUDLEY (Mercury MG 20896/SR 8989)	<b>22</b>
<b>15</b> I GET LONELY IN A HURRY George Jones (United Artists UAL 338/UAS 6388)	<b>26</b>	<b>30</b> BEFORE I'M OVER YOU Loretta Lynn (Decca DL 4541/DL 74541)	<b>24</b>

## Nat'l Country Music Month Winds Up Successfully

NASHVILLE — National Country Music Month (Nov.) has been a most successful promotion for country music. Stations around the country have made effective use of the disk containing some 45 spots sent to them by the Country Music Association.

Special country albums were released by many labels commemorating the month. In fact, the promotion was international with special activities in Canada and other countries outside the U. S.

One of the special promotions for Country Music Month was the origination of the Jimmy Dean Show from Nashville. This special program featured Eddy Arnold, Ernest Tubbs and his Texas Troubadours, Minnie Pearl, Lester Flatt & Earl Scruggs and the Foggy Mountain Boys, Chet Atkins, Dottie West, the Jordannairens, the Stoney Mountain Cloggers, Floyd Cramer, Grady Martin, Harold Bradley, Buddy Harmon, Joe Zinkan, Ray Edenton, and Walter Haynes, as was shown on ABC-TV on Nov. 5.

WSM's Country Music Festival and the celebration of the 39th birthday of the Grand Ole Opry, BMI's awards presentations, the trade paper awards, CMA's annual membership meeting and election, the premieres of "Your Cheatin' Heart" and CMA's sixth anniversary dinner-dance were other highlights of the month.

## Winning Team



NEW YORK—The people responsible for the success of RCA Victor's "We'll Sing In The Sunshine"—arranger-conductor Sid Bass, lark Gale Garnett, and A&R producer Andy Wiswell—are shown above with interviewer Hill Edell (left, rear) at the studios of Radio New York Worldwide. In an interview which is being distributed to outlets throughout the world, the trio distributed both the hit and the chart-riding single-tagged LP.

Thanks For The Spin  
I'm In . . . . .  
**WARNER MACK**  
**"SITTIN' IN AN ALL NITE CAFE"**

DECCA 31684



# COUNTRY ROUND UP

A full-scale presentation on the growth and development of country music was presented last week by KSON-San Diego to the city's Advertising and Sales Club. It was patterned after the presentation made to the Sales Executive Club in New York City by the Country Music Association. Vet Capitol songster-writer Tommy Collins emceed the affair, which featured a host of country personalities, and narrated a story titled "Country Music Comes Down Out Of The Hills." Dozens of prizes from clients who use country music advertising and from the outlet were given away in contests at the luncheon,

play Otis Air Force Base, Mass., on Nov. 28.

Country singer Alfred Witherow has been appointed ABS Records rep in New York, Pennsylvania and Ohio. The label, which was recently purchased by Howard Rash from Jim Small, makes its headquarters in Wilmington, Del.

It was a real pleasure speaking to Sonny James who phoned in last week from South Bend. The Southern Gentleman is really pleased with action of his new Capitol deck of "You're The Only World I Know." Sonny, who still has that "Young Love" fervor,



BILL ANDERSON



LORETTA LYNN



MARTY ROBBINS

which was open for both agencies and clients.

The "Country Music U.S.A." nationwide contest sponsored by the Country Music Records Club of America stacked up as a tremendous success. The lucky winner (he signed up over 50 new Club members plus his guest for the trip) received an all-expense paid trip to the Country Music DeeJay Festival in Nashville. They were escorted through all the festivities by the Record Club's gal Friday Cindy Lou and her chaperone, Suzanne Mathis of Starday. They, of course, were assisted by all the Starday and Record Club crew as well.

The Bill Anderson troupe recently played to two record-breaking crowds. On Nov. 13, the Anderson troupe, along with Loretta Lynn, broke an all-time house attendance record at the East Point Auditorium, East Point, Georgia, doing turn-away business. The following night, the show which features Jimmy Gateley and the Po' Boys band, was part of the giant spectacular at the coliseum in Charlotte, N. C., which attracted 13,000 country music fans. Both were the largest crowds ever for each auditorium.

Gene Guthrie, program director of KHEY-El Paso, sends along word that the station is bringing in a Grand Ole Opry show to Liberty Hall in El Paso on Dec. 11, consisting of Marty Robbins, the Canadian Sweethearts, Neal Merritt, Lucille Star, Don Winters, the Teardrops and the String of Pearls bands. . . . Gene also notes that Uncle Virgil Bond has returned to KHEY. He'll be handling the morning 5:00-10:00 AM shift.

The Clyde Beavers Show, starring Clyde Beavers and the Eager Beavers and Sudie Gallaway, is scheduled to

hopes the record will develop into a huge pop hit also.

KCLE-Cleburne, Texas' Gene Royall infers word that the station is playing a whole lot of country music these days. The only problem is that the outlet is a little short on new releases. Gene promises that they'll give all platters a good spin.

James O'Gwynn has just finished a successful engagement at the Ponderosa Club in Des Moines working for vet deeJay-promoter Smokey Smith. The chanter is now headed South and West, and in the coming weeks, he'll be playing a string of key dates in California and New Mexico.

Joel Hurley, program director of KLUR-Wichita Falls, is really tootin' his horn there days about the station's new format. Station, which is the first country FM'er in the southwest, holds the distinction of being one of the very few country and western broadcasting stations in the entire nation. Joel sez that they program the music around a conventional AM format, including hourly news, half-hour headlines, weather, community "Bull-Board," mobile news reports etc. Since they are a new station they are in dire need of promo decks.

Vet deeJay-artist Jim McCoy is back again spinning 'em on WINC-Winchester where he began his career 17 years ago. Jim comes to WINC from a similar stint on WABH-Deerfield.

Sam Short, Jr. invites platter spinners to write him for new releases by Billy Wallace, Howard Vokes, Rose and Dixie and Rudy Thacker. All requests should be sent on station letterheads to Sam at 4 Center St., Harrington, Delaware.

Bobby Lewis is real proud of the new trademark he is sportin' these days. It's a lute and he introduced it recently on an Ernest Tubb "Midnight Jamboree Show." Chances are that Bobby is the only country artist in the world playing the instrument.



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre



ALMOST CAN'T (2:48) [Moss-Rose BMI—Drusky, McAlpin]

SUMMER, WINTER, SPRING & FALL (2:40)  
[Moss-Rose BMI—Drusky, McAlpin]

ROY DRUSKY (Decca 31717)

Roy Drusky seems sure to create plenty of sales excitement with this first-rate hitsville-loomer cut during his days with Decca. The side to watch here is "Almost Can't," a tender, shuffle-beat, bluegrass-styled tearjerker about an unfortunate fella who can't get over the heartbreak of his ex-romance. The attractive coupler, "Summer, Winter, Spring And Fall," is a pretty, lyrical, chorus-backed lament rendered with loads of feeling by the songster.

FALLING LEAVES (2:22) [G.J. BMI—Jones]

HERE COMES THE CHAMPION (2:09) [Tunesmith BMI—Rause]

GRANDPA JONES (Monument 866)

Grandpa Jones could well have another "T For Texas" on his hands with this latest winner's circle-aimed item labeled "Falling Leaves." The self-penned tune is a medium-paced, dual-track ode which states that the golden rule is the only way to live. "Here Comes The Champion" is a rousing, high-spirited, rhythmic ditty about the benefits of ridin' on a very special train.

HELLO DOLL [Cave/LeBill BMI—Smith, Hausey]

UNCLE RED [La Belle BMI—Hilderbrand]

ORVILLE COUCH (Vee Jay 631)

Orville Couch has had hits in the past and he can score again with this top-flight new Vee Jay entry tabbed "Hello Doll." The tune is an easy-going, rhythmic ode all about a guy who attempts to pick up the girl of his dreams. Eye it. The flip, "Uncle Red," is a rousing, high-spirited, chorus-backed affair about a good-natured old timer who found the secret of a happy life.

BIG CITY (2:03) [Sure-Fire BMI—Williams, Humphrey]

WATCH ME FALL (2:40) [Eighty Eight Keys BMI—Whittington, Pierce]

MARGIE BOWES (Decca 31703)

Margie Bowes can establish herself on a national basis with this power-packed newie tagged "Big City." The tune is a rhythmic, shufflin' chorus-backed lament about a country gal who blames city life for taking her guy away from her. The coupler, "Watch Me Fall," is a plaintive, slow-moving, chorus-backed song about a lass who finally meets up with that very special man of her dreams.

JAY P. MAYTON (Nashville 5199)

(B+) TWO LITTLE DROPS OF WATER (2:03) [Widow, BMI—Houston] Jay P. Mayton unleashes his potent, wide-range vocal talents full-blast on this swingin' chorus-backed folk-styled tearjerker with a top-notch, rhythmic beat. DeeJays should really dig it.

(B) MY HEART'S MY DAILY REMINDER (2:44) [Widow, BMI—B. & D. West] Pretty, slow-moving lament about a fellow who can't stop singin' the blues since his romance went on the rocks.

JOANN JOHNSON (Del-Mar 1024)

(B) I TOOK THE HAPPINESS OUT OF A HOME (2:45) [Didrite, BMI—J. & E. Johnson] Joann Johnson might well create some noise with this slow-moving, bluegrass-flavored, chorus-backed tearjerker in a tradition-oriented country vein. Watch it closely.

(B) WHY MEET SOMEBODY NEW (2:40) [Didrite, BMI—Cox] This time out the lark dishes-up an appealing medium-paced weeper about a one-man gal who has lost her guy.

RED SOVINE (Ric 131)

(B+) HIDING OUT (2:18) [Cedarwood, BMI—Walker, Tubb] The vet country songster can do Top business with this top-rung medium-paced, shuffle-beat, chorus-backed lament about a twosome who love each other even though they are married to different people. Eye it.

(B+) BIG OLD UGLY FOOL (2:25) [Cedarwood, BMI—Joy, Westberry] On this lid, Sovine offers a lively, high-spirited, rhythmic happy blueser with an infectious repeating melodic riff.

TEXAS BILL STRENGTH (Bangar 00649)

(B) BELLS OF MEMORY (2:20) [Champion, BMI—Strength, Kegler] Newcomer Texas Bill Strength could grab some spins with this easy-going, shufflin' sentimental tale of heartbreak rendered with loads of authority and poise.

(B) PAPER BOY BOOGIE (2:03) [Ernest Tubb, BMI—Strength, Trent] This one's a rousing, hard-driving, funky, happy-blueser with a contagious danceable beat.

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# Cash Box



December 5, 1964



Top German singer, Freddy, a legend in his own lifetime, enjoys a unique position in the hearts of the German people. Statistically, too, his success story is equally phenomenal—seven gold disks for seven million records sold of six hit titles in seven consecutive years from 1956 to 1963. This versatile ex-sailor has cut his hits in many languages including Africans, Japanese and Finnish. He is also a talented actor with many stage and screen successes to his credit. His latest film has a circus background in which Freddy personally performs several acrobatic acts. Sales of his current smash "Vergabgen Vergessenm Voruber (Vanished, Forgotten, Gone By)" are fast approaching the million mark and his eighth gold disk. Freddy records exclusively for the Polydor label.



**Aquí se habla Español.  
Qui si parla italiano.  
Man spricht deutsch hier.  
Ici on parle français.  
Tochi de hanasareru Nippon go.  
Ivrit meduberet khan.**

Many of Columbia Records' top artists in America are recording their hits in a variety of languages. As a result, stars such as Andy Williams, The Brothers Four, Dion Di Muci, Eydie Gorme, Steve Lawrence and The New Christy Minstrels are as popular in Italy, Spain, Ger-

many, France, Latin America, Japan and Israel as they are at home and in other English speaking countries. Breaking the language barrier is one of the most fascinating aspects of CBS Records' international operation.

**CBS Records / Entertaining the Entire World**





# GREAT BRITAIN

Philips Records Ltd. will, in future, release VeeJay product on the Fontana label. The announcement came from Leslie Gould, general manager of Philips and Randy Wood, president of VeeJay Records at a special press conference following the conclusion of the world wide agreement. The deal also includes material issued on VeeJay's subsidiary labels, Tollie, Fame, Gold Wax and Nola. Gould told Cash Box that he was particularly happy to inherit the powerful VeeJay catalog of authentic rhythm and blues and gospel material at a time when British artists were simulating this kind of music with increasing success both in the charts and sales. VeeJay has one of the strongest gospel and spiritual catalogs in the United States and boasts such artists as John Lee Hooker, Jimmy Reed, Damito Jo, Betty Everett, Sam Fletcher and Little Richard.

Randy Wood plans to visit Europe frequently in order to keep in touch with trends, acquire material for the United States release and sign local artists. First VeeJay releases on the Fontana label are "Blueberry Hill" by Little Richard; "Getting Mighty Crowded" by Betty Everett and "Something's Got A Hold" by Don and Alleyne Cole.

The Decca Record Company is pulling out all the stops in a mammoth promotional campaign for their magnificent "Churchill Speaks" series of 12 LPs from private recordings, war memoirs, speeches etc. of Sir Winston Churchill. Release date is November 30th, Sir Winston's 90th birthday. The product was introduced at a special press conference. Two thirds of the recordings, which are contained in a luxury presentation album together with a 60-page illustrated book, have never been heard before and the complete set represents eleven hours of listening. The retail price is £25 but Decca, conscious of the high price and the fact that there is likely to be a tremendous demand, have commendably introduced for the first time a short term credit system whereby the set can be purchased for 25 guineas payable as a deposit of £4. 4. 0. followed by six monthly payments of £3. 13. 6d.

Decca A & R managers Hugh Mendl and Michael Barclay, responsible for the recordings, spent over twelve months on the research and construction. American sales are expected to result in fantastic export orders.

Mrs. Isabella Wallich, director of Delyse Records, recently visited Ireland for the launching of a new pop single by Dermot O'Brien, "My Shoes Keep Walking Back To You." The disk was cut in London with a specially selected group of 18 classical musicians who created a new 'pop' sound. Dermot, already established as Ireland's top TV star has achieved considerable success there with his Delyse albums. The company plans to sign new choirs and artists in order to extend their Irish catalog.

A new group, The Mark Leeman Five, made their first appearance on tour with Manfred Mann and The Soul Sisters. The group enter show business with the blessing of Manfred Mann who discovered them. They also record for Manfred's release by EMI. Their first single is in the can and set for January release.

Having achieved international success with "Do Wah Diddy Diddy" and winning themselves a Cash Box International Gold Trophy for getting the number to the top of the American Top 100, Manfred Mann, look like they'll do the same thing for their current release, "Sha La La," which is shooting up the American charts. Manfred Mann arrived in America on Nov. 28th for an extensive tour with fellow Britishers Peter and Gordon. On December 21 they have a week of cabaret back in England at La Dolce Vita—the famous Northern niter. Early in January the group leave for their first tour of Australia and New Zealand calling at Singapore, Hong Kong and India. They will be accompanied by their manager, Ken Pitt.

Application for exemption from the provisions of resale price maintenance were lodged with the Registrar of Restrictive Trading Agreements recently on behalf of British Record Manufacturers.

Robert Mellin Ltd. happy with the continued success of "Remember (Walkin' In The Sand)" by The Shangri-Las. Same pubbery has new disk by The Escorts "I Don't Want To Go On Without You" released on Fontana. The number is also included on Dave Berry's current HMV album.

Chappells expects a major hit with the score of Walt Disney's film "Mary Poppins," which has its London premiere on December 20th. Releases include a double 'a' single shared by the stars of the show. Julie Andrews sings "A Spoonful of Sugar" coupled with "Chim Chim Cheree" by Dick Van Dyke released on HMV. Mary Martin has recorded "Spoonful of Sugar" and "Feed the Birds" on London and Burl Ives covers "Chim Chim Cheree" on Brunswick. A jazz LP of the film is available by Duke Ellington on Reprise and an EP has been waxed by Norrie Paramor on Columbia.

Another film score handled by Chappells is the much heralded "My Fair Lady," due here in January. Heading an impressive list of releases is Andy Williams' "On The Street Where You Live" and the soundtrack LP both on the CBS label. The same pubbery has the new British musical "Robert and Elizabeth" by Ron Grainer and Ronald Miller. The original London cast album featuring June Bronhill, John Clements and Keith Michell is now issued on HMV.

Tony D'amato, A & R manager for London Records, now based in England working from Decca Records currently in the States accompanying MD Johnny Keating who is on a three-week promotional tour taking in all major cities. His latest album "The Keating Sound" has just been issued on London.

Essex Music very happy to have Matt Monro's next single "For Mamma" on Parlophone. This is an English version of the Charles Aznavour French hit, "La Mamma," with new words by Matt's manager Don Black. Matt is currently having a huge success with "Walk Away" originally a Belgian copyright "Warum nur Warum" for which Don Black penned the new lyrics. Essex also has the next Searchers single on Pye "What Have They Done To The Rain." The composer is 64 year old Malvina Reynolds, who penned the hit number "Little Boxes."

Rave notices greeted the London Premiere of American musical "Little Me" and brought overnight triumph for TV personality Bruce Forsythe making his West End stage debut in the leading role. The London cast album is being issued on Pye and The King Brothers have waxed their version of "Real Live Girl" for Oriole. Score is handled here by Edwin H. Morris.

Cliff Richard and The Shadows just back from a highly successful nation wide tour now rehearsing their Christmas pantomime, "Aladdin," which goes into the London Palladium. Advance bookings are the highest in the history of the Palladium. The score of "Alladin" has been penned by The Shadows and Cliff's current single "I Could Easily Fall" on Columbia comes from the show. The soundtrack LP is also issued on Columbia.

Quickies: Following up "The Wedding," Julie Rogers waxes "Like A Child" for Mercury published by Shapiro Bernstein . . . Latest Brian Poole and the Tremeloes' single on Decca "The Three Bells"—the old standard made famous by Les Compagnons de la Chanson—published by Southern . . . Little Peggy March currently in Britain promoting her latest RCA single "Watch What You Do With My Baby" . . . American duo Dick and Dee Dee will be in Britain soon to promote "Thou Shalt Not Steal" (Warner Bros) . . . Swedish singer Siw Malmkwist, who hit the American charts with the Italian composition "Sole,

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	6	Baby Love—The Supremes (Stateside)	Jobette
2	3	3	*All Day And All Of The Night—The Kinks (Pye)	Kassner
3	4	4	Um, Um, Um, Um, Um, Um—Wayne Fontana (Fontana)	Ivan Mogull
4	6	5	He's In Town—Rockin' Berries (Pye)	Screen Gems
5	2	11	Oh Pretty Woman—Roy Orbison (London)	Acuff-Rose
6	15	2	Little Red Rooster—Rolling Stones (Decca)	Jewel
7	19	2	I'm Gonna Be Strong—Gene Pitney (Stateside)	Screen Gems
8	5	6	Sha La La—Manfred Mann (HMV)	Belinda
9	11	4	Tokyo Melody—Helmut Zacharias (Polydor)	Francis Day & Hunter
10	20	2	Losing You—Dusty Springfield (Philips)	Springfield
11	12	3	There's A Heartache—Jim Reeves (RCA)	Burlington
12	9	7	Walk Away—Matt Monro (Parlophone)	Ardmore & Beechwood
13	7	6	Always Something There To Remind Me—Sandie Shaw (Pye)	December
14	—	1	*Downtown—Petula Clark (Pye)	Welbeck
15	13	3	Remember (Walkin' In The Sand)—The Shangri-Las (Redbird)	Mellin
16	8	4	Google Eye—Nashville Teens (Decca)	Chappell
17	14	3	*Don't Bring Me Down—The Pretty Things (Fontana)	Southern
18	10	11	The Wedding—Julie Rogers (Mercury)	K.P.M.
19	—	1	Pretty Paper—Roy Orbison (London)	Acuff-Rose
20	18	5	Ain't That Loving You Baby—Elvis Presley (RCA)	Belinda

\*Local copyrights

### Top Ten LP's

- 1 A Hard Day's Night—The Beatles (Parlophone)
- 2 Kinks—The Kinks (Pye)
- 3 The Rolling Stones—The Rolling Stones (Decca)
- 4 The Animals—The Animals (Pye)
- 5 Five Faces Of Manfred Mann—Manfred Mann (HMV)
- 6 Moonlight And Roses — Jim Reeves (RCA)
- 7 The Bachelors Plus 16 Great Songs—The Bachelors (Decca)
- 8 West Side Story — Soundtrack (CBS)
- 9 In Dreams—Roy Orbison (London)
- 10 Big Sixteen—Gene Pitney (Stateside)

### Top Ten EP's

- 1 Five By Five—The Rolling Stones (Decca)
- 2 A Hard Day's Night—The Beatles (Parlophone)
- 3 It's Over—Roy Orbison (London)
- 4 The Rolling Stones—The Rolling Stones (Decca)
- 5 Dusty—Dusty Springfield (Philips)
- 6 Four By The Beach Boys—The Beach Boys (Capitol)
- 7 Long Tall Sally — The Beatles (Parlophone)
- 8 Peter Paul & Mary—Peter Paul & Mary (Warner Bros.)
- 9 From The Heart—Jim Reeves (RCA)
- 10 Welcome To My World—Jim Reeves (RCA)

## Making It Official



LONDON—Philips Records recently hosted a reception in London to announce the conclusion of an agreement whereby in the future they will release Vee-Jay product on the Fontana label. Standing (left to right) in the above pic are Fontana A&R manager Jack Baverstock, Randy Wood, president of Vee-Jay, Leslie Gould, general manager of Philips, Neville Marten, CB's European director, and Ross Kass, Vee-Jay's European rep.

### GREAT BRITAIN (Continued)

Sole, Sole," gets British release on Columbia . . . The Supremes have rush release album on Stateside "Meet The Supremes" . . . Gale Garnett's American smash "We'll Sing In The Sunshine" covered here by The Lancastrians on Pye . . . Cyril Berlin off to New York for five-day visit for discussions with Laurie Greenfield concerning TV engagements for Lonnie Donegan . . . Singer Sheila Southern currently playing dates in Holland and Germany . . .

### A GREAT NEW BRITISH HIT

## "DON'T BRING ME DOWN"

by

### A GREAT NEW BRITISH GROUP

## THE PRETTY THINGS

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**SOUTHERN MUSIC PUBLISHING CO. LTD., LONDON**



# ITALY

The San Remo Song Festival For 1965 has sparked strong interest throughout the whole of the international disk industry: last year many record execs and top foreign artists were at first skeptical about promotional results of this contest, however the whole of the international industry was forced to admit the plug possibilities of this musical event. As a result many foreign execs are coming to Italy to discuss the participation of their artists at San Remo. Joe Giannini, of CGD International, received a visit from Joh Nathan European coordinator of MGM who assured the participation of Roy Hamilton, Paul Tanner, producer of Johnny Tillotson also visited Joe Giannini, to study a promotional plan for Tillotson in Italy, and the possible participation of the singer in the contest.

Phonogram has confirmed its participation in the next San Remo Festival of two great stars: Dionne Warwick of USA, and Dusty Springfield the first Britisher definitely pacted for presentation on the San Remo stage.

Other visitors of the week were Mr. Benati and Mr. Cowan who discussed with CGD International the renewal of the agreement for the distribution in Italy of all the 20th Century Fox productions. They were followed by Mike Maitland prexy of Warner Bros.-Reprise, and Joe Smith A/R Manager who visited SAAR and CGD International during their trip to Europe.

The Committee responsible for the selection of the songs that this year will be presented on the stage of the Casino of San Remo during the next Festival, have elected today 35 songs among the various hundreds presented by publishers. During this week the committee will select the 24 songs that will take part in the contest 1965.

Next week we will be able to advise our readers of the songs selected and the singing stars that will definitely be present on the stage of San Remo next January 28, 29 and 30. In fact the definitive choice of the interpreters both Italians and foreigners, is strictly subordinated to the selection of the songs to be presented. In any case it seems definitely confirmed that Paul Anka, Neil Sedaka, Alain Barriere, Dalida, Dionne Warwick, Dusty Springfield, Petula Clark, Elke Sommer, Les Surfs, Udo Jurgens, and so on, will stress the great importance of the 1965 contest, not only on the Italian, but also on the European and World music market.

We have received news of the refusal of Richard Anthony: the EMI artist has advised he will not take part in the Festival.

Among definite participants in the next San Remo Festival there is a German talent, Udo Jurgens. This young singer seems to have found the way to success in our market. Udo revealed himself at the European TV contest 1964, where he offered the German song "Warum Nur Warum" (originally published by Edition Montana). Now this number, under the Italian title "Peccato Che Sia Finita Così" serves to introduce Udo to our public: Udo has recently recorded the Italian version of the German hit, and his record, promoted and distributed by Saar has immediately gone on the charts and is now listed among the first twelve top selling records in our hit parade. "Warum Nur Warum" is sub-published in Italy by Edizioni RCA Italiana.

And now some news from the publishing branch of Durium: Their recent hit "Angelita Di Anzio," which was for many weeks at the top of our charts thanks to the recording of Los Marcellos Ferial, has been recorded in Germany by Karel Gott (the number is sub-published in Germany by Edition Montana) Karel Gott will present this Italian hit on one of the most popular German TV shows "Werner Mueller Schlager-Magazin."

We take the occasion of our recent visit in Rome to the Film Studios of Dino De Laurentiis to introduce the Music Publishing activity of this big firm. Dino De Laurentiis must be considered as one of the greatest European film producer. He started with his own music publishing company in June 1957.

Head of the Publishing Branch of Dino De Laurentiis is Sergio Montori, with Gabriella Natali. We had the pleasure of meeting both of them during the visit to the films production center and head offices of Dino De Laurentiis located at Via Pontinia Km 23, in Rome.

Principal activity of the music publishing De Laurentiis consists of course in editing and producing musical sound-tracks for the De Laurentiis' films.

While usually in Italy the film music sound-track is produced only after the motion picture is completed in the visual part, the music publishing Dino De Laurentiis is the only one in Italy who is working in strict connection with both writer and scenographer of the film, creating the musical background of the film along with the arrangement of the scenes. This permits of course a commercial exploitation of film as promotional media of the music and the songs which are included in the soundtrack.

This is the first time that such a system is practical in our market, because usually, since composer and publisher thanks to our copyright law, are directly involved in the earnings of the film, they are not stimulated to compose music commercially suitable for their films.

The music publishing branch of De Laurentiis is also charged for the dis-graphic exploitation of the film music, which is released at any time in strict connection with the various Italian record firms.

As an example we wish to mention the recent releases of Dino De Laurentiis: "Per Una Notte No" sung by Gianni Morandi on the RCA label. The song is included in the film soundtrack of the motion picture "La Mia Signora" (My Wife) starring Alberto Sordi and Silvana Mangano. The number is one of the most recent success of Gianni Morandi.

With EMI Italiana, Dino De Laurentiis released a record from the original soundtrack of the motion picture "Il Maestro Di Vigevano" also starring Alberto Sordi. Under the Ariel label, owned by Gaetano Pulvirenti, De Laurentiis produced a song derived from the sound track of the film "Il Piacere Ed Il Mistero" which is a success in our country. The background music of the film "L'idea Fissa" is released on the label Carosello, of Curci, while an album containing the background music of "Il Diavolo" was produced under the CAM label distributed by Durium.

Among the new productions of De Laurentiis we wish to stress out the sound-track of the big motion picture "The Bible" still in production, and the back-ground music of the film "The Three Faces," in which Princess Soraya will make her debut as a film actress.

Peppino Di Capri is considered as one of the most successful singers on the record market. He started his career as a singer 5 years ago and until today his record sales have now reached a total of 6,000,000 of disks.

For 5 years Di Capri has been listed on the charts. The announcement of the 6 million records sold by Peppino Di Capri was made by Carisch S.P.A., the record firm which discovered and introduced the talent of Peppino, in occasion of the release of the 8th album by the singer.

An event that will put Peppino Di Capri among the greatest record stars not only of Italy, but of Europe. The huge success which the Italian artist has obtained in different countries like Germany, France, Spain, Japan, Argentina, Brasil and so on is phenomenal.

The titles included in the new album of Peppino are all his recent success like "Solo Due Righe," "Ti Pentirai," "Perche'," "Topless," "Forse Lo So," "Se Ti Senti Sola," "Ieri," "E'un'ora Che Ti Aspetto," "Didi Da Didi Du," "Io No" "Boom! Boom! Surf," "Chiove."



# JAPAN

Christmas records have started selling in Tokyo and other major cities, but dealers do not expect much for this season. A record cannot sell simply with good-looking jacket or with advertisement to inspire the mood of the season. Now it is the time for recording companies to compete with each other through the quality of music itself, a retailer commented.

Nippon Victor is releasing on Dec. 5 a special LP with the jacket consisting of a 1965 calendar printed. It's a collection of Pat Boone's hits including "I'll See You In My Dreams" for January, "Cherry Pink" for March, "April Love" for April, "September Song" for September, "Ave Maria" for December and others.

Shinsekai Records had a party at Togyo Kaikan, Tokyo to celebrate the first release of a Chinese record in a Japanese version, of which the tape was delivered to the company through a book dealer of Chinese materials and a Chinese trade company, Chugoku Shohen Koji.

The Peanuts, twin sisters, singers of King Records, had a show at Meitetsu Hall, Nagoya City on Dec. 1 and 2, after their one month performance tour in West Germany. Co-starring were the Three Funkies, Smily Ohara and others. The Peanuts introduced German hits and Japanese favorite songs they sang on their tour.

Peggy Hayama, songstress of King Records, is making her eighth recital at Sankei Hall, Tokyo, with the Four Coins, Ichiro Mikuni, Akimitsu Yoshitaka Quintet and Star Light Orchestra conducted by Kazuo Fukuda.

Nippon Victor released for the new year push Elvis Presley's "Roustabout" stereo LP from the soundtrack of the Paramount movie, including "One Truck Heart," "Carnival Time," and 10 other songs. Also, Victor's January new issues are "From Russia With Love," "Viva Las Vegas," "La Ragazza Di Bube" and 13 other songs in an LP titled "1964 Screen Hits."

The Astronauts, who keenly caught our fans' hearts with their "Hot Rod" last summer, are visiting Japan on Jan. 2 to perform, starting at Kosei-nenkin Hall, Tokyo on Jan. 3, and in Osaka City and Yokohama City, before they leave on Jan. 11. The Ventures, Jannies, Blue Jeans are coming with them.

Teichiku Records released for its year end push, "A Night In Montecarlo" on Union and Brenda Lee's Tango Collection on Decca.

I. George did his stage show titled "George And Drums at Kosei-nenkin Hall Tokyo" on Dec. 8 with the bongo player Candide Camero from Cuba. It was promoted by I. M. Production.

Nippon Crown held a celebration party for the moving of its Tokyo branch to the Shinwa Building, Tokyo, on Nov. 18.

## Japan's Best Sellers

This Week	Last Week	Title	Label
1	1	I Should Have Known Better—Beatles (Odeon)	Sub-Publisher/Toshiba
2	2	La Ragazza Di Bube—Soundtrack (Fontana)	Sub-Publisher/Victor
3	4	Sailor Boy—Sherry Sisters (Epic)	Sub-Publisher/Aberbach Tokyo
4	3	A Hard Day's Night—Beatles (Odeon)	Sub-Publisher/Toshiba
5	5	Non Ho L'eta—Gigliola Cinquetti (Seven Seas)	Sub-Publisher/Suiseisha
6	9	The House Of The Rising Sun—The Animals (Odeon)	Paradise King (Toshiba) Jimmy Tokita (King) Sub-Publisher/Shinko
7	—	Chateau Eu Suede—Soundtrack (Seven Seas)	Yoko Kishi (King) Sub-Publisher/Shinko
8	8	Ain't She Sweet—Beatles (Odeon)	Sub-Publisher/Toshiba
9	7	Kissin' Cousin—Elvis Presley (RCA)	Sub-Publisher/Aberbach Tokyo
10	—	Everybody Loves Somebody—Dean Martin (Reprise)	

### JAPANESE

1	1	Ozashiki Kouta—Mahina Stars & Kazuko Matsuo (Victor)
2	2	Tokyo Olympic Ondo—Haruo Minami (Teichiku)
3	3	Aito Shio Mitsumete—Kazuko Aoyama (Columbia)
4	6	Osaka Gurashi—Frank Nagai (Victor)
5	5	Koio Surunara—Yukio Hashi (Victor)
6	4	Shiwasenara Teo Tatako—Kyu Sakamoto (Toshiba)
7	7	Orewa Omaeni Yowainda—Yujiro Ishihara (Teichiku)
8	8	Sayonara Tokyo—Kyu Sakamoto (Toshiba)
9	9	Nanimo Iwanaide—Mari Sono (Polydor)
10	10	Jidosha Show Uta—Akira Kobayashi (Crown)

### ALBUMS

1	1	A Hard Day's Night—The Beatles (Odeon)
2	2	Belafonte At Greek Theater Concert No. 2—Harry Belafonte (RCA)
3	4	My Fair Lady—Broadway Soundtrack (Columbia)
4	3	Kissin' Cousin—Elvis Presley (RCA)
5	5	La Ragazza Di Bube—Soundtrack (Fontana)

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	8	La Mia Festa (It's My Party): Richard Anthony/EMI Italiana	Published by Ricordi
2	2	25	*In Ginocchio Da Te: Gianni Morandi/RCA	Published by RCA Italiana
3	3	9	*Non Aspetto Nessuno: Little Tony/Durium	Published by RCA Italiana
4	4	4	E Adesso Te Ne Puoi Andare (Maintenant Tu Peux T'En Aller): Les Surfs/CGD International	Published by Chappell
5	8	6	E Piu' Ti Amo: Alain Barriere/RCA	Published by Curci
6	7	2	*Bambini Mie: Adriano Celentano/Clan	Published by Clan
7	9	14	Maria Elena: Los Indios Tabajaras/RCA	Published by Southern
8	6	17	*Ti Ringrazio Perche': Michele/RCA	Published by RCA Italiana
9	5	7	*Una Rotonda Sul Mare: Fred Bongusto/Ri.Fi	Published by Ariston
10	10	2	*Io Sono Quel Che Sono: Mina/Ri.Fi	Published by Sugar-music

\*Denotes Italian Original Titles



# CANADA

Hal Ross, national field rep. at London, has inaugurated a 60 member, Canada wide youth advisory council, the London Records Youth Club. Members will represent three different age groups and serve as an indication to the label what trends exist and are developing on the record scene among Canada's young people. In effect, the members of this club will serve as record critics for the label. Selected items from the new London releases will be sent to the club members, together with a questionnaire based on the new product. London's brass feels this unprecedented move, on a country wide basis, will enable them to keep in close touch with the all important young segment of the potential Canadian record market. Ronnie Fraser will do a Columbia session to wax two new sides for a single release in Montreal (12/8). He is currently making some noise regionally with a Columbia outing entitled, "Stop Look Listen." The latter was a leased master by the label. The new session will be their own property from the outset. Add Jack Morse's name to the growing list of American tradesters who are aware of the potential talent breakthrough shortly to occur in Canada. He's the music director at WHEN, radio in Syracuse, N.Y., and a very interested observer of the Canadian wax scene. The Beatles are off to a flying start in all Canadian markets with their latest Capitol outing. "I Feel Fine" seems to be the bigger of the two sides with the country's jocks and the record buyers as well. However, "She's A Woman" will come in for a large slice of the action. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.A. outing, "Be My Love." Mark is a Montrealeur and this the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop outlets and good music formats on the Thatcher release. Could well be a national break out. Barry Paine indicates the single is being rushed to jocks across the country. Bruce also reports heavy air exposure on CJAD for the new album outing on DCP by Kathy Keegan. Phil Najovits expects to have one of the hottest albums in the history of Phonodisc with the release of the new set by The Supremes on Tamla (Motown), "A Bit Of Liverpool." Jack Jones has a fine outing on the "Dear Heart" movie smash that will more than hold its own in the record sweepstakes shaping up with one release right after another on the fine Mancini-Livingston-Evans, penned tune.

The Kapp side was among the first to be released in Canada, with the Mancini version on Victor a close second. Mancini's outing will very possibly develop into a two sider, as "How Soon" is coming in for heavy air exposure across Canada. Kai Winding has a good reading of the very pretty motion picture theme out on Verve, utilizing the Anita Kerr Singers for a vocal assist. Flip of the Winding version is a good instrumental reading of "Wolverton Mountain," also coming in for considerable air play. A recent arrival from the British record and entertainment scene, Tim Hudson, has debuted as a regular air personality over Montreal's CKGM. He is an expert on the red hot British wax scene, having been closely associated with many of the leading artists there as a booker and associate of radio Caroline. He also has an interest in a British group calling themselves the Moody Blues.

They are currently represented on a British Decca outing, "Go Now." He will be featured on several of the station's pop music shows. Another major format change aimed at beefing up the outlet's Saturday night showing, has 'GM air personality Bob Gillies teaming with Joan Fitzgerald in a two hour session of tunes and telephone calls intended for the teen age listeners and callers. This is followed by a three hour session of oldies but goodies with three of the outlets jocks in rotation. Copies of the latest giant on the English record scene, "Little Red Rooster" by The Rolling Stones have found their way into several Canadian markets prior to the official release in this country. The record made the top of the British Best Seller list in an unbelievable forty-eight hour period following its release there, and seems certain to do the same big hit business when it is eventually released in North America. It's the while-back Sam Cooke outing all set for a second time around thanks to the Stones. Jim Corbett and his Sparton folks seem set for a red hot Xmas season with no less than three big singles all happening. "Party Girl" by Tommy Roe, "Amen" by The Impressions, and "One More Time" by The Ray Charles Singers are all developing into monsters at Sparton, as sales soar daily. The Joe Popiel outing on quality is another first class example of Canadian talent, good enough to make anybody's chart. "I Can't Live Without You," produced by Norman Petty could serve as a door opener to this talented Torontonion, Popiel. Whitey Haines sees big things happening for a pair of new things published through BMI Canada.

"Tennessee Rocking Horse" is an instrumental novelty written by Oakville, Ontario resident, Ernie Varga, while the flip side of the new RIC outing, to be distributed in Canada by Quality, is a Johnny Cowell tune entitled "The Shag." As a matter of fact this makes the second wax version of the Cowell tune to be released as a version of it appears on a new Danco release, Carl Schmidt's American company, by Carl Danco and his orch. The Danco version is an instrumental. The pairing on RIC is by a group called The Stagehands, and Whitey looks upon that group to do well with the pairing in the Christmas market. A recent RIC outing by a Canadian group, The Winmen, "Nickel Piece Of Candy," did very well in several key Canadian markets. Another Carl Schmidt outing on his Danco label in the U.S. is beginning to click in several U.S. centers. It's the very commercial coupling by The Royal Jacks. "You'll Never Be Mine" seems to be the top side and looks like a strong item regionally with enough action to develop into a national break-out in the U.S. Canadian distribution will follow shortly through Carl's Canadian firm, Fonorama. Interested deejays can arrange for samples by contacting Carl at Fonorama, 258 Dijon, Pont Viau, Quebec. Still another Canadian content item that'll do some business is a good bluesie outing by Jay Smith and the Majestics. It's on Clip records and is entitled "Driven From Home." Check with Walt Grealis, 426 Merton Street, Toronto, on this one. It could be a real winner. Barry Paine has reserived Canadian spinners with an Apex outing by Jay Bently entitled "Watusi '64." It looks like it could come right out of left field. It almost slipped through unnoticed except for strong sales at Montreal's number one retail outlet, based on in store play alone. Radio exposure of the side in Montreal at that time was nil. Helmut Zacharias will have a big outing by all indications with his Decca waxing of "Tokyo Melody." It's already a giant in Great Britain and seems certain to follow through in similar fashion in North America if early air play and reaction is any indication.

The tune was used as a theme for telecasts from the recent Olympics over BBC-TV in Britain, accounting for its popularity there. New and extremely interesting news sheet on the Canadian record scene is Cash-A-Gram, produced and edited by Al Mair, promo man at Apex Records in Toronto. Edition the first indicates that Toronto TV type, Ted Curl, has joined forces with Frank Slay to produce a "Shindig"-type TV'er for distribution in Canada and the U.S. according to Al's news letter, Bobby Curtola is expected to be a regular.



# GERMANY

"The Government in Germany should do more for the German composers." Those are the words of GEMA general director Erich Schulze to the press in Munich. He said that foreign countries utilize every opportunity to advance the position of their artists, but unfortunately here in Germany this is not done in the same proportion.

The report of GEMA for 1963 shows that although the income for German composers from foreign countries has risen from 900,000 marks (\$225,000) in 1952 to 7.6 million marks (\$1.9 million) in 1963, monies paid to foreign countries for compositions and publishers has risen from 3.5 million marks (\$875,000) in 1952 to 19.7 million marks (\$4.9 million) in 1963. It's impossible to overcome the promotion of foreign lands said Dr. Schulze. For instance, an example of how artistry in foreign lands is pushed is shown by the 5 cent postage stamp from the U.S.A. with the motto "American Music" honoring the 50th anniversary of ASCAP, the U.S. sister firm in the U.S.A. for GEMA. Dr. Schulze thinks that the following things should be done for the living German composers in the future. First of all, the government here should set aside more funds for the promotion of German music in foreign countries, secondly, German orchestras with the help of the government should be sent on foreign tours and the orchestras that go should play more German music with at least one German standard or "evergreen" in their program, and thirdly the professional organization of the German composers should appeal to the government as they do in other countries for the promotion of German music in foreign countries.

Star Club Records is off the ground. That's the news from Philips this week. The teen oriented label featuring beat music was officially kicked off on Nov. 16. As we have already reported, the start program of the label owned by Manfred Weissleder of the Star Clubs in Germany and music publisher Hans Beierlein and distributed by Philips includes 8 singles and 6 LP's with artists such as Fats Domino, Jerry Lee Lewis, Little Richard and 11 beat bands, most of which were discovered in the Star Club itself. There are now 10 Star Clubs in Germany all with beat bands pushing out the latest sound for teenagers and the name Star Club is now over the whole country representative of high quality teenager music. Recently in England, a Star Club agency was opened to follow the example of Germany, because the new beat sound was founded not in Liverpool, but in Hamburg in the night club called the Star Club where the Beatles, The Searchers and many other groups got their start. The label should also prove a high export value for Beat band sounds from Germany.

Gerd Hammerling of Nero Music reports that he's swinging with the top tune from France "Ma Vie" from Alain Barriere and "Amore Scusami" which is shooting up the Cash Box Top 100 by Robert Goulet and is now out in German by the original Italian artist John Foster on Vogue. Gerd's also got a top German entry with the new Draf Deutsche tune "Cinderella Baby" on Decca.

CBS press gall Dietlinde Fuchner put out a promotion sheet on The Temptations who are getting top promotion with their newest waxings here.

Theo Seeger of Peer Music writes to tell us that he's got three new hot push items including the German version from "Where The Old Red River Flows" by Bruno Terry on Electrola, "Tobacco Road" from The Lords also on Electrola and by The Nashville Teens as well as "Is It True" from Brenda Lee and Electrola star Conny Froboess in German which will be released this week.

Gerhard Mendelson has produced the Rolling Stones with their first German waxing for Teldec. Philips has released the first German recording of England's Susan Maugham and has recorded "Rag Doll" in an excellent German version by The Five Tops.

Larry Yaskiel is now putting out a weekly report of his firm Vogue's hits from the U.S. hitparade exclusively from Cash Box, of course.

That's it for this week in Germany.

## Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	6	Memphis, Tennessee—Bernd Spier/Pat Boone/Claudio, Rik and Roger/Matadorerne/Johnny Rivers—CBS/Vogue/Polydor/Metronome/Liberty/Hans Gerig Music
2	—	1	*Ich will immer auf dich warten (I Will Always Wait for You)—Brenda Lee—Polydor—Hans Gerig Music
3	—	1	Pretty Woman—Roy Orbison—London—Acuff Rose/Ralph Maria Siegel Music
4	5	6	Skinny Minnie — Tony Sheridan/The Rackets—Polydor/Elite Special—Hans Gerig Music
5	—	1	*Sweet Sweet Rosalie—Paul Anka RCA Victor—Ralf Arnie Music
6	—	1	*Aber mein herz ist allein (But My Heart is Alone)—Hans Jurgen Baumler—CBS—Melodie Der Welt/Michel
7	—	1	Du, Du gehst vorbei (You, You Pass Me By)—Suzie—Deutsche Vogue—Montana Music/Beierlein
8	3	12	*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
9	4	10	*Ein boy ist ein boy (A Boy is a Boy)—Renate & Werner Leismann—Ariola—Ralf Arnie Music
10	2	6	Seide und Samt (Sweet Violets)—Peter Alexander—Polydor—Edition Trumpf/Arends

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# HOLLAND

During the "Holland Festival" in July, 1964, the great Russian cellist Mstislav Rostropovitch gave the official premieres of two concertos for cello: 1) a concerto in C by Joseph Haydn, discovered in a German library in 1961 and 2) the "Cello Symphony" Op. 68 by Benjamin Britten, dedicated to Rostropovitch. Hans Tecker, classical label-manager for Decca in Holland, informed Cash Box that the LP-recording of both works, with The English Chamber Orchestra conducted by Britten with Rostropovitch as the soloist, has been released now in the Netherlands. The LP is favored with a lot of extra publicity attention, and Cash Box was informed by leading Dutch record dealers that first sales were very promising.

American country & western artist Bill Clifton, staying in England with his family for some time, visited Holland to discuss possibilities for a TV-show. Also in this country, Bill Clifton is considered among C&W fans as one of the most prominent young artists. His latest release: "The Code Of The Mountains," on the London-label, was received with excellent reviews and intensive radio play.

With Roy Orbison ("Pretty Woman"), Willeke Alberti ("Mijn Dagboek") and The Rolling Stones (All Of Their Great 1964 Hits) in the lead, Phonogram's hit parade of Mid-November showed an interesting upward move of "The French Song" by Canadian Lucille Starr and "The Wedding" (La Novia) by 23-year-old English vocalist Julie Rogers. "Song" is on London-label, "Wedding" on Mercury in Holland. The great Roy Orbison-toppers, like "In Dreams," "Leah" and his latest hit "Pretty Paper" are presented now by Phonogram in a special and very attractive single-series.

Willy Brandt, mayor of West Berlin, has accepted the position of Honorary Member of the Royal Dutch Male Choir "The Mastreechter Staar." The suggestion to appoint him as a Member of Honor dates from a special board-meeting on October 15th, 1964, based on the existing parallel between Brandt's ideals and the Choir's striving after dissolution of segregation between the various European countries, on the principle of conformative cultural points. The Mayor wrote: "The importance of the Royal Male Choir De Mastreechter Staar, artistically as well as their striving after friendship and mutual understanding between the European nations, is well-known to me, and I am very pleased that I may call myself an Honorary Member of this society."

King of the Tango, Dutch composer and orchestra-leader Malando, left from his native country Holland for an extensive band-tour through Japan, on November 18th. The Malando Orchestra will stay in Japan for a period of four weeks, returning to Holland on December 15th. In Japan, 30,000 Malando LP's a month are sold. The band will do eight performances a day, including color-TV and radio programs, in personal appearances of the Malando Orchestra in the largest theatres of the country. The tour will undoubtedly result in large publicity. The tour was organized in close cooperation between Philips' Japan and Philips' Phonographic Industries, Holland.

A great hit on the Philips-label in Holland is a gay song dedicated to The 1964 Judo world-champion, Anton Geesink. The singer is popular Willy Alberti who has been active as a member of the Committee of Honor that organized a splendid welcome for Geesink in Holland after his victory over Japanese champion Kaminaga.

Phonogram presents a new single-series (\$1.10) with famous popular classics under the title "Immortal Melodies." The first release consists of ten items, among them Grieg's "Solvejg's Song," Ketelbey's "In A Monastery Garden," Suppe's "Light Cavalry Overture," Beethoven's "Second Violin Romance," Leopold Mozart's "Children's Symphony," and many more, all the best performances. Highly attractive is the presentation: covers with a colorful and romantic approach, printed on a special brand of hard paper, with a candle-bracket as the central motive.

Bovema's oldest labels, His Master's Voice and Columbia, launched their combined classical LP-series 'Klassiek Palet' this week. The repertory comprises several high level performances by the greatest artists in unequalled full-color presentation.

The company's Imperial-label has a special season-offer to make in the religious-music-vein: the "Christus Vincit"-EP-series, featuring The St. Charles Choir conducted by Paul Salamunovitch.

Capitol's head of the bill this week is Nat King Cole, whose "Love" single catches on very strong, thus setting the pace for Cole's "My Fair Lady" rendition, due for LP-release very soon. Gramophonehouse-top songs in the air now are Adamo's "Dolce Paola," Imca Marina's "Harlekino" (Also released in German version), Cliff Richard's "The Twelfth Of Never" and The Cocktail Trio's "Hup, Hup, Hup" entered the Top Ten.

Bovema's president Mr. Gerry Oord flew to Brussels to present Adamo a platinum record covered with diamonds for unique top sales of "Vous Permettez Monsieur" in Benelux countries. The Ceremony took place in Brussels' Press-house.

Warner Bros. released its album "Traditional Jewish Memories" in Holland. The music is by Orchestra and Chorus of Benedikt Silberman, well known in this country for his regular broadcasts. Atlantic has new pop singles out by Solomon Burke, Otis Redding and Rufus Thomas.

Bovema's Imperial-chief Cees Mentink reports that Imca Marina's new LP "Four Leaf Clover" will be out soon. The singer entered the Top Ten with "Harlekino" in the meantime.

Capitol-Holland reports that both albums "Funny Girl" (Barbra Streisand) and "My Fair Lady" (Nat King Cole) are catching on very strong. The Bovema U.S. label this week releases Pete Seeger's Folksong-LP and also has Buck Owens' single "I Don't Care" out as an introduction to this artist's LP under the same title.

The Gramophonehouse-studio this week inaugurated its unique Swiss Studer four-track tape recorder, which enables this company's Dutch Production to mix orchestra with dubbed voices, chorus, etc. on one and the same tape, thus producing the highest mono- and stereo-quality. Bovema so far is the only record company in Holland to be equipped with this technical phenomenon.

HMV's folksong trio "The Shepherds," now very much in vogue on Dutch radio and TV-programs will do a TV-show on Holland's channel 2 Saturday night.

The premiere-date of the film "My Fair Lady" has been moved forward to December 17th. According to CBS' Sales Manager Hemmy J. S. Wapperom, it will be a festive performance with a press-cocktail party in honor of the CBS soundtrack in conjunction with the movie. Around that time, CBS Gramofonplaten (in close cooperation with the Warner Bros. office in Amsterdam) shall launch a big press campaign with retailers in Amsterdam and Rotterdam tieing-in with the event by means of window-displays, die-cuts, blow-ups, streamers, etc., supplied by CBS.

Already Dutch TV stations are paying much attention to this widely-acclaimed movie: VARA TV has shown some shots of this film ("behind the scene") NCRV TV has planned to show a discussion about the picture, whereas AVRO TV shall present the Dutch viewers with a special about "My Fair



# TOP 100 LABELS

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

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 distribs, racks, dealers and one-stops ordering disks by labels.

## HOLLAND (Cont'd)

Lady" (about the film and the musical) on January 6th, 1965. On occasion of the "My Fair Lady" Month in Holland, CBS just released two more albums: Percy Faith's "Music From My Fair Lady" and Andy Williams' "The Great Songs From My Fair Lady And Other Broadway Hits."

CBS' Sales Manager Hemmy J. S. Wapperom is very excited about Louis Van Dyke. The artist's strong album, entitled "The Louis Van Dyke Trio/Quartet" has just been released and already has established itself as a blockbuster in this territory. The group consists of Louis Van Dyke (piano), Jacques Schols (bass), John Engels (drums) and Carl Schulze (vibes). In particular Louis Van Dyke graduated Cum Laude at the conservatory during the month this album was recorded! Also a newcomer on CBS Holland will be Julio B. Euson. Dutch TV-viewers will see him on December 16th next and his first single "My Plea" c/w "Baby Won't You Come Back" is expected to become a real hit in this country. The Pico's, Dutch accordion-players, recently have recorded a single with music from "My Fair Lady," which shall be released on occasion of the "My Fair Lady" Month in Holland.

Famous conductor Dr. George Szell, who was in Amsterdam to give a series of concerts with The Amsterdam Concertgebouw Orchestra, has written a message to the Dutch music-lovers, by special request of CBS Gramofonplaten. This message, which was distributed among the Dutch Press, a.o. reads as follows: "I am complying very gladly with this request, because I am delighted at the prospect of spending again a few weeks in this country, with which I have been in love ever since I came here for the first time thirty-five years ago. I am looking forward to renewing any contacts with the audiences of what might be called one of the most music-minded countries on the face of this earth." Signed George Szell.

Artone officially launched an initial series of their local classical production during a crowded reception given at the International Cultural Centre of Amsterdam, thereby crowning the diskery's 8-year development into the major independent recording industry in the Benelux. The importance of the affair ostentatiously was demonstrated by an overwhelming attendance on the part of Radio, Television and Press, key-dealers operating in the field as well as of the liveliest social affairs ever organized by the company, was opened by Artone's Mr. Ariens Kappers who focused attention on 12 Long Play albums and several Extended Play and Single Records, presenting the internationally renowned creative talent of the following artists: Daniele Dechenne (pianist), Gerard Hengeveld (pianist), Hans Henkemans (pianist), Dr. Anthon v.d. Horst (organist), Albert de Klerk (organist), Herman Krebbers (violinist), George van Renesse (pianist), conductor André Rieu, Janny van Wering (harpsichord), and first-rate ensembles: The Dutch String Quartet (Netherlands Strijkkwartet), the Amsterdam Chamber Orchestra and the Danzi Quintet all under exclusive Artone pact since 1963. Programme, produced by leading A&R man Joop L. U. Reiziger, includes many rarely recorded works by Mozart, Haydn, Schubert, J. S. Bach, C. P. E. Bach, Pachelbel, Walther, Bruhns, Buxtehude, Valentini, Danzi, Gebauer, Locatelli, Albinoni, Pergolesi and Don Lorenzo Perosi.

## Holland's Best Sellers

Last Week	This Week	Title	Label
1	1	Pretty Woman (Roy Orbison/London)	(Acuff-Rose/Brussels)
2	2	Mijn Dagboek (Willeke Alberti/Philips)	(Portengen/Haarlem)
3	5	If I Fell (Beatles/Parlophone)	(Basart/Amsterdam)
4	4	Tell Me (Rolling Stones/Decca)	(Holland Music/Amsterdam)
5	3	Harlekino (Imca Marina/Imperial)	(Portengen/Haarlem)
6	6	In Der Mondhelle Nacht/Der Bunte Hochzeitswagen (Gert & Hermien Timmerman/C.N.R.)	(Basart/Amsterdam)
7	9	Dolce Paola (Adamo/HMV)	(Anagon/Heemstede)
8	8	Where Did Our Love Go (The Supremes/Motown)	(Belinda/Amsterdam)
9	7	I Should Have Known Better (Beatles/Parlophone)	(Basart/Amsterdam)
10	10	Quand Les Roses (Adamo/Pathé)	(Anagon/Heemstede)



# MEXICO

From Buenos Aires, Argentina, we received a post card from César Costa, who's performing in that country on TV with Palito Ortega, Leo Dan and Violeta Rivas. César will soon be in town to fulfill several contracts.

Alberto Vázquez released his fourth LP, with a very commercial cover and including songs like "Amaneci En Tus Brazos" (I Woke Up In Your Arms), "Te Espero" (I Wait For You), "Piedad Señor" (Pity, Lord), "Si Te Vas" (If You Go), "Bésame" (Kiss Me), "Padre Mio" (My Lord), "Ol' Man River," "Eres Irresistible" (You're Irresistible) and others. The backing is by Jorge Ortega and his orchestra and the combos of Leonel Maldonado and Los Aragón. Alberto is skedded for a new TV series.

Santo and Johnny are expected to perform at a night club, a music coffee place, theater and TV. It is expected that Santo and Johnny will stay a long while. "And I Love Her" recorded by them and distributed in Mexico by Gamma Records is one of the top hits in Mexico.

Sonia López the most popular Mexican tropical singer, cut a new album for CBS, singing her latest hits: "Cielo Negro" (Black Heaven), "Voy" (I Am Going . . .) and "Amor En La Playa" (Love On The Beach) with brand new songs like "El Brindis" (The Toast), "Llorar" (Cry), "El Elevador" (The Elevator), "Nuevo Ritmo" (New Rhythm), "El Camión" (The Bus) and others. Sonia uses the rhythms "Cumbia" and "Tun Tun."

From Germany, recently came Dr. Ernst von Siemens, president of the Siemens organization that owns Deutsche Grammophon. Von Siemens came to visit DUSA records that distributes some of his labels in México.

Bernard T. Ness, RCA president, has departed for Lima, Perú to exchange ideas with Peruvian RCA executives. David Crump, general manager of that company took charge while Bernard was gone.

CBS Records created the "Dicos Club CBS, S.A." a record club which will be commanded by its general manager Luis Bastón and that will sell to its members records below the usual price.

On December 11 the Festival of American Music will start at the Palace of Fine Arts, with the assistance of the Stan Getz quartet and beautiful Astrud Gilberto. Tickets are on sale now, sponsored by a big promotion on radio and TV.

For the first time at the "Million Dollar" of Los Angeles, Mexican singer and announcer Rubén Zepeda Novel, debuted with great success. His contract was extended for one week more.

On December 2 will leave town Los Hermanos Martínez Gil, veteran Mexican trio to Perú, Argentina and Brasil. This tour will last about four or five weeks.

Gamma Records released and extended play with Spanish singer Salomé, who is performing here at a night club and on TV. The titles are "500 Millas" (500 Miles), "It's A Lonely Town," "La Balada De La Trompeta" and "La Muralla De Berlín."

Musart Records released on Capitol a single by The Beach Boys. The songs are "Dance, Dance, Dance" and "The Man With All The Toys." Now, on its own label (Musart) we received new recordings by Mike Laure "Love Is Strange" and "On The Beach Of Waikiki," with Los Gibson Boys the themes "And I Love Her" and "Two Girls For Me" and with Manolo Muñoz "Ay Preciosa" ("Hey Beautiful" and "Esta Tarde Será" (It Will Be This Afternoon).

On December 18, Andy Russell will fly to Hollywood to salute old friends and probably to do two or three TV shows. Andy will debut next week in Acapulco at "El Zorro" place.

Back in town again is Angélica María after a long tour through several South American countries. Angélica will do a new picture and by the middle of December will do a TV series.

In a past Mexican Cash Box column we mentioned the debut in town of Spanish singer Salomé, and that she was recording in Spain for Belter Records. This was erroneous, Salomé records for Zafiro and here in México it is possible she will cut for RCA Victor.

Tomás Muñoz, manager of Gamma Records, is expecting this week the arrival of Giuseppe Giannini, executive of Italian label CGD and Jimmy Johnson, of Walt Disney Music Co.

## Mexico's Best Sellers

- 1 Como Te Extraño Mi Amor—Leo Dan (CBS)—Hnos. Cañedo (RCA)—(Mumusa)
- 2 Invierno Triste—Connie Francis (MGM)—(Grever)
- 3 Y La Amo (And I Love Her)—Santo y Johnny (Gamma)—The Beatles (Musart)—Los Apson Boys (Peerless)—(Grever)
- 4 Tu Seras Mi Babi (Be My Baby)—Les Surfs (Gamma)—Vianey Valdéz (Peerless)—(Grever)
- 5 Voy—Sonia López (CBS)—Javier Solís (CBS)—Luis Demetrio (Musart)—Pepe Jara (RCA)—Olga Guillot (Musart)—(Emmi)
- 6 La Pollera Colora—Carmen Rivero (CBS)—Chico Novarro (RCA)
- 7 Tijuana—Los Persuasivos (Gamma) Pablo Beltrán Ruíz (RCA)—Carlos Campos (Musart)—Los Xochimilcas (Peerless)—Los Blue Boys (Musart)—Luis Andrés González (RCA Camden)—(Grever)
- 8 Aburrida Y Sola (Si Je Chante)—Pily Gaos (RCA)—(Grever)
- 9 Amaneci En Tus Brazos—Alberto Vázquez (Musart)—Marco Antonio Muñoz (RCA)—Jose Alfredo Jiménez (RCA)
- 10 Entrega Total—Javier Solís (CBS)—Alvaro Zermeño (Orfeon)—Flor Silvestre (Musart)—(Mumusa)

## France's Best Sellers

- 1 Que C'est Triste Venise (Charles Aznavour) Barclay—French Music
- 2 La Corde Au Cou (Richard Anthony) Columbia—AMI
- 3 Ecoute Ce Disque (Sheila) Philips—Tutti
- 4 Donna Donna (Claude François) Philips—Mills
- 5 Le Pénitencier (Johnny Hallyday) Philips—Ray Ventura
- 6 Ma Vie (Alain Barrière) RCA Victor—Tutti
- 7 Les Pins Du Bord De L'eau (Enrico Macias) Pathé—Tutti
- 8 Debut Les Gars (Hugues Aufray) Barclay
- 9 Les Filles Du Bord De Mer (Adamo) Voix de son maitre
- 10 The House Of The Rising Sun (The Animals)—Ray Ventura



# FRANCE

Most important event this week was the proclamation of the prize-list of "L'Académie du Disque Français" for 1964. The proclamation was issued at the Paris Town Hall on Nov. 21.

Here are the results:

Prix Francis Carco

Best Male Singer 1964: Jacques Brel à L'Olympia (Barclay)

Best Female Singer 1964: Juliette Greco à Bobino (Philips)

Best Song of the Year: "T'es Venu De Loin" written by Louis Amade and Gilbert Bécaud

Best Dance Record: "Surprise Partie Twenty". An LP with songs by Petula Clark, François Hardy, Jean Jacques Debut, Jean Pierre Fall, Les Fantômes. (Vogue)

Prix de l'Institut de Musicologie

Ethnology: Valiha Madagascar (Ocora)

Folk: Chants d'Afrique by Miriam Makeba (London)

Prix Arthur Honneger

Jazz: "Hello Dolly" by Louis Armstrong (Vogue)

Prix Colette

Theater Poetry: "La Voix Humaine" of Jean Cocteau by Simone Signoret. (Jacques Canetti)

Theater: "Huis Clos" of Jean Paul Sartre by Michel Vitold, Christiane Lenier, Gaby Sylvia, R. J. Chaffard. (Deutsch Gramophon)

All the other prizes concerned classical music. The main prize "Prix Du Président de la République" was divided between: Symphonie Fantastique of Berlioz by the symphonic orchestra of N.D.R. Hamburg conducted by Pierre Monteux (Guilde International du disque) and Musique Française de Piano by Arthur Rubinstein (RCA Victor).

Among other events of the week was the first performance of Gilbert Bécaud's one man show at Olympia Music Hall, and the one-night stand of the Capitol's the Beach Boys. In France all their songs are published by Vogue publishing.

As Cabat is travelling out of France, Georgieff told us many things about Vogue records:

Petula Clark will be on tour in Canada from January 4th till the 20th. Then she will spend five days in New York for some TV shows. After that she'll come back to Europe because she will represent France at the next Italian Song Festival in San Remo, from 28th till 30th of January. Her new LP will be released at the end of November. Main titles are: "O O Sheriff," "Les James Dean," and "Un Doigt de Champagne."

François Hardy is in Greece for a vacation. She'll be in Paris on Dec. 14 to star on the "Ni Figue Ni Raisin" TV show.

Georgieff tells us that the Honeycombs and the Kinks will perform in Paris on December 8th at the Olympia for the Europe No. 1 Public Broadcast, "Musicorama." On the same night the young English girl, Sandie Shaw, will be on stage at the Chatlet Theater for Radio Luxembourg Public Broadcast, "Parade."

Georgieff also announces too that Danyel Gerard is the best seller of the AZ label with a million records sold.

Pierre Schneider in charge of publicity of Eddie Barclay's publishing announces us that French female vocal group Les GAM'S recorded "Rien N'est Trop Beau," a French treatment of "He Never Came Back." Frank Fernandel, son of the French movie star Fernandel, recorded for Philips "Oui C'est Ici," an adaptation by Bob Du Pac of the Rod McKuen song "Someplace Green."

Henri Marchal director of Pathe Marconi Publishing, was visited by Cyril Shane who picked up a few songs for Shapiro-Bernstein in London. Stig Anderson of Polar Music (AB Stockholm) came to Paris and saw Marchal and Timmel of Pathe Marconi to prepare release in France of the Hootenanny Singers' records. Mitchell recorded a French treatment of "Just One Look" (Pathe Marconi). French title: "Juste Un Regard."

Michael H. Goldsen, director of Criterion Music, left Paris after meeting with Lucien Morisse, head of Disc AZ. Golden's daughter, Eileen, made an album for his Prince Records and released a single of two songs in French, "Le Metro De Boston" and "Michael," Morisse heard the record which was brought to him by the vocalist on her vacation in Europe.

Audience reaction was so tremendous that he immediately made overtures to release her records in Europe. Goldsen finalized the deal wherein Morisse will produce her records in the future and will release them on his Disc AZ. Goldsen controls these masters for the United States.

Two cocktail parties were given this week by Hazan, head of Philips Variety Records. First one was for new LP called "Les Dernières Voix Tziganes." Joseph Kessel, of the Academie Française, supervised this recording.

The second party was to celebrate the comeback of French singer George Milton. Milton was a great star just before the Second World War. He just released an album. He is 71 years old.

# DON'T FORGET!

The Cash Box Year-End Special Edition, International advertising, (Dated Dec. 26th) goes to press Wednesday, December 9th. If you haven't already scheduled your Holiday message, do so immediately.



# BRAZIL

Following the programs of international attractions at Teatro Record, the Emissoras Unidas (Radio and TV-Record, Channel 7) is now presenting two of strong representative artists of Spanish music: Carmen Sevilla, singing and dancing movie-star, and her husband-composer, Maestro Augusto Alguero. The charming and talented young couple's Latin American tour included personal appearances in Buenos Aires, Montevideo, Rio de Janeiro and now São Paulo. From here they will go to Lima, Perú, and then rush to Madrid to attend the annual TV gala show of Philips, for which Carmen is recording for quite a while. No need to say how enormously successful they have been in Spanish speaking countries of South America, where both are famous and well-known, through Carmen's films and Augusto's hit compositions; but also in Brazil the public reacted very well to the lively and fascinating rhythm and style of the Spanish "flamenco" music, which has in Carmen Sevilla one of the best interpreters. The beautiful lark's near future plans include a trip to the US, where she will be guest star at Ed Sullivan's Show on January 10. She will also come back to this country, where she was invited to star in a film in co-production between Brazil and Spain, in which she will sing also in Portuguese. The very attractive star is a definite fan of the Modern Brazilian Music and places João Gilberto on top of her favorites. Alguero, as a composer should, is more in favor of Antonio Carlos Jobim (Tom). But Augusto Alguero is also busy in the international waxing field: recently he was in Paris, France, where Connie Francis cut an EP with four of his compositions in Spanish, among which the number that is becoming an international hit—"Gracias." His latest waxing was for CBS, another EP with Enrique Guzmán singing four of his numbers. We wish the best of lucks to the pleasant and good-looking couple in their first US experience.

There was another cocktail-party hosted by Discos RGE, for the official launching of an excellent LP cut by the Corol Willys, a very good choral group of "Willys Overland do Brasil." The usual RGE hospitality was in good hands: prexy José Scatena, his efficient assistant Aurora Padula, as well as international supervisor Marcos Nobili and the promo man Getulio Alves. All arrangements in the waxing were made by Maestro Rafael Puglielli, with direction of Maestro Zuinglio Faustini and supervision of Maestro Ruben Perez (Pocho). From this LP, RGE is selecting four traditional Christmas numbers for a "double-compact" to be released for the coming season. At the pleasant and lively cocktail-bash, we could see, besides all the staff of the company, the most important radio, television and press representatives, like Julio Rozemberg (Tupi), Bob Corte-Real (Emissoras Unidas) and others, several artists—Lygia Freitas Vale—and people connected with Willys, like John Garner and wife (he is the publicity manager of the company) and Edson Borges (Pas-sarinho) of Norton Publicity Agency, and many many others.

Still from RGE, Marcos Nobili sends latest news, as PR and Press contact: a single-compact (33RPM-7") is being released with two interesting titles—"La Cucaracha," where the traditional number gets a new "surf" treatment, and "Anjinho Da Gang," which is a musical description of a car accident with motor noises and tire screech and all. The Beverlys, one of first teen-rhythm vocal groups to appear. Another interesting single is being released featuring the great guitarist Paulinho Nogueira, who this time plays two numbers by other composers: "Zelão" by Carlos Lyra and Vinicius de Moraes, and "Onde Está Você" by Oscar Castro Neves and Fiorin. The first number recorded "live" on a recent show at Teatro Paramount. To celebrate the town of Porto Alegre, RGE is releasing a double-compact titled "Férias Em Porto Alegre," with compositions by "gaucho" Alberto Do Canto, as sung by Marcos Miranda, who recently acted on the Brazilian version of "My Fair Lady," next to Bibi Ferreira. After the terrific success of the LP "O Fino Da Bossa," still on the first spot on the charts, RGE is preparing another in the same conditions, cut during the "Show De Bossa" at the theater of the "Rotary Club," with young artists of modern Brazilian pop music. A few flashes from the Bossa movement: Oscar Castro Neves working on the arrangements for his next LP; Wanda, the attractive blond songstress preparing her trip to the States in order to make a good promotion of the new wave—in her luggage, her latest LP for RGE and the tape of the same; Ana Lucia still in Rio, with great success due to her latest LP "Ana Lucia Canta Triste"; Paulinho Nogueira is very happy with the sincere applause granted to him in all shows he has participated in; a new group—"Os 6 Em Ponto"—is anxious for the release of their recently cut waxing, optimistic about the results; the two LP's by the label "Zimbo Trio" and "O Fino Da Bossa," steady on the first spots, prove how the company has an eye for MPM releases.

Sue C. Clark informs about what is going on with Companhia Brasileira De Discos (Philips): the new general manager of the company, Alain Trossat, was most recently the manager of Philips Records in Chile, and has also worked with both the French and Dutch organizations in Europe. With the knowledge of the increasing importance of recorded concerts by important artists, CBD now presents "E Tempo De Música Popular Moderna," which includes the label's major artists. This concern at the "O Globo" newspaper auditorium was sponsored for aiding the campaign of "Help A Child To Study." The LP includes a rousing opener by the Copa Trio of "My Weakness Is Strong Coffee"; followed by Luis Henriques' new version of "Amor 6x8." One of the most applauded attractions at this concert was Os Cariocas, whose tender reading of the beautiful lyric to "Minha Mamarada" brought an ovation. This song is one of the standouts from Vinicius De Moraes and Carlos Lyra's recent musical in Rio, entitled "Pobre Menina Rica" (Poor Little Rich Girl). The first half of the program terminated with Rosana Toledo's fine version of "Hoje É Dia De Amor." The high point of the concert was reached with the appearance of Jorge Ben, singing his newest hit "Descalço No Parque" (Barefoot In The Park), and a spirited concert performance of his last hit, "Bicho Do Mato." This is a great crowd-pleaser and the audience loves to sing along the refrain of "Oi, Oi, Oi!" with Jorge! The concert closed with always popular Tamba Trio, and was, of course, very well-received—particularly their new version of "Enquanto A Tristeza Não Vem." This disk is a collector's must! Also included in CBD's December releases is the album called "Reino Da Garotada," whose boys chorus sings an outstanding selection of international songs. The most notable are the Brazilian "Mulher Rendeira" from the movie, "O Cangaceiro," from Italy comes "Tiritomba" and "Arrivederci Roma"—this time with Portuguese lyrics! Also included are "Hava Nagila," "Dominique" and "Ensinado Bossa Nova," a Portuguese version of Eyde Gormé's "Blame It On The Bossa Nova." In leaving to make a tour in the US, Jorge Ben left behind a small "present" for his fans: his third LP called "Ben É Samba Bom," with some of his greatest current successes.

The latest releases of the company also include two records celebrating not only Carnival but Rio's 400th Anniversary—"Carnaval! Carnaval! Carnaval 65!" and "O Grande Carnaval de 65" with numbers sung by the many stars of the label, sure to have great sales success. The company has also reasons to be proud of the DGG release of Johannes Brahms "Concerto For Violin, Cello and Orchestra"; the world famous "Double Concerto" is performed by Wolfgang Schneiderhan, violin, Janos Starker, cello, and the Berlin Symphony Orchestra was conducted by the late Maestro Ferenc Fricsay.

## Brazil's Best Sellers

This Week	Last Week	Title
1	2	My Boy Lollipop (Fermata) Millie Small/Philips
2	1	*Deixa Isso Pr'a Lá (Todamérica) Jair Rodrigues/Philips
3	3	Cin-Cin (Embi) Richard Anthony/Odeon
4	4	Sul Cucuzzolo (Fermata) Rita Pavone/RCA Victor
5	5	*Somos Iguais (Mundo Musical) Altamar Dutra/Odeon
6	7	Deixe Pr'a Mim A Culpa (Vitale) Agnaldo Rayol/Copacabana
7	8	Michael Trini Lopez/Odeon
8	6	Scrivi (Edições RCA) Rita Pavone/RCA Victor
9	18	In Ginocchio Da Te Giani Morandi/RCA Victor
10	10	*Do Que Eu Gosto Mais Lurdinha Pereira and Rolando Boldrin/Continental
11	11	Saudade De Voce Martha Mendonça/Chantecler
12	15	A Hard Day's Night (Fermata) The Beatles/Odeon
13	12	*Separação (Edições RCA) Claudio de Barros/RCA Victor
14	13	Obsessão (Embi) Sérgio Odilon/CBS
15	—	*Trem Das Onze Demônios da Garôa/Continental
16	9	Una Lacrima Sul Viso (Notas Mágicas) Bobby Solo/Chantecler
17	14	*Juramento De Amor (Edições RCA) José Lopes/Chantecler
18	16	O Mio Signore (Fermata) Edoardo Vianello/RCA Victor
19	19	La Bamba (Embi) Trini Lopez/Odeon
20	—	*Que Queres Tu De Mim (Mundo Musical) Altamar Dutra/Odeon

## Brazil's TOP SIX LP'S

1	1	O Fino Da Bossa—Several Brazilian Artists/RGE
2	2	Zimbo Trio—Zimbo Trio/RGE
3	5	'S Young—Ray Conniff/CBS
4	4	The Beatles Again—The Beatles/Odeon
5	6	Meus 18 Anos—Rita Pavone/RCA Victor
6	—	A Pantera Cor De Rosa—Henry Mancini/RCA Victor

## Top Six Double Compacts

1	2	O Calhambeque—Roberto Carlos/CBS
2	1	Twist And Shout—The Beatles/Odeon
3	4	Adorabile—Rita Pavone/RCA Victor
4	6	Sensazionale—Rita Pavone/RCA Victor
5	3	'S Young—Ray Conniff/CBS
6	—	Frente Ao Mar—Agnaldo Rayol/Copacabana

BRAZIL (continued)

The most important news of the promotion of the Modern Brazilian Popular Music—the so-called Bossa Nova—is no doubt the invitation extended to our great composer, arranger Antonio Carlos "Tom" Jobim, to follow the favorites of Frank Sinatra—Axel Stordahl and Nelson Riddle—making the arrangements and conducting the orchestra for the next waxing for Reprise. This is the beginning of a new era for the BNN.

## Argentina's Best Sellers

This Week	Last Week	Title
1	1	*Vestida De Novia (Korn) Palito Ortega (RCA); Los Nocturnos (Music Hall); Los Claudios (Polydor)
2	2	Bailando Sobre Una Estrella (A toi de Choisir) (Neumann) Richard Anthony (Odeon Pops)
3	3	Cumbia Sobre El Mar (Korn) Cuarteto Imperial (CBS); Niko Estrada (Odeon); Gasparin (Philips)
4	6	*Collar De Caracolas (Lagos) Julio Molina Cabral (Music Hall); Los Fronterizos, Los Quilla Huasi, Gasparin, Transito Coccomarola (Philips); Ramona Galarza (Odeon); Eduardo Rodrigo (RCA)
5	4	*Santander De Batunga (Melograf) Charanga del Caribe (CBS)
6	5	Inolvidable (Edami) Tito Rodriguez (United Artists)
7	8	Contigo En La Playa (Sulla Spiaggia Con Te (Relay) Nico Fidenco, Hector Eduardo (RCA); Danielo (Odeon Pops)
8	7	*Esto (Melograf) Leo Dan (CBS)
9	12	*El Cardenal (Korn) Violeta Rivas (RCA)
10	11	My Boy Lollypop (Korn) Millie Small (Philips)
11	9	Charada (Neumann) Nestor Fabian (Odeon); Oscar Lavie (Fenix)
12	10	*Changuito Cañero (Korn) Palito Ortega (RCA)
13	13	*Te Llevare (Korn) Beto Fernan (Music Hall)
14	15	*Lagrima Seca Pepito Perez (Disc Jockey)
15	17	*Adios Adios Corazon (Korn) Cuarteto Imperial (CBS); Sonora Kalingo (Philips)
16	14	Twist And Shout (Fermata) The Beatles, Los Jets (Odeon Pops); Mayte Gaos, Sylvie Vartan (RCA); Los Tammys, Andre (Philips); Jack Nitzsche (Reprise); Chubby Checker (Fermata)
17	19	Anyone Who Had A Heart Dionne Warwick (Philips); Cilla Black (Odeon Pops)
18	16	Si Je Chante Sylvie Vartan (RCA)
19	19	Piel Canela Eydie Gorme/Los Panchos (CBS)
20	18	La Bamba Dean Reed (Odeon Pops); Trini Lopez (Reprise); Chubby Checker (Fermata)

\*Local

## Just Like Old Times



SAO PAULO—Luis De M. C. Guedes (right), Cash Box's man in Brazil, recently went backstage at a local Sao Paulo theatre and visited his old friends Augusto Alguero and wife Carmen Sevilla, the well-known Spanish lark. The threesome discussed old times in Madrid.





# ARGENTINA

Mauricio Brenner, Fermata's topper, is back from his tour of Europe, where he got in touch with publishing firms in Spain and Italy, and met Enrique Lebediger, who's also traveling around the world. The two Fermata men discussed further action of their organization, both in the international and local scenes. Brenner traveled with Juan Ramon, the young singer, who promoted his recordings and picked up several new tunes for waxing.

Ricardo Castelblanco of Edami is busy working on "Cataclismo," a Mexican tune of big success in that country, where it was cut by Maria Elena Sandoval for Orfeon. In Argentina, CBS has released the Cuarteto Imperial version, and several others are due. On the export side, Castelblanco notes interest on "Que Falta Que Me Haces," the Calo-Pontier-Silva tango that broke into the charts recently. "Inolvidable," the Tito Rodriguez best seller, is also gaining action in other markets.

News from Neumann: "Quedemos Como Amigos" and "Suelta la Cintura" are two of the new titles to be promoted by Tito Rodriguez, and the record will be soon available. The themes are controlled by US publisher Hall of Fame, represented here by Di Liscia's company. Nestor Fabian has cut for Odeon "Misty," the American standard, in tango rhythm. The waxing is expected to follow the success of "Charade" by the same artist.

Odeon recently played host to the press and deejays, presenting several new artists that have joined the label recently: Claudia, Vicky Rey and Tablita Yañez. Los Pañameños, Danielo and Chicote Lopez were also present, and all the guests received samples of the latest recordings by these artists. Emcee of the party—one of the liveliest of the season—was well known Juanito Belmonte, now working for the diskery as public relations man.

Otto Fey of Fenix busy at work with the first recordings by Walter San Juan, just inked by this label. His first single is "Mensaje" and "Queja de Amor," and will be soon preparing an album. Also on desk is Oscar Lavie with "Charade" and "Llevate Mi Corazon." Fey plans a big promotional push for several Fenix recordings during the following weeks.

Adolfo Pino of RCA, back from a tour of several provinces, has several strong items to report about: The second album of "Festival of Italian Music," with tunes by Rita Pavone, Paul Anka, Neil Sedaka, Gino Paoli and several other top stars; a new album by Lalo Fransen, with the chanter's latest waxings, and the famous "Maria Elena" album by Los Indios Tabajaras. In the singles field, there is a new one by Los Chalchaleros ("Cueca de la Viña Nueva") and another one by Chico Miranda: "La Chiva" b/w "La Mokini."

CBS is cashing in on the success of folk singer Jorge Cafrune in the second edition of the Odol Song Festival, aired by TV Channel 13 and a national radio network. The news coming from New York and reporting the success of melodic singer Roberto Yanes have been echoed by several local newspapers and magazines, resulting in an improvement in the chanter's prestige in town. On the teen side, young Miguelito Miguel has started a series of appearances on Channel 13, in the Escala Musical program, with success.

Phonogram is releasing the third volume of the "Picapiedras" series, recorded by Los Portoquiqueños, Los Claudios and la Sonora Kalingó. As usual, the album contains a flock of chart riders: "Cumbia Sobre El Mar," "Vestida de Novia," "Inolvidable," "Collar de Caracolas" and others. There is also an album by well known tango orkster Armando Pontier, on mono and stereo, and other LP by Gasparin and his group, also covering the best sellers lists. On the EP side, there are new decks by Millie Small, Los Fronterizos, Luis Alberto del Parana and Los Paraguayos and Peruvian songstress Fetiche.

Music Hall has plenty of faith in Horacio Ascheri, the former member of The Pick Ups, now singing as soloist. Ascheri's waxings have been received very well (the latest is "Otra Vez," backed by "No Puede Ser") and now he has been inked by Channel 9 for one of its main programs. Folk singer Rodolfo Zapata has been visiting the provinces of Santa Fe, Cordoba and La Pampa, and is currently appearing on Radio El Mundo, in Buenos Aires. He's preparing a new album, which will include his hit, "Alegria de Vivir."

Julio Korn Publishers has prepared the Spanish lyrics for instrumental hit "Sometimes On Friday," which hit the charts some time ago. Also under promotion is "Me Conformo," written by Spanish composer Alguero and sub-published in this country by Korn. Also worth mentioning is the recording made by Violeta Rivas of the Brazilian tune "Soñar Contigo" for RCA.

News from Lagos Publishers: strong promotion for "Vidala del Cambio," penned by Ramon Novarro. There are several recordings of interest, and mainly one by Los Trovadores del Norte. This tune has been also adopted by school choirs, which will mean additional exposure for long time. Los Trovadores del Norte (CBS) have also cut "Los Bichos," which is considered a potential hit, too.

Melograf Publishers is publishing "Mis Tormentos," written by teen singer Larry, "Hortensia," penned by Alvarez and Coco Barcala's "Por la Madrugá." There is also a paper version of "Esto," Leo Dan's hit, for accordion players, which is expected to meet a strong market in several provinces.

Several newbies from Microfon: Los Cinco del Ritmo are in the market with "Vuelven los Pescadores," penned after the success of their single, "Los Pescadores." Under the Coral banner there is an album by Dick Jacobs, "The Electrosonic Orchestra"; finishing the list are two Audio Fidelity outings: "Overture!" by Arthur Winograd and "Strauss Waltzes" by Emanuel Vardi and the Virtuoso Symphony of London.

Big news from Disc Jockey: Rosamel Araya, after the fantastic sales of his latest album, has cut Gianni Morandi's smash "In Ginocchio De Te." Pepito Perez' first LP, a ten inch promotional album, is ready for release; Perez' latest single is "La Calle," which is also expected to break into the charts. Jorge Sobral is finishing a new album with tango music, which will be released this month; the same will happen with Ricardo Rey's single, "Tu Pañuelo."

## Chile's Best Sellers

- 1 Esto Leo Dan (CBS); Carlos Gonzalez (Demon)
- 2 Jamas The Ramblers (Odeon)
- 3 Leila Luis Dimas (Philips)
- 4 Deberia Habermelo Imaginado The Beatles (Odeon)
- 5 Las Cerezas Hermanos Carrion (CBS)
- 6 Han Visto A Mi Chica? Willy Monti (Demon)
- 7 Eso Dicen Maria Teresa (Odeon)
- 8 And I Love Her The Beatles (Odeon)
- 9 Volvamos Al Amor Ginette Acevedo (RCA)
- 10 A Tu Recuerdo Red Juniors (Polydor)



# BELGIUM

The Passe Partout publishing company, which during the last year scored with many hits on the Flemish lists with Flemish songster Johnny Larry told Cash Box that Larry's Number One "Alleen" (on the bestselling list for many weeks) is now to be issued by Polydor in Germany. This same firm has brought the original version by Larry on the Belgian market. The sub-editor for Germany is Gerig. Larry stands a good chance in the Federal Republic with this record, and it may very well provide his breakthrough over there. This publishing company also has high hopes for "Jabadabadoo" by Roger Rogier. Johnny Hoes owns rights on this number in Holland.

Show records is now distributing hits of Italian lady crooner Mina in Belgium. Tony Geys, who was involved in a traffic-accident, is now recovering in the Limbourg province. His latest disk "Limburg Alleen" is selling well. Alberto Cortez has just come out with a single which features promising tunes, especially the one called "Dame Felicidad." On the reverse a catchy tune: "Fanny." Also on Show a Spaniard living in Antwerp, named Juan de Aisa has recorded two attractive numbers on a single. Titles: "La Sirena" and "Desoreciable."

Peter Plum is at present very busy with the launching of a Finnish dance, called the Jenka. Plum has acquired publishing rights on the number "Letkis," in fact the booster to the new dance. Attractive Finn, Miriam Michelson, came over to Brussels to demonstrate the new steps in the course of a Polish night. Plum, who is artistic managing director at Barclay's has recorded the first Jenka-record, titled "Letkis"—naturally. The Letkis number was originally published by RCA in Finland, but Belgium will get the Barclay version. Jenka is being boosted by the Belgian press, radio and television and is probably on its way to a successful career. The advantages of the Jenka are that it can be done by people of all ages and social groups.

Talking about Barclay, we would like to add that it has come out with EP's featuring classical piano music by Bernard Ringeissen. The newest Brell and Aznavour LP's have been well received. Aznavour will be at the Ancienne Belgique in Brussels in Dec. Gerard Melet is at present billed there.

The same goes for Gramophone attraction Enrico Macias. Macias has won fame over here with "La femme de mon ami," and different signs point toward "hits ahead." Adamo has been offered a record with eighteen diamonds incorporated. He also won "The Prize of Smile."

Roger Meylemanas, director of Vogue-Belgium is really stunned by the latest Henri Salvador hit called "Ma Pipe." After Salvador had reached the top, both in Flanders and in the Walloon country with "Zorro est Arrivé," one would have thought that nothing else could have topped it. Then "Ma Pipe" came along and is apparently on its way to beat "Zorro est Arrivé." Vogue also got a British Number One: "Sandie Shaw with "There's Always Something There To Remind Me" and a great deal of good is expected of the Shangri Las' "Leader Of The Pack" on Red Bird, distributed by the above mentioned firm over here. The Honeycombs and The Kinks are doing well over here.

Philips has a potential Flemish topper with the newest record by popular Flemish lady crooner Lize Marke. Lize recorded the Flemish version of Jacques Debout's "Nos doigts se sont croisés"; Flemish title: "Ji j danst te dicht bi j mi j." Claude François has taken care of the French version of "Bread and Butter," now on the market as "Du pain et du beurre." This popular Frenchman has also produced a French rendering of "When You Walk In The Room," now called "Les cloches sonnaient." The firm also expects a great deal of "Quand le soleil dit bonjour aux montagnes" by Robert Cogoi. On the reverse is featured "Le chemin qu'il faut suivre." Let's hope this new disk will bring Robert into the limelight once more.

Marvin Gaye, a Motown-attraction who is not well known over here, has spent a few days in Belgium for promotion purposes. He has been interviewed by journalists and radio reporters which may enhance his record sales. "Pride and Joy" has been his best in the United States, but he hasn't made it yet over here. We wish Marvin all the best.

## Belgium Best Sellers

### FLEMISH

- 1 Oh, Pretty Woman (Roy Orbison/Fonior/Acuff-Rose)
- 2 Everybody Loves Somebody (Dean Martin/Reprise)
- 3 Amore Scusami (John Foster/Show/Amour-Paris)
- 4 It's All Over Now (The Rolling Stones/Decca/Bens)
- 4a Ma Pipe (Henri Salvador/Vogue)
- 5 Ma Vie (Alain Barrière/RCA/Primavera)
- Where Did Our Love Go (The Supremes/Artone)
- 6 The House Of The Rising Sun (The Animals/His Masters Voice/World)
- 7 Such A Night (Elvis Presley/RCA Chapfell)
- Waarom (kan ik jou niet vergeten) (John Larry/Polydor/Passe Partout)
- 8 Dolce Paola (Adamo/Pathé/Ardmore and Beechwood)
- 8a Waarom (Liliane/Philips/Primavera)
- 9 Bimba Bella (Willy Williams/Ronnex/Globe)
- Limburg Alein (Tony Geys/Show)
- 10 Shake It Over (The Shake-Spears/Ronnex/Globe)

### WALLOON

- 1 Les Garçons Pleurent (Richard Anthony/Columbia/Belinda)
- 2 Ma Vie (Alain Barrière/RCA/Primavera)
- 3 Ce Monde (Richard Anthony/Columbia/Belinda)
- 4 Il Pleut Dans Ma Maison (Danyel Gérard/Vogue/Ardmore and Beechwood)
- 5 Ma Pipe (Henri Salvador/Vogue)
- 6 Oh, Pretty Woman (Roy Orbison/Fonior/Acuff-Rose)
- 7 Que C'est Triste Venise (Charles Aznavour/Barclay/Peter Plum)
- 8 The House Of The Rising Sun (The Animals/His Masters Voice/World)
- J'y Pense Et Puis J'oublie (Claude François/Philips/Belgolux)
- 9 It's All Over Now (The Rolling Stones/Decca/Bens)
- Chaque Instant De Chaque Jour (Sheila/Philips/Belinda)
- 10 Les Mauvais Garçons (Johnny Halliday/Philips)
- Sur Ton Visage Une Larme (Lucky Blondo/Philips/Bens)

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Editorial

## This Sophisticated Business Of Operating Coin Machines

On the surface, the coin machine operator clad in work clothes while changing records, replenishing merchandise, and servicing his equipment, may come across as a hard-nosed laborer of sorts whose interests go no further than the immediate task at hand. An undercurrent of complex business techniques necessary for profit, however, have forced him to be as sophisticated in the conduct of his business as the Wall Street financier.

Time was when the business required little more than periodic service and collection on the route, and there are operators who continue to run a route in this manner. But with costs and taxes rising constantly, this type will be by the boards before long if he does not realize what is happening to the small businessman of today, and that most certainly means the operator of the smallest route in town.

Last week, one hundred operators with routes in the metropolitan and upstate New York area, heard attorneys and accountants talk about write-offs, installation and security agreements, and court rulings on firms the size of the Cleveland Browns.

These professional advisors were not merely expounding to impress the listeners. They were talking about specific situations in the business of operating equipment which are as concrete as the machines they concern. Recent tax court rulings have indicated that write-offs, the good will of a business, once amortized over the life of a contract period, will now be considered as mass assets and unless the Treasury Department can be made to understand economics of the purchase and sale of a route, serious problems will come about from such a position.

Installation and security agreement is not a fancy name for the location contract. Actually it outdates most simple location contracts, which for the most part have been weakened due to the omission of such vital clauses as those pertaining to chattel mortgages, loans and bonuses, and purchaser's assumption of obligations which is of no value when the purchaser happens to be broke. Better the present owner remain liable for the duration of the contract than for the operator to go from the frying pan into the fire.

As for rulings concerning the Cleveland Browns football team, the court in which this ruling took place was far from the fifty yard line which would be more familiar to the operator. The fact that contracts with Browns players were proven to have a determinable life may be the grounds by which the cost of these contracts may be written off in a four and one-half year write-off period. The cost of a juke box or cigarette vending machine contract should enjoy these same tax benefits. It will be up to the industry, and the operators in it, to see that this is the case.

The operator need not become a specialist in law or tax accounting but he had better be aware of the way in which his investment can be protected, and his profits remain free from inequitable tax rulings. In order to win in the courts and with the IRS, today's operator had better keep abreast of these sophisticated business techniques, or it won't make much difference how much money there is in the cash box.



FRANK FABIANO  
Pres. St. Joseph's Valley Op. Assoc.

CHICAGO—Fred Granger, managing director of Music Operators of America (MOA), referred to his organization last week as an "umbrella" under which all facets of the coin machine industry must gather for positive action and unification. Granger was the guest speaker, November 18, at the annual banquet of the Music and Vending Machine operators of St. Joseph Valley (Michigan and Indiana), at Irvin's Dining Rooms, in South Bend, Indiana.

He added, in his brief address to the assemblage, that all future industry-wide conventions are dependent upon the "closest cooperation and support of these varied facets." They include: Operators (the consumer backbone), phonograph manufacturers, amusement game manufacturers, distributors and jobbers, record companies, one stops, allied industries, state and local associations and the nation's deejays.

"Because of the success of our 1964 annual convention, October 14-16, in the Sherman House, we can practically express the assurance that MOA's 1965 convention will be even greater in overall scope and attendance," Granger concluded.

The '65 conclave has already been scheduled by the MOA brass to be held September 11-13 in the Pick Congress Hotel in this city.

The St. Joseph Valley operators' banquet enjoyed its heaviest attendance ever, according to Frank Fabiano, president. Other officers on the dais with Fabiano and Granger were: Al Evans, Joe MacQuivey and Vern Daly.

The evening's festivities started with a cocktail party, and was followed by dinner, dancing, and then a floor show. Entertainment was supplied by Bud Moore, of Valli Records.

# New York Ops Solidify Position In Locations With Installation Agreement, Protects Total Investment

■ 100 Coinmen Hear Talks On Write-Offs, Taxes And Contracts

NEW YORK—The Music Operators of New York, Inc. met Thursday at the Holiday Inn here (Nov. 24) and before the audience of 100 coinmen and guests left for home at midnight, they were already thinking seriously about tax write-offs, depreciation, good will, chattel mortgages, contracts and a host of other professional terms used to identify the means by which an operator in today's market must do business. Albert Denver, President of MONY, acknowledges that an understanding of modern business practices is necessary hence, the presence on the dais last Tuesday evening, of professional lawyers and accountants, qualified to instruct and inform the coin machine operator. For many operators, it was probably the most profitable evening they have spent in many a moon.

The highlight of the dinner-meeting was Denver's announcement that the new MONY Location Contract, a new Installation and Security Agreement, to be used by members in place of previous contracts used, is now available for members only. The contract represents the culmination of several months of work and is the final form following more than one dozen drafts. Denver, Teddy Blatt, MONY Attorney and Association officials authored the contract.

In addition to the standard contract clauses and agreements, the MONY contract takes into consideration other possibilities which may result in an operator being faced with a multitude of problems between the location and his operating firm. The contract bans the installation of the audio-visual type machine, currently being marketed by Cinebox, Scopitone, Cinematic and others; the agreement takes into consideration past, present and future loans and bonuses; recognizes the newly written Uniform Commercial Code as it pertains to Bulk Sales Provisions concerning the sale of a location; permits filing of a chattel mortgage agreement with the Secretary of State and the County Clerk in the County in which the lessee's business is located. Previously, the location owner, in a transfer, had the new owner assume contract responsibilities, but now the new contract holds the present owner liable for the duration of the contract (this clause was

## Denver Re-Elected Pres. Of MONY

■ 22nd Term In Office



AL DENVER  
President, MONY

NEW YORK—Al Denver was re-elected President of the Music Operators of New York, Inc., at an election meeting held here on Tuesday, November 24, in the Holiday Inn Motor Hotel. It will be the veteran industry executive's 22nd consecutive term in office.

Also re-elected were the following MONY officers: George Holtzman, Vice President; Gil Sonin, Treasurer; Bill Kobler, Secretary.

Following are the coinmen who will serve on the MONY Board during 1965; Donald Shapiro, Leonard Block, Harry Siskind, David Sachs, William Goetz, Albert Arnold and Irving Fenischal.

brought about when location owners sold to people who were unqualified to assume any debt). Where the location, in the past, has challenged the validity of the former contract used, the operator now has a waiver of jury trial on any question concerning the contract. The operator's name appears on each of his contracts. This is a measure to prevent non-members from taking advantage of a legal instrument which has cost MONY large sums of money in the development. "It just wouldn't be fair for non-members to have access to our contract," said Denver.

Attorney Teddy Blatt briefly explained the current status of the pending Consent Decree and advised operators that while an appeal was lost, it is being appealed now in the Supreme Court.

Ben Haskell, of the Haskell & Blatt legal firm, attorneys for MONY, addressed the operator group and discussed the Uniform Commercial Code. He stated that the transfer of a business may be duly regarded as pertinent to the UCC ruling, which states that all creditors be advised of the sale beforehand. Since many coin machine locations are restaurants, coffee shops and malt shops, and may be classified as service organizations, they may not be included in UCC ruling. He added that it was his opinion that the operator would benefit from the revised UCC however, believing that this type location would be classified as a business subject to UCC rulings. Rulings in New Jersey have not been favorable, he stated, and NYC may follow. "I expect that you will be covered, however," said Haskell. In any event, the MONY contract, which contains a chattel mortgage agreement filed with State and County officials, would enable the operator to protect his interests.

Mortimer L. Merkel, of Abrams, Meresman & Co., Certified Public Accountants, spoke on provisions of the new tax law which regards purchase of route of machines as Mass Assets wherein the purchase of several contracts is treated as the acquisition of a single asset which is not exhausted by the passage of time. The Tax Court has ruled thusly in several instances outlined by Merkel and the outcome is that the value of good will may not be fully amortized over the life of a contract. He stated that only a tax court decision could change the Treasury Department's view on location contracts and suggested that the industry raise funds for a test case in order that information in relation to the actual life of contracts, the key point in the Tax Court's ruling, be accumulated on an industry wide basis. (Complete text of Mr. Merkel's talk appears elsewhere in this issue.)

On other subjects, Denver advised operators that a State Liquor Authority ruling demands that licensees report all loans or bonuses "from interested parties," of sums up to \$1000. He also mentioned that another MONY service, Operators Credit Exchange, is currently supplying member operators with information on credit where locations have faltered with other member ops.

Among the prominent coinmen present were Mrs. Millie McCarthy, Pres., NYSCMA; Carl Pavesi, Pres. Westchester Operators Guild; Mike Mulqueen, Pres. NYS Operators Guild; Jack Wilson, Chairman, NYS Operators Guild; Lou Werner, upstate Association attorney; Malcolm Wein, Westchester Association attorney; Albert (Senator) Bodkin, representative of the Cardinal Spellman Servicemen's Club, who addressed ops and asked for donations for this year's Servicemen's Club drive. The program is a coin-machine philanthropic program. Members of the trade press were in attendance. Reps from Runyon Sales, Atlantic New York Corp., Musical Distributors Corp., and Lipsky Distributing, were also present.

Nominations for officers of MONY were made. Since each post received but one nominee, Denver asked the Secretary to cast one ballot for the election. Albert Denver was re-elected President; George Holtzman was re-elected VP; Gil Sonin re-elected Treas; and Bill Kobler was re-elected Sec. Directors are Lenny Block, Harry Siskind, Dave Sachs, Bill Goetz, Donald Shapiro, Al Arnold, and Irv Fenischal.

New MONY members who submitted membership applications since the last meeting were: Old Reliable Music Co. (Joe Madden); A. Weisberg Service Co. (Abe Weisberg); Matthews Service Co.; Rayben Music Co. All were accepted by an MONY vote.

Business Manager Ben Chicofsky was reported convalescing after surgery. His wife Molly assisted MONY secretary Sophie Selinger with stenographic and administrative preparations.

Members in attendance included: Alba Operating Co. (Al Babistein); Sherman Atwood B & R Amuse. Co. (Bernie Antonoff); Banner Music Co. (Phil Raisen); Beam Music Co. (Manny Feder); Broadway Music Service (Bill Suesens); Capitol Amuse. Corp. (Manny Katz); Capital Auto. Music Co. Inc. (Bill Goetz); City Music Co. (Isidore Lutzker); Clover Amuse. (Mike Giannuzzi); Consolidated Vending (Sid Mittleberg); County Enterprises (Morris Kahn); Elliot Music Corp. (Dave Lutzker); Elite Music Shoppe (Ralph Elefante); Elkay Amuse. Co. (Sal Trella); Empire Amuse. Co. (Albert Arnold); Excel Vending Co. (Max Weiss); Forest (Continued on page 52)

## MOA Prexy Breaks Ground For Site



BRODHEAD, WISC.—When MOA President Clint Pierce isn't running the Pierce Music Co., or directing the Music Operators of America, he's usually making progress elsewhere in this country. Last week, the veteran coinman, broke ground for a new industrial site in Brodhead, Wisconsin. The community leader is shown above (center) paving the way for a \$250,000 building site. With him are l. to r. Al Levine, A-1 Construction Corp., NYC; Mayor Herbert Stuessy; Ed Staggs and Gladys Hudnall, of the company which will occupy the new building.

(Cont'd from page cm-10)

Mortimer L. Merkel, CPA, is associated with the accounting firm of Abrams, Meresman & Company, consultants to business firms which include vending machine operating companies in New York City. Merkel was asked by President Albert Denver, to address the Music Operators of New York, at a meeting on Thursday, November 24, at the Holiday Inn in NYC. His remarks are considered to be pertinent to the business of operating equipment in today's markets, hence, the decision of the editors to reprint the full text of Merkel's talk, which appears below.

I have been asked to discuss with you a problem affecting your industry in relation to the write-off of the amounts paid for routes in excess of the market value of the equipment. This matter has come up with our clients operating cigarette routes but it would appear that this is also a major problem for operators of music routes.

You do not always purchase a business when you acquire a route. You usually purchase several or many machines on location to add to a route already in existence.

In determining the price to be paid for the locations or route, several factors are taken in consideration each having a different tax impact.

1. the potential income
2. equipment and machines, their age and condition
3. the length and time the location contracts are to run and the probability of renewal
4. covenant not to compete
5. trucks
6. inventory

The above factors except for trucks and inventory although considered individually in making up the price of the location, for contract purposes, are thrown into a pot like so many ingredients, the ultimate mixture is the dollar value placed on and paid for the location. Thus in computing the price you take into consideration so much per case for average weekly sales of cigarettes which includes the machine and so many times the weekly take of the music machines plus the market value of the equipment. The contract of purchase and sale treat such locations in the aggregate as a route. The details of the locations are usually appended to the main contract.

As a result of such treatment, the Tax Court has introduced a concept, new to the vending machine industry, into the tax law, namely "Mass Assets," the impact of which is that the acquisition of several contracts should be treated as the acquisition of a single asset which is not exhausted by the passage of time; that for so many locations lost so many new ones may be acquired. A continuity of the entity which does not lend itself to amortization deduction.

There are two important cases: *Thrifitcheck Service Corp.* 33 TC 117 decided March 22, 1960

In this case the taxpayer acquired the assets of a going business including its customer structure represented by 200 contracts with customers. The nature of the business was selling and installing in banks throughout the United States a checking account system known as "Thrifitcheck Service Plan." The court in denying the amortization deductions for the contracts held that the taxpayer did not buy individual contracts but rather a single asset consisting of an aggregate of contracts. That this asset did not have a limited useful life.

*Sam Scalish et al TC Memo 1962-46 decided March 6, 1962*

The issue involved in the Scalish case was the adjustment disallowing the amortization deduction by the partnership. The taxpayer acquired

136 cigarette vending machines under contract and 43 cigarette vending machines not under contract. The contracts were renewable and in normal course of business would be renewed. The taxpayer took an amortization deduction on amount paid to acquire the location contracts. The court denied the deduction and held that contracts or leases were a Mass or Collective Asset with an undeterminable useful life.

Relying on the aforementioned cases, the treasury department has ruled that in the purchase of any business involving routes, even those that are represented by specific locations with contracts, any payment in excess of the value of the equipment is not amortizable, nor deductible. They permit no value to be set on the contracts even though they have a fixed term.

In cigarette vending and music operating routes the cost, in excess of equipment value, can be computed for each location. The price paid can be broken down to a value for the average pack sold or dollar taken in by each location. This fact appears to be ignored by the Department. But in the above cases calling this excess goodwill, the Treasury allows no write off if a location is lost, as new acquisitions supposedly replace those that are lost, and there is no decrease in the intangible value of the route. A write off is allowed only when all locations are lost or sold.

To combat the tough policy which the Treasury Department has taken with respect to the deduction for exhaustion in the so-called "mass asset" cases, a new look will be required in the purchase and sale of routes.

Manifestly, it will require each location to be treated separately and distinctly. A dollar value is to be placed on (1.) the tangible property (2.) covenant not to compete (3.) goodwill (4.) the contract. Although the amounts for each category may be challenged by the Treasury Department, the taxpayer is in a better position when an allocation is made, because a failure to allocate is in effect an allocation of zero.

In analyzing each location as stated the appropriate section of the Internal Revenue Code can be favorably applied to the taxpayer's contention of a deduction for exhaustion.

Sec. 167(a) of the Internal Revenue Code reads in part "General rule—there shall be allowed a depreciation deduction, a reasonable allowance for exhaustion, wear and tear—

1. of property used in the trade or business, or
2. property held for production of income—

The Treasury regulation 1.167(a) 3 delineating the code further states: "If an intangible asset is known from experience or other factors to be of use in the business or in production of income for only a limited period, the length of which can be estimated with accuracy, such an intangible asset may be the subject of a depreciation allowance— No deduction is allowable with respect to goodwill—

Thus under the regulations, if the useful life of intangible property such as a contract is definitely limited a deduction will be allowed. A contract is subject to an exhaustion allowance, whether it is called depreciation or amortization. The only requirements are that the life of the contract must be determinable and that the contract have a cost basis.

Recently there have been signs that the courts if given sufficient facts in a given case will back track from the hard and fast rule of the "mass asset" doctrine.

In the *Indiana Broadcasting Co.* 41 TC 76—(March 13, 1964) the court recognized that network affiliation contracts, even though renewable, may have a determinable life based on industry reports.

In a case handed down a few weeks ago—*The Seaboard Finance Co.* (TC Memo 1964-253), acquired numerous small loan companies. The amounts paid for these companies were in excess of the face amounts of loan contracts which the companies had outstanding with their customers plus certain other assets acquired with the business. The Court in allowing 70% of the excess as amortizable and 30% as goodwill veered away from the *Thrifitcheck* case on which the government leaned heavily, which you will recall, claimed that the excess was for goodwill and therefore not depreciable.

Both the *Indiana Broadcasting Co.* and *The Seaboard Finance Co.* cases show a ray of light favoring the taxpayer in the "mass asset" contest. In each case, however, the facts were organized and properly presented. Also a private ruling was obtained by the purchasers of the Cleveland Browns football team wherein they were able to write off a value set on players contracts over 4 1/2 years. This was mentioned in *Fortune Magazine* for November, 1964.

Another factor which could help the taxpayer in making these contracts determinable and consequently subject to depreciation is an order in a case in the District Court, Southern District New York U.S. Cigarette Merchandising Association et al (Docket No. Civil 92-388 dated January 9, 1957) holding that contracts of the type discussed may not be entered into for more than 3 years unless specifically requested by the lessee. In the past because of the renewable features of the contract the Treasury seemed to press the point that the life of the contract was not determinable.

Prior to 1962 it was of considerable advantage to have these machines and location contracts combined for the purpose of using these values as a basis for depreciation as that depreciation was deducted from ordinary income. When a sale was effected it became property used in trade or business and the difference between the selling price and the adjusted basis on the books was taxed as capital gains provided, the property was held for more than 6 months. Currently such favorable tax treatment on sale is no longer available on the depreciation portion taken after 1961 (IRC 1243). Now the recovery of any depreciation taken after 1961 on the sale of the assets must be considered as ordinary income. This may have something to do with the tax court taking another look at the problem.

If the Treasury Department allows no amortization of the cost of location contract then the operator will have no economic loss as this becomes additional cost when the routes are sold. However, as most routes are purchased by installment notes, which must be paid for out of the current income, any reduction in cash flow caused by taxes on that current income increases the length of time necessary to pay for the route. This increases the cost to the operator because of the interest which must be paid for a longer financing term in the refinancing of old obligations.

If an allocation of cost can be made to apply to contracts then the amortization of this cost would be applied to current income, which would reduce the tax impact and increase the cost flow.

The normal cigarette contract may extend for 3 years and music contracts for 5 years. When these contracts are renewed and new bonuses are given for each renewal these bonuses are amortized over the life of the new contract. A study of location contracts of any operator will reveal an average life for each location. If this is done by the entire industry as was done in the *Indiana Broadcasting*

Hills Auto. Music Co. (Albert & Fran Bodkin); Gil Music Co. (Gilbert Son-in); Harbor Automatic Inc. (Harry Brodsky); Jabco Vending (Bill Kobler); Jacks Music (Jack Milowitz); Kingsboro Music Co. (Stanley Feldman); Lincoln Vending Corp. (Sam Schwartz-Marty Herbstman); M. J. L. Operating (Dave Lowy); Master Auto. Music Co. (Harry Siskind); Matthews Vending Corp. Maxwell Music Machine Co. (Max Iskowitz); Melody Amuse. Corp. (Leonard & Milton Block); Monarch Music Co. (Ben Feinberg); Musical Moments (Sam Morrison); Ocean Auto. Music Co. (Morty Lynn); Old Reliable Music Service (Marge Madden & Son Frank); Penner & Lauro (Al Lauro & Son); Playmor Amuse. Co. Inc. (Harold Kaufman-Max Gulden); Silvertone Music Co. (Louis Hirsch); Simon Vending Co. (Sheldon Simon); Supreme Auto. Operator Co. Inc. (George Holtzman); Union Auto. Music Co. (David Sachs & Norman Bieber); Abraham Weisberg Service Co. (Abe Weisberg) and Bob White Amuse. Co. (Ben Kimelman).

Non Members in attendance were: Metro Urban Music Co. (Salvatore Bellanca); Interboro Music Co. (Sam Kramer) and John Stark.

A minute's silence was conducted, following reading of minutes, for the father of Harry Block, the father of Jack Erlich and the late John F. Kennedy in observance of his first memorial. George Holtzman, VP, reported on the successful Nevele Country Club outing in September and advised that the '65 annual meet would once again be held at the mountain retreat. Dinner preceded the meeting.

Co. case then perhaps the industry may be permitted to amortize the cost of location contracts over 3, 4, 7, or 10 years as industry experience would reflect. A method should be worked out to allocate a portion of the cost of the routes to location contracts as in the *Seaboard Finance Co.* case. Our attitude has been to apply a portion of the profit to be earned by each location over the term of the lease as cost, for example:

If a location earns a certain amount of money per week over and above all cost than a portion say 1/3 or 1/2 of that net applied to the number of weeks the contract has to run will be the cost to be applied to the contract or lease.

In conclusion, I wish to state that it is apparent that only a tax court decision will cause the Treasury Department to change its view on location contracts. I don't believe you can wait for one of the large public companies to lead the way, as the enforced capitalization of location contracts enables them to show a better profit picture, consequently this problem is not as pressing for these companies as it is for you.

Information in relation to the actual life of contracts should be accumulated on an industry wide basis.

Contracts of purchase of machines on location should be as detailed as possible listing for each location the value of equipment, contract value, and goodwill and restrictive covenant.

If this is done there may be more favorable treatment of this matter in the future.

## Memory Programmer For Background Units Intro'd By Seeburg

CHICAGO—The Seeburg Corporation has introduced an electronic memory programmer for all multiple-speaker Seeburg background music systems and other existing speaker systems, according to Joseph Hards, Vice-President of Seeburg's Background Music System Division. Seeburg distributors have received demonstrations of the unit and the reaction was highly favorable, according to factory officials.

The Memory Programmer (Model MPE-1) is designed expressly for use with the Seeburg "1000 Compact" background music system. The two units work in conjunction with one another through any speaker system.

The Memory Programmer permits insertion of commercials, announcements, or special music into the overall background music program for the location. Hence, an operator can offer a more versatile program, thereby cultivating department stores, banks, hotels and showroom-type locations which demand this service. The special music, such as Hawaiian, German, Italian and other foreign musical numbers, is available from the Seeburg Specialty Library. Direct messages may also be programmed to be heard at pre-determined intervals. The regular music stops when the Programmer cuts in. Content and frequency of play are controlled via the Programmer.

A manual/automatic switch provides for all music or, for the music program with automatic insertion of announcements or special music not already on the Seeburg disks but available now on the Memory Programmer. When set for Automatic, the switch permits operation of the pre-set cut-in material. Volume level for the announcements can be pre-set so that announcements may be played louder than the volume used for music, the accepted way in which announcements are made. A 10-position selection switch offers ten frequency-intervals for the inserted material. Insertions can be made in each background music selection (set for 1) or after each two selections (set for 2) and so forth on up to 10.

Seeburg manufactures the following background music equipment: Model BMS-2 1000-selection unit; BMS-1 Background Music Compact (as above); BMCA-1 Background Music Companion Audio used with Compact; MPE-1 Electronic Memory Programmer (picture); SABMC-1 Automatic System for use with FM Multiplex Telephone Lines and on-premise locations—total 112 hrs. music; and SEP-1 Encore system 750 sel. foreground music.

## Britain Raises Loan Rate To 7%

LONDON—In an attempt to curb devaluation of the British pound, the Government here last week raised its bank rate from 5% to 7%, the British interest rate which controls the flow of credit in this country. Because of the increased bank rate, the cost of borrowing money automatically rises. Commercial banks generally charge up to 2 percentage points over and above the bank rate or the rate paid by the banks.

British businessmen, and specifically coin machine and vending interests here, will therefore pay more for the money needed to import, expand or finance future business transactions. The bank rate is the charge by the Bank of England for money lent to Treasury bill dealers. It is the unofficial key lending rate here.

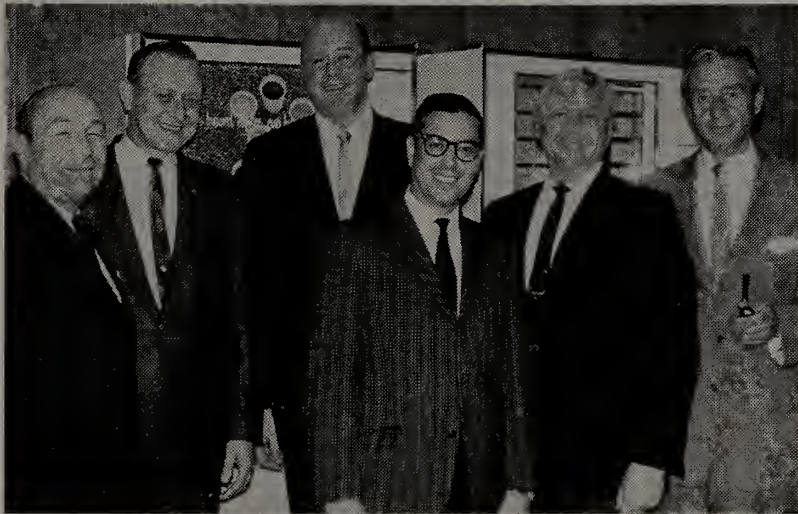
The pound sterling was strengthened immediately in the money markets going as high as \$2.79. A U.S. Federal Reserve discount rate increase was initiated immediately thereafter. The rate was raised from 3½% to 4%.

The move came close on the heels of an increase in British tariffs of 15% announced two weeks ago (CB Nov. 14). Already hire purchase finance rates are up one per cent for phonographs and automatic vending machines. Amusement equipment is up two per cent and gambling units up three per cent. These increases coupled with the fifteen per cent surcharge will mean either fewer transactions or a change of supply sources.

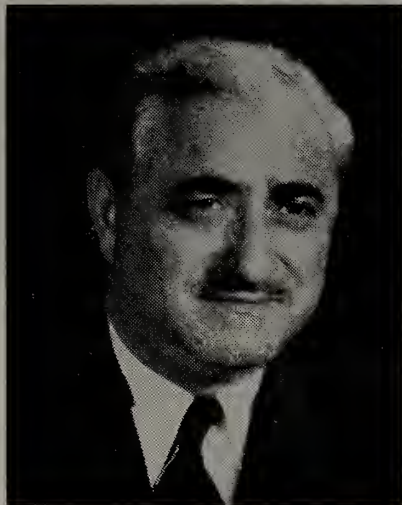
The eventual effects of the bank rate rise on import volume of coin-operated equipment was not immediately learned but it is doubtful if the increase will help a generally pessimistic situation. The British coinmen will simply pay more for working capital.

On Thursday, British sources reported that the pound traded as high as \$2.79 7-32 and closed at \$2.79 1-16.

## Rowe-Runyon Hold 'Open House' For Full Line



Rowe AC Mfg. and Runyon Sales execs pictured (l. to r.) above at Runyon's 'Open House' celebration held Nov. 20-21 at their Tenth Ave. outlet to officially announce their exclusive distribution of Rowe's full vending line in the NY metro area are: Lou Wolberg, Runyon Sales; George Klersey, Rowe AC; Carl Koren, Nate Sugerman and Irv Kempner of Runyon; and Dick Gluck of Rowe.



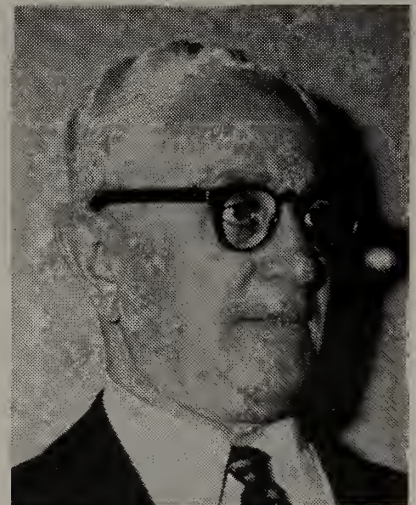
DAVE GOTTLIEB

## Gottliebs Rescue Eight From Burning Miami Charter Boat

CHICAGO — Dave Gottlieb and his brother Sol Gottlieb were credited in Miami, Florida with the spectacular rescue of eight people who were trapped on the "Gypsy Queen," a charter fishing boat, which burned and sunk at sea.

The Gottlieb brothers received the s.o.s. while they were fishing aboard "Flipper II" and rushed to the rescue.

All hands aboard the burning ship jumped into the ocean, and were immediately pulled on board the "Flipper II" by Dave and Sol.



SOL GOTTLIEB

## CLEARANCE!

5 Wurlltzer 2710 1963 PHONE  
Models Like New NOW!  
Also other 'like new' models!

Seeburg Like New SC-1 PHONE  
Consolette

### SPECIALS

ChiCoin Champion Guns  
Like New ..... 325.00

### PINS

Chi Coin Bronco 2P (Free Play or Add-a-ball) ..... \$325.00  
Chi Coin Sun Valley (Add-a-ball) 2P. 275.00  
Bally 3-In-Line 4P ..... 295.00  
Bally Sky Diver ..... 295.00  
Bally Cross Country ..... 210.00  
Bally Cue-Tease ..... 195.00  
Bally Moonshot ..... 185.00  
Gottlieb Flying Circus ..... 225.00  
Wms. Merry Widow ..... 395.00  
Wms. Mardi Gras ..... 325.00  
Wms. Soccer ..... 275.00  
Wms. Tom-Tom ..... 250.00

### KIDDIE RIDES

Bally Champlon Horse ..... 250.00  
Lee Horse ..... 95.00

### BALL BOWLERS AND SHUFFLES

Bally Bank Pool ..... 250.00  
Bally Monarch ..... 50.00  
ChiCoin Red Pin ..... 165.00  
Bally Pan American ..... 100.00  
Bally Trophy ..... 25.00  
United Falcon 16' ..... 245.00

### VENDING

Bally 661R ..... 650.00  
Bally 662 ..... 550.00

### WANTED

Will Accept Trades Or WHI Pay Cash \$\$\$  
18', 20', 22' SHUFFLEBOARDS With  
Scoring Units

ALL MACHINES GUARANTEED CLEAN  
PICK 'EM UP OR ADD \$15.00 FOR CRAT-  
ING AND \$20.00 FOR RECONDITIONING.

## REDD DIST. CO.

80 Coolidge Hill Road, Watertown, Mass.  
(Area Code 617) 926-2250

## Cleveland Coin Wins Award

CLEVELAND—Morris Gisser, Cleveland Coin International head, advised Cash Box that his firm is being considered for the US Government's "E" Award for Export Expansion and is awaiting the decision of the Award Board. "We'll fly the pennant in our office if we receive it!" exclaimed Gisser.



SEEBURG ELECTRONIC MEMORY PROGRAMMER offers automatic insertion of commercial announcements and specialized music at pre-determined intervals.



## Milwaukee Mentions...

The snow was heavy in the Milwaukee area last week, but this had no negative effect on collections. Sales, according to most coinmen in Wisconsin, were brisk despite the rugged weather. . . . A busy man-on-the-go in Wisconsin and Michigan is Bob Rondeau, of Empire Coin Machine Exchange. Bob's territory includes Northern Wisconsin, and he assures us (unnecessarily) that it gets mighty cold up there during the blustery winter months. . . . MOA Prexy Clint Pierce, of Pierce Music Co., helped break ground (with his wife, Marie,) of a new factory in Brodhead, Wisconsin. We refer to Clint as the "Squire of Brodhead," since he is just about the most dedicated citizen there where civic and community affairs are concerned.

Nate Victor, of S. L. London Music Co., reports good sales with Seeburg's LPC-480 coin-operated phono and Seeburg vending machines. . . . A couple of absent-minded chaps are Sam and Jack Hastings, of Hastings Distribs. They waited such a long time to remove their cabin cruiser from Lake Michigan that they had to chop ice around the boat to get it out of the harbor and put it in drydock for the winter.

Orville Carnitz, prexy of Badger Novelty Co., trudged off to Boulder Junction last week to hunt deer, only to be snowed in by the blizzard. He blanked out as a result. While Orv was away the action at the showrooms was covered by Ray Van Tour, Dick Wegener, Jim Polowski and Mildred Berna. . . . Harry Jacobs, Jr., of United, Inc., returned recently from sunny Florida where he wallowed in the sun while his dad, Harry Jacobs, Sr., shivered at the office minding the store for him.

# RUNYON THANKS YOU for a wonderful reception!



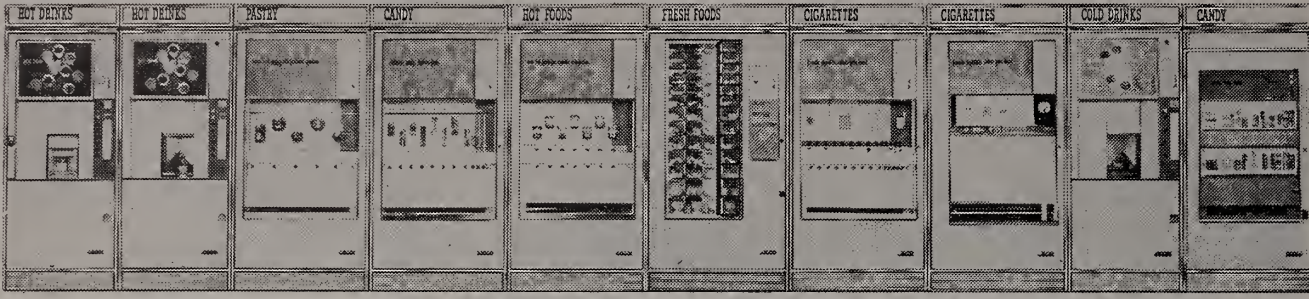
Our Rowe AC full-line of vendors was received like royalty during our 'open house' show. We thank you and invite you back. The finest is always available, at Runyon!

IRV "KEMPY" KEMPER • NATE SUGERMAN  
MORRIS ROOD • CARL KORVIN • LOU WOLBERG  
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### In Europe



BOB JONES

LONDON—Bob Jones, Sales Manager of Redd Distributing Company, Watertown, Mass.-based coin machine distributing firm and exporters of equipment, stopped by the *Cash Box* London offices here last week for a visit with European Director Neville Marten. Jones advised *Cash Box* that his trip will cover such countries as England, Holland, Belgium, France and Germany. The coinman is calling on Redd's export accounts.

### WE NEED:

AMI H 200  
AMI I 200  
AMI J 200

### WE HAVE TO SWAP:

MIDWAY DELUXE BASEBALLS  
WILLIAMS GRAND SLAMS  
WILLIAMS 62 WORLD SERIES



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## Kaye Ships 'Ring-O' Round Table



New Kaye Ring-O round pool table features 3-zone playfield for faster play.

BROOKLYN, N. Y.—Irving Kaye, President of the Irving Kaye Company, amusement machine manufacturer, has announced two-week delivery on the firm's new Ring-O Pool Table, a pool table which is perfectly round, not elliptical, measures fifty-six inches in outside diameter, and features a three-zone playfield in three corresponding colors, red, white, and blue.

Each zone offers a spot in corresponding color, as opposed to the one zone, one spot principle used on the elliptical games. "The Ring-O Pool Table is the result of several months of study by our factory engineers and location reaction of players who have taken to this new principle of pool table play," stated Kaye last week in an interview with *Cash Box*.

Kaye said that the three-zone idea overcomes the problem of ball obstruction which can happen when a single shot principle is used to determine a shot. With three zone, the player has freedom of play and the speed of play is accelerated, according to Howard Kaye, Sales Manager, who added that while the playfield is a solid color, the corresponding rail portion of each zone is red, white or blue, with corresponding color spots. Actual lines drawn on the playfield separate the zones.

The three-zone idea is an exclusive feature and is copyrighted with patent pending, according to Howard

Kaye. Production head, Arnold Kaye, advised that cabinet construction is "perfectly round," with no protrusions. Ball drawer viewer is flush with the sides, which are tapered toward the bottom. The legs of the table are designed using x-construction for rigidity.

There is one hole in the playfield, and the game uses nine balls plus a cue. The plexiglass ball viewer sets in a drawer which can be completely removed. The table has a full slate top, which incidentally, requires special equipment for cutting and precise installation. The mechanism used is identical with that used on the Kaye El Dorado models. The cabinet is finished in red and white with formica top frame using five-inch leg casters and a proven coin mechanism.

Both Irving and Howard Kaye agree that the round table will never replace the standard 6-pocket pool table but see a definite market for this game in many locations.

"It's a fast game," commented Irving Kaye, "and it has been built with the operator's viewpoint in mind. Almost any game that can be played on a 6-pocket table can be played on our Ring-O Table."

There are many variations of games which can be played including rotation, 9-ball, standard play and, at the discretion of the players, straight shots can also be used.

Kaye is taking orders on the table with a 2-week delivery date promised.

### GIANT YEAR-END CLEARANCE SALE!

ARCADE EQUIPMENT	Special Sale Price	Regular Sale Price	Special Sale Price	Regular Sale Price
1 Urban Kiddie Kolor Cartoon with film (like new) .....	\$ 85	\$125	1 United 13' Playtime Bowlers	165 235
5 Duncan Arizona Guns (like new) ..	100	295	<b>5-BALLS</b>	
3 Bally Sharpshooters .....	75	150	1 Keeney Poker Face 1P Like New ..	125 295
4 Bally Table Hockey (like new) .....	35	100	1 Gottlieb Universe 1P .....	95 175
2 Wms. Mini-Golf (like new) .....	435	595	1 Wms. Metro 2P .....	95 325
2 Bally Bucky Bronco (like new) .....	595	795	<b>CIGARETTE VENDORS</b>	
1 Hawkins Sam The Clown .....	295	395	2 V-27 Smokesops .....	160 250
1 Forward Industries Hole-In-One Golf	265	395	1 V-36 Smokesops .....	190 275
1 Forward Industries Pro Golf .....	325	495	3 National 9-Cols. ....	65 125
1 Genco Sky Rocket .....	75	125	1 Rowe 11-Col. Commanders .....	45 95
1 All-Tech Whirlybird .....	415	550	1 Rowe 14-Col. Ambassador .....	125 185
<b>BASEBALL GAMES</b>			4 Continental 30-Col. Corsair .....	100 165
1 Bally Big Inning .....	45	95	1 Seeburg El Cig Vendor .....	85 135
1 Chicoin Bull's Eye Big League .....	45	95	2 Seeburg E2 Cig Vendors .....	110 175
1 Chicoin Criss Cross .....	65	110	1 Seeburg Coffee Bar—Model FBI000	65 195
<b>SHUFFLE ALLEYS</b>			1 Hamilton Coin Changer—Model M102	115 165
1 Bally Congress Bowler .....	65	95	<b>POOL TABLES</b>	
1 United Big Bonus .....	195	250	1 Campbell Bumper Golf .....	50 295
1 United Atlas Shuffle Alley .....	95	150	1 Irving Kaye Mark I .....	395 495
3 United Cyclone Shuffle .....	115	175	1 Irving Kaye Mark III .....	475 575
4 United 6-Star Regulation Shuffle ..	55	85	1 Irving Kaye Mark IV .....	495 625
1 United Speedy Shuffle .....	50	65	2 Irving Kaye Mark V .....	785 885
1 Bally Club Bowler .....	45	75	6 Irving Kaye Klub Pool .....	195 275
1 United Dual Shuffle Alley .....	125	160	3 Irving Kaye Del. Klub Pool .....	265 325
4 United Eagle Shuffles .....	95	185	<b>PHONOGRAPHS</b>	
2 United Tiger Shuffles .....	750	895	2 Seeburg 100G Phonos .....	215 275
1 Bally Bowler .....	625	795	3 Seeburg 100W .....	195 250
1 Bally Pan American .....	125	195	1 Seeburg 100VL .....	85 125
1 Chicoin 13' Queen Bowler .....	195	275	2 Seeburg 100C .....	100 150
1 Bally Tournament Bowler .....	55	100	2 Wurlitzer Model 2000 .....	75 125
1 Chicoin 13' Royal Crown Bowler ..	650	795	1 Wurlitzer 2310 .....	295 325
1 United 16' Advance Bowler .....	195	295	3 Wurlitzer Model 2400S .....	425 500
3 United 16' Dixie Bowlers .....	245	350	1 Wurlitzer 2500 .....	495 545
10 United 16' Duplex Bowlers .....	195	250	1 Wurlitzer 2510 .....	495 545
6 United 16' Falcon Bowlers .....	275	350	3 AMI D-40 Converted .....	75 100
3 United 16' Handicap Bowlers .....	200	275	2 AMI F-120 .....	125 165
3 United 13' Savoy Bowlers .....	235	295	1 AMI H-200 .....	200 250
2 United 13' Teamate Bowlers .....	235	295	1 AMI J-120 .....	275 375
1 United 13' Teamate Bowler .....	215	285	1 AMI K-200-HB .....	475 595
4 United 16' Teamate Bowlers .....	215	285	1 Rock-Ola 1452 .....	50 95
3 United 16' Tip-Top Bowlers .....	265	350	<b>WALLBOXES—SPEAKERS</b>	
1 United 13' Tornado Bowlers .....	925	1095	12 3W-A Seeburg 200-sel .....	35 50
1 United 4' Selection for 5-star .....	35	70	16 3W1 Seeburg 100-sel. ....	15 25
2 Bally Challenger 13' .....	145	195	3 AMI CCA Steppers .....	20 35
1 Chicoin 13' Players Choice .....	95	150	4 AMI CCB Steppers .....	20 35
2 United 16' Jumbo Bowlers .....	125	195	1 AMI CCC Steppers .....	20 35
2 United 16' Leaguer Bowlers .....	185	250	2 AMI CDA Steppers .....	20 35
			3 AMI WQ-200 .....	30 50
			3 AMI W-120 .....	5 10

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# VENDING NEWS

The Vending Machine Industry's Only Newsweekly



LOEB

STAPLEY

## The West Coast Vending Show

With That Area In Mind

LOS ANGELES—A record registration of members of the vending industry, marked the fourth annual National Automatic Merchandising Association Western Conference and Exhibit held at the Los Angeles Ambassador Hotel, November 20 through 22.

General Chairman of this year's event was Eino A. Kiander, Coos Automatic Merchandising Co., Coos Bay, Oregon. Forums were arranged by Program chairman Jack Nutter of ARA Services, Los Angeles.

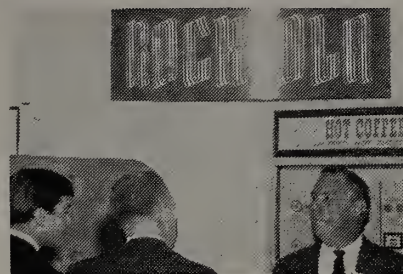
Friday's program opened with a Board Meeting of the Northwest Automatic Retailers Council of the NAMA with attending Northwest area operators invited.

The evening institute on Friday concerned "The Western School Market." Speakers: Harold L. Throop, Jr.; Administrative Analyst, Fullerton Union High School, and Junior College Districts, Fullerton, Calif.; Herbert D. Rorex, Chief, School Lunch Branch, Food Distribution Division U.S. Department of Agriculture, Wash. D.C.; Jerry R. Stapley, School Food Consultant, The Vendo Co., Los Angeles, and George Loeb of Orange County Vending Co., Anaheim, Calif., explored the problems of what the vendor needs to know to operate successfully within the peculiarities of the mammoth Western school market. Also discussed were the many innovations in this field that originated in the West.

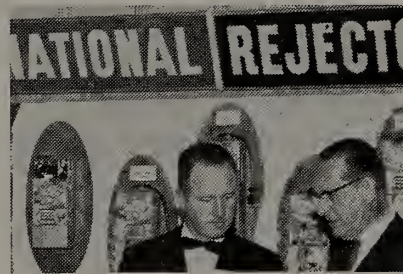
Operator-Moderator for the evening institute was Richard G. Hara-way, Director of Vending, Saga Food Service, Palo Alto, Calif. A General Conference Session was held on Saturday morning with Eino Kiander presiding and Jack Nutter acting as moderator. Speakers were Thomas B. Hungerford, Executive Director, NAMA, President Carl Millman and Sidney Kallick, Western Counsel. Fred W. Conrad, President of the Northwest Automatic Retailers Council Report, and Dwight Dickinson, President of the California Automatic Vendors Council, delivered the California Council Report.

"Merchandising For Vending" was the subject of a speech by Clarence Landis, Northwest Area Director, Canteen Division of ACCA, San Jose, Calif. who stressed the importance of cleanliness, coloring & packaging in a commissary operation. He also said the operator should be quick to take advantage of new concepts in merchandising such as dietetic drinks and packaged cigars.

"Customer Relations-Both Sides of The Coin" was a topic of discussion with the account represented by William R. Dunbar of State Farm Mutual Insurance Co. who commented on the problems involved in in-plant feeding. The operators side was given by Ted R. Nicolay, President of the Western Vendors Division Servomation of San Bernadino who cited customer relations as the top function of the vendor, with the necessity of a constant exchange of ideas between the operator and the account. The convention was climaxed Sunday night with an Exhibitor Host cocktail party and the Annual Western Banquet held in The Coconut Grove of the Ambassador Hotel.



Rock-Ola



National Rejectors



Automatic Products

## Australian Coinage System To Change

SYDNEY, AUSTRALIA—The Australian Government plans to introduce a decimal system to its currency in February 1966. The decimal currency will replace pounds, shillings and pence. Mints will instead turn out 1-cent, 2-cent, 5-cent, 10-cent, 20-cent and 50-cent pieces. A growing shortage of pennies has alarmed the Federal Treasurer who has ordered continued production of pennies far beyond the pre-arranged deadline. Collectors and hoarders are responsible for a large segment of the 800 million pennies on issue in Australia, to remain out of circulation. Some apparently have held them in order to build a complete collection of Australian pennies since the first one was issued this century. Others have been under the mistaken belief that the current penny will be worth 1.2 pennies when the new coinage is minted.

The only exchange, according to Treasury officials, will be six pennies for five cents, or multiples of this exchange rate. Coin machine industry figures here have expressed the hope that the changeover will enable them to facilitate an increased rate of play on machines now on location. Machines now equipped for 2-penny play could, at that time, be converted over to 5-cent play, and so forth.

The Australian coin machine industry has not increased its price-per-play. This factor, combined with other economic and civic problems, as outlined in an article which appeared in Cash Box, Nov. 7, 1964.

## Canteen Doubles Dividend Rate

CHICAGO—The Board of Directors of Automatic Canteen Company of America, at their meeting last week increased the regular quarterly cash dividend payable January 2, 1965, to stockholders of record December 15, 1964, to 10¢ per share, double the previous 5¢ per share rate.

In making the announcement, Patrick L. O'Malley, President of Automatic Canteen, stated that the board established the 10¢ per share rate as a regular payout for future quarters.

O'Malley said it was felt that the doubling of the regular dividend was justified in view of the company's estimated earnings for the fiscal year just ended and projections of earnings for future years.

## Bibliography Of Vending Published By AMA-NAMA

PHILADELPHIA — Automatic Retailers of America, Inc. (ARA), has announced new record highs in sales and earnings for its fiscal year, 53 weeks ended Oct. 2, 1964.

Davre J. Davidson, chairman, reported preliminary unaudited sales and revenues in fiscal 1964 rose to \$230,306,000—an increase of fifteen per cent over the previous year. Net income after taxes was \$5,510,000—an increase of 21 per cent. Earnings per share were \$1.73—an increase of fifteen per cent on a larger number of shares outstanding.

There were 3,185,698 shares outstanding at the end of fiscal 1964 and 3,027,832 shares the year before.

Mr. Davidson also pointed out that in the 1965 fiscal year now underway, ARA sales and revenues indicate a continuing upward trend. He said that the company's sales departments are adding new clients at the highest rate in the firm's history.

## ABC Names Strassman

PHILADELPHIA — Morris Strassman, widely known pioneer in the food and concessions business, has been appointed Vice President of ABC Consolidated Corporation (formerly ABC Vending). He was previously Executive Vice President and Member of the Board of Union News, a company he served for forty years, rising from newsstand operator in a railroad station.

Strassman is a recognized authority on food service for the travelling public and an expert in concessions operations. In his new position, his responsibilities will be in the fields of Industrial Feeding, Stadiums, Toll Roads, Airports, and similar concessions. ABC Consolidated has such feeding operations in 44 States plus Canada.

## ARA Announces Record Earnings

CHICAGO—A 47-page annotated bibliography of "Automatic Merchandising," listing more than 300 separate books, articles, pamphlets, theses, dissertations and other materials has just been published by the American Marketing Association (AMA) in cooperation with the National Automatic Merchandising Association (NAMA).

Compiled by Dr. Charles R. Goeldner, associate professor of marketing at San Fernando Valley State College, Northridge, Calif., the book is based in part on the collection of the Library of Automatic Merchandising at St. Louis University, St. Louis, Mo., and on files of the National Automatic Merchandising Association.

Included are 13 books, 63 pamphlets, bulletins and reports, 144 separate articles, 22 theses and dissertations as well as listings of periodicals and directories.

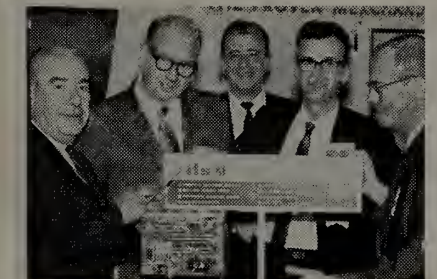


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### N.Y. SLA Rules No \$100 OP Alteration Charge

NEW YORK—The New York State Liquor Authority has ruled the installation of coin-operated equipment in taverns as "an exception" to the regulations calling for a \$100 alteration filing fee provided the equipment doesn't necessitate a change in seating capacity. Prior to this ruling, all applications had to be accompanied with a non-returnable \$100 check. Applications still must be filed, however, with the SLA. Where seating capacity is affected application must be accompanied with floor plans before the change and after the change, and the \$100 fee. No application is needed to remove an amusement device or to replace a machine previously approved.

Applications must be filed in triplicate with the local ABC Board of the County in which the location is situated except in the City of New York where forms are filed with the NYC ABC Board. The ruling represents a victory for the NYSCMA and NYS Guild, two upstate groups led by Mrs. Millie McCarthy, Milke Mulqueen and Jack Wilson.



## California Clippings

Sales of both new and used equipment sparking brisk sales with wholesalers and distributors along Pico Boulevard this week. . . . A semi-truckload of Valley Pool Tables being unloaded at Paul A. Laymon, Inc. Bally's "All The Way" on display in the showroom, and local operators are extremely pleased with location reaction to the really new shuffle alley action. All models of Rock-Ola phonographs on display on the showroom floor. The new baking ovens for refurbishing phonographs are now completely installed in the phonograph repair department, and Jimmie Wilkens said all operators are invited to bring in their phonographs for repair and take advantage of the new facilities. Secretary, Britt Edelman, home ill with a cold for a few days last week. . . . Simon Distributing Co. supplying all types of arcade equipment to be used as background in a segment of the "Ozzie and Harriet" TV show. Jerry Brenner of Chicago in visiting with Frank Mencuri. George Muraoka reporting the all-formica 'Round-O-Pool' completely sold out, and that they are now awaiting a new shipment. . . . A large export shipment leaves Simon's this week for the Far East. . . . Sid Goldberg, vice-president of Decca Records in town from New York and paying a visit to Sammy Ricklin at California Music Co. Buddy Robinson busy keeping up with the holiday rush on record sales.

The R. F. Jones Co. held a series of very successful meetings with the various managers of the 13 Western states during the recent NAMA convention. Attending the meetings were: Bud Carlson, Denver; Tommy Thompson, and Garth Brown, Salt Lake; George Trambitas, Seattle; Ralph Perin, Portland; Johnny Detwiler, Honolulu and a large contingent from the San Francisco home offices including Ray Jones, Dean McMurdie, Norm West, Jack Rolling, Williard Wayne, Ozzie Osborne, and Ed Henlie. Elky Rae, district manager for D. Gottlieb & Co. stopped by the local Jones offices and happy to hear of the very enthusiastic reception given to Gottlieb's new four-player "Happy Clown."

At C. A. Robinson & Co., another shipment of United 'Polaris' Bowlers arrived this week, and more 'Orbit' Shuffle Alleys momentarily expected—proof of the popularity of these games. Despite limited use of pinballs in Southern California, Midway's 'Rodeo' center shooter 2-player is enjoying a fine reception. Midway's 'Trophy Gun' developing into a standard, and still selling after several months on the market. Ed Ratajack, Irving Kaye sales manager, enjoying a visit with Charlie Robinson. . . . Tony Loew of Kapp Records stopped in at Lueunhagen's Record Bar, plugging the new Freddie Hart and Joe Harnell singles, both records doing very well with the operators. . . . Arthur Brier, sales manager; William Gross, treasurer, and William Herbord, service manager of Automatic Products Co., St. Paul, Minnesota staying in town a couple days after the NAMA convention to enjoy a short fishing trip with Al Weymouth and Ed Wilkes of Weymouth Distributing Co. . . . Clayton Ballard, manager of the Wurlitzer Factory Branch spending some time in New Orleans enroute home from the Wurlitzer national distributor meeting in Florida. Cliff Nugent and Bart Bartholomew both on the road calling on the operators. . . . At Advance Automatic Sales Co., Sonny Lomberg said that Chicago Coin's "Majestic Bowler" and all types of new and used equipment moving at a steady pace. C. N. McMurdie, general manager of Advance Automatic Sales in San Francisco paying a visit to the local offices. . . . Coin Machine vet Dan Donohue and Mrs. Donohue returned to town after a highly enjoyable trip to Europe.



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## Philadelphia Fare

Banner Specialty's Jimmy Ginsburg, who's been Philly's outlet for the Automatic Products 'Starlite' cig vendor for two years now, has been quite successful in building both the line's prestige and location strength in this area, he commented last week, and is anxiously awaiting the arrival of that company's new 'Candyshop' candy machine. Advanced publicity on the new machine, plus the reputation of the cig vendor, has brought a sizable number of queries from cig ops wanting to know when the vendor will be available, Jimmy stated. Chiefly responsible for that well-ordered, well-stocked Banner parts department is former Banner mechanic and now parts manager Huey Woodard—an integral member of the Banner team. . . . Among the more illustrious visitors into David Rosen Inc. last week were Morris Shuckman (1964 Allied Jewish Appeal Man of the Year) and Joe Silverman, Pennsy association president. Say hello to Jimmie Earl the next time you're down at Rosen's. Don't let the name fool you—Jimmie's Dave's very efficient girl-Friday—pretty too! . . . Out-of-town coinmen on the N. Broad St. scene last week included: Leo Willen of Capitol Vending, N.Y.; Alex Elowitz and Louie Lobell of Playland Enterprises (Coney Island arcade owners); and Murray Piaz (New London, Conn. arcade owner). . . . Frank Ash of Active Amusement reports that the excellent cash receipts garnered by ops from Gottlieb's 'Happy Clowns' while on test location have continued right along now that the game is officially available from the distrib. Seems like the test-location theory is as valid as ever. . . . Marty Berger, Universal Vendors, due back in town late last week after exhibiting his company's 'Candimat' candy machine at the NAMA Western Show. . . . Jim Clement, Philly based parts and supplies house, drove up to Jersey City last week for a meet with Bucky Van Wyck. The two coinmen discussed cue sticks and the pool table business in general. Jim supplies a large number of wholesalers with supplies and has been reaping the harvest of the pool table boom during recent years. Bucky's Nyack Slate Company plant, incidentally, burned down last month, but the guy is up and at 'em again, without missing a stroke. . . . Marvin Stein, Eastern Music Sales prexy, advised last week that the company operating those Pick-A-Pac's in Philly schools and libraries is the Jero Sales Co., suppliers of school products in this area and in quite a number of other states. Stein said the company continues to do well receipt-wise from their operation of the general merchandisers.

### Happy Birthday This Week To:

E. H. Cashin, Nashville, Tenn. . . . Harry S. Lavine, Oil City, La. . . . Arthur Velaquez, Chgo., Ill. . . . Bill Morrison, Middlesboro, Ky. . . . Samuel J. Hastings, Milwaukee, Wis. . . . T. R. Styers, Winston Salem, N.C. . . . Clyde E. Tolle, Canton, Ohio. . . . Joe Orleck, N.Y. . . . Victor Peterfesa, N.Y. . . . John Marklin, Det., Mich. . . . Victor Christopher, Baltimore, Md. . . . Jack Butler, Toledo, Ohio . . . John E. Williams, Houston, Texas . . . Mike Munves, N.Y. . . . Raymond C. Dunham, Kingsville, Texas. . . . Wm. Adams, New Kensington, Pa. . . . A. S. Nicholson, Norfolk, Va. . . . Mrs. Ben Hofer, New Braunsfels, Texas. . . . John H. Midge, Columbus, Ga. . . . Eugene S. Phelps, Midvale, Utah . . . Al Loudon, Portsmouth, Va. . . . Mike Johnson, Fresno, Calif. . . . Ben Swartz, Brookline, Mass. . . . Mrs. T. R. Styers, Winston-Salem, N.C.



# Announce Your 1965 Sales Program In the December 26th Issue Of Cash Box

.....start the year with  
new business!



The Year End Review Issue of Cash Box has served as a very useful advertising tool for the coin machine and vending industry. Manufacturers, distributors, suppliers and service organizations have found that this issue, coming at the close of the business year, and on the eve of the New Year, enables each company to "report to the trade".

Manufacturers take advantage of this special issue by showing new lines, talking about the success their lines have enjoyed, and speaking in general to customers. Distributors with factory lines use it to promote current equipment and to clear the decks of used equipment, inventory which need not be carried into 1965.

In addition to the obvious advantages, the Year End Review features the Cash Box Third Quarterly Export Volume Report, chock full of statistics and an analysis of these statistics, a Holiday Greeting group of ads from firms taking time out to wish their customers and friends good cheer, and the atmosphere in which to promote your company name and its products.

## FEATURES:

- **1964 REVIEW OF INDUSTRY EVENTS:**

A review of industry news, opinions and problems during the past 12 months.

- **THIRD QUARTERLY EXPORT VOLUME REPORT:**

Find out where the export sales were made (and why) in a penetrating report on a \$40 million industry business.

- **VENDING**

The part the coin machine operator plays in this automatic merchandising business and what to expect from him in 1965.

- **HOLIDAY GREETINGS:**

For the company who wants to express good cheer to all of those people who helped make 1964 a successful year—the simple expression of Holiday Greetings can be the answer to reaching the trade around the world with an expression of thanks.

- **SALE ADS**

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TIME TRIALS  
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coin machine exchange inc.

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## ARCADE

Arizona Gun ... \$295	Keeny League Leader ... \$110
Auto-Photo No. 9 695	Little Pro Golf .. 275
Bally Fun Phone 95	Love Leader (floor model) .. 110
Bally All-Star .. 125	MacLevy Foot Vi-brator .. 135
Capital Midget	Std. Metal Typer 225
Movie .. 110	Harvard Metal Typer .. 195
Capital Auto-Test 475	Midway Raceway .. 375
CC Basketball	Midway Skee Fun 125
Champ .. 125	Mutoscope Drive-mobile .. 150
CC Pro Basket-ball .. 275	Lord's Prayer .. 150
CC Goalie .. 110	3-D Art Parade .. 125
CC Twin Hockey .. 275	Plastic Vendors .. 95
CC Pro Hockey .. 275	Silver Gloves .. 125
Chester Pollard	Cross Country .. 195
Golf .. 125	Flip Type Movies (floor machine) .. 175
Chester Pollard	Capital Panarams 275
Football .. 125	Mills Panarams .. 375
Exhibit High Ball 175	Floor Model Radiogram .... 95
Exhibit Space Age 125	ShoeShiner .. 150
Evans Bat-A-Score 125	Southland Speed-way .. 375
Fist Striker .. 125	Sidewalk Engineer 110
Genco Grandma .. 195	Peppy .. 195
Genco 2P Basket-ball .. 125	Ten Pins .. 125
Genco Motorama 175	Ten Strike .. 125
Genco Quarterback 125	Wms. Crane .. 125
Horoscope Vendor 125	Wms. Road Racer .. 195
High Fly Baseball 125	
Ingo Floor Grip .. 50	
Jet Pilot .. 175	
Kayo Champ .... 150	

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*International*  
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All Phones. Tower 1-6715



## Eastern Flashes

Irving Kaye Co. sales manager Howard Kaye and his wife Ellen are the proud parents of a brand new baby girl, Susan Lynn, who arrived last Friday, Nov. 20th, just in time to see that the Kays' three-year old daughter Gail celebrated Thanksgiving Day with a brand new baby sister. Grandpa Irving's delighted (natch) and the whole Kaye family overjoyed with the news. On the machine production side of the family's interests, the Kaye Co. announced that its new round pool table, the 'Ring-O', is scheduled for 2-week delivery. The 56-inch "perfectly round" table has carried the elliptical table idea (introduced at the MOA show by other firms) several steps further. First off the table is circular in shape, not elliptical, takes the single-spot idea and presents it via a three-zone playfield with three spots and speeds up play. (See the details in a story elsewhere in this issue.) Ed Ratajack, Kaye sales rep, has traveled to almost every state calling on Irving Kaye distribs and with much success, according to Howard. Ratajack was appointed by Kaye during the MOA Convention and has been on the road almost every week since then. Incidentally, Kaye production chief Arnold Kaye is shooting for the two-week delivery date for the 'Ring-O' and says "production is really rolling along!" and we couldn't argue with the guy.

Al "Senator" Bodkin asked ops at the MONY meet last week to contribute to the Cardinal Spellman Servicemen's Club drive. The industry here has launched its annual program with a mailing from MONY and a complementary mailing from Atlantic New York Corp. for funds for servicemen. Bodkin was accompanied by his lovely wife Fran, whom we don't see as often as we'd like to these days. "Thank heavens for the pool table," exclaimed Bodkin, in discussing the operator's plight of today. . . . Condolences to Jack Erlich on the death of his father, and to Harry Block on the passing of his dad. . . . Milylie McCarthy flashed the new SLA ruling which enables ops to install an amusement machine, providing seats are not removed, without paying the \$100 filing fee with application. . . . Ben Chicofsky's wife Molly advised that Ben is "recooping" just fine after surgery. . . . We missed Elaine and Max Weiss at the meet. They usually drop into town. . . . Congrats to Al Denver on being re-elected to the Presidency of MONY and to the entire slate who were also reelected. . . . Denver asked ops to use identifying labels on machines, at their own discretion of course, in order to ease the burden of credit which plagues the uninformed op. . . . Nate Sugerman, Lou Wolberg, Carl Korvin and Irving Kempner, were all in from Runyon to sit in with ops during the meet. . . . Harold Kaufman and Max Guldin, of Musical Distributors, listened attentively to the words of wisdom as delivered by attorneys and accountants last Tues. eve. . . . The Holiday Inn, where the conclave took place, sets of a dinner professionally and adds a meeting room for the session, and not a stroke is lost in the program.

MONY's VP George Holtzman advised that we'll all be back at the Nevele next Sept. when all associations in the State get together. . . . Welcome to MONY: Old Reliable Music, A. Weisberg Service Co., Matthews Service Co. and Reyben Music Co.; all new members. . . . The State Liquor Authority requires that all licensees report loans up to \$1000. See that your locations follow suit. . . . MONY continues to appeal the Consent Decree after losing in lower courts. . . . The Association's Gal-Friday Sophie Selinger has the nicest personality of anyone we've ever met. That smile on her lovely face never leaves. . . . Jim Newlander, Fred Pollak and the Rowe AC gang are all back from the west coast NAMA show. . . . A. D. Palmer reportedly is working just about a full-time day now that he's almost totally recovered from his recent illness.

Mike Munves ace mechanic Willie Gaines, who's been out several weeks recuperating from an operation, will be back on the job sometime this week, according to his good friend Al Elowitz. Al, who owns several arcades in Coney Island along with partner Louie Lobell, says he drove Willie to the hospital, drove him back home after the operation and just might drive him into work the first day. Al says that he and Lou have kept the arcades open on weekends due to the good weather and nice crowds still out at Coney. Two games which the partners agreed on as being excellent coin box wise are Southland's 'Time Trials' and Royal's 'Water Polo'. They state that 'Water Polo has been chalking up nothing less than "excellent receipts" and they believe the game will "last forever."

Sol Lipkin, national sales rep for American Shuffleboard reports that the company's general manager Nick Melone, down recently with a minor illness, is back again adding still another section onto the family's Woodbridge N.J. house now that son, six-month old John Lewis (Cha Cha) Melone, youngest of his five children, is growing bigger and more active as the days go by. Sol also advises the nation's ops to look for something new to come from American soon. . . . Charlie Litchman and his associate Al Sweetwood, of the New York Distributing Co., have begun to take orders on their new "low-priced" pool table line, they stated last week, and added that the line looks like a winner. . . . Musical Distrib's Max Guldin reports that son Bob, a sophomore at Cornell University, just may decide to turn his talents toward journalism when it comes time to select a major field of study. Bob, who is quite the student according to his dad, turned down a New York State Scholarship in order to attend the private ivy league institution.

Carl Pavesi, president of the Westchester Operators Assn., announced last week that they will be combining their regular meeting with a Christmas party for members and their wives on the 15th of Dec. at the Roger Smith Hotel in White Plains. . . . Sam Morrison, N.Y. music op and ardent coin collector (who isn't?), advises ops who generally play 'Santa Claus' at their various locations during the upcoming holiday season (and who doesn't), that an excellent and economic item for dispensing to customers and friends is the Kennedy half-dollar piece. Speaking of coins, Sam further advises all who may be interested that a coin show at the Henry Hudson Hotel on 57th St. in Manhattan that was in session last week, was a real treat to fanciers of this sport and also opened new insights into some interesting coin speculation.

Murray Piaz, owner of the Playland Arcade, Ocean Beach Park, in New London, Conn., said last week that he has kept his doors open to the public during the weekends since the summer ended due to a combination of good crowds and nice weather. Murray, however, won't be too angry when the real cold sets in—the operator is also an ardent skier. . . . Mortie, the parts manager and route collector at West Side Coin, says that sales of cigarettes through vending machines fell after the Surgeon General's report last Jan., but only for two or three weeks before they climbed right back to where they were previously.

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Most modern,  
most rugged,  
all-slate, all-  
mica pool  
tables built!

All latest features!

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## U.S. Bumper Pool

(With exclusive split-ball return!)



PRO 1—78x46  
PRO 2—88x51  
PRO 3—93x53  
PRO 4—103x58

PRO 5—114x64  
(Regulation 4 1/2 x 9)  
Coin-operated and non-  
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the choice for  
**THE LOWEST**  
**PRICES** and  
**BEST EQUIPMENT**



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Exclusive Gottlieb and Rock-Ola Distributor for Eastern Penna., So. Jersey and Delaware.  
Reconditioned Equipment For Export  
**ACTIVE Amusement Machines Co.**  
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7 Cross Country @ 190.00	6 Sky Diver @ 275.00	5 Sweethearts @ 265.00
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9 Three-In-Line @ 270.00	4 Grand Tour @ 310.00	4 Gaucho @ 350.00
4 Hootenanny @ 210.00	5 Harvest (New) WRITE	4 Super Shuffle @ \$300.00
8 Star Jets @ 300.00	5 Gigi @ 225.00	6 Big 7 @ 375.00
5 Monte Carlo @ 240.00	5 Flying Charlots @ 300.00	(ADD \$10.00 FOR CRATING)

**MANY, MANY MORE! WRITE TODAY FOR LIST!**

Terms 1/3 Down, Bal. C.O.D. or Sight Draft

## SCOTT CROSSE COMPANY

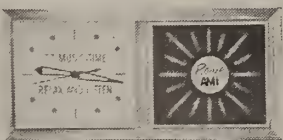
1732 Fairmont Ave., Philadelphia, Penna., Tel. Center 6-4444 (area code 215)

## N.Y. Op Lauds Little LP's

NEW YORK—Sam Morrison, Musical Moments, metro operator here, has developed the Little LP in certain of his locations here, to the point where choice locations are now programmed with thirty of the 33 rpm stereo disks. "For the right location, they're the answer to increased collections," commented Morrison.

Morrison also sells special music (foreign, folk and comedy) on 45 rpm or 33's for 25¢ per play where the location demand warrants the increased price.

Snack time?



time for  
**ROWE AMI**  
music



## Chicago Chatter

The recent blizzard weather played havoc with the coin machine business in this area. However, everyone seems to have "shoveled" out fairly well, and it's business as usual. Collections for a short while suffered because of the heavy snows, and are back on the rise again. . . . Ross Scheer, head of Western Trails Amusement Co., returned from his eastern swing t'other day and reports that the hunting up in Maine was poor, but his business arrangements with Unique Industries excellent. The factory is in full production, trying to shove out as many kiddie ride back orders as possible. Overseeing production are Carl Herzog, president of Unique Industries; and his right-hand-man, John Valentine.

Paul Huebsch, Rowe AC's regional manager, hit the road just before the Thanksgiving holiday, expecting to return home to feast on the traditional turkey. . . . Bill O'Donnell, prexy of Bally Mfg. Co., and Herb Jones are thrilled over the healthy sales reaction with Bally's "Big Day" four-player amusement game. Herb says they've never had such success with a four-player before.

Edward G. Doris, executive vice prexy of Rock-Ola Mfg. Corp., reports steady, heavy sales with Rock-Ola's "Grand Prix" and "Princess Royal" phonos. Ed is enjoying the fantastic success also that Ara Parseghian's Notre Dame Football Team is enjoying. He feels certain the Fightin' Irish will have a perfect (ten straight victories) season. Ed's son, Peter Doris, is a pre-medical student at Notre Dame. . . . We extend sincerest condolences to Empire Coin's Leonard Zeidman, whose father, Joseph Zeidman, died last Monday, November 23. He was 80. Funeral was last Tuesday afternoon at Original Weinstein Funeral Home. The entire Empire Coin gang—Gil Kitt, Joe Robbins, Jack Burns, Bill Milner, et al—attended the funeral. All her friends are congratulating Empire's Caroline Weintraub and her husband Bill, who became grandparents for the 16th time! That's right! They now have 16 grandchildren (and she still looks like a slick chick!).

While in South Bend, Indiana for the Music Operators Society of St. Joseph Valley shindig Nate Feinstein, of World Wide Distribs introduced the Chi distrib's newest addition in the sales department. Harold Shafer, Howie Freer info that the service schools at World Wide will be renewed at a later date. Meanwhile everyone there is looking forward to the Thanksgiving Day holiday. . . . Just to mention a few of the operators we met in South Bend last week: Mr. & Mrs. (Gordon and Ruth) Ford, of Ford Music Co.; Mr. & Mrs. Carl Zimmer, Zimmer's "Gal Friday," Lucy; Mr. & Mrs. Paul Paden, Amy and Fred Keidesch, Frank Fabiano, Al Evans, Joe MacQuivey, Vern Daly, and many, many more. By the way, Caroline Weintraub tells us her new granddaughter's name is Julie Ann Weintraub. She's the pert, little daughter of Louis and Carol Weintraub.

It was Dave and Sol Gottlieb to the rescue, literally, last week. They were credited with saving eight lives when a charter fishing boat the "Gypsy Queen" burned and sank off the Florida Coast. Dave steered his fabulous "Flipper II" at full speed toward the sinking vessel and he and Sol pulled all of the passengers and crew members on board. . . . The remodeling job in the executive and sales offices at United Mfg. Co. is proceeding on schedule, according to Bud Lurie. Meanwhile, Sam Stern, Herb Oettinger, Bill DeSelm and Jack Mittel are busy writing up sales orders on "Whoopie" flipper "Polaris" big ball bowler, and "Orbit" puck shuffle alleys. Sam Stern just returned from a sales trip to the Scandinavian Countries.

Atlas Music's Stan Levin tells us the local distrib will hold a phono service school class, Dec. 9, featuring Rowe-AMI's M-200 "Tropicana" coin-operated phono. Bill Phillips and two of his hunting guests, Carroll Usry, of C & R Amusements; and Harvey "Curley" Slyter, of Rockford, Illinois, enjoyed a rare experience last week while hunting deer during the blizzard. With just one shotgun slug between them Slyter managed to bag two deer with the one shot. . . . This puzzler from Joe Schwartz and Mort Levinson, of National Coin Machine Exchange: "Big surprise doings stirring at National Coin—more later."

Hank Ross and "Iggy" Wolverton are still sweatin' out their decision on the prospective new plant facilities (70,000 square feet of space) in Franklin Park. They have several weeks yet to decide. Meanwhile, Hank says he and "Iggy" are as much concerned with easing the transportation problems for their employees as they are with their need to expand considerably.

Johnny Frantz and Don Congdon, J. F. Frantz Mfg. Co., will be in the same exhibit booth at the Parks Show, near the entrance, they were in last year. Amusement games in the Frantz exhibit include: "Kicker & Catcher," "U.S. Marshal," and—of course—Frantz's "Shooting Gallery" . . . While in South Bend we visited with Bud Moore and Paul Hertel.

Mort Secore, sales director of Chicago Dynamic Industries, informs that he and Ralph Wyckoff are getting terrific reaction from all over the country with ChiCoin's new "Pop-Up" (popping-ball) amusement game. The plant is humming along at peak production. . . . While Marvel Mfg. prexy Ted Rubey and Estelle Bye were planning to enjoy a delightful Thanksgiving Day with their families, they expressed much delight in the way Marvel's electrical scoreboards for shuffleboards are moving out in shipments to the trade.

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# BACK GLASSES



—for SHUFFLE ALLEYS:

BROADWAY  
CHIEF  
CLIPPER DELUXE  
CLIPPER REGULAR  
COMET DEL. TARGETTE  
DELUXE  
5-PLAYER  
LIBERTY  
MARS  
MERCURY

OFFICIAL  
TARGETTE DELUXE  
6-PLAYER STAR  
6-PLAYER  
SPEEDY  
10th FRAME  
TOP NOTCH REGULAR  
TOP NOTCH SPECIAL  
6-STAR REGULATION  
VOGUE TARGETTE  
YANKEE

—for GUNS & ARCADE

BONUS GUN DELUXE      BONUS GUN REGULAR  
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## 6 PLAYER AUTOMATIC BOWLING LANE

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

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. . . FLASH-O-MATIC  
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CHICAGO 14, ILLINOIS

# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

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

## MUSIC MACHINES AMI

D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 40 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-40, '54, 40 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 120 Sel.  
G-120, '55, 120 Sel.  
G-200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
I-200E, '58, 200 Sel.  
J-200K, '59, 200 Sel.  
J-200M, '59, 200 Sel.  
K-120, '59, 120 Sel.  
K-200, '60, 200 Sel.  
K-120, '60, 120 Sel.  
Continental '60, 200 Sel.  
Lyric, '60, 100 Sel.  
Continental 2, '61, 200 Sel.  
Continental 2, '61, 100 Sel.  
L-200, 160, 100 Sel. '62-63

## ROCK-OLA

1436, '52, Fireball, 120 Sel.  
1436A, '53, Fireball, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1488, '55, HiFi, 120 Sel.  
1452, '55, 50 Sel.  
1454, '56, 120 Sel.  
1455, '57, 200 Sel.  
1458, '58, 120 Sel.  
1465, '58, 200 Sel.  
1475, '59, 200 Sel. Tempo I  
1468, '59, 120 Sel. Tempo I  
1485, '60, 200 Sel. Tempo II  
1478, '60, 120 Sel. Tempo II  
1495, '61, 200 Sel. Regis  
1488, '61, 120 Sel. Regis  
1496, '62, 120 Sel. Empress  
1497, '62, 200 Sel. Empress  
1493, '62, 100 Sel. Princess  
408, '63, 160 Sel. Rhapsody I  
404, '63, 100 Sel. Capri I

## SEEBURG

M100A, '51, 100 Sel.  
M100B, '51, 100 Sel.  
M100BL, '51, 100 Sel.  
Light Cab  
M100C, '52, 100 Sel.  
HF100G, '53, 100 Sel.  
HF100R, '54, 100 Sel.  
V200, '55, 200 Sel.  
VL200, '56, 200 Sel.  
KD200H, '57, 200 Sel.  
L100, '57, 100 Sel.  
201, '58, 200 Sel.  
161, '58, 160 Sel.  
222, '59, 160 Sel.  
220, '59, 100 Sel.  
O-160, '60, 160 Sel.  
O-100, '60, 100 Sel.  
AY100S, '61, 160 Sel.  
AY100S, '61, 100 Sel.  
DS 160, '62, 160 Sel.  
DS 100, '62, 100 Sel.  
LPC-1, '63, 160 Sel.

## WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM  
1400, '51, 48 Sel., 45 or 78 RPM  
1450, '51, 48 Sel., 45 or 78 RPM  
1500, '52, 104 Sel., 45 or 78 RPM  
1500 A, '53, 104 Sel., 45 & 78 RPM  
1600, '53, 48 Sel., 45 & 78 RPM  
1650, '53, 48 Sel.  
1650A, '54, 48 Sel.  
1700, '54, 104 Sel.  
1800, '55, 104 Sel.  
1900, '56, 200 Sel.  
2000, '56, 200 Sel.  
2100, '57, 200 Sel.  
2104, '57, 104 Sel.  
2150, '57, 200 Sel.  
2200, '58, 200 Sel.  
2204, '58, 104 Sel.  
2250, '58, 200 Sel.  
2300, '59, 200 Sel.  
2304, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2500, '61, 200 Sel.  
2504, '61, 104 Sel.  
2510, '61, 100 Sel.  
2600, '62, 200 Sel.  
2610, '62, 100 Sel.  
2700, '63, 200 Sel.  
2710, '63, 100 Sel.

## PINGAMES BALLY

Acapulco (5/61)  
Barrel-O-Fun (9/60)

Barrel-O-Fun '61 (4/61)  
Barrel-O-Fun '62 (11/61)  
Ballerina (6/59)  
Beach Beauty (11/56)  
Beach Time (9/58)  
Beauty Contest (1/60)  
Big Show (9/56)  
Bongo 2P (3/64)  
Bounty (Bingo) (10/63)  
Can-Can (10/61)  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cue-Tease 2P (7/63)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Funspot '62 (11/62)  
Flying Circus 2P (6/61)  
Grand Tour 1P (7/64)  
Happy Tour 1P (7/64)  
(Add-A-Ball Model)  
Golden Gate (6/62)  
Hootenanny (Pin) 1P (11/63)  
Key West (12/56)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Lotta-Fun (9/59)  
Mad World 2P (5/64)  
Miami Beach (9/54)  
Miss America (2/58)  
Monte Carlo 1P (Pin) (2/64)  
Moonshot (3/63)  
Night Club (4/56)  
Parade (6/56)  
Queens (Bch., Is.) (3/60)  
Roller Derby (6/60)  
Sea Island (2/59)  
Ship-Mates 4P (2/64)  
Shoot-A-Line (6/62)  
Show Time (3/57)  
Silver Sails (11/62)  
Sky Diver 1P (4/64)  
Star Jet (Pin) 2P (12/63)  
Sun Valley (7/57)  
Target Roll (1/58)  
3-In-Line 4P (8/63)  
Touchdown (11/60)  
Twist (11/62)  
U.S.A. (8/58)

## CHICAGO COIN

Sun Valley (8/63)  
Firecracker 2P (12/63)  
Bronco 2P (5/64)

## GOTTLIEB

Around Wid. 2P (7/59)  
Atlas 2P (5/59)  
Big 1P (1/64)  
Bonanza 2P (6/64)  
Bowling Queen 1P (8/64)  
Brite Star 2P (4/58)  
Captain Kidd 2P (7/60)  
Contest 4P (10/58)  
Contl. Cofe 2P (7/57)  
Cover Girl 1-Plyr. (7/62)  
Criss Cross 1P (3/58)  
Dneg. Dolls 1P (6/60)  
Dbl. Action 2P (1/59)  
Egg Head 1P (12/61)  
Fair Lady (12/56)  
Folstaff 4P (11/57)  
Fashion Show 2P (6/62)  
Flagship (1/57)  
Flipper 1P (11/60)  
Flipper Clown (4/62)  
Flipper Cowboy 1-P (10/62)  
Flipper Fair 1P (11/61)  
Flpr. Parade (5/61)  
Foto Finish 1P (1/61)  
Flying Chariots 2P (10/63)  
Goucho 4P (1/63)  
Gigi 1P (12/63)  
Gondolier 2P (8/58)  
Hi-Diver 1P (4/59)  
Kewpie Doll 1P (10/60)  
Lancer 2P (8/61)  
Liberty Belle 4P (3/62)  
Ltng. Ball 1P (12/59)  
Lite-A-Card 2P (3/60)  
Modemoiselle 2P (11/59)  
Mojestic (4/57)  
Majorettes 1P (8/64)  
Melody Lane 2P (9/60)  
Mry-Go-Round 2P (12/60)  
Miss Annabelle 1P (8/59)  
North Star 1P (10/64)  
Oklahoma 4P (2/61)  
Olympics 1-P (9/62)  
Picnic 2P (10/58)  
Preview 2-P (8/62)  
Qun. of Diam. (6/59)  
Race Time 2P (3/59)  
Rack-A-Ball 1P (12/62)  
Rocket Ship 1P (5/58)  
Roto Pool 1P (7/58)  
Royal Flush (5/57)  
Sea Shore 2P (9/64)  
Seven Seas 2P (1/60)  
Showboat 1P (4/61)  
Silver 1P (10/57)  
Sittin' Pretty 1P (11/58)  
Slick Chick 1P (4/63)  
Spot-A-Card 1P (3/60)  
Str. Flush 1P (12/57)  
Straight Shooter (2/59)  
Sunset 2-player (11/62)  
Sunshine 1P (10/58)  
Spr. Circus 2P (10/57)  
Sweet Hearts 1P (9/63)  
Sweet Sioux 4P (9/59)  
Swing Along 2P (7/63)  
Texan 4P (4/60)  
Tropic Isle 1P (5/62)

Universe 1P (10/59)  
Wagon Train 1P (4/60)  
Whirlwind 2P (2/58)  
Wild. Beauties 1P (2/60)  
World Champ 1P (8/57)  
World Fair 1P (5/64)

## KEENEY

Old Plantation (2/61)  
Black Dragon  
El Rancho Hacienda  
Rainbow (6/62)  
Go-Cart 1P (5/63)  
Poker Face 2P (9/63)

## WILLIAMS

Beat The Clock (12/63)  
Big Daddy 1P (9/63)  
Big Deal 1P (2/63)  
Black Jack 1P (1/60)  
Casino 17P (10/58)  
Go-Cart 1P (5/63)  
Poker Face 2P (9/63)  
Club House 1P (10/59)  
Coquette (4/62)  
Crossword 1P (4/59)  
Darts 1P (6/60)  
El Toro 2P (8/63)  
Fiesta 2P (12/59)  
Four Roses 1P (12/62)  
Four Star 1P (7/58)  
Gay Paree (6/57)  
Gldn. Bells 1P (9/59)  
Gldn. Gloves 1P (1/60)  
Gusher 1P (9/58)  
Heat Wave 1P (7/64)  
Jig Saw 1P (12/57)  
Jumpin' Jacks 2P (4/63)  
Jungle 1P (9/60)  
Kingpin (9/62)  
Kings 1P (8/57)  
Mardi Gras 4P (11/62)  
Merry Widow 4P (10/63)  
Music Man 4P (8/60)  
Nadies 2P (9/57)  
Nags 1P (3/60)  
Oh, Boy 2P (2/64)  
Paloona 1P (5/64)  
Reno 1P (10/59)  
Rocket 1P (11/59)  
San Francisco 2P (5/64)  
Satellite 1P (7/58)  
Soccer 1P (3/64)  
Sea Wolf 1P (7/59)  
Serenade 2P (5/60)  
Skill Pool 1P (6/63)  
Space Ship 2P (12/61)  
Starfire (1/57)  
Steeplechase 1P (11/57)  
Swing Time 1P (5/53)  
10 Strike 2P (1/58)  
3-D 1P (11/58)  
Tic Tac-Toe 1P (1/59)  
Tom-Tom 2P (1/63)  
Top Hat (10/58)  
Trade Winds (6/62)  
Turf Champ (8/58)  
Twenty One 1P (2/60)  
Valiant 2P (8/62)  
Vagabond (10/62)  
Viking 2P (10/61)

## SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)  
Jumbo Bowler (9/55)  
King Pin Bowler (9/55)  
ABC Spr. Del. (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (9/60)  
Jumbo Deluxe (9/60)

## Ball Bowlers

ABC Bowl. Lane (1/57)  
ABC Tournament (6/57)  
ABC Champion (10/57)  
Strike Bowler (11/57)  
Trophy Bowler (4/58)  
Lucky Alley (8/58)  
Pan American (6/59)  
Race Time 2P (3/59)  
Challenger (9/59)  
Super Shuffle (12/61)  
Big 7 Shuffle (9/62)  
Super 8 (4/63)

## CHICAGO COIN Shuffles

Triple Strike (2/55)  
Arrow (2/55)  
Cr. Cross Targette (1/55)  
Bonus Score (4/55)  
Hollywood (5/55)  
Blinker (8/55)  
Score-A-Line (9/55)

Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (5/58)  
ReBound Shuffle (12/58)  
Championship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
Bowl Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)  
Citation (10/62)  
Strike Ball (5/63)  
Spotlite (11/63)

## Ball Bowlers

Bowling League (2/57)  
Ski Bowl 6 Plyr. (11/57)  
Classic (7/57)  
TV Bowling Lg. (11/57)  
Lucky Strike (1/58)  
TV (with rollovers)  
Player's Choice (9/58)  
Twin Bowler (10/58)  
King Bowler (3/59)  
Queen Bowler (9/59)  
Duke Bowler (8/60)  
Duchess Bowler (8/60)  
Princess (4/61)  
Gold Crown (3/62)  
Royal Crown (8/62)  
Grand Prize (3/63)  
Official Spore Lite (9/63)  
Cadillac Bwlr. (1/64)

## SHUFFLES—BOWLERS UNITED Shuffles

Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
Deluxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling (3/58)  
Shooting Stars (4/58)  
Eagle (5/58)  
Soccer 1P (3/64)  
Cyclone (10/58)  
Niagara (11/58)  
Dual (1/59)  
Zenith (6/59)  
Flash (6/59)  
3-Way (9/59)  
4-Way (12/59)  
Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Baseball (6/62)  
Action (7/62)  
Embassy (9/62)  
Circus Roll-Down (9/62)  
Lancer (11/62)  
Sparky (12/62)  
Caravelle (2/63)  
Crest (4/63)  
Rumpus Targette (5/63)  
Astro (6/63)  
Ultra (8/63)  
Kippy (11/63)  
Jill-Jill (11/63)  
Bank Pool (11/63)  
Topper (2/64)  
Terpest (2/64)  
Pacer (4/64)  
Tiger (7/64)

## Ball Bowlers

Bowling Alley (11/56)  
Jumbo Bowling (9/57)  
Royal Bowler (12/57)  
Pixie Bowler (8/58)  
Duplex (11/58)  
Simplex (5/59)  
Advance (5/59)  
League (10/59)  
Handicap (11/59)  
Teammate (12/59)  
Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo 5-Star Bowling (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic Bowler (9/62)  
Lucky (11/62)  
Cypress (12/62)  
Sabre (2/63)  
Regal (4/63)  
Fury (8/63)  
Futura (12/63)  
Tornado (3/64)  
Thunder (6/64)

## WILLIAMS Ball Bowlers

Roll-A-Ball 6P (12/56)

## UPRIGHTS

AB Circus (5/56)  
AB County Fair (3/57)  
AB Circus Wagon  
Wheels (12/58)  
AB Galloping Dominos  
AB Circus Play Ball (4/59)  
AB Magic Mirror  
Horoscope (11/59)  
AB Mermaid (3/60)  
Aquatl Prod. Squoits (11/57)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B Jamboree (10/60)  
B Super Jumbo (11/60)  
CC Star Rocket (5/59)  
GA Skeet Shoot (1/57)  
GA Super Hunter (6/57)  
GA Double Shot (4/58)  
GA Wild Cat (12/58)  
GA Spr. Wild Cat  
GA Twin Wild Cat (7/59)  
GA Super Wild Cat  
Trail Blazer (12/60)  
Twin Trail Blazer (2/61)  
K Big Tent  
K Spr. Big Tent (6/57)  
K Shawnee (1/59)  
K Big Roundup (3/59)  
K Little Buckaroo (4/59)  
K Del. Big Tent (5/59)  
K Big 3 (5/59)  
K Touchdown (9/59)  
K Big Dipper (10/59)  
K Twin Big Tent  
Criss Cross Diamond (1/60)  
K Red Arrow (4/60)  
Sweet Shawnee '60  
Black Dragon '60  
K Twin Red Arrow (5/60)  
K Flashback (6/61)

## ARCADE

ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuffle Situation (5/61)  
B Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat Practice (8/59)  
B Skill Roll (B 3/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del Skill Parade (4/59)  
B Table Hockey (2/63)  
B Spinner (2/63) Novelty  
B Bank Ball (1/63)  
B Fun Phone (3/63)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Stm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
CC All-Star Baseball (1/63)  
CC Big Hit (10/62)  
CC Pro Basketball (6/61)  
CC Riot Gun (6/63)  
CC Champion Rifle Range (1/64)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star Shtg. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex "500" Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Jungle Hunt (3/57)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (9/57)  
Ge Lucky Seven  
Ge Sky Gunner  
Ge Night Fighter  
Ge 2-Player Basketball  
Ge Rifle Gal. (6/54)  
Ge Big Top Rifle Gallery (6/54)  
Super model (12/55)  
Ge Gun Club  
Ge Wild West Gun (2/55)  
Ge Sky Rocket Rifle Gallery (5/55)  
Ge Championship Baseball (9/55)  
Ge Quarterback (10/55)  
Ge Hi Fly Baseball (5/56)  
Ge State Fair Rifle Gal. (6/56)

Ge Davy Crockett (10/56)  
Ge Circus Rifle (3/57)  
Ge Motorama (10/57)  
Ge Gypsy Grandma (5/57)  
Ge Gun Fair (5/58)  
Ge Space Age Gun (6/58)  
Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/58)  
Deluxe Model (3/55)  
Grand Slam Baseball (2/64)  
Ke League Leader (4/58)  
Ke Sportland  
Ke Two-Gun Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Bazooka (10/60)  
Midway Shooting Gallery (2/60)  
Mid. Del. Baseball (5/62)  
Mid. Target Gallery (7/62)  
Mid. Carn. Tgt. Gtry. (2/63)  
Mid. Slugger BB (3/63)  
Mid. Rifle Range (6/63)  
Mid. Raceway (10/63)  
Mid. Winner 2P (12/63)  
Mid. Top Hit BB (3/64)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Muto Voice-O-Graph Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coan Hunt  
Set Shot Basketball  
Southland's Speedway (6/63)  
Southland Fast Draw '63  
Southland Time Trials (9/63)  
Telequiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
Un Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Penny Clown (12/56)  
Wm. 1957 Baseball  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vanguard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Wm. Extra Inning (5/62)  
Wm. World Series (5/62)  
Wm. Road Racer (5/62)  
Bally Champion Horse  
Bally Moon Ride  
Wm. Official Baseball (4/60)  
Wm. Major League (3/63)  
Wm. Voice-O-Graph 1962

## KIDDIE RIDES

Bally Champion Horse  
Bally Moon Ride  
Pony Twins  
Bally Space Ship  
Bally Speed Boat  
Bally Trnrvle. Trolley  
Bert Lane Lancer Horse  
Bert Lane Merry-Go-Round  
B.L. Miss America Boat  
Bert Lane Fire Engine  
B.L. Whirlybird (3/61)  
B.L. Moon Racket (3/61)  
Capitol Donald Duck  
Capitol Elsie  
Capitol Palomino Horse  
Capitol See Saw  
Chicago Coin Super Jet  
Chicago Round The World Trainer  
Deco Merry-Go-Round  
Deco Space Ranger  
Exhibit Big Broncho  
Exhibit Mustang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round  
Exhibit Rudolph The Reindeer

## 4 Balti Counties Ask 2-Year Stay

BALTIMORE—The four counties in Southern Maryland ordered to remove all slot machines over a three year period beginning July 1, 1965, have received a reason for relief—State legislators won a battle last week in an effort to delay the ban following recommendation from the General Assembly that the Counties be given another two years before the machines must be removed.

There are approximately 5000 slot machines in Anne Arundel, Calvert, Charles and St. Mary's Counties. They are the only legal slot machines in America outside of the State of Nevada.

In 1963 the State Legislature voted to remove the machines. Slot machine interests here claim economic setbacks if this ruling is carried out. This argument helped the slot machine people enjoy a two-year hiatus in the past. Governor J. Millard Dawes who spearheaded the drive to remove the machines claims that he is still vigorously opposed to relaxation of the ruling.

In 1963 County revenues amounted to \$1,692,987. The only other industry which came close to the comparable tax payment was the tobacco industry. Of the four counties involved, Anne Arundel is reported to be the only County which has attempted to diversify its industry.

Last week the slot machine industry hoped for a ruling which would enable legal operation of the equipment for at least another two years.

## Meeting Dates & Trade Events

### DECEMBER

- 6 North Carolina Music Operators Association. Place: Charlotte, N.C.
- 15 Westchester Operators Guild, Joint Monthly Meeting & Christmas Party. Place: Roger Smith Hotel, White Plains, N. Y.
- 16 New York State Operators Guild Meeting and Dinner. Place: Governor Clinton Hotel, Kingston, N.Y.

### FEBRUARY

- 22-24 National Candy Wholesalers Association, Western Convention. Place: Dunes Hotel, Las Vegas, Nevada.

### MARCH

- 13-18 National Association of Tobacco Distributors, Annual Convention & Exhibit. Place: Conrad Hilton Hotel, Chicago.

### MAY

- 15-18 National Industrial Recreational Association, Annual Convention & Exhibit. Place: Schroeder Hotel, Milwaukee, Wisconsin.

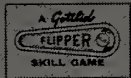
### JUNE

- 3-5 North Carolina Vending Assn. and South Carolina Automatic Merchandising Assn., Annual Carolinas Convention & Exhibit. Place: Ocean Forest Hotel, Myrtle Beach, N.C.

- 6-9 National Confectioners Association, 82nd Annual Convention & Exhibit. Place: Conrad Hilton Hotel, Chicago.

### OCTOBER

- 26-30 National Association of Concessionaires, Annual Convention. Place: Ambassador Hotel, Los Angeles.



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- After hitting C-L-O-W-N second time, targets score 100 times indicated value
- Two top rollovers, 2 side targets and 2 kick-out holes activate "Spinning-Numbers" feature
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## UPPER MID-WEST MUSINGS

Congratulations to Gordon Stout of Pierre, So. Dakota, who is the newly elected state senator from his district. . . . Duane Reimers and Herb Paterson have leased out their tavern and are giving all of their time to their operating business. . . . John Manolis, of Huron, now retired, is spending his time relaxing and getting in plenty of fishing. . . . In the past ten days, it seems that all routes lead to Las Vegas as Kenny Glen of the K. C. Sales Co., St. Paul, and Mrs. Glen flew there for a little vacation. . . . Lyle Kesting joined a charter flight to Las Vegas and spent several days there taking in the sunshine and shows. . . . Mr. and Mrs. Earl Porter of Mitchell, drove to Las Vegas recently and were gone for ten days. Heard that Earl made his expenses at the dice tables. . . . Mr. and Mrs. Lawrence Jenkins spent a very pleasant weekend in Minneapolis last week. They decided they could use a few days of relaxation. . . . Ike Pierson spent two weeks in the hospital with a case of bleeding ulcers. Ike is feeling much better now, is spending all of his time resting and will take off for St. Petersburg, Florida in another week. Sons Erad and Bill will take over. . . . Norman Luboff choir at the Arena Auditorium in Huron Nov. 26th. . . . Les Elgart and his orchestra at the Prom Center Nov. 25th. . . . The Ike Sunem's are building a beautiful home.

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**FOR RESALE: SEEBURG AND WURLITZER** Phonographs, Games. Send inventory and lowest cash prices. HASTINGS DIST. CO., INC.—6100 WEST BLUEMOUND ROAD—MILWAUKEE 13, WISC.

**BINGOS, MISS AMERICA, ROLLER DERBY,** Circus Queen, Arcade Equipment, Rock-Ola, Seeburg and Wurlitzer 1962/1963, Ballerina, County Fair, Laguna Beach, Acapulco, Cancan, Bikini, Lido, Goldengate, Silver Sails, Bounty—needed by IMPORT-EXPORT MARCEL GROSCHE 3 BLD AVROY, LIEGE, BELGIUM.

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**PANORAMS AND PANORAM PARTS.** United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

**WE PAY THE HIGHEST PRICES FOR ALL** Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRI., 276 AVENUE LOUISE, BRUSSELS & BELGIUM. (Cable address.) HOBEL-EUROPE-BRUSSELS.

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**LATE BINGOS MISS AMERICA/UP. GOTT-** Lieb 2-4 Players. Bowlorama Late Bally Bowlers. Unshopped, complete, working, packed original cartons. Pay cash in dollars. Prices FOB nearest seaport. MAX LOBO & CO., MEIR 23, ANTWERP, BELGIUM. Cable: LOBOMA. (Tel. 33.81.33).

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- HAC-200 Hideaway, 200 Sel. Mon.
- HEB-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 Rejector.
- 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.

- Rivera Cigarette, 20 sel. 800 pack.
- Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.
- Ambassador Cig. Vendor 286; 14 sel., cap. 510.

- Celebrity Cig. Vendor 260; 20 sel., cap. 800.
- Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.
- 77 Candy Merchandiser, 11 sel., 360 cap.
- Tasty 20 Candy Merchandiser, 20 sel., 560 cap.
- Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.
- Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.
- Celebrity All Purpose Merchandiser, 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.

- W3CV1—Williamsburg Cold Canned Drink Vendor. 3 selections. 189 can capacity. Automatic Can Opener.

- GENERAL MERCHANDISE VENDOR
- 15G1—Pick-A-Pac. 15 Selections. 315 item capacity.

- LAUNDRY SUPPLY VENDOR
- W8L1—Mechanical. 8 selections. 152 item capacity.

- MILK VENDOR
- MV-2—Modular Milk Vendor. 3 selections. 360 carton capacity.

- PASTRY VENDORS
- W6P1—Mechanical. 6 selections. 72 package capacity.
- W6P2—Mechanical. 6 selections. 114 package capacity.

- SHIPMAN MFG. CO.
- CIGARETTE VENDORS
- Mark II; 13 or 17 columns.

- UNITED MFG. CO.
- Polaris Bwlr. (8/64).
- Orbit Shuffle (8/64).

- UNIVERSAL VENDORS
- Candimat Vendor .....

- URBAN INDUSTRIES
- Movie Theaters
- Model AP-10 .....
- Panoram .....
- Kiddie Kolor Kartoon .....

- U.S. BILLIARDS INC.
- 6 Pkt. Series:
- Pro 1—78x46 .....
- Pro 2—88x51 .....
- Pro 3—93x53 .....
- Pro 4—103x58 .....
- 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
- CA1A Console; 22 sel., cap. 850
- C-23; 15 sel., cap. 520
- 429-Special; 11 sel., cap. 428
- Continental "30"; 30 sel., cap. 830
- Tobacco Shoppe "30"; 30 sel., cap. 830

- WESTINGHOUSE ELECTRIC CO.
- 6-Selection CupDrink Vendor
- Fresh Brew Coffee Vendor
- Candy Vendor
- Cigarette Vendor

- WILLIAMS MFG. CO.
- Whoopee 4P (10/64)
- Mini-Golf (10/64)
- 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 2800 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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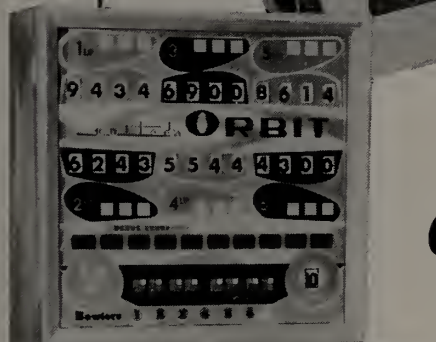
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**TWO LANE "CENTER TRAP" BALL ACTION**

- Target Values Increase 100 to 500 Points When Balls Go From Lane to Lane
- Score Specials When all 5 "Trapped Balls" Move to "Lit" Lane
- Two Shooters At Bottom of Playfield Shoot Balls Back Onto Playfield For Extra Play and Scores
- 4 SCORING DRUMS FOR EACH PLAYER**  
**3-or-5 BALL ADJUSTABLE**
- Number Match • Plastikote Finished Playfield
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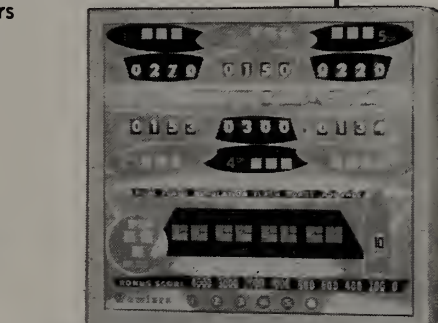
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Model  
424

**The Princess Royal:** New, compact, stereo-monoaural phonograph (Model No. 424)—Only 30½" wide, 43½" high. Plays 100 selections of 33⅓ or 45 RPM, 7" albums or singles stereo or monoaural. Exclusive Mech-O-Matic intermix. Everything you need and options to crack any location in a compact, high-fashion cabinet. Low in cost, very big in value. Full Dimensional Stereo sound system . . . optional. Famous Rock-Ola quality.

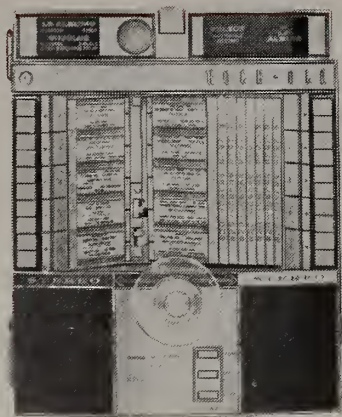
add where and when you need to:



**Full Dimensional Sound:** Add Full Dimensional stereo sound system to the Princess Royal at any time. Easy to install. For larger spots where even finer sound is desired, but where compactness and cost are still important.



**Automatic Coin Counter:** Not every location needs a coin counter. Rock-Ola leaves the decision to you. You needn't pay for accessories you do not require. Where desired, the Rock-Ola Automatic Coin Counter is unexcelled; fits any Rock-Ola phonograph; counts nickels, dimes, quarters and half dollars. Gives exact total of receipts. Reading visible through window.

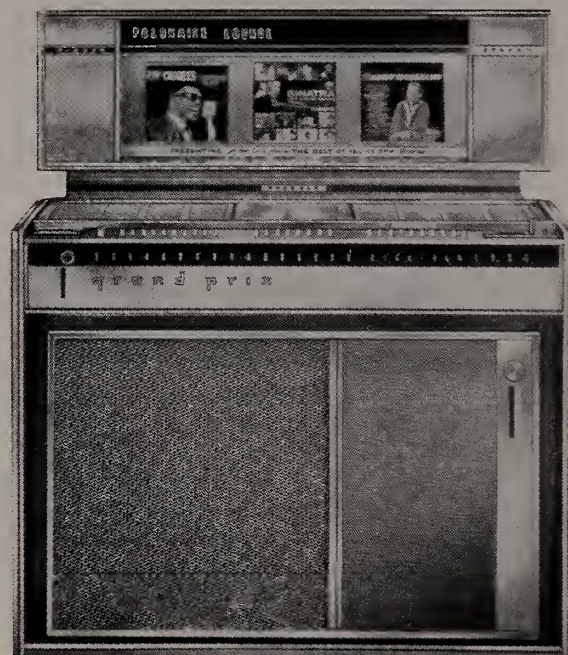


**Phonette Remote Speaker Wallbox:** Gives personal listening pleasure and personal volume control—high, low, medium. Mounts anywhere. Permits programming of LP's or singles, 33⅓ or 45 RPM records. Reproduces stereo, too. Slim design, graceful styling, famous Rock-Ola simplicity. Model No. 500—160 selections. Model No. 501—100 selections.

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**The Grand Prix:** The prestige stereo-monoaural phonograph. Plays 160 33⅓ or 45 RPM records, 7" LP albums or singles in any intermix. Full Dimensional Stereo. The ultimate in grand styling, the Grand Prix opens the doors to your plush-est locations. Traditional Rock-Ola dependability and simplicity of design make the Grand Prix the finest phonograph on the market!

Model 425



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