

Cash Box



Decca Records' instrumental pride-and-joy, Bert Kaempfert, has been making major singles and LP sales news in the U.S. since 1961, when the German maestro's debut single in the U.S., "Wonderland By Night," eventually hit the million copies sold mark. Four years and repeated successes later, Kaempfert can once more boast some big ones, a Top 10 single, "Red Roses For A Blue Lady," and that hit single's LP source, "Blue Midnight." When not in front of his orchestra, he may be writing a new tune. His past writing successes include "Wonderland By Night," "Dankeschoen," "Happy Feeling," "Afrikan Beat," among others. Kaempfert's currently in the U.S. talking over future session plans with Decca's Milt Gabler and a possible concert tour here. Kaempfert cuts all his sides in Hamburg, Germany.

INTERNATIONAL SECTION BEGINS PAGE 41



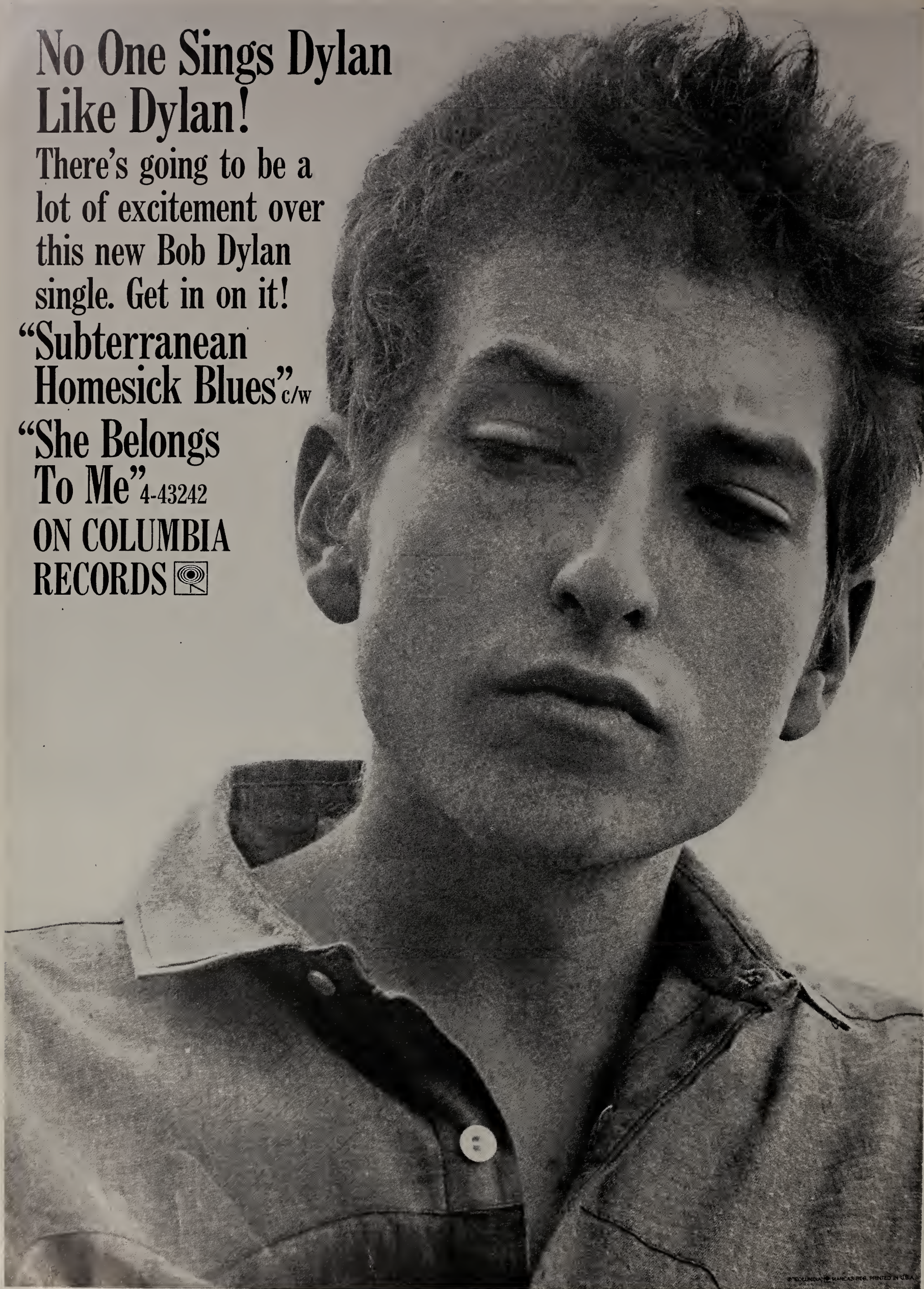
No One Sings Dylan Like Dylan!

There's going to be a
lot of excitement over
this new Bob Dylan
single. Get in on it!

"Subterranean
Homesick Blues"^{c/w}

"She Belongs
To Me"⁴⁻⁴³²⁴²

ON COLUMBIA
RECORDS 





FOUNDED BY BILL GERSH

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WALL STREET ON BROADWAY

The bears and the bulls have begun to play in Tin Pan Alley. Although this activity has hardly overshadowed the influence of the world's financial titans (e.g. General Motors, AT & T, IBM, etc.), certain select ticker tapes are humming in a surprisingly melodic fashion these days.

It seems that Wall St. and the public at large are realizing that the dividends of music copyrights can be as steady and sure as Class A municipal bonds. Of course, stockholders have long indirectly invested in publishing firms through subscriptions in broadcasting, motion picture or other entertainment entities. In these instances, however, copyright income is comingled with and usually minimized by the results of the other activities of such companies.

Today tho, John Q. Public can make a down payment on a new car or refurbish a delapidated attic from dividends incurred from the royalties of such evergreens as "Stardust," "I Can't Give You Anything But Love," and "Mood Indigo."

The door was opened to this provocative form of purchase last Dec. when Utilities and Industries Corp., the huge, sprawling publicly-held investment complex, bought Mills Music. U&I was interested in the pubbery for the very reasons delineated above: standard

copyrights provide an excellent source of long-term revenue. Recently, the firm created a Mills Music Trust, offering its shareholders an opportunity to buy units in a corporate subdivision holding approximately 75% of the Mills copyrights. The glamour of direct participation in the compositions of such illustrious tunesmiths as Hoagy Carmichael, Mitchell Parish and Duke Ellington apparently intrigued the public. The units in the Trust were over-subscribed shortly after their issuance.

The special magic of the Beatles has also come under the mantle of high finance. Northern Songs Ltd., a publishing company whose sole assets consist of the copyrights to 56 songs written by the two songwriting Beatles (John Lennon and Paul McCartney), has gone public and is being offered on the London Exchange. Although staid British bankers pooh-poohed this capital-less enterprise, the public queued up at brokers' offices the world over expressing interest in the stock.

The handwriting on the wall is now quite clear. Corporations (MCA recently purchased Leeds Music) and individuals alike are obviously enamored with music copyrights as investments. The music business has taken on a new, healthy aura of fiscal respectability. It's a logical assumption that more investments of this nature will be made available in future years.

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Cash Box TOP 100



MARCH 13, 1965

		3/6	2/27			3/6	2/27			3/6	2/27
1	EIGHT DAYS A WEEK ☆BEATLES-Capitol-5371	1	5	33	SHAKE ☆SAM COOKE-RCA-8486	24	14	67	MR. PITIFUL ☆OTIS REDDING-Volt-124	75	83
2	MY GIRL ☆TEMPTATIONS-Gordy-7038	3	2	34	TWINE TIME ☆ALVIN CASH/CRAWLERS-Mar-V-Lus-6002	26	13	68	GO NOW ☆MOODY BLUES-London-9726	79	84
3	THE BIRDS AND THE BEES ☆JEWEL AKENS-Era-3141	9	16	35	DON'T MESS UP A GOOD THING ☆BOBBY McCLURE & FONTELLA BASS-Checker-1097	40	57	69	GOOD TIMES ☆JERRY BUTLER-Vee Jay-651	71	74
4	KING OF THE ROAD ☆ROGER MILLER-Smash-1965	4	8	36	IF I LOVED YOU ☆CHAD & JEREMY-World Artists-1041	51	66	70	COME STAY WITH ME ☆MARIANNE FAITHFUL-London-9731	—	—
5	THIS DIAMOND RING ☆GARY LEWIS-Liberty-55765	2	1	37	MIDNIGHT SPECIAL ☆JOHNNY RIVERS-Imperial-66087	41	45	71	I'VE GOT A TIGER BY THE TAIL ☆BUCK OWENS-Capitol-5336	45	31
6	TELL HER NO ☆ZOMBIES-Parrot-9723	6	12	38	THE "IN" CROWD ☆DOBBIE GRAY-Charger-108	31	21	72	LOVE POTION NO. 9 ☆SEARCHERS-Kapp-KJB-27	49	36
7	FERRY ACROSS THE MERSEY ☆GERRY & PACEMAKERS-Laurie-3284	10	20	39	THE RACE IS ON ☆JACK JONES-Kapp-651	50	72	73	WHAT HAVE THEY DONE TO THE RAIN ☆SEARCHERS-Kapp-644	38	28
8	STOP IN THE NAME OF LOVE ☆SUPREMES-Motown-1074	14	38	40	NEW YORK IS A LONELY TOWN ☆TRADEWINDS-Red Bird-10-020	46	51	74	YOU'RE NEXT ☆JIMMY WITHERSPOON-Prestige-341	72	77
9	JOLLY GREEN GIANT ☆Kingsmen-Wand-172	8	9	41	NOWHERE TO RUN ☆MARTHA & VANDELLAS-Gordy-7039	54	76	75	NO ARMS CAN EVER HOLD YOU ☆BACHELORS-London-9724	48	33
10	RED ROSES FOR A BLUE LADY ☆BERT KAEMPFFERT-Decca-31722	11	17	42	LONG LONELY NIGHTS ☆BOBBY VINTON-Epic-9768	68	—	76	NEVER NEVER LEAVE ME ☆MARY WELLS-20th Fox-570	—	—
11	GOLDFINGER ☆SHIRLEY BASSEY-UA-790	13	23	43	DO YOU WANNA DANCE ☆BEACH BOYS-Capitol-53271	74	—	77	LIKE A CHILD ☆JULIE ROGERS-Mercury-72380	69	73
12	CAN'T YOU HEAR MY HEARTBEAT ☆HERMAN'S HERMITS-MGM-13310	23	32	44	I MUST BE SEEING THINGS ☆GENE PITNEY-Musicor-1070	56	79	78	POOR MAN'S SON ☆REFLECTIONS-Golden World-20	98	—
13	YOU'VE LOST THAT LOVIN' FEELING ☆RIGHTIOUS BROS.-Philles-124	5	3	45	STRANGER IN TOWN ☆DEL SHANNON-Amy-919	64	89	79	WHEN I'M GONE ☆BRENDA HOLLOWAY-Tamla-54111	—	—
14	HURT SO BAD ☆LITTLE ANTHONY/IMPERIALS-DCP-1128	16	26	46	BYE BYE BABY ☆FOUR SEASONS-Philips-40260	29	15	80	ANYTIME AT ALL ☆FRANK SINATRA-Reprise-0350	—	—
15	LITTLE THINGS ☆BOBBY GOLDSBORO-UA-810	20	27	47	FOR MAMA ☆CONNIE FRANCIS-MGM-K-13325	76	87	81	I CAN'T EXPLAIN ☆THE WHO-Decca-31725	89	98
16	SHOTGUN ☆JR. WALKER & ALL STARS-Soul-35008	25	40	48	LEMON TREE ☆TRINI LOPEZ-Reprise-0336	32	24	82	THIS IS MY PRAYER ☆RAY CHARLES SINGERS-Command-4059	86	93
17	LAUGH, LAUGH ☆BEAU BRUMMELS-Autumn-8	17	19	49	IT'S ALRIGHT ☆ADAM FAITH-Amy-913	33	30	83	FOUR BY THE BEATLES ☆BEATLES-Capitol-5365	92	—
18	YEH YEH ☆GEORGIE FAME-Imperial-66086	27	42	50	TEN LITTLE BOTTLES ☆JOHNNY BOND-Starday-704	70	81	84	BEGIN TO LOVE ☆ROBERT GOULET-Columbia-43224	—	—
19	COME HOME ☆DAVE CLARK FIVE-Epic-9763	28	37	51	IF I RULED THE WORLD ☆TONY BENNETT-Columbia-43220	60	75	85	APACHE '65 ☆ARROWS-Tower-116	91	97
20	GOODNIGHT ☆ROY ORBISON-Monument-873	21	29	52	COME TOMORROW ☆MANFRED MANN-Ascot-2170	52	60	86	GEE BABY I'M SORRY ☆THREE DEGREES-Swan-4197	88	95
21	DOWNTOWN ☆PETULA CLARK-Warner Bros.-7194	7	4	53	YOU BETTER GET IT ☆JOE TEX-Dial-4003	62	78	87	I CAN'T STOP THINKING OF YOU ☆BOBBI MARTIN-Coral-62447	—	—
22	I GO TO PIECES ☆PETER & GORDON-Capitol-5335	12	6	54	GOT TO GET YOU OFF MY MIND ☆SOLOMON BURKE-Atlantic-2276	80	—	88	TEASING YOU ☆WILLIE T-Atlantic-2273	94	—
23	NAME GAME ☆SHIRLEY ELLIS-Congress-230	15	11	55	HEART OF STONE ☆ROLLING STONES-London-9725	34	22	89	PLEASE LET ME WONDER ☆BEACH BOYS-Capitol-53271	85	—
24	BOY FROM NEW YORK CITY ☆AD LIBS-Blue Cot-102	19	10	56	ANGEL ☆JOHNNY TILLOTSON-MGM-13316	53	61	90	THIS SPORTING LIFE IAN WHITCOMB-Tower-120	87	91
25	PEOPLE GET READY ☆IMPRESSIONS-ABC-10622	36	49	57	LAND OF 1,000 DANCES ☆THEE MIDNIGHTERS-Chattahoochee-666	81	100	91	PASS ME BY ☆PEGGY LEE-Capitol-5346	90	—
26	DO THE CLAM ☆ELVIS PRESLEY-RCA-8500	42	69	58	BREAKWAY ☆NEWBEATS-Hickory-1290	35	34	92	YOU CAN'T HURT ME NO MORE ☆GENE CHANDLER-Constellation-146	95	—
27	RED ROSES FOR A BLUE LADY ☆VIC DANA-Dolton-304	37	47	59	FROM ALL OVER THE WORLD ☆JAN & DEAN-Liberty-55766	78	92	93	SUDDENLY I'M ALL ALONE ☆WALTER JACKSON-Okeh-7215	93	—
28	ASK THE LONELY ☆4 TOPS-Motown-1073	30	41	60	A CHANGE IS GONNA COME ☆SAM COOKE-RCA-8486	58	46	94	CRY ☆RAY CHARLES-ABC-10615	77	80
29	SEND ME THE PILLOW YOU DREAM ON ☆DEAN MARTIN-Reprise-0344	43	56	61	I'M OVER YOU ☆JAN BRADLEY-Chess-1919	63	68	95	IT'S GONNA BE ALRIGHT ☆MAXINE BROWN-Wond-173	84	90
30	PAPER TIGER ☆SUE THOMPSON-Hickory-1284	18	18	62	TIRED OF WAITING FOR YOU ☆KINKS-Reprise-0347	—	—	96	LOSING YOU ☆DUSTY SPRINGFIELD-Philips-4027	—	—
31	DON'T LET ME BE MISUNDERSTOOD ☆ANIMALS-MGM-13311	44	55	63	FOR LOVIN' ME ☆PETER, PAUL & MARY-Warner Bros.-5496	39	28	97	BE MY BABY ☆DICK & DEE DEE-Warner Bros.-5608	99	—
32	ALL DAY AND ALL OF THE NIGHT ☆KINKS-Reprise-0334	22	7	64	LET'S LOCK THE DOOR ☆JAY & AMERICANS-UA-805	47	35	98	NOT TOO LONG AGO ☆UNIKUES-Paula-219	100	—
				65	GIRL DON'T COME ☆SANDIE SHAW-Reprise-0342	—	—	99	IT'S GOTTA LAST FOREVER ☆BILLY J. KRAMER-Imperial-66085	97	99
				66	COME SEE ☆MAJOR LANCE-Okeh-7216	73	—	100	I DO LOVE YOU ☆BILLY STEWART-Chess-199	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Change Is Gonna Come (Kags BMI)60	For Lovin' Me (M. Witmark & Sons ASCAP) 63	It's Gonna Be Alright (Screen Gems, Col. BMI)95	Poor Man's Son (Myto BMI)78
All Day And All Of The Night (Jay Boy BMI)32	For Mama (Ludlow BMI)47	King Of The Road (Tree BMI)4	Race Is On (Glad BMI)39
Angel (Walt Disney ASCAP)56	Four By The Beatles (Various)83	King Of The Road (Tree BMI)4	Red Roses For A Blue Lady (Mills ASCAP)10, 27
Anytime At All (Duchess BMI)80	From All Over The World (Trousdate BMI) 59	Land Of 1,000 Dances (Tue-Kel BMI)57	Send Me The Pillow You Dream On (4 Star BMI)29
Apache '65 (Regent BMI)85	Gee, Baby I'm Sorry (Palmino, Zig Zag BMI) 86	Laugh, Laugh (Taracrest BMI)17	Shake (Kags BMI)68
Ask The Lonely (Jobete BMI)28	Girl Don't Come (Spectorious BMI)65	Lemon Tree (Boulder ASCAP)48	Shotgun (Jobete BMI)16
Be My Baby (Odin ASCAP)97	Go Now (Trio BMI)68	Let's Lock The Door (Picturetone BMI)64	Stop In The Name Of Love (Jobete BMI)8
Begin To Love (Gil BMI)84	Good Times (Big Seven BMI)69	Like A Child (Ponderosa BMI)77	Stranger In Town (Vicki, McLaughlin BMI) 45
Birds & Bees (Pattern ASCAP)3	Goodnight (Acuff-Rose BMI)20	Little Things (Unart BMI)15	Suddenly I'm All Alone (Blackwood BMI)93
Boy From New York City (Trio BMI)24	Goldfinger (Unart BMI)11	Long Lonely Nights (Arc BMI)42	Tearing You (Cotillion BMI)88
Breakaway (Acuff-Rose BMI)58	Got To Get You Off My Mind (Cotillion BMI)54	Losing You (Springfield ASCAP)96	Tell Her No (Mainstay BMI)6
Bye Bye Baby (Saturday, Seasons Four BMI) 46	Heart Of Stones (Immediate BMI)55	Love Potion No. 9 (Quintet BMI)72	Ten Little Bottles (Starday BMI)50
Can't You Hear My Heartbeat (Southern ASCAP)12	Hurt So Bad (South Mt. BMI)14	My Girl (Jobete BMI)2	This Diamond Ring (Sea Lark BMI)5
Come Home (Branston BMI)19	I Can't Stop Thinking Of You (South Mt. BMI)87	Midnight Special (Trousdate BMI)37	This Is My Prayer (Chappell ASCAP)82
Come See (Camad & Chi Sound BMI)66	I Do Love You (Chevis BMI)100	Mr. Pitiful (East Time BMI)67	This Sporting Life (Burdette BMI)90
Come Stay With Me (Metric BMI)70	I Go To Pieces (Vicki, McLaughlin BMI)22	Never Never Leave Me (Merna BMI)76	Tired Of Waiting For You (Jay Boy BMI)62
Cry (Shapiro, Bernstein ASCAP)94	I Can't Explain (Champion BMI)81	New York Is A Lonely Town (Bigtop BMI) 40	Twine Time (Vapac BMI)34
Do The Clam (Gladys ASCAP)26	I Must Be Seeing Things (Sea Lark BMI)44	No Arms Can Ever Hold You (Gil BMI)75	What Have They Done To The Rain (Schroder ASCAP)73
Do You Wanna Dance (Clockus BMI)43	If I Loved You (Chappell ASCAP)36	Not Too Long Ago (Al Galico BMI)98	You Better Get It (Tree BMI)53
Don't Let Me Be Misunderstood (Benjamin ASCAP)31	If I Ruled The World (Chappell ASCAP)51	Nowhere To Run (Jobete BMI)41	You Can't Hurt Me No More (Jalynne BMI) 92
Don't Mess Up A Good Think (Arc & Saico BMI)35	I'm Over You (Arc BMI)61	Paper Tiger (Acuff-Rose BMI)30	You're Next (Leeds ASCAP)74
Downtown (Leeds ASCAP)21	I've Got A Tiger By The Tail (Blue Book BMI)71	Pass Me By (E. H. Morris ASCAP)91	You've Lost That Lovin' Feeling (Screen Gems, Col. BMI)13
Eight Days A Week (Maclen BMI)1	"In" Crowd (American BMI)38	People Get Ready (Chi Sound BMI)25	When I'm Gone (Jobete BMI)79
Ferry Across The Mersey (Unart, Pacer BMI) 7	It's Alright (Gil BMI)49	Please Let Me Wonder (Sea Of Tunes BMI) 89	Yeh Yeh (Mongo BMI)18

NARM CONFAB HEARS HONEST TALK

- CAPITOL TO CONTINUE ONE-PRICE-FOR-ALL POLICY
- SCHLANG SUGGESTS NEW LOWER PRICE FOR CATALOG

George Berry Is NARM's New Prexy

NEW YORK—George Berry is the new president of NARM, the rack-jobber organization. His selection was made at last week's convention of the association in San Francisco. He replaces Cecil Steen.

In other exec moves, Don Ayers moves over from secretary to vice-president; John Billinis remains as treasurer; Jack Geldbardt is exec secretary; and Jules Malamud is exec director. NARM's legal counsel is retained as legal counsel.

Beatles Take Most Slots In NARM Sales Awards

SAN FRANCISCO—Beatles' product took four of the 15 categories in NARM's annual awards for best sales achievement in the rack-jobber field.

The English group won in the following categories: Best Selling Hit Single Record: "I Want To Hold Your Hand" (Capitol); Best Selling Album: "Meet The Beatles" (Capitol); Best Selling Movie Soundtrack Album: "Hard Day's Night" (United Artists); Best Selling Pop Vocal Group: The Beatles (Capitol).

The other winners: Best Selling Male Vocalist: Andy Williams (Columbia); Best Selling Female Vocalist: Barbra Streisand (Columbia); Most Promising Male Vocalist: Johnny Rivers; Most Promising Female Vocalist: 3-way tie: Gale Garnett (Victor), Dusty Springfield (Philips), and Dionne Warwick (Scepter); Best Selling Folk Vocal Group: Peter, Paul & Mary (Warner Bros.); Best Selling Comedy Recording Artist: The Smothers Brothers (Mercury); Best Selling Children's Line: Disneyland; Best Selling Orchestra: Henry Mancini (Victor); Best Selling Instrumentalist: Al Hirt (Victor); Best Selling Economy Price Product (under \$1 retail): Somerset Stereo-Fidelity; Best Selling Economy Price Product (over \$1 retail): Camden-RCA Victor.

Carretta Makes His Report To Rack Men

SAN FRANCISCO—NARM attorney Albert Carretta reported to the Confab on Tuesday, and reiterated his warning of last year clean up your own business before the government does it for you.

The industry, Carretta said, doesn't seem to care about the Trade Practice Rules, and this is a big mistake.

He advised that the FTC is currently checking on compliance and is looking into monopolistic practices of one rack-jobber.

He also pointed to the pending dual Distribution Legislation introduced by Representative James Roosevelt. Carretta also urged NARM members and the whole industry to write to congressmen suggesting passage of Bills HR 1124, which would repeal the Federal Excise Tax on records; and HR 4471 revoking tax on phonographs, radios, tv set, etc.

He concluded his remark with a warning that violators of Trade Regulation Laws are toying with trouble.

Marketing Specialist Tells NARM Members To Update Operations

SAN FRANCISCO—Dr. Alton Doody, associate professor of marketing at Ohio State University was the star of Tuesday's NARM business session with his address titled "Profile for the Future." Unlike most other guest speakers from outside the record industry, Doody was obviously very much aware of the machinations of the disk organizations. Being a marketing expert, and well versed in all facets of record distribution, Doody looked into the future and related upcoming marketing trends and techniques to the rack-jobber pertaining

(Continued on page 37)

SAN FRANCISCO—More than 350 people from the record industry migrated to San Francisco last week to attend the 7th Annual NARM Convention (rack jobber assn). The number included representatives of some of the 54 NARM members as well as a strong turnout of top brass from many of the record industry's leading manufacturers.

The Convention, always characterized by precise timing and a business-like manner, got off to a strong start on opening day, thanks to two magnificent addresses which set the record for the convention: Archie Bleyer's powerful keynote address and Stan Gortikov's biting analysis of some of the many things rack jobbers are doing wrong (both addresses are reproduced in their entirety in this issue).

Archie Bleyer (former president and owner of Cadence Records, who sold his company and retired from the record industry) spoke under the theme "Appraisal and Assessment—What is our Worth?"

Bleyer's major point to the jobbers was the advice that they appraise themselves not with a dollar value, but as an entity contributing to the expansion of the record industry.

Rather than fighting for price reductions, racks should be devoting their energy to finding new and modern methods of improving their basic function—that of making records available to the public in the most modern way possible Bleyer advised that racks stay close to new demands made by the consumer, and revamp operations when needed. "Don't sleep," said Bleyer.

Bleyer & Gortikov Addresses Get NARM Convention Off To Exciting Start

The Bleyer Speech

Members of the National Association of Record Merchandisers—Honored Guests:

I accepted your invitation to speak at this—your seventh annual convention—with a keen sense of responsibility.

The theme you have chosen is an important one. It deserves serious consideration—not only by you—but by every segment of the record industry.

In talking about it, I may say some things you may not enjoy—some things with which you may not agree. But—evidently, you are serious in wanting to take a long hard look at yourselves. It is so stated in the theme of this convention—APPRAISAL AND ASSESSMENT—WHAT IS OUR WORTH? A good theme—and a good question!

What is your worth? Can you answer that? Of course, you can throw out your chests and proudly say, "In 1964 we were worth \$139,850,088." An impressive answer—an impressive figure almost one quarter of the total gross volume of retail record sales. An amazing figure for a business that didn't even exist just a few years ago. But—is a "dollar figure" the answer to the question, "What is our worth?"

How much appraisal and assessment have you really given your business??

Have you even given enough thought to your business to be able to answer this question? "What is your business?" I can hear you say, "What's the matter with this guy? Our business is selling records." Just a minute—the answer is not so simple.

Some years ago, I read a book by Peter F. Drucker, noted economist and writer, called THE PRACTICE OF MANAGEMENT. One chapter particularly interested me—WHAT IS OUR BUSINESS AND WHAT SHOULD IT BE? Mr Drucker says—and I quote . . . "what is our business" is almost always a difficult question which can only be answered after hard thinking. And the right answer is usually anything but obvious. That the question is so rarely asked, and so rarely given adequate study and thought, is perhaps the most important single cause of business failure—and of quote.

Many years ago, the Cadillac Motor Car Company answered the question by deciding its business was not the manufacture of cars—but the sale of STATUS. It considered its competition not other cars—but things like DIAMONDS and MINK COATS. The correct answer to the question "What is our business" eventually made Cadillac the most successful quality car manufacturer in the world. Others, of similar quality, completely—or almost completely—disappeared. Packard—Pierce-Arrow—Duesenberg—Lincoln.

Over fifty years ago, Theodore N. Vail answered the question for the American Telephone and Telegraph Company in these words—"Our business is service." The constant effort to provide more and better service has made AT&T one of the most successful companies in the world.

What about you? What is your business? There's only one answer. Like AT&T—your business is service!

Those of you who started record rack merchandising revolutionized the record retailing. You were innovators. You provided a completely new

(Continued on page 351)

He also pointed out that there will again be a need for the services formerly provided by the disappearing dealer, and advised that the rack be prepared to make them available.

And should the distributor disappear, he contended, the rack had better be prepared to get air play on records.

He blasted the philosophy of the manufacturer carrying all the guarantees on merchandise. He advised racks to try and find a method that would give a manufacturer an idea of how much of a new life he could use and not over-buy causing huge returns. He warned the jobbers that the business was going in too many directions, and new avenues for selling records were developing every day. He also pointed to competition from other fields of entertainment (TV, books, sports) for the consumer's dollar, and intimated that if the rack-jobber does not take a long look at himself and find new methods of growth, then he may be erased by other smaller merchandisers in other fields. But he closed on an optimistic note sensing that the NARM meet could be a milestone and could be a Beacon for the Business." Archie's speech received a lengthy ovation.

Stan Gortikov, V.P. of Capitol Records Distributing Corp., speaking on "The Manufacturer Views The Record Merchandiser," opened his address with a bit of humor—a suggestion that he should have called his speech "Help Stamp Out Capitol Punishment," a comment on the racks' dissatisfaction with Capitol Records since last year when it erased its functional discounts and introduced

The Gortikov Speech

"A Record Supplier Views the Record Merchandiser." That's my assignment, and its very nature requires that I mind your business this morning instead of my own. I'm not completely sure what posture I should take. You are my customers, and perhaps I should try to ingratiate myself and my company. But I think I'll try the converse and risk antagonizing you and Mr. Schlang just a little. That might be more fun and certainly more constructive. It would also seem appropriate to face you both as an industry and Capitol man, since I do live in both worlds.

You tend to group yourselves together under a common umbrella called "record merchandiser." You make noises as if you are all one and the same, spawned out of a single mold, all with precisely similar interests and objectives, all with one unified goal. Yet, look at yourselves. Big ones, little ones. Local ones, national ones. Growing ones, declining ones. You're not homogeneous at all. Sure, you sell records, and all as sub-distributors. But some of you also are operating boldly as prime distributors and even as retailers, despite those controversial price advantages.

Many of you are giants. Giants in dollar volume. Giants in number of outlets serviced. Giants in variety of physical facilities maintained and in geography covered. Giants in vertical combinations of retailing, sub-distribution, primary distribution, and manufacturing. And giants even in the aggressiveness and scope of the demands you place upon your suppliers.

Small wonder, then, that your suppliers are confused as to how to view you, how to deal with you, how to mesh your objectives and ours in a manner fair and profitable for both. This diversity in your profiles and organization is also apparent in your practices; and on these practices I would now like to focus. These are both angels and devils, heroes and villains among you, and we suppliers must strive to adjust to the business habits of you all. However, it is too unhealthy merely to "adjust." This implies blind, sheep-like acceptance of the status quo and accommodation to it. Instead, we still must charge forward to those elusive "ideals" that hopefully might comprise a "Great Society" in our own industry.

This can come about in two ways. First, by nurturing your many strengths and your impressive gains for your accounts . . . growth in profits, stock turn, and square footage yield. But your most fantastic success stories, the lustre of your triumphs, can easily mask a string of sins and blemishes, and I'd like to concentrate on a few of these shortcomings as a second challenge for improvement. These are the roots of trouble, the inhibitors to your growth, your competitive soft spots.

Here we go; and of course my critiques don't

(Continued on page 351)

a one-price for-all policy for the trade.

Gortikov used the opportunity of this address to advise jobbers that Capitol will continue to follow the same policy of: one price for all—no functionals—no "buy in programs"—year-round same price. Gortikov stated that under this system Capitol has been gaining strongly, and has greatly increased its share of the market.

Rather than trying to please the jobbers, Gortikov felt that his minutes at the podium would be most beneficial if he called to the rack jobbers' attention their many shortcomings. He enumerated eight major deficiencies of rack jobbers (see complete text of speech).

The Capitol veep made another very important observation when he

(Continued on page 37)

Disk sales by members of NARM (rack-jobbers) reached \$139,850,088 in 1964, according to the NARM Study. This figure represents about a \$25 million increase over 1963.

Handleman Co. Forecasts Fiscal '65 Highs In Earnings And Sales

NEW YORK—Handleman Co., the giant, Detroit-based rack firm, is on its way toward record sales and earnings for fiscal 1965.

With returns already in on the first nine months ended Jan. 31 (see below), Joseph Handleman, president of the company, predicted that fiscal '65—ending April 30—would show gains of 20% over 1964.

He added that the 20% increase would be mostly attributed to increased disk sales, which, he noted, showed marked gains thanks to the English Sound boom.

Earnings for the company, for the first nine months ended January 31, 1965 reached \$1,109,765 or \$1.10 a share as compared with \$852,204 or \$.85 a share a year ago. This exceeds the \$1.09 a share earned by the company in all fiscal 1964. Sales jumped to \$25,375,582 as compared with \$20,747,646 last year.

The figures are as follows: Handleman said record sales currently represent about 68 per cent of volume, up from 59 per cent a year ago. The company's drug and toiletries division has "held its own" following a decrease in sales during fiscal 1964.

"My estimate is that industry sales of phonograph records in 1964 set a new high and exceeded \$700 million," Handleman said. Industry sales in 1963 had leveled off at \$655 million, up slightly from the year before. "Every indication is that continued growth prevails in the phonograph record industry this year," he said.

The Board of Directors voted to increase the company's annual dividends to \$.80 from \$.68. The company's present quarterly dividend rate will be increased to \$.20 from \$.17, payable on 501,480 shares of common stock. The next dividend is payable on April 16, 1965 to stockholders of record March 19, 1965.

Handleman merchandises its various products in 27 states and two Canadian provinces ranging from Canada to the Gulf Coast and from the East Coast to the Plains States. The company operates branches in Charleston, W. Va.; Chicago; Cleveland and Columbus, Ohio; Detroit; Louisville, Ky.; Camden, N.J.; and Pittsburgh. Handleman Company operates a sales branch in Lansing, Mich., and a subsidiary in Toronto, Ont.



A WINDFALL NEW ALBUMS FROM RCA



The soundtrack album of the year! Magnificently packaged with a photograph-filled 8-page booklet, the complete score is a dazzler. **LOCD/LSOD-2005**



Chet plays his 3 favorite guitars. "One Note Samba," "El Vaquero," "Moon of Manakoora," "Sukiyaki" and 8 more. In *Dynagroove* sound. **LPM/LSP-3316**



Combines old favorites with new hits. "The Sweetheart of Sigma Chi," "I Want a Girl," "Hello, Dolly!" and 9 more. In *Dynagroove* sound. **LPM/LSP-2988**



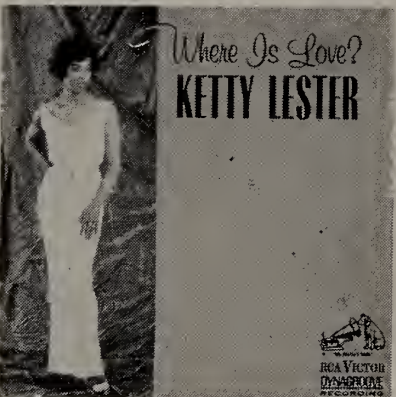
Fabulous jazz performances of selections from "The Sound of Music." "Do-Re-Mi," "Maria," "Edelweiss" and 5 others. In *Dynagroove* sound. **LPM/LSP-3360**



Piano teamwork in a tuneful and terrific debut album. Boys' new sound is sure to take off on 12 Richard Rodgers hits. In *Dynagroove* sound. **LPM/LSP-3353**



A greatly gifted artist with her own group in 12 hits. "Street of Dreams," "The Good Life," "All of You" and "People." In *Dynagroove* sound. **LPM/LSP-3322**

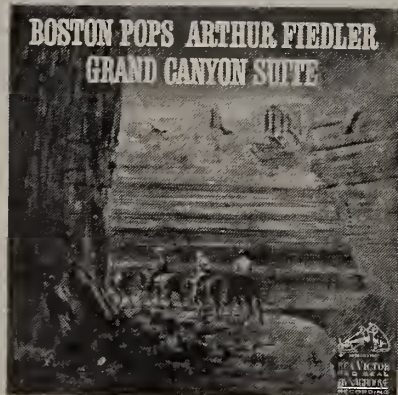


Shows all signs of topping her first great album. 12 hits. "The Sweetest Sounds," "Wouldn't It Be Lovely" and "Skylark." In *Dynagroove* sound. **LPM/LSP-3326**

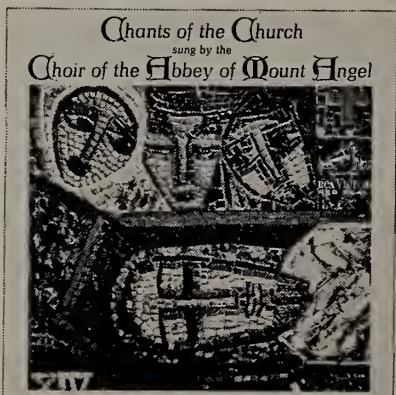


Enchanting music everyone loves in a flap-type folder. Actual shots of Papeete, Tahiti where the album was recorded in *Dynagroove* sound. **LPM/LSP-2995**

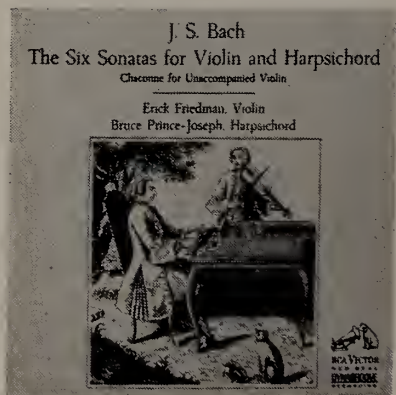
SUPERB NEW RED SEAL RECORDINGS FOR MARCH



The Boston Pops under Arthur Fiedler. A brighter-than-ever performance of Grofé's perennial favorite. Shows the Pops at its best. In *Dynagroove* sound. **LM/LSC-2789**




A collection of 23 Gregorian chants, superbly sung by the choir of the Abbey of Mount Angel under the direction of Dom David Nicholson. **LM/LSC-2786**



Erick Friedman and Bruce Prince-Joseph give these works brilliant, vibrant performances. Includes the "Chaconne." In *Dynagroove* sound. **LM/LSC-7033**

OF GREAT FOR MARCH VICTOR

 The most trusted name in sound 



33 songs, written, made famous or both by original Hall of Famers Jimmie Rodgers, Hank Williams, Roy Acuff and Fred Rose. In *Dynagroove* sound. LPM/LSP-3318



12 swinging numbers show why he's the greatest organist today. "C Jam Blues," "C.C. Rider," "Azure-Te," 9 others. In *Dynagroove* sound. LPM/LSP-3314



Two of Nashville's best. 12 hits including "We'll Sing in the Sunshine," "A Dear John Letter" and "True Love." In *Dynagroove* sound. LPM/LSP-3336



An irresistible collector's item of 16 hard swinging sides by "Fatha" and his great orchestra of 1939 and '40. A real winner! LPV-512



Montenegro originals featuring a dozen sirens from best-selling novels. "Fanny's Theme," "Polly," "Kitten" and "Amber." In *Dynagroove* sound. LPM/LSP-3332



One of "the" outstanding folk singers in 10 numbers by the popular Bob Dylan. "Long Time Gone" and "Masters of War." In *Dynagroove* sound. LPM/LSP-3324



The former tenor of the Limelitters comes across with a lot of pop appeal in 12 hits. "Stanyan Street" and "Hummingbird." In *Dynagroove* sound. LPM/LSP-3301



12 songs with 4 on L.P. for the first time. "Ballad of Barberry Ellen," "Bonnie Faraday," "Love Henry" and "Our Goodman." LPV-513



Lanza's beautiful voice heard in a never-before-released selection of favorite show tunes. Sure to delight Lanza's devoted following. LM/LSC-2790(e)



An album that marks Previn's conducting debut on RCA Victor and proves him to be very much at home on the podium. In *Dynagroove* sound. LM/LSC-2788



Price, Verrett, Tucker, Merrill, Tozzi. RCA Italiana Opera Orchestra and Chorus, under Thomas Schippers. Recorded in *Dynagroove* sound. LM/LSC-6413



This superb "singer's singer" is heard in a program of songs by Fauré, Szulc, Debussy, Duparc and Hahn. Includes 3 settings of "Clair de lune." LM/LSC-2787



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

THE CLAPPING SONG (CLAP PAT CLAP SLAP) (2:44)
[Al Gallico BMI—Chase]

THIS IS BEAUTIFUL (2:13) [Al Gallico BMI—Chase]
SHIRLEY ELLIS (Congress 234)

Shirley Ellis, who is still scoring with her "Name Game," smash, should quickly duplicate that success with this potent follow-up stanza tabbed "The Clapping Song (Clap Pat Clap Slap)." The tune is rollicking, pop-r&b rhythmic handclapper on the same nonsense theme as her previous hit. The flip, "This Is Beautiful," is a tender, slow-shufflin' after-hours bluesey romancer.

BUMBLE BEE (2:13) [Malati BMI—Fullylook, Baker]

A TEAR FELL (3:00) [Progressive BMI—Burton, Randolph]
SEARCHERS (Kapp 49)

The Searchers, who are still scoring with "What Have They Done To The Rain," should quickly repeat that triumph with this top-notch follow-up stanza tabbed "Bumble Bee." The tune is a rollicking, slick updating of short while-back hit about a poor fella who is constantly hurt by his gal. Flip, "A Tear Fell," is a tender, soulful reading of the popular country-blueser.

ALL OF MY LIFE (2:34) [Screen Gems-Columbia BMI—Powers, Miller]

I CANNOT HOPE FOR ANYONE (2:34)
[Metric BMI—Meccia, Ciacci, Gore]

LESLEY GORE (Mercury 72412)

The lark, who is currently coming off "Look Of Love," should certainly continue in her tremendously successful money-making ways with this top-drawer newie tabbed "All Of Life." The side is a melodic teen-angled romancer about a lucky gal who finally meets up with Mr. Right. Undercut, "I Cannot Hope For Anyone," is a tender, chorus-backed, soulful weeper.

IS THERE ANOTHER WAY TO LOVE HIM (2:30)
[Blue Seas & Jac ASCAP—Bacharach, David]

YOU CAN HAVE HIM (3:23) [Harvard, Big Billy BMI—Cook]
DIONNE WARWICK (Scepter 1294)

Dionne Warwick, who smashed thru last time out with "Reach Out For Me," should have no difficulty in repeating that triumph with this follow-up labeled "Is There Another Way To Love Him." The side is an emotion-packed, medium-paced, pop-r&b tearjerker about an unfortunate gal who has some serious problems with her guy. Watch it closely. The coupler, "You Can Have Him," is a interesting, rhythmic romancer with a contagious, repeating danceable riff.

HAWAII HONEYMOON (2:02) [Zodiac BMI—Gustin, Cassez]

REMEMBER BOA-BOA (2:15) [Zodiac BMI—Wetter]
WAIKIKIS (Kapp 52)

The Waikikis initial effort ("Hawaii Tattoo") established them as potent record salesmen and this follow-up, "Hawaii Honeymoon," should also go the hitsville route. The side is a rollicking, high-spirited rhythmic instrumental stanza with an infectious repeating riff. The undercut, "Remember Boa-Boa," is an easy-going, slow-shufflin' hauntingly melodic waltzer.

MY HEART KEEPS FOLLOWING YOU (2:05)
[Valley BMI—Andriane, Pomus]

RIDER (2:23) [Serendipity BMI—Bowers, Rose]
SERENDIPITY SINGERS (Philips 40273)

Both Top 40 and middle-of-the-road deejays should really dig this latest chart-looming entry by the Serendipity Singers called "My Heart Keeps Following You." The side is a rousing, rhythmic pop-folk affair which suggests that the emotional approach is the best one to follow in romantic situations. "Rider" is a hard-driving, funky folk-blueser dished-up in an appealing style by the group.

SOMEBODY ELSE IS TAKING MY PLACE (2:17)
[Shapiro, Bernstein ASCAP—Howard, Ellesworth, Morgan]

RUN TO MY ARMS (1:55)
[Leeds ASCAP—Bennett, Tepper, Plante, Pourcel]

PHYLLIS MCGUIRE (Reprise 0354)

Phyllis McGuire's easy-going brand of good music stylings have proven quite successful recently and this latest Reprise release should quickly develop into a blockbuster. On the top side the old sturdie, "Somebody Else Is Taking My Place," is given a haunting, chorus-backed feelingful updated send-off by the lark. Bottom lid, "Run To My Arms," is a pretty, rhythmic legitish romancer.

Pick of the Week

IT ISN'T THERE (2:12) [Melrose ASCAP—Ballard]

ONE OF THESE DAYS (2:40) [Metric BMI—Ennis]
SWINGING BLUE JEANS (Imperial 66090)

The Swinging Blue Jeans, who broke thru into national prominence with "Hippy, Hippy Shake," should certainly continue their chart-riding ways with his potent newie labeled "It Isn't There." The side is a melodic, teen-angled tearjerker about an unhappy lad who can't adjust to life without his ex-gal. The bottom side, "One Of These Days," is a catchy, medium-paced blueser with a contagious rhythmic beat.

I'LL KEEP HOLDING ON (JUST TO YOUR LOVE) (2:17)
[Marson BMI—Tubert]

I'M GETTING GRAY FROM BEING BLUE (2:06)
[Moss Rose BMI—Wilkins]

SONNY JAMES (Capitol 5375)

Sonny James scored in the pop dept. with his last chart-topping country deck, "You're The Only World I Know," and this top-drawer follow up should also go the dual-market route. The top lid, "I'll Keep Holding On (Just To Your Love)," is an easy-going, chorus-backed romantic ditty about a fella who has no intention of ever leaving his gal. "I'm Getting Gray From Being Blue" is a slow-shufflin' plaintive tale of rejection soulfully essayed by the chanter.

THAT'LL BE THE DAY (2:20) [Nor Va Jak BMI—Allison, Holly, Petty]

GIVE ME A SWEETHEART (2:08) [Acuff-Rose BMI—Loudermilk]
EVERLY BROTHERS (Warner Bros. 5611)

The Everly Brothers have that money-in-the-bank sound bustin' out all over this new success candidate. The side to eye here, "That'll Be The Day," the years-back Buddy Holly smash, is given a ranuchy blues reading complete with a danceable repeating rhythmic riff. The coupler, "Give Ma A Sweetheart," is a laconic, medium-paced plea for romance dished-up in an affectionate style by the duo.

PEACHES 'N' CREAM (2:15)
[Screen Gems-Columbia BMI—Venet, Boyce]

THE BIGGEST PLAYERS (2:05) [Modern & Placid BMI—Turner]
IKETTES (Modern 1005)

Looks as if the Ikettes will have no trouble in reaching the charts with this latest Modern entry called "Peaches 'N' Cream." The side is a rollicking, hard-driving pop-r&b handclapper about a lucky lass who hooks up with the right guy. The flip, "The Biggest Players," is a low-down, shufflin' affair which details the rules of the romance-game. Also merits a close look.

YOUR LOVE BACK (2:17) [Picturetone BMI—Alfred, Farrell]

P'S AND Q'S (2:31) [Stilran & Flomarlu BMI—Bishop, Stiles]

NELLA DODDS (Wand 178)

Nella Dodds can quickly get back in her chart-riding ways on this basis of this top-drawer Wand entry. The side to watch here, "Your Love Is Back," is a shufflin' chorus-backed, pop-r&bish lament about a love-sick gal who will go to any extreme to get her fella back. The attractive undercut, "P's And Q's," is a pulsating, affair about a chick who serves notice to her guy that he better treat her nicely.

Newcomer Picks

I'LL NEVER FIND ANOTHER YOU (2:40)
[Springfield Perf. Rts. Free—Springfield]

OPEN UP THEM PEARLY GATES (2:12) [Springfield Perf. Rts. Free]
SEEKERS (Capitol 5383)

The Seekers, who are currently holding down the number one slot on the British charts, can establish a meaningful reputation on this side of the foam with this version of their English hit, "I'll Never Find Another You." The side is a rhythmic folk-styled romancer about a twosome who seem aptly suited to each other. Coupler, "Open Up Them Pearly Gates," the gospel-sturdie, is treated in a lively infectious style by the crew.

CARMEN (2:40) [Metric BMI—DeCaro]

I LOVE YOU MODEL "T" (2:20) [TM BMI—Melcher, Johnston]
BRUCE & TERRY (Columbia 43238)

Bruce and Terry seem sure to grab plenty of spins and sales with this top-flight Columbia bow tabbed "Carmen." The tune is an easy-going Four Seasons-ish teen-angled romancer with a warm-hearted Hispanic-flavored undercurrent and some harmonic counterpoint portions. "I Love You Model 'T'" is a tender ode about a guy who is hung-up on his car.

ENGLAND'S NO.1 RECORD TODAY
AMERICA'S NO.1 RECORD SOON

THE SEEKERS

I'LL NEVER FIND ANOTHER YOU
b/w Open Up Them Pearly Gates

An entirely new sound! Get ready for strong airplay on
Top 40, Rhythm & Blues, Good Music stations, the works.



5383





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

WENDY HILL (Liberty)

● (GARY, PLEASE DON'T SELL) MY DIAMOND RING (2:01) [Sea, Lark, BMI—Kooper, Brass, Levine] This answer disk from Wendy Hill could share the popularity of her labelmate's "This Diamond Ring" by Gary Lewis. The tune is basically the same; strong orking, and a catchy vocal job should carry an attraction as strong as the original.

(B+) DONNA, LEAVE MY GUY ALONE (2:20) [Metric, Matchbook, Trousdale, BMI—Russell, Lesslie, Lewis] Bouncy multi-track deck.

INEZ & CHARLIE FOXX (Symbol 206)

● I FEEL ALRIGHT (2:31) [Sagittarius, BMI—Foxx] Consistent clickers in the r&b field, Inez and Charlie Foxx should see plenty of nationwide acceptance for this solid driving wailer. The pair put down a tremendous effort with an infectious ork backing that should catch the teen fancy.

(B+) MY MOMMA TOLD ME (2:31) [Sagittarius, BMI—Oliver] Another groovy number.

HENRY JEROME (Decca 31758)

● THE AMERICAN BEAT—PART I (3:03) [Northern, ASCAP—Jerome] Vet orkster Henry Jerome can score in the coin dept. with this rollicking choral affair which nationalistically combines a variety of U.S. terpsichorean beats into cohesive rockin' fusion. Loads of airplay potential here.

(B+) THE AMERICAN BEAT—PART II (3:40) [Northern, ASCAP—Jerome] Logical but slower moving continuation of the top side.

CHIPMUNKS (Liberty 55773)

● DO-RE-MI (2:20) [Williamson, ASCAP—Rodgers, Hammerstein] The Chipmunks are back again and this time out Alvin and the crew offer a timely take-off on the popular harmonic "Sound Of Music" tune. Interest should be spurred in the deck by the flick's recent release.

(B+) SUPERCALIFRAGILISTIC-EXPLIALIDOCIOUS (2:05) [Wonderland, BMI—R. R. Sherman] Spirited infectious reading of the "Mary Poppins" novelty.

DR. FEELGOOD & INTERNS (Columbia 43236)

● GOOD GUYS (2:04) [Lowery, BMI—Perryman, Jackson] Dr. Feelgood and the Interns have had hits in the past and they can score again with this interestingly off-beat pop-r&b tribute to nation's deejays. Side has a funky rapidly-changing danceable beat.

(B+) IT'S A SIN TO TELL A LIE (1:56) [Bergman, Vocco & Conn, ASCAP—Mayhew] High-powered rendition of the oldie.

JERRY ALLISON & CRICKETS (Liberty 55767)

● NOW HEAR THIS (1:55) [Dundee, BMI—Carson, Allison] Deejays should come out in droves for this rollicking, hard-driving Mersey Beatish affair about a guy who decides that he no longer needs the trouble that his gal has been giving him. Plenty of potential here.

(B+) EV'RYBODY'S GOT A LITTLE PROBLEM (1:14) [Dundee, BMI—Allison] Infectious, rhythmic warm-hearted teen-angled romancer.

JIM DOVAL (ABC-Paramount 10637)

● UPTOWN CABALLERO (2:30) [TM, BMI—Resnick, Young] Jim Doval can create plenty of attention with this easy-going Drifters-sounding, chorus-backed warm-hearted romancer with an infectious south-of-the-border flavor. Heavy airplay indicated here.

(B+) I KNOW YOU'RE FOOLING AROUND (2:26) [South Mountain, BMI—Randazzo, Weinstein, Barberis] Heart-tugging tale of a romance headed for the rocks.

LAINE KAZAN (Colpix 768)

● THE COLOR OF LOVE (2:22) [ASCAP—Kaper] Laine Kazan, Barbra Streisand's "Funny Girl" stand-by who recently successfully took the lead when the star was sick, kicks her wax career off to a flying start with this melodic folkish reading of the oft-cut love-theme from "Lord Jim." Watch it closely.

(B) OUZO (2:30) [E. H. Morris, ASCAP—Leigh, Segal] Cute, Greek-styled novelty.

MICKY FINN (World Artists 1048)

● THIS SPORTING LIFE (2:13) [W.A.A., BMI—Talmy, Randall] Mickey Finn can create a sales stir with this first-rate cover of Ian Whitcomb's Tower chart-rider. Side is a low-down funky blueser rendered in a soulful style by the chanter.

(B+) NIGHT COMES DOWN (2:05) [Champion, BMI—Talmy] Interesting, after-hours r&b-ish tearjerker.

TAMI LYNN (Atco 6342)

● I'M GONNA RUN AWAY FROM YOU (2:46) [Web IV, BMI—Berns] Tami Lynn has a good chance of breaking into the national spotlight with this medium-paced chorus-backed, pop-blues lament about a determined chick show serves on her fella that she plans to leave him. Watch it.

(B+) THE BOY NEXT DOOR (2:10) [Cotillion, BMI—Lastic, Brown] Tradition-oriented r&b romancer feelingfully eassayed by the songstress.

Best Bets

VOLUMES (American Arts 18)

● ONE WAY LOVER (2:12) [Vickie, BMI—Browner] The Volumes have had hits in the past and they can score again with this slow-shufflin' pop-r&b romancer which effectively builds into a hard-driving dramatic climax. Could be big.

(B+) I JUST CAN'T HELP MYSELF (2:33) [Vickie, BMI—Browner] Swingin' fast-moving soulful blues weeper.

TONY CLARKE (Chess 1924)

● THE ENTERTAINER (2:34) [Chevis, BMI—Clarke] New-comer Tony Clarke can make a national name for himself with this rollicking blueser which delineates the trials and tribulations of a professional chanter. Deejays should really dig the side.

(B+) THIS HEART OF MINE (2:40) [Chevis, BMI—Clarke] Tender, slow-moving heartfelt romancer.

LLOYD PRICE (Monument 877)

● WOMAN (2:54) [Lloyd, Logan, BMI—Price, Logan] The vet pop-r&b songster could well have a hit on his hands with this medium-paced, funky ode on which he makes a moving pledge of romantic devotion to that very special gal of his dreams. Eye it.

(B+) OH, LADY LUCK (2:37) [Lloyd, Logan, BMI—Price, Logan] Hard-driving, infectious chorus-backed hand-clapper.

FRANCE GALL (Philips 40272)

● SACRE CHARLEMAGNE (2:50) [Gill, BMI—Liferman, Gall] The lark scored with this item in her native France and she can certainly ride up the charts on this side of the foam with this catchy, high-spirited, kids' chorus-backed easy-going novelty which boasts some contagious melodic changes.

(B+) AU CLAIR DE LUNE (2:07) [Spectorious, BMI—Goraguer, Gall] Plaintive, emotion-paced Gallic romantic ballad.

JA NEEN HENRY (Blue Rock 4010)

● BABY BOY (2:25) [Myto, BMI—Hamilton, Savoy] New-comer Ja Neen Henry should garb plenty of spins with this top-flight pop-r&b pulsating, rhythmic funky romancer about a gal who is head-over-heels in love with her special guy.

(B+) LOVE IS WHAT YOU MAKE IT (2:20) [Blackwood, BMI—McCoy] Tradition-oriented, chorus-backed bluesey lament.

CHILI BEANS (American Arts 14)

● CHILI BEANS (2:20) [Gomba, BMI—Yorko, Bulk] Platter spinners should really dig this catchy, infectious, high-spirited instrumental which spotlights the Chili Beans offering a carefree Near Easternish item. Could break rapidly.

(B+) CHEETAS UNCLE (2:03) [Gomba, BMI—Yorko, Balk] Pleasant, low-key rhythmic instrumental sounds.

CHARLES AZNAVOUR (Reprise 0353)

● VENICE BLUE (QUE C'EST TRISTE VENISE) (2:36) [Ludlow, BMI—Lees, Dorin, Aznavour] One of the leaders on the European pop scene, Charles Aznavour makes his debut on Reprise with a self-penned ballad of lost love. The chanter is in very fine voice, and has a beautiful build highlighted by the lush ork backing. Watch for good reaction from adults as well as the teen set.

(B+) I WILL WARM YOUR HEART (2:43) [Ludlow, BMI—Lees, Aznavour] Very pleasant liting number.

THE BAD BOYS (Warner Brothers 5605)

● THE OWL AND THE PUSSY CAT (2:15) [Merit, NCB—Moorhouse, Lear] The English crew. The Bad Boys enter the American scene with a hot version of a Lear children's poem, which features a driving dance rhythm, and strong vocal interpretation which should prove strong enough to push this side way up onto the charts. Very fine orking.

(B+) THAT'S WHAT I'LL DO (2:45) [Merit, NCS—Seett] Bo Diddley type blues, with up-tempo break, and strong harmonica work.

BOBBY SOLO (Epic 9767)

● SE PIAGI, SE RIDI (WHEN YOU CRY, WHEN YOU LAUGH) (2:56) [M. Witmark & Sons, ASCAP—Mogol, Marchetti, Satti] This lovely sad ballad, which took first place at the San Remo Festival, should profit from the publicity afforded by the event, and could turn into quite a seller in this country. Bobby Solo's version is the original winner, and his smooth rendition has a beautiful sound which should prove attractive to most age groups.

(B+) UNA LACRIMA SUL VISO (1:57) [April, ASCAP—Lunero, Mogol] A bit more life on this San Remo tune of 1964, fine side.

TOMMY BROWN (ABC Paramount 4565)

● AIN'T SO (2:29) [Pamco, Nantob, BMI—Brown] Strong soul number that should make noise in the r&b-pop areas. This snappy handclapper should excite the teens. Watch for spins and sales.

(B+) WELL, THERE GOES MY HEART (2:34) [Pamco, Nantob, BMI—Brown] Blues ballad.

VIC THOMAS (Philips 40265)

● LOVE MY BABY (2:15) [Seventh Ave., BMI—Thomas] Songster Thomas has a strong deck with this self-penned tune. This Al Kasha production is loaded with excitement and commercial gimmicks to enrapture the teens. The r&b oriented frug-monkey should see action.

(B) BARBARA (2:25) [Seventh Ave., BMI—Thomas] More teen dance music but not as exciting as the flip.



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 HER FIRST
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 A TRIUMPH IN SOUND
 AND EXCITEMENT
 ONE OF THE MOST
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 IN THE INDUSTRY
 NOW AVAILABLE
 AND SELLING



LN 24131/BN 26131 STEREO

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RECORD REVIEWS

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

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

Best Bets

TOMMY JAY (Hi 2088)

● **TOMORROW (2:15)** [JEC Pub., BMI—Cecil] Tommy Jay could create a sizeable stir in both the pop and r&b markets with his newie, "Tomorrow." The fine vocal sound of the artist is aided by excellent guitar support, and a strong thumping drum. It's a lively blue tune with likely possibilities.

(B+) **TENDER LOVE (2:34)** [Tall Tales, BMI—Jackson] Vibrant orking on this shuffle ballad.

THE FANTASTIC BAGGIES (Imperial 66092)

● **IT WAS I (2:36)** [T.M., Music, Desert Palms, BMI—Paxton] The Fantastic Baggies should have little difficulty in climbing back onto the charts with this soft shuffle cha-cha version of the while back teen hit "It Was I." The cascading vocal background also adds appeal to this lovely tune.

(B+) **ALONE ON THE BEACH (1:44)** [Trousdale, BMI—Sloan, Barri] Plaintive chant.

NANCY ADAMS (RCA Victor 8529)

● **NOTHING IS TOO GOOD FOR YOU (2:31)** [Dynor, ASCAP—Allen] Newcomer Nancy Adams could have a chart item for RCA with this contagious monkey rocker. The Andy Wisell production should be eyed closely.

(B+) **GIVE IT A GO (2:25)** [Rupel, ASCAP—Huddleston, Rinker] March beat-pop number that could be a DJ success.

VAL DOONICAN (London 9735)

● **THE SPECIAL YEARS (2:35)** [Painted Desert, BMI—Sharp] Crooner Doonican presents a pleasant reading of the current Brook Benton release. This pretty ballad should become a favorite on the good music stations.

(B+) **TRAVELING HOME (2:25)** [Lorna, ASCAP—Doonican, Pavey] This end is an up-tempo ballad that deserves attention.

VINNIE BELL (Musicor 1068)

(B+) **JUST A LITTLE KISS (2:10)** [Puddie, BMI—Brennan, Verroca] Lively up-tempo instrumental with fine guitar playing.

(B) **BAKER ST. MYSTERY (2:33)** [E. B. Marks, BMI—Jessell, Grudeff] Deep dark sounding thumper.

EDNA McGRIFF (Capitol 5382)

(B+) **I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME (2:55)** [Mills, ASCAP—Gaskill, McHugh] Powerful vocal on this strong ballad.

(B+) **THIS LOVE OF MINE (3:07)** [Embassy, BMI—Parker, Sanicola, Sinatra] Ditto.

BILLY FURY (London 9704)

(B+) **I'M LOST WITHOUT YOU (3:15)** [South Mountain, BMI—Randazzo, Barberis] Very strong build in this powerful lament.

(B) **GO AHEAD AND ASK HER (1:55)** [MCPS, ASCAP—Palmer] Thumping rock number.

RANDY BOONE (Decca 31755)

(B+) **JUST WAITIN' (1:50)** [Fred Rose, BMI—Williams, Gazzaway] Talker in the pop-folk c&w vein from the star of "The Virginian."

(B) **TENNESSEE STUD (3:05)** [Warden, BMI—Driftwood] Smooth vocal showing on this folksy tune.

HUGO MONTENEGRO AND HIS ORCHESTRA (RCA Victor 8522)

(B+) **CANDY'S THEME (2:16)** [Southdale, ASCAP—Montenegro] Soft haunting melody.

(B) **POLLY (2:36)** [Southdale, ASCAP—Montenegro] Groovy sound here with a bit of the "Stripper" touch.

FREDDY KING (Federal 12535)

(B) **IF YOU HAVE IT (2:25)** [Pandora—BMI—Stephens—Phillips] Up-tempo R & B ballad.

(B) **I LOVE YOU MORE EVERY DAY (2:52)** [Pandora—BMI—Teat] Ditto.

HOYT AXTON (VeeJay 659)

(B) **HUSH HUSH SWEET CHARLOTTE (1:58)** Miller, ASCAP—Devol, David] Tender title ballad from the horror flick, "Hush Hush Sweet Charlotte."

(B) **AFTER YOU'VE GONE** [Mayfair, ASCAP—Henry, Turner] Counterfitted updating of the old torch tune.

THE COUPLINGS (Prism PR 1914)

(B) **YOUNG LOVE (1:52)** [Lowery, BMI—Joyner, Cartney] Speedy revival of the Sonny James smash.

(B) **DILL TICKLE (1:25)** [B. W. Spangle, BMI—Rushbrook] A "Big Bopper"-styled laugher.

JOHN GARY (RCA Victor 8526)

(B+) **THE COLOR OF LOVE (2:19)** [Colgems, ASCAP—Russell, Kaper] Beautiful lilting ballad theme from "Lord Jim."

(B) **MY FIRST LOVE SONG (2:52)** [Musical Comedy Prod., BMI—Bricusse, Newley] Another enchanting smoothie here.

ALLEN TOUSSAINT (Alon 9021)

(B+) **GO BACK HOME (2:57)** [JARB, BMI—Neville] Fine blues tune.

(B+) **POOR BOY, GOT TO MOVE (2:58)** [JARB, BMI—Neville] Groovy soft shuffle side.

THE SUPERBS (Dore 731)

(B+) **BABY'S GONE AWAY (2:12)** [Hillary, BMI—Sibrie, Swayne] Sweet sounding shuffle ballad.

(B+) **TWINE AND SLIDE (2:06)** [Meadowlark, ASCAP—Hunter] Guitar, drum and piano team up on this bouncy twine number.

HIDER AND O'NEILL (Mercury 72397)

(B+) **LET'S DO THE SKI (2:23)** [Dafred, BMI—Hider, O'Neill] Could catch some cash with this ski tune featuring solid rhythm and good orking.

(B+) **THUNDER ROCK (2:21)** [Dafred, BMI—Hider, O'Neill] Strong slide along the ski trail.

GORGEOUS GEORGE (Stax 165)

(B+) **BIGGEST FOOL IN TOWN (2:43)** [East BMI—George] Top-drawer wailing with soft orking.

(B) **SWEET THING (2:38)** [East, BMI—George] Steady thumping r&b item.

B REVIEWS

JERRY McCAIN (Ric S 153-65)

(B) **POKEY (2:28)** [Cramart, BMI—McCain] Low-down funky blueser.

(B) **HERE'S WHERE YOU GET IT (2:15)** [Cramart, BMI—McCain] Slow, shufflin' feelingful r&b romancer.

THE MILLS BROTHERS (Dot 45-16705)

(B) **WELCOME HOME (2:25)** [Lawrence, ASCAP—Mills] Smooth easy going ballad.

(B) **YOU'RE MAKING THE WRONG GUY HAPPY (2:20)** [Roosevelt, BMI—Lampert, Singleton, Snyder] A bouncing, romancer in the pre-rock vein.

GEORGE SOULE (La Louisianne LL-8065)

(B) **GOING STEADY (1:52)** [Rimrock, BMI—Buck] Swingin' r&b teen item.

(B) **SHE WILL LOVE ME SO (2:10)** [Rimrock, BMI—Soule] Plaintive teen heart-grabber.

B+ REVIEWS

DOLLY AND THE FASHIONS (Ivanhoe 5091)

(B+) **JUST ANOTHER FOOL (2:42)** [Bounds, BMI—Chambers] Low-keyed guitar backing on a bluesy tune.

(B) **THE RIGHT ONE (2:48)** [Bounds, BMI—Bradley] Bouncy side.

ARTISTICS (Okeh 7217)

(B+) **PATTY CAKE (2:05)** [Jalyne, BMI—Smith] Lively vocal, catchy orking, r&b sound.

(B+) **IN ANOTHER MAN'S ARMS (2:14)** [Jalyne, BMI—Smith] Throbbing shuffle number.

CLIFFORD BROWN (Limelight 3054)

(B+) **EMBRACEABLE YOU (2:59)** [New World, ASCAP—G. Gershwin, I. Gershwin] Blue jazz reading of the Gershwin standard.

(B) **DAAHOUD (4:10)** [Brent, —Brown] More fine trumpet-ing on this up-tempo tune.

COTTONBLOSSOMS (Gramophone 165)

(B+) **CHOC'LATE ICE CREAM CONE (2:00)** [Country, BMI] Charming bouncer with cute vocal and lyrics.

(B+) **AND I LOVE IT (2:15)** [Caravelle, ASCAP—] Steady paced finger snapper.

MISFITS (Sound 7 Stage 2538)

(B+) **SKIING TIME (2:08)** [Janjo & Fab, BMI—Bradley, Talty] Ski-multi-dance tempo, driving rhythm, fine sound.

(B) **IT'S UP TO YOU (2:13)** [Janjo, & Fab, BMI—Bradley, Talty] Rockin' blues tune.

RAMSEY LEWIS TRIO (Argo 5496)

(B+) **LET IT BE ME (3:10)** [Leeds, ASCAP—Becaud, Delanoe, Curtis] Jazzy instrumental reading of the Butler-Everett smash.

(B) **IT HAD BETTER BE TONIGHT (3:14)** [Northridge, United, Artist, ASCAP—Mancini, Mercer, Stasera] Groovy moving number here. Both sides culled from the combo's "You Better Believe Me" LP.

CHIS CROSBY (Challenge 59282)

(B+) **LOVE IS A ROSE (2:42)** [4-Star Sales, BMI—Crosby, Fuller] Attractive ballad with a country flavor.

(B) **ONLY THE YOUNG (2:39)** [4-Star Sales, BMI—Seals, Eugene] Rick Nelson styled ballad.

COOKIE AND HIS CUPCAKES (Paula 221)

(B+) **MATHILDA** [Longhorn, BMI—Khouri, Thierry] Hefty blues lament.

(B) **I'M TWISTED** Solid beat and a moving tune.

JIMMY McCRACKLIN (Imperial 66094)

(B+) **EVERY NIGHT, EVERY DAY (2:38)** [Metric, BMI—McCracklin] Very good r&b side.

(B) **CAN'T RAISE ME (2:35)** [Metric, BMI—McCracklin] Driving shimmy sound here.

JOHNNY PRESTON (Hall 1927)

(B+) **RUNNING BEAR '65 (2:39)** [Big Bopper, BMI—Richardson] Johnny Preston rerecords his years back hit. Deck could do it.

(B+) **DEDICATED TO THE ONE I LOVE (2:14)** [Armo, BMI—Pauling, Bass] Pleasant version of the Shirelles' oldie.

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From France

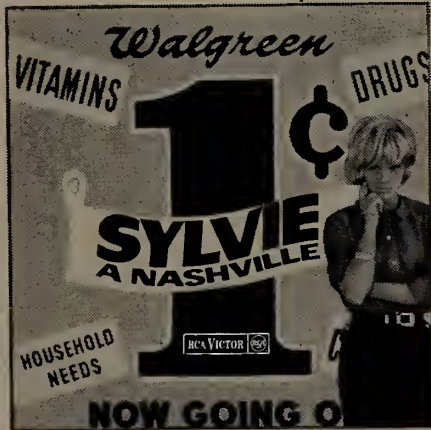
SYLVIE VARTAN

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"Shindig" (March 24) to launch
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8520

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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 MARCH 3RD)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Long Lonely Nights—	Bobby Vinton—Epic		94%
45%	Tired Of Waiting For You—	Kinks—Reprise		45%
40%	Do You Wanna Dance—	Beach Boys—Capitol		90%
39%	Girl Don't Come—	Sandie Shaw—Reprise		54%
35%	Poor Man's Son—	Reflections—Golden World		66%
34%	Come Stay With Me—	Marianne Faithful—London		71%
33%	When I'm Gone—	Brenda Holloway—Tamla		71%
32%	I Must Be Seeing Things—	Gene Pitney—Musicor		56%
31%	Anytime At All—	Frank Sinatra—Reprise		64%
30%	Never Never Leave Me—	Mary Wells—20th Century Fox		49%
29%	From All Over The World—	Jan & Dean—Liberty		54%
28%	Nowhere To Run—	Martha & Vandellas—Gordy		93%
27%	I'm Telling You Now—	Freddy & Dreamers—Tower		27%
26%	For Mama—	Connie Francis—MGM		55%
25%	I Can't Stop Thinking Of You—	Bobbi Martin—Coral		43%
24%	I Understand—	Freddy & Dreamers—Mercury		24%
23%	Begin To Love—	Robert Goulet—Columbia		73%
22%	Game Of Love—	Wayne Fontana & Mindbenders—Fontana		22%
21%	I Do Love You—	Billy Stewart—Chess		21%
20%	Stranger In Town—	Del Shannon—Amy		92%
19%	Got To Get You Off My Mind—	Solomon Burke—Atlantic		42%
18%	Come See—	Major Lance—Okeh		49%
16%	Be My Baby—	Dick & Dee Dee—Warner Bros.		44%
15%	Not Too Long Ago—	Uniques—Paula		49%
14%	Do The Clam—	Elvis Presley—RCA Victor		93%
13%	You Better Get It—	Joe Tex—Dial		61%
13%	Baby The Rain Must Fall—	Glenn Yarbrough—RCA Victor		21%
12%	Peaches And Cream—	Ikettes—Modern		12%
11%	The Race Is On—	Jack Jones—Kapp		90%

LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
If I Loved You	Chod & Jeremy (World Artists)	94%	If I Ruled The World	Tony Bennett (Columbia)	83%	Find My Way Back Home	Nashville Tenns (RCA Victor)	7%
I Can't Explain	The Who (Decca)	31%	I've Got \$5.00 And It's Saturday Night	Gene Pitney & George Jones (Musicor)	8%	Come Back Baby	Roddie Joy (Red Bird)	7%
For Momo	Jerry Vole (Columbia)	29%	It's Not Unusual	Tom Jones (Parrot)	7%	Gee Baby I'm Sorry	Three Degrees (Swan)	24%

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 I'M YOUR KINGPIN • DID YOU HAVE TO DO THAT • SHE • YOU'VE GOT TO TAKE IT



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CHECKER 1105

A SMASH
IN CHICAGO & HOUSTON



PLATTER SPINNER PATTER

The 40th anniversary of WOR-New York's "Rambling with Gambling" morning show will be celebrated with a week-long birthday party kicking off on Mar. 8. The series originated with John B. Gambling and passed on to his son John A., the present host, in 1959. The celebration is slated to feature father and son, with their families, as well as show biz and political personalities.

Pepsi-Cola and WHAT-Philadelphia teamed up to add a new entertainment package to the station's format. The infant show, which premiered on Feb. 26, features the late record releases as well as interviews with well-knowns in the entertainment field. In-

A well-earned vote of thanks must go out to WNOR-Virginia's Doc Doolley from the Tidewater Heart Association for his recent fund-raising wakeathon to gain funds for an open heart surgery clinic in the area. The afternoon personality has already received congrats from the Governor of Virginia and President Johnson for his 75-hour airtime stint which drew \$3,000 worth of pledges for the association.

Several stations are sending out the distress signals as a result of depleted musical stocks. WCOA-Pensacola reports a dire need for the latest 45's, while WRAM-Monmouth, Illinois is calling for LP's and singles in all



BOB HOLLIDAY
WING-Dayton



BRYCE BOND
WTFM-New York



KASSIDY
WIND-Chicago

cluded in the debut lineup were Nancy Wilson, and gridiron greats Jimmy Brown and Clarence Peaks.

A crowd of over 2,000 hammer-wielding citizens, led by WEAM-Washington's Jack Alix, armed with a gold sledge hammer, took part in the town's "Bash For Cash" contest. The foray, sponsored by the Wendy Ward Teen Club for the March of Dimes, had the enthusiastic participants venting their combined wrath on a batch of unsuspecting jalopies in the parking lot of a leading chain store. Anyone for a "Bash?"

KSFO-San Francisco's Don Sherwood, skipper of the station's frigate, Monty Bandar, dropped anchor in baytown, where Acting Mayor Joseph E. Tinney presented the key to the city to the courageous captain and his boatload of broadcasting buccaneers. A heavy iron replica of the key that opens the doors of the Mission Dolores, which is reserved for foreign dignitaries, outstanding national figures and people held in high regard by Hill City's populace, this is now the new official key to the city. Beside being the first recipient of the key, the fearsome crew relieved from the port's fireboats the salute which is rendered when the U.S. Seventh Fleet docks in the bay. Avast maties.

Many of WJL-Niagara Falls Listeners were invited to participate in an interesting birthday celebration for our nation's veracious father, George Washington. Members of the audience with the first names of George or Martha, or local uprights who had never uttered a lie were asked to call the station to receive . . . what else? . . . a cherry pie.

WING-Dayton's Bob Holliday has taken a jaunt across the briny where he'll be attempting to interest the Beatles in making appearances in Dayton on their next swing thru the States. In addition to wooing Britain's mop-tops, Holliday's holiday will include regular reports from London, Paris, Zurich, Rome, Madrid and Lisbon concerning the music and the pop wax artists in Europe.

Morty Gunty's new release, "Blind Date," on Philips is the spark behind WGLI-New York's Joe Colombo latest promotion contest. The listener who writes the funniest letter concerning an experience on a blind date will be treated to a night at the Royal Box in the Americana Hotel, complete with a surprise blind date, as a guest of Gunty, who will be on the billing, dishing out the laughs.

fields, and KVEE-Conway, Arkansas is having difficulties in getting hold of pop singles and albums, as well as c & w albums.

The Colorado Children's Home is now \$250. richer after answering KIMN-Denver's call for the world's largest snowball. With a bit of effort and a lot of snowflakes the kids constructed a "KIM-ball" nine feet high and thirty-five feet around. The next local snowball fight should be very interesting.

A new discotheque-styled package, "The Arthur Murray Dance Party" has been added to the format at WJW-Cleveland with its premiere on Feb. 20. The show, which originated in New York on New Year's eve, will be presenting two solid hours of "cheek-to-cheek" dance music for late evening romancers.

WEBR-Buffalo's Carroll Hardy provides an unexpected treat for his jazz audience when hornster Don Ellis dropped in as his special guest.

VITAL STATISTICS:

Dale Peterson moves up from general sales manager to general station manager at KGBS-Los Angeles . . . Jim Turner upped to sports director-production manager at WWOK-Charlotte . . . Jim McShane steps up to manager of operations-programming at WFLA-St. Petersburg . . . Bob Landers exits and Jim Tate joins WNEW-New York . . . Jim Wood returns to KDSX-Sherman-Dennison, Texas . . . E. J. Holub gets the nod as sports director for KSEL-Lubbock . . . Ralph Petti pulls down manager slot at KONO-San Antonio . . . Johnny Mitchell takes over Tiger Myers announcing post at KIKK-Houston . . . Dave McCormick gets the green light as music director at KYNO-Fresno, while Ed Mitchell exits station for similar position at KRUX-Phoenix . . . Sam Riddle exits KFWB-Hollywood for heavy television and film commitments . . . Gary Marshall, former acting program-music director at KTUY-Palmdale, California moves to newscaster-afternoon personality at KAVR-Apple Valley . . . Don Grierson, former Australian deejay under the name of Don Gray, moves to KSFV-San Fernando . . . Bryce Bond, formerly with WGLI-Babylon, Long Island, shifts to WTFM-Fresh Meadows . . . Cassidy, previously with WLW-Cincinnati, joins the deejay staff on WIND-Chicago.

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LOOKING AHEAD

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

- | | | | |
|--|--|--|---|
| <p>1 I'M TELLING YOU NOW
(Miller—ASCAP)
Freddie & Dreamers (Tower 125)</p> <p>2 ONE KISS FOR OLD TIMES' SAKE
(TM—BMI)
Ronnie Dove (Diamond 179)</p> <p>3 GAME OF LOVE
(Skidmore—ASCAP)
Wayne Fantana (Fontano 1503)</p> <p>4 MEAN OLD WORLD
(Just—BMI)
Rick Nelson (Decca 31756)</p> <p>5 CAST YOUR FATE TO THE WIND
(Friendship—BMI)
Saunders Orchestral (Parkway 942)</p> <p>6 I UNDERSTAND
(ASCAP)
Freddie & Dreamers (Mercury 72377)</p> <p>7 SIMON SAYS
(Cotillion T-Neck Isley—BMI)
Isley Brothers (Atlantic 2277)</p> <p>8 FIND MY WAY BACK HOME
(Fling—BMI)
Nashville Teens (London 9736)</p> <p>9 COME BACK BABY
(Wemar, Trio—BMI)
Roddie Joy (Red Bird 10-021)</p> <p>10 YOU'RE THE CREAM OF THE CROP
(Mah's—BMI)
Lee Rogers (D-Town 1041)</p> <p>11 A DEAR JOHN LETTER
(American—BMI)
Skeeter Davis & Bobby Bare (RCA Victor 8498)</p> <p>12 THE SPECIAL YEARS
(Painted Dessert—BMI)
Brook Benton (Mercury 72389)</p> <p>13 WITH ALL MY HEART
(Debmor—BMI)
Al Martino (Capitol 5384)</p> | <p>14 WHIPPED CREAM
(JARB—BMI)
Tijuana Brass (A&M)
The Stokes (Alon 1197)</p> <p>15 KISS & RUN
Bobby Skel (Soft 826)</p> <p>16 DO I HEAR A WALTZ
(Williamson & Burthen—ASCAP)
Eydie Gorme (Columbia 43225)</p> <p>17 CHIM, CHIM, CHERREE
(Wonderland—BMI)
New Christy Minstrels (Columbia 43215)</p> <p>18 IT HURTS ME
(Beechwood—BMI)
Bobby Sherman (Decca 31741)</p> <p>19 HELLO DOLLY
(Morris—ASCAP)
Bobby Darin (Capitol 2194)</p> <p>20 YOU DON'T MISS A GOOD THING
(Metric, Ragmar—BMI)
Irma Thomas (Imperial 66095)</p> <p>21 YOU CAN HAVE HIM
(Big Billy—BMI)
Timi Yura (Mercury 72391)</p> <p>22 I'VE GOT FIVE DOLLARS AND IT'S SATURDAY NIGHT
(Peer Inter'l—BMI)
George Janes & Gene Pitney (Musicor 1066)</p> <p>23 WHY DON'T YOU LET YOURSELF GO
(TM—BMI)
NEVER, NEVER LEAVE ME
(Merna—BMI)
Mary Wells (20th Century Fox 570)</p> <p>24 LET THE PEOPLE TALK
(Screen Gems, Col.—BMI)
Neil Sedaka (RCA Victor 8511)</p> <p>25 WE WERE LOVERS
(Trio—BMI)
Darin D'anna (World Artists 1045)</p> | <p>26 LITTLE LATIN LUPU LU
Chancellars (Soma)</p> <p>27 FREEWAY FLYER
(Screen Gems, Cal.—BMI)
Jan & Dean (Liberty 55766)</p> <p>28 CUPID
(Kags—BMI)
Johnny Rivers (Imperial 66087)</p> <p>29 WALK
(Screen Gems, Col.—BMI)
Fenways (Imperial 66082)</p> <p>30 STRAIN ON MY HEART
Roscoe Shelton (Sims 217)</p> <p>31 WHY DON'T YOU DO IT RIGHT
(Mayfair—ASCAP)
Fats Damina (ABC Paramount 10631)</p> <p>32 HEART FULL OF LOVE
(Circle 7—BMI)
Invincibles (Warner Bras 5495)</p> <p>33 DANNY BOY
(Boasey & Hawkes—ASCAP)
Jackie Wilson (Brunswick 55277)</p> <p>34 THIS IS IT
(Acclaim—BMI)
Jim Reeves (RCA Victor 8508)</p> <p>35 YOU'RE BREAKING MY HEART
(South Mt.—BMI)
Chartbusters (Mutual 511)</p> <p>36 APPLES & BANANAS
(Van Tilzer—ASCAP)
Lawrence Welk (Dot 16697)</p> <p>37 YOU GOT WHAT IT TAKES
(Tree—BMI)
Joe Tex (Dial 4003)</p> <p>38 DOUBLE O SEVEN
(Apt—ASCAP)
Detergents (Raulette)</p> | <p>39 TIMES ARE GETTING BETTER
(Central Songs—BMI)
Bobby Bare (RCA Victor 8509)</p> <p>40 THE TELEPHONE SONG
(Pam—BMI)
Stan Getz & Astrud Gilberto (Verve 10336)</p> <p>41 DON'T MESS AROUND
(Ringneck—BMI)
Gestures (Sama 1426)</p> <p>42 LOVE ME LOVE ME
(Low-Twi—BMI)
Tammy Roe (ABC Paramount 10623)</p> <p>43 TELL HER I'M NOT HOME
(Ludix—BMI)
Ike & Tina Turner (Loma 2011)</p> <p>44 CHOP CHOP
(Wrist & Metric—BMI)
Sandy Nelson (Imperial 66093)</p> <p>45 WE ARE IN LOVE
(Try Me—BMI)
Bobby Byrd (Smash 1964)</p> <p>46 SYLVIE SLEEPIN'
(Lionel—ASCAP)
Tokens (B T Puppy 507)</p> <p>47 BABY THE RAIN MUST FALL
(Screen Gems, Col.—BMI)
Glenn Yarbrough (RCA Victor 8498)</p> <p>48 I'LL BE DOGGONE
(Jobete—BMI)
Marvin Gaye (Tamla 5412)</p> <p>49 BABY PLEASE DON'T GO
(Leads—ASCAP)
Them (Parrot 9727)</p> <p>50 PEACHES & CREAM
(Screen Gems, Col.—BMI)
Ikettes (Modern 1005)</p> |
|--|--|--|---|

SIMS RECORDS

is pleased to announce that ATLANTIC RECORDS has taken over the distribution of the entire Sims catalogue of singles and albums.

All releases on the Sims label are now available from Atlantic distributors in this country and through Atlantic licensees in other parts of the world.

RUSSELL SIMS President, Sims Records, Inc.

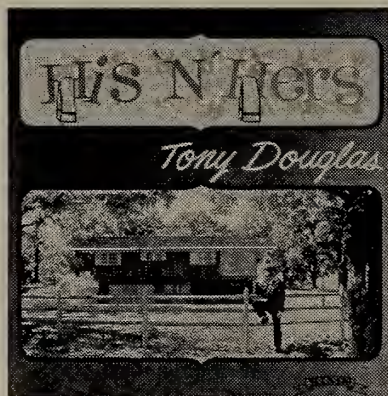
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THE WALLACE BROTHERS
SOUL SOUL AND MORE SOUL SIMS 128



TONY DOUGLAS
HIS 'N' HER SIMS 121



BOBBY BARNETT
AT THE CRYSTAL PALACE SIMS 118

NEW & HOT—HAL WILLIS "KLONDIKE MIKE" (Sims 325)

b/w SO RIGHT
BUT SO WRONG

ATLANTIC-SIMS DISTRIBUTORS — Allstate (Chicago), Bay State (Boston), Big State (Dallas), C & C (Seattle), Chatton (Oakland, California), Cosnat (New York and Philadelphia), Davis (Denver), Delta (New Orleans), Dulaney's (Oklahoma City), Essex (Newark), F & F (Charlotte), Fenway (Pittsburgh), Supreme (Cincinnati), Gold (Buffalo), Heilicher (Minneapolis), Jay Kay (Detroit), M. B. Krupp (El Paso and Phoenix), Clef (Los Angeles), Microphone (Honolulu), Music City (Nashville), Music Sales (Memphis), O'Brien (Milwaukee), R & M (Billings, Mont.), Roberts (St. Louis), Schwartz Bros. (Washington, D.C.), Seaboard (Hartford), Seaway (Cleveland), Southland (Atlanta), Stans (Shreveport), Tone (Miami), United (Houston).



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SINGERS

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♥ **FOLLOWING YOU** ♥

40273

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they're on the move—all the time...
straight up to the Number 1 spot

PHILIPS RECORDS

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ON ONE GREAT LABEL



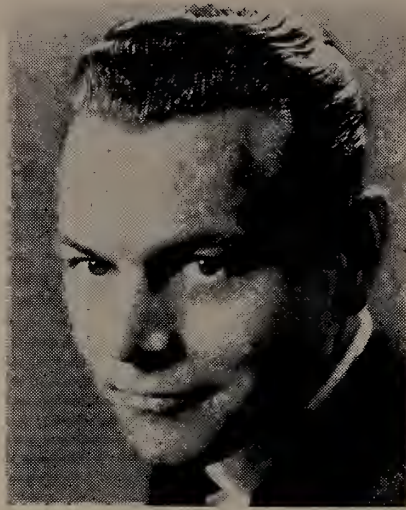
BIG HITS FOR BIG

COME HOME — Dave Clark Five
 GOODTIMES — Jerry Butler
 DID YOU EVER — Hullabalooos
 FANNY MAE — Righteous Bros.
 CLUB A GO GO — The Animals
 LISTEN — The Newport
 I AIN'T GONNA WRITE YOU —
 Caper Bros.

BIG SEVEN MUSIC CORPORATION
 BRANSTON MUSIC
 PLANETARY MUSIC
 PATRICIA MUSIC
 NOM MUSIC
 FROST MUSIC
 FAVORITE MUSIC

BIOS FOR DEEJAYS

Bert Kaempfert



Bert Kaempfert, the German maestro known here for his big 1961 hit, "Wonderland By Night" (a salute to Manhattan), can approach the music business from almost every musical angle. He plays four instruments (piano, his first love, clarinet, saxophone and accordion), composes (e.g. "Wonderland"), arranges and is a producer for Germany's Polydor label (Decca releases his sessions here).

Bert was born in Hamburg, Germany, of an old Hamburg family, and is an only child. Showing musical gifts at an early age, Bert is a graduate of the Hamburg School of Music.

He, his wife and two daughters live in a roomy house in a quiet suburb of Hamburg. His favorite hobbies are fishing and boating, and he enjoys detective stories, wild west novels and a "good" film. His "pet hates" are (1) the telephone, and (2) getting up in the morning.

After a hiatus from the U.S. charts the orkster is currently scoring again with his runaway best-seller of "Red Roses For A Blue Lady."

Martha & Vandellas



Martha and the Vandellas, currently scoring with "Nowhere To Run" on Gordy, have been singing together for six consecutive years. All natives of Detroit, Michigan, the group started out doing local amateur shows in and around their hometown. Because of their beautiful harmony, they often did the background work for top artists appearing in the city.

The Vandellas' big break came when they met Marvin Gaye and did the background on his smash single, "Stubborn Kind Of Fellow." Their individual talent was immediately recognized by the talent scouts of Motown Record Corporation, who awarded them a recording contract in their own right. The rest is history.

Currently, the group is keeping busy playing a string of one-nighters, club dates and p.a.'s across the country.

Cash Box

RECORD RAMBLINGS

NEW YORK:

Thieves recently broke into Al Hirt's car in the Latin Quarter in New Orleans, and stole two trumpets valued at over \$900. Both horns have Hirt's name engraved on them and bear medallions containing his likeness. The RCA Victor star has replaced the instruments, and should have his new trumpets broken in by the time he appears at Carnegie Hall in April. . . . The audience reaction was unbelievable at Ian and Sylvia's recent Town Hall concert, with the Vanguard duo bringing the crowd to its feet following a brilliant evening of folk-songs and a glittering display of sarcastic wit. . . . It's always a pleasure to hear from Al Martino, the latest note coming from Australia where he is reportedly having a very successful tour. The chanter will be back in the U.S. shortly (18) before he checks in for a one-week stint at Honolulu's Royal Hawaiian. . . . The Supremes began a series of p.a.'s last week with performances at Yale (5)

Some TV spots are also in the works for the lark. . . . Roberta Kingsburg, long known in the business, has brought her producing talents into the Sue Records fold. . . . Milt Karle buzzed, very excited about the fantastic crowds that Ella Fitzgerald has been drawing at the Royal Box. She will run through the end of this week, being followed by Phil Ford and Mimi Hines on the 15th. . . . Tony Martin is playing at Miami's Fontainebleu. The vet is newly affiliated with the Motown label. . . . B. B. King and The Coasters top the tab at the Apollo Theatre this week, along with Dee Clark, Mitty Collier, the Parkettes and Allen Drew. . . . Arlene Jaffe, gal-Friday to Charles Koppelman and Don Rubin, veeps at Big Seven Music, will wed this June. . . . The Impressions have just waxed "People Get Ready" in four languages for foreign sales via ABC Paramount. . . . Having just seen "Baker Street," we can understand the rush that MGM put on to get the caster on the market. The show was a gas. Other smil-



JAN TANZY



SHAWN ELLIOTT



PEGGY LEE

and Colby College (6). . . . Bobby Vinton was literally up-in-the-air about his reception at the Florida State Fair, where he set all-time attendance records. At one point, the Epic tuner was forced to shinny up a flagpole to escape a mob of girls which had charged onto the stage. . . . Jan Tanzy, who appeared in the Broadway version of "Gypsy," has begun preparations for her second Columbia session. Her first release "That New Boy In Town" has seen strong initial reaction. . . . Paul Anka is going to be using some special material by Sammy Kahn during his one-week stand, this week, at the El San Juan Hotel in Puerto Rico. One of the tunes is "All I Want Is A Seat To See The Beatles." . . . Shawn Elliott, new protege of Hugo & Luigi at Roulette, accompanied by his manager Bob Schwartz of JJJ Enterprises, is now on a p.a. and promo tour through the Baltimore, Washington and Philadelphia areas on behalf of his latest release "Shame And Scandal In The Family." . . . Peggy Lee started one of her all too rare New York appearances when she opened last week (2) at the Basin Street East. . . . Stan Getz will put on a show shortly (19) at Queens College, and afterward, State College and Hofstra are on the itinerary.

One of TV's consistently fine hours is "The Andy Williams Show," which last week (1) outdid itself featuring in the cast Tony Bennett, Count Basie and the Osman Brothers, with a surprising fifteen-minute performance by Roger Miller. Miller, apparently unfamiliar to the adult, pop-oriented audience, soon brought down the house through a brilliant display of wit, humor and song. Along with his Smash hits "Do-Wacka-Do" and "King Of The Road," the songster ran through a series of excerpts displaying a clever musical joking ability. Bennett's "If I Ruled The World" and a medley with Williams were sparkling additions to the evening's entertainment. . . . Singer-actress Martha Schlamme will play Jenny in the City Opera's production of the Weill-Brecht "Threepenny Opera," which will be presented this week (11), and on various evenings through the 27th. . . . Cavril Payne bows on the Pulse label with "Cry."

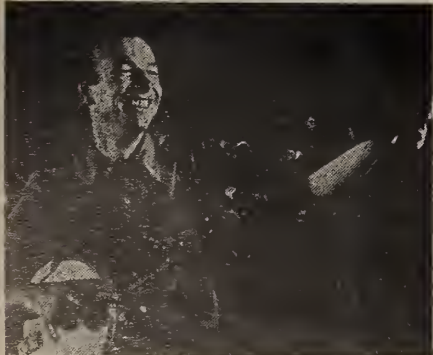
ing faces at the theater that evening included Sol Handwerker, and the firm's new promo hand Neil Bogart, who is still pushing "For Mama" by Connie Francis. . . . Speaking of the songstress, Francis will headline a benefit show on Apr. 10 for the 365 Club in Chattanooga, at the invitation of Stan Irwin, entertainment director for this club and the Sahara in Las Vegas.

Jimmy Roselli's recent opening at the Copa brought down a flock of fans, among them Sammy Davis. The Ric chanter's lovely styling on a series of Italian favorites quickly dazzled the crowd which had packed the famous nitery.

WPIX-TV-New York premiered this city's latest prime time r&r show, "Hollywood A Go Go," which runs a full-hour on Monday nights. Heading the bill on the debut were Joe and Eddie and the Serendipity Singers. . . . The New Christy Minstrels, back home after a tremendous tour of Europe took over an entire half-hour of the "Tonight Show" last Thurs. (4), singing several of their hits, including "Se Piangi, Se Ridi," with which they won first place in the San Remo Festival. . . . An ecstatic Jim Brown practically flew into the CB office to mention that the Vic Dana version of "Red Roses For A Blue Lady" had finally cracked wide open on the New York market. While here he dropped off a copy of Wendy Hill's "My Diamond Ring," the answer to Gary Lewis' smash. Word is that the latter is now working on a follow-up for release shortly. . . . Why not send a card to Artie Wayne, who is reported doing well following an open-heart surgery at University Hospital, 1st Ave. and 33rd St.? . . . Sal Bonafide buzzed that he has taken over management chores for Colpix lark Lanie Kazan. . . . Debbie Anne Music, publishers of "No, No, Never Again" by the Opals (Laurie), are cleared by ASCAP, not BMI as we had reported. . . . Bill Titone and Ruby Fisher were by last week to fill us in on Lionel Hampton's new LP, "A Taste Of Hamp," to be released via the Glad Hamp label on the 15th, coinciding with the vibist's opening at Al Hirt's New Orleans nite spot.

(continued on page 24)

PETE SEEGER AT HIS BEST ON FOLKWAYS RECORDS



- FA 2320 American Favorite Ballads, Vol. 1
 - FA 2412 Pete Seeger at Carnegie Hall
 - FN 2501 Gazette
 - FN 2502 Gazette, Vol. 2
 - FC 7001 American Folk Songs for Children
 - FA 2456 Broadwaysides
 - FH 5233 Songs of Struggle & Protest
 - FI 8303 5-String Banjo Instructor
 - FI 8354 The Folksinger's Guitar Guide
 - BR 302 Broadside, Vol. 2
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CICERO BLAKE

6004

TWINE TIME

ALVIN CASH & THE CRAWLERS

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EVERY BEAT OF MY HEART

The DU-ETTES

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RECORD RAMBLINGS

(Continued from page 22)

... Al Altman at Metric Music is flipping over the response that has been aroused by Jean Knight's disk "Ain't It The Truth," and "Come Stay With Me" by Marianne Faithful. Big things seem certain for the Columbia side "Carmen" by Bruce and Terry. ... Mr. and Mrs. Ben Arigo happily announced the adoption of Mary Jane, aged 15 months. ... Ed Hurvitz infers heavy sales on "Hang Around" by the Del Satins, and Boots Till's "Thirteenth Dance" (going both pop and c&w). ... The Mar. 1 issue of Newsweek featured an article on the Smothers Brothers.

CHICAGO:

At last week's cocktail party in his honor, Columbia's Tony Bennett accepted an award from The Seeburg Corp. as most programmed vocalist in the nation's juke boxes. Seeburg v.p. Joe Marsala made the presentation during the Columbia-hosted bash. Tony is currently appearing in the Empire Room of the Palmer House. ... Pete Fountain and his quartet come to town (12) for a concert at Orchestra Hall. ... Local-based Cha Cha Records is prepping a solo release by Jean Dinning of the Dinning Sisters. ... WIND's new air personality, whose name is Cassidy, met the press at a luncheon in the railroad yards last week—in a private dining car, of course! ... Centers of excitement at Kent Beauchamp's Royal Disc Dist. are budding singles "Little Piece Of Leather" by Donnie Elbert (Gateway), "Jo Ann" by Buddy Knox (Russ) and "Bring Your Love To Me" by The Righteous Bros. (Moonglow). ... Richard Lockwood is the new manager assisting

owner George Silha at the House Of Music record shop. ... Summit's Norm Ladd tells of hearty reaction here to the latest Bobby Vinton deck "Long Lonely Nights" (Epic). ... Vet nitery performer Billy Falbo, who bowed on Denric recently with "Somebody Stole My Gal" and "Pretty Baby," was feted by the diskery at a cocktail party in Bourbon Street. ... "The Supremes Sing Country Western And Pop" (Motown), "Polynesia" by Arthur Lyman (Life) and "The Temptations Sing Smokey" (Gordy) are among the hot albums out of Allstate Dist. ... Burt Burdeen leaves WCLM shortly to join WHFC as assistant to Mickey Shore. ... Earl Glicker's been covering the beat with "Oliver" caster David Jones in behalf of songster's "Dream Girl" (Colpix) single. He's also working on the Lord Jim sound track album (Colpix) and Roulette outing "Double-O-Seven" by The Detergents. ... With Bobby Garmisa the items to watch are "Treat Him Tender Maureen" by Angie & The Chicklettes (Apt), "Gotta Have Your Love" by The Sapphires (ABC) and "Losing My Grip" by Red Sovine (Ric). ... The Smothers Brothers come in for two shows at the Opera House (12-13). ... Pianist Neil Wolfe, who recently signed with Columbia, made his Chi debut at London House (1). ... United Record Dist. spotlights the new Alvin Cash deck "The Barracuda" (Mar-V-lus) and recent outings "How High Can You Fly" by Willie Small (Jessica) and "Can't Find True Love" by O. V. Wright (Back Beat). ... The big three with Liberty's Bill Gerber are "Yeh Yeh" by Georgie Fame, "Midnight Special" by Johnny Rivers and "Red Roses For A Blue Lady" by Vic Dana.

HOLLYWOOD:

English singing star Petula Clark's single "Downtown," surpassed the million-sales mark last month, marking the second million-selling single for the Warner Bros.-Reprise company within 6 months. ... An orchestral suite by Ernest Gold based upon his own score for the Stanley Kramer production, "Ship Of Fools," will be recorded by the Boston Pops Orchestra conducted by Arthur Fiedler for RCA-Victor. ... Latest single by the Lettermen, "Girl With A Little Tin Heart"/"It's Over," was produced by Capitol's newest A&R man, Steve Douglas. ... Vee-Jay is mapping out a 14 city disk jockey tour for its new vocal find, Gary LeMel, to start

song duo, Sonny and Cher, have been set for a guest appearance on ABC's "Shindig" by producer Jack Goode, scheduled to air March 25th. ... Tolle artists The Clinger Sisters engaged Choreographer Alex Plasschaert to stage new routines and styling for their personal appearances and record dates. ... The Beau Brummels sang their smash recording of "Laugh, Laugh" at the Cinnamon Cinder last week, in one of their final performances before leaving for a tour of England.

HERE AND THERE:

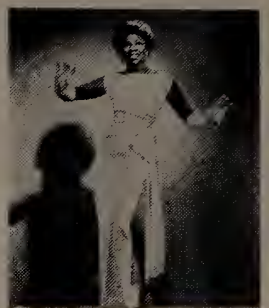
PHILADELPHIA — Columbia promo manager Ted Kellem notes a lot of listeners for "The Sound Of Music"



MARTHA SCHLAMME



SONNY & CHER



CAVRIL PAYNE

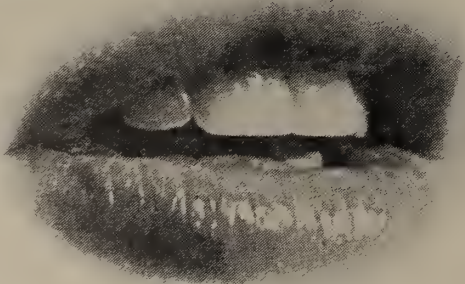
March 22. LeMel's new album is already a top pick in such major markets as New York, Chicago and Los Angeles. ... Chad Stuart and Jeremy Clyde, World Artists recording artists, have been set to guest star on NBC's "Hullabaloo," (9). ... John Bubbles currently appearing at The Eden Roc in Miami Beach for a two-week stand. ... Righteous Brother Bill Medley's first outing upon discharge from the hospital was a screening of his flick, "Swingin' Summer," a "welcome home" present from producers Ken Raphael & Larry Goldblatt. ... The Cascades recently signed for a tour of Japan beginning this week in Tokyo. ... Bobby Boyd items that Jack Rich has purchased Hitway Publishing Company from L. D. Allen, Oklahoma City. ... Pop

in all three versions on the label by Percy Faith, Eydie Gorme, and a renewed interest in the original caster. Selling singles feature "Begin To Love" by Robert Goulet, Mongo Santamaria's "El Pussy Cat" and Jerry Vale's "For Mama." Good initial reaction to "Nancy Knew" by Frank D'Rone. ... Count Basie has been booked for an appearance at the Academy of Music here on Mar. 14. ... Matty "Humdinger" Singer sees big things in store from the initial responses to these sides: "Treat Him Tender, Maureen" (Apt) by Angie and the Chicklettes, a message to Ringo's wife; "Gotta Have Your Love" by the Sapphires (ABC Paramount); B. B. King's "It's My Own Fault"; and Tom and Jerrio's "Booga-loo."

LISTEN ... (CLOSELY)



"... Billy Stewart's I DO LOVE YOU (Chess 1922) is going all the way."



"... DON'T MESS UP A GOOD THING by Fontella Bass & Bobby McClure (Checker 1097) is a giant."



"... Fantastic response on Tony Clarke's THE ENTERTAINER (Chess 1924)



CHESS RECORDS



The Ever Great
Everly Brothers
Greater Than Ever . . .
**GIVE ME A
SWEETHEART**
c/w That'll Be The Day

 **WARNER BROS.
RECORDS**



NEW YORK—Vet Metropolitan Opera star tenor Richard Tucker was recently presented with a medal from the City of Vienna honoring his recent Columbia album, "Vienna, My City Of Dreams." The medal, reproducing the oldest known official seal of Vienna, was awarded by Johannes G. Willfort (left), Austrian Consul General in New York. Accompanying the medal was a letter from Hans Madl, Vice-Mayor of Vienna, thanking the American tenor for helping to popularize beloved Viennese melodies. In his LP Tucker performed 13 popular Viennese songs, sung for the first time in English.



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

WHIPPED CREAM
Tijuana Brass (A&M 760)
Pete Fountain (Coral 62446)
Warren Covington (Decca 31746)

HELLO DOLLY
Bobby Darin (Capitol 5359)

MATCHMAKER
Cannonball Adderley (Capitol 5374)

CHIM, CHIM, CHEREE
New Christy Minstrels (Columbia 43215)

YOU'RE THE CREAM OF THE CROP
Lee Rogers (D-Town 185)

HEARTACHES
Pat Boone (Dot 16699)

TOMORROW NIGHT
Damita Jo (Epic 9766)

SOMEONE TO LOVE
Z. Z. Hill (Kent)

THE SPECIAL YEARS
Brook Benton (Mercury 72389)

CAST YOUR FATE TO THE WIND
Sounds Orchestral (Parkway 942)

WE ARE IN LOVE
Bobby Byrd (Smash 1964)

DISCOTHEQUE USA
Jimmy McGriff (Sue 123)

THE 3RD MAN
Los Indios Tabajaras (RCA 8510)

IF YOU'VE GOT A HEART
Peter Nero (RCA Victor 8503)

TELEPHONE SONG
Getz/Gilberto (Verve 10336)

UMBRELLAS OF CHERBOURG
Kai Winding (Verve 10343)

BIG CHIEF
Professor Long Hair (Watch 1900)

NEW ADDITIONS to TOP 100

62—**TIRED OF WAITING FOR YOU**
Kinks (Reprise 0347)

65—**GIRLS DON'T COME**
Sandie Shaw (Reprise 0342)

70—**COME STAY WITH ME**
Marianne Faithful (London 9731)

76—**NEVER NEVER LEAVE ME**
Mary Wells (20th Century Fox 570)

79—**WHEN I'M GONE**
Brenda Holloway (Tamla 54111)

80—**ANYTIME AT ALL**
Frank Sinatra (Reprise 0350)

84—**BEGIN TO LOVE**
Robert Goulet (Columbia 43224)

87—**I CAN'T STOP THINKING OF YOU**
Bobbi Martin (Coral 62447)

96—**LOSING YOU**
Dusty Springfield (Philips 4027)

100—**I DO LOVE YOU**
Billy Stewart (Chess 199)

Catron Concludes European Deals

NEW YORK—South Mountain Music's general professional manager Stan Catron has just returned from a ten-day European business tour.

While in Italy, Catron acquired the rights for the Italian flick "A Fist Full Of Dollars" ("Un Pugno Di Dollari"), which is due to open in the U.S. later this year, and assigned a writer to pen English lyrics to the film's main theme. He also placed five of the pubbery's songs with CGD Records A&R chief, Giuseppe Gianini, for future waxings.

On the French scene, pacts were set up to record "Won't You Be My Girl," which was done in the States by Tommy Sands last year, and "Don't Go 'Way" to be waxed by Sylvia Vartin. There were also conferences in Paris with Michel Legrand, composer of the score for Academy Award nominee "Umbrellas Of Cherbourg." The pubbery handles the score in the U.S.

Activities in England included setting up recordings of South Mountain tunes by British artists, among whom are Billy Fury and Lonny Donnegan.

Catron, who also opened branch offices for the firm in Rome and Paris will be spending the next few weeks pushing "I Can't Stop Thinking Of You," by Bobby Martin, and "You're Breaking My Heart," by the Blockbusters, both of which are published by his firm.

Al Ham Heads Music Dept., Label of Electronovision

NEW YORK—Al Ham has been appointed vice president in charge of all musical activities for Electronovision and president of Electronovision Records it was announced last week by Bill Sargent, president of the company. Electronovision is the new, speedy feature film process.

Ham will continue to operate out of New York. He recently completed the music for the company's upcoming production of "Harlow."

He had previously been associated with Joy Records as a producer, arranger and conductor and was at Columbia Records as a producer and associate director of Pop A&R under Mitch Miller. The soundtrack for Electronovision's "Harlow," which will be a presentation of Marshall Naify and Bill Sargent and released by Magna Distribution Corp., will be "laid in" during actual filming on a motion picture sound stage for what is believed to be the first time in picture history. Theatrefilm will star Dorothy Provine in the title role from a screenplay by Karl Tunberg.

Album of the score will be released by Electronovision Records in April.

C-P Names Darnell To Post In New York

NEW YORK—Bill Darnell, vet promo man, has joined the New York offices of Cameo-Parkway Records as assistant to Jerry Shifrin, general manager. Shifrin reports that the label has picked up another master from Pye Records of England. It's a Top 10 side called "Funny How Love Can Be" by the Ivy Leagues. Diskery recently marketed here another Pye smash, "Cast Your Fate To The Winds" by the Sounds Orchestral.

As part of the label's general expansion, Shifrin said the diskery will move to larger quarters in New York in the near future.



TOP 50 IN R&B LOCATIONS

- 1 SHOTGUN 2
Jr. Walker (Soul 35001)
- 2 MY GIRL 1
Temptations (Gordy 7038)
- 3 MR. PITIFUL 4
Otis Redding (Volt 124)
- 4 STOP IN THE NAME OF LOVE 5
Supremes (Motown 1074)
- 5 DON'T MESS A GOOD THING 7
Bobby McClure & Fontella Bass (Checker 1097)
- 6 SHAKE 3
Sam Cooke (RCA Victor 8486)
- 7 TEASING YOU 10
Willie T. (Atlantic 2273)
- 8 PEOPLE GET READY 13
Impressions (ABC Paramount 10622)
- 9 TWINE TIME 6
Alvin Cash & Crawlers (Mar-V-Lus 6002)
- 10 ASK THE LONELY 11
Four Tops (Motown 1073)
- 11 HURT SO BAD 14
Little Anthony & Imperials (DCP 1128)
- 12 NAME GAME 16
Shirley Ellis (Congress 230)
- 13 YOU'VE LOST THAT LOVIN' FEELIN' 12
Righteous Bros. (Philles 124)
- 14 HOW SWEET IT IS 31
Marvin Gaye (Tamla 54107)
- 15 GOT TO GET YOU OFF MY MIND 24
Solomon Burke (Atlantic 2276)
- 16 NOWHERE TO RUN 19
Martha & Vandellas (Gordy 7039)
- 17 GOOD TIMES 21
Jerry Butler (Vee Jay 651)
- 18 SUDDENLY I'M ALL ALONE 15
Walter Jackson (Okeh 7215)
- 19 THE BOY FROM NEW YORK CITY 26
Ad Libs (Blue Cat 102)
- 20 COME SEE 9
Major Lance (Okeh 7216)
- 21 NO FAITH, NO LOVE 32
Mitty Collier (Chess 1918)
- 22 WHEN I'M GONE 29
Brenda Holloway (Tamla 5411)
- 23 YOU BETTER GET IT 32
Joe Tex (Dial 4003)
- 24 DANNY BOY 29
Jackie Wilson (Brunswick 55277)
- 25 I DO LOVE YOU 25
Billy Stewart (Chess 1922)
- 26 A CHANGE IS GONNA COME 18
Sam Cooke (RCA Victor 8486)
- 27 PEACHES AND CREAM 45
I Kettes (Modern 1005)
- 28 CRY 17
Ray Charles (ABC Paramount 10615)
- 29 I WANNA BE 22
Manhattans (Carnival 507)
- 30 YOU CAN'T HURT ME NO MORE 41
Gene Chandler (Constellation 146)
- 31 I'M OVER YOU 23
Jan Brady (Chess 1919)
- 32 SEVEN LETTERS 20
Ben E. King (Atco 6328)
- 33 T.C.B. 40
Dee Clark (Constellation 147)
- 34 CAN'T YOU JUST SEE ME 37
Aretha Franklin (Columbia 43203)
- 35 HOLD WHAT YOU'VE GOT 27
Joe Tex (Dial 4001)
- 36 BLIND MAN 28
Little Milton (Checker 1096)
- 37 ONE KISS FOR OLD TIME SAKE —
Ronnie Dove (Diamond 179)
- 38 IT WAS NICE —
Jimmy Hughes (Fame 6407)
- 39 NEVER, NEVER LEAVE ME —
Mary Wells (20th Century Fox 570)
- 40 IT'S GONNA BE ALRIGHT 46
Maxine Brown (Wand 173)
- 41 GOLDFINGER —
Shirley Bassey (United Artists 790)
- 42 SOMEONE TO LOVE 47
ZZ Hill (Kent)
- 43 I'LL BE DOGGONE —
Marvin Gaye (Tamla 5412)
- 44 IT'S MY OWN FAULT —
B. B. King (ABC Paramount 10634)
- 45 THE ENTERTAINER —
Tony Clarke (Chess 1924)
- 46 STRAIN ON MY HEART 34
Roscoe Shelton (Sims 217)
- 47 DON'T WAIT TOO LONG 49
Betty Swan (Money 108)
- 48 USE YOUR HEAD 30
Mary Wells (20th Century Fox 555)
- 49 BIG CHIEF —
Professor Long Hair (Watch 1900)
- 50 SIMON SAYS —
Isley Bros (Atlantic 2277)

BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

GOING STRONG!

LEE MORGAN THE SIDEWINDER

BLUE NOTE 45x1911

FROM HIS HIT ALBUM BLP 4157

THE SIDEWINDER

JIMMY SMITH PRAYER MEETIN'

BLUE NOTE 45x1909

FROM HIS HIT ALBUM BLP 4164

PRAYER MEETIN'

HORACE SILVER SONG FOR MY FATHER

BLUE NOTE 45x1912

FROM HIS HIT ALBUM BLP 4185

SONG FOR MY FATHER

BLUE NOTE

43 W. 61st St. New York 23, N. Y.



TOP 100 LABELS

ABC-Paramount	25, 94	Mar-V-Lus	34
Amy	45, 49	MGM	12, 31, 47, 56
Ascot	52	Mercury	77
Atlantic	54, 88	Monument	20
Autumn	17	Motown	8, 28
		Musicor	44
Blue Cat	24	Okeh	66, 73
Capitol	1, 22, 43, 71, 83, 89, 91	Parrot	6
Charger	38	Paula	98
Chattahoochee	57	Philips	46, 96
Checker	35	Philles	13
Chess	61, 100	Prestige	74
Columbia	47, 51, 84	RCA Victor	26, 33, 60
Command	82	Rampart	57
Congress	22	Red Bird	40
Constellation	92	Regina	11
Coral	87	Reprise	29, 32, 48, 62, 65, 80
Crescendo	11	Smash	4
DCP	14	Soul	16
Decca	10, 81	Starday	50
Dial	53	Swan	86
Dolton	27	Tamla	79
Epic	19, 42, 91	Tower	85, 90
Era	3	20th Century Fox	76
Golden World	78	United Artists	11, 15, 64
Gordy	2, 41	VeeJay	69
Hickory	30, 58	Verve	11
Imperial	18, 37, 99	Volt	67
Kapp	11, 39, 72, 73	Wand	9, 95
Laurie	7	Warner Bros.	21, 63, 97
Liberty	5, 59	World Artists	36
London	55, 68, 70, 75		

Rita Pavone Skeds Carnegie Hall Stand

NEW YORK—Italian songster Rita Pavone is scheduled to make her live New York debut on Mar. 20 at Carnegie Hall.

Introduced to American audiences on the Ed Sullivan, RCA's lark made her second appearance on the TVer last week.

Another RCA waxer, Franco Paganini, is also billed on the forthcoming concert, which will be produced by Erberto Landi and will include singing emcee Matteo.

Jamie/Guyden Buys Country Master

NEW YORK—Johnny Williams' "Black Veil," which was originally out on the Pic-1 label, has been taken over for national distribution by Jamie/Guyden. The Hughie Meaux-produced deck has reportedly sold over 70,000 units in Atlanta, Nashville, Charlotte, Houston and Dallas.

Ogerman Pubbery Gets "Fanny Hill" Rights

NEW YORK—The rights to the music of the German-made film version of "Fanny Hill" have gone to Helios Music, one of the Claus Ogerman publishing firms. The movie made by CCC Famous Player Pictures is scheduled for release in America shortly. A large national campaign is being planned by Helios to augment the publicity which the film is affording the score by Erwin Halletz.

Dan Niles To Director At Independent Record Sales

SEATTLE—Craig Corporation's subsidiary, Independent Record Sales, has appointed Dan Niles to direct its promotion and public relations functions. Niles broke into the music field in 1959 with Northwest Record Center, now called West Coast Record Distributors, and left last Sept. to form his own promotion-public relations firm. Besides his new post, he intends to remain active in his own office.

BMI Execs At CISAC Meet

NEW YORK—Robert J. Burton, prexy of BMI, and Leo Cherniavsky, head of the organization's foreign rights division, are currently in Paris for a meeting with the heads of member societies of the International Confederation of Societies of Authors and Composers. BMI is currently the only member of CISAC from the U.S.

Creative Sound Records Waxes Initial Package

LOS ANGELES—Creative Sound Recordings, the waxing division of The Greatest Book, Inc., has released its first album, entitled "One Way Or Another."

The debut LP, recorded at the 20th annual banquet of Christian Released Time Education, an organization giving free Bible training to public school children, features prominent civic and religious personalities including actress Dale Evans, Dr. William R. Bright, Dr. Roy McKeown, Lawrence Young and Al Sanders.

All royalties from the sale of this record will go toward the furtherance of the organization.

Pushin' "Mine"



MIAMI—Gary Stites (right), promo manager of Tops Distributors, hands a copy of Obrey Wilson's Okeh deck, "She Used To Be Mine," to WAME-Miami r&b deejay Nickie Lee who picked the tune and was the first platter spinner in Florida to air the song.

Satchmo Meets The Stompers



WASHINGTON, D.C.—There's no room left for any up-staging antics as Epic's Village Stompers crowd around jazz great Louis Armstrong during a recent date in the nation's capital.

Beatles To Headline Sam Riddle TV Stint

Sam Riddle, emcee of Four Star Television's "Hollywood A Go Go" series, has set the Beatles to headline his hour-long TV "Special" which will be filmed in England.

In addition to the mop-tops, who will join Riddle in London following their motion picture stint in the Bahamas, Riddle has inked the Dave Clark Five, the Rolling Stones, Marianne Faithful, the Zombies, Gerry and the Pacemakers and Shirley Bassey for the outing.

At the same time, Riddle announced that Rita Gillespie has been signed to direct the show. She also directed the "Shindig" pilot, subsequently sold to ABC-TV, and continued as director of the show until joining the Riddle organization a month ago.

Riddle arrived in London to begin production on the TVer which is still untitled. The production schedule calls for location shooting in London Mar. 9 through 13. The crew will jet to Liverpool for a "Mersey" sequence on Mar. 15 and wing to Paris for a tour of the original "A Go Go" clubs on the 17 and 18.

Michael Rollens has been named to produce the RKO General-KHJ-TV package. Wally Sherwin is executive producer.

Aurora Productions To Wax Rock (III)

NEW YORK—Monti Rock III, a former hair stylist for Saks Fifth Avenue, has been signed for waxings by Don Friedman and Ron Delsener of Aurora Productions, Inc. The firm, which had been concerned primarily with pop concert one-niters, marks its debut in the field of artist representation with this inking.

Prior to being pacted the singer played to SRO audiences at Trude Heller's new New York and also opened the new Whiskey Au Go Go in Miami Beach.

Plans are now in the making for engagements on the west coast and a trip to Paris for a series of concert dates.

DFD Inks The Ascots

NEW YORK—Lester Sims, managing director of DFD Records, last week announced the signing of new talent by his label. The first group to record will be the Ascots, the teenage r&b crew.

Christies Get A Little Bit Of Italy

NEW YORK—Columbia's folk singers, the New Christy Minstrels, have received a gift of 1200 square meters of building ground in Valdazze, Italy, according to Harvey Schein, vice president and general manager of CBS Records, Columbia's international label. Presented by several Italian realtors, the land was given in hopes that The Christies might be persuaded to spend more time in Italy.

Situated in a tourist resort called "The Singers Village," the property gift reflects the popularity enjoyed by The Minstrels, as they are known in Italy, since their victory at the San Remo Music Festival last month. The folk group sang the first prize winner, "Se Piangi, Se Ridi."

Merc-Blue Rock Names Holmes

CHICAGO—Cecil Holmes, who was singing with the Solitaires a few years back, has taken on the task of managing promotion for the Mercury and Blue Rock labels in New York, Washington, Philadelphia and the Virginias.

The 27 year old ex-performer also worked as an independent producer, with hits on Colpix, Sue and Atlas. His last position was in promotion for Colpix-Dimension.

Italo-Americans Pick Vale

NEW YORK—The Federation of Italo-American Broadcasters of New Jersey has presented its award for the "Outstanding Italo-American Vocal Artist in New Jersey for 1964" to Columbia's Jerry Vale. The vocalist, whose latest wax "Have You Looked Into Your Heart" is currently on the charts, also copped the award for 1963 and became the first entertainer to win the prize for two consecutive years.

Plans are now underway to tape a special record show of the crooner singing his chart-rider for immediate exposure in major cities in the U.S. and Italy which are affiliated with the federation.

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"IT HURTS"

CAROLYN CARTER

JAMIE 1294

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Metro, the new high-profit, high-volume, low budget-priced album line from MGM Records is geared to sell the discriminating as well as the impulse record buyer. Metro puts this dual sales punch into your racks and browser boxes by putting the selling emphasis on the key to consumer record buying—**NAME POWER**—with a list of these stars:

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ELLA FITZGERALD,
STAN GETZ,
THE RAY CHARLES SINGERS,
AL HIRT,
LOUIS ARMSTRONG,
HANK WILLIAMS,
JUDY GARLAND,
COUNT BASIE**
and many, many others.

M/MS-500,



M/MS 501



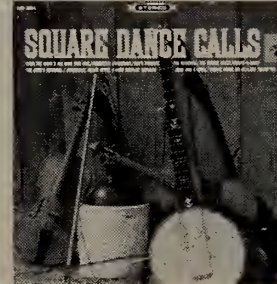
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M/MS-503



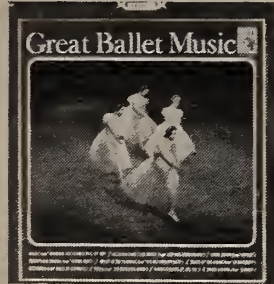
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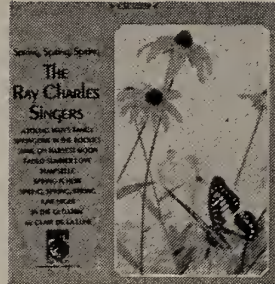
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M/MS-506



M/MS-507



M/MS-508



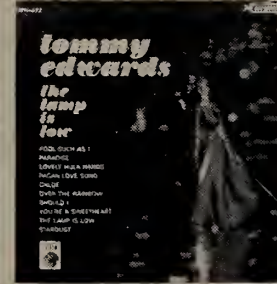
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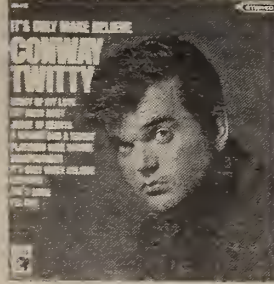
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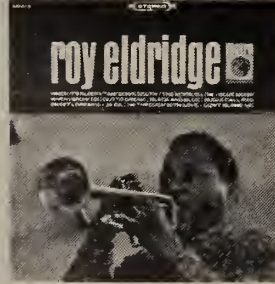
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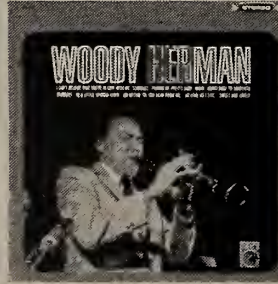
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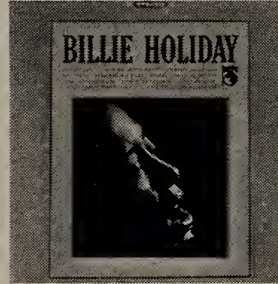
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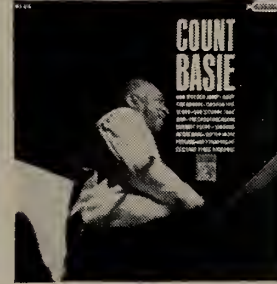
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M/MS-515



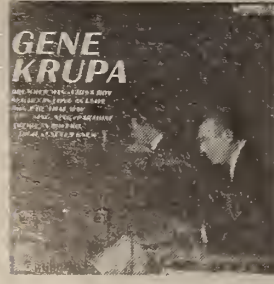
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M/MS-519



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TOP 100 Albums



MARCH 13, 1965

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week					
1		GOLDFINGER	1	26	JOAN BAEZ #5	32	51	12 X 5	38	74	PORTRAIT OF MY LOVE	99
		Soundtrack (United Artists UAL 4177/ UAS 5117)			(Vanguard VRS 9160/VSO 79160)			Rolling Stones (London LL 3402/PS 402)		75	The Lettermen (Capitol S/ST 2270)	
2		MARY POPPINS	2	27	KNOCK ME OUT	37	52	EVERYBODY LOVES SOMEBODY	41	76	HARD DAY'S NIGHT	64
		Soundtrack (Buena Vista BV 4026/4026)			The Ventures (Dolton BLP 2033/BST 8033)			Dean Martin (Reprise R/RS 6130)			Beatles (United Artists UAL 3366/ UAS 6366)	
3		BEATLES' 65	3	28	PEARLY SHELLS	33	53	COWBOYS AND INDIANS	42	77	I STARTED OUT AS A CHILD	73
		(Capitol T/ST 2228)			Billy Vaughn (Dot DLP 360S/DLP 2560S)			New Christy Minstrels (Columbia CL 2303/CS 9103)			Bill Cosby (Warner Bros. W/WS 1567)	
4		YOU'VE LOST THAT LOVIN' FEELIN'	4	29	THE RETURN OF ROGER MILLER	40	54	MY FAIR LADY	61	78	THE JIM REEVES WAY	—
		Righteous Bros. (Philles LP 4007/S 4007)			(Smash MGS 27061/SRS 67061)			Andy Williams (Columbia CL 220S/ CS 900S)			(RCA Victor LPM/LSP 2968)	
5		MY FAIR LADY	6	30	YOUR CHEATING HEART	35	55	GREATEST LIVE SHOW ON EARTH	43	79	TOUR DE FARCE	72
		Soundtrack (Columbia KOL 8000/ KOS 2600)			Soundtrack (MGM E/SE 4260)			Jerry Lee Lewis (Smash MGS 27056/ SRS 27056)			Smothers Bros. (Mercury MG 20948/SR 60948)	
6		WHERE DID OUR LOVE GO	5	31	FERRY ACROSS THE MERSEY	62	56	GETZ/GILBERTO	58	80	CARMEN	81
		Supremes (Motown MT 621/S 621)			Gerry & The Pacemakers (United Artists UAL 3387/UAS 6387)			Stan Getz & Joao Gilberto (Verve V 854S/ V6-854S)			Maria Callas (Angel CLX/SCLX 3650)	
7		BEACH BOYS IN CONCERT	8	32	ROUSTABOUT	21	57	THE KINGSTON TRIO	48	81	SPRINGTIME	91
		(Capitol TAO/STAO 2198)			Elvis Presley (RCA Victor LPM/LSP 2999)			(Decca DL 4613/DL 74613)			Ferrante & Teicher (United Artists UAL 13406/UAS 6406)	
8		BLUE MIDNIGHT	11	33	VINTON'S GREATEST HITS	22	58	LOVE IS EVERYTHING	66	82	FRIENDLY PERSUASION	92
		Bert Kaempfert (Decca DL 4569/ DL 74569)			Bobby Vinton (Epic LN 24093/BN 26093)			Johnny Mathis (Mercury MG 20991/ SR 60991)			Ray Conniff (Columbia CL 2210/CS 9010)	
9		THE BEST OF AL HIRT	10	34	HELLO DOLLY	25	59	I HAD A BALL	60	83	TWANGIN' THE GOLDEN HITS	82
		(RCA Victor LPM/LSP 3309)			Broadway Cast (RCA Victor LCO/ LSO 1087)			Original Cast (Mercury OCM 2210)			Duane Eddy (RCA Victor LPM/LSP 2993)	
10		DEAR HEART & OTHER SONGS ABOUT LOVE	9	35	YESTERDAY'S GONE	36	60	SUGAR LIPS	57	84	MUSIC TO READ JAMES BOND BY	—
		Henry Mancini (RCA Victor LPM/LSP 2990)			Chad Stuart & Jeremy Clyde (World Artists WAM 2002/WAS 3002)			Al Hirt (RCA Victor LPM/LSP 296S)			Various Artists (United Artists UAL 341S/UAS 641S)	
11		MY LOVE FORGIVE ME	7	36	SIDEWINDER	26	61	PETER, PAUL & MARY IN CONCERT	55	85	HAWAII TATTOO	86
		Robert Goulet (Columbia CL 2296/ CS 9096)			Lee Morgan (Blue Note BLP 41S7/ BLP 841S7)			(Warner Bros. W/WS 155S)			Martin Denny (Liberty LRP 3394/ LST 7394)	
12		FIDDLER ON THE ROOF	12	37	SOFTLY AS I LEAVE YOU	29	62	THE KINGSMEN VOL. II	63	86	THE MANTOVANI SOUND— BIG HITS FROM BROADWAY AND HOLLYWOOD	—
		Original Cast (RCA Victor LCO/LSO 1093)			Frank Sinatra (Reprise F/FS 1013)			(Wand LP 659/LP 659 S)			(London LL 3419/PS 419)	
13		RIGHT NOW	14	38	LOUIE, LOUIE	39	63	AMOR	65	87	JAMES BOND THRILLERS	—
		Righteous Bros. (Moonglow 1001/S 1001)			Kingsmen (Wand 657)			Eydie Gorme & Trio Los Panchos (Columbia CL 2203/CS 9003)			Roland Shaw Orch. (London LL 3412/PS 412)	
14		TRINI LOPEZ FOLK ALBUM	13	39	DEAN MARTIN HITS AGAIN	50	64	THE DOOR IS STILL OPEN	53	88	SOUND OF MUSIC	—
		(Reprise R/RS 6147)			(Reprise R/RS 6146)			Dean Martin (Reprise R/RS 6140)			Soundtrack (RCA Victor LOCD 200S)	
15		L-O-V-E	27	40	HAVE YOU LOOKED INTO YOUR HEART	69	65	LATIN THEMES FOR YOUNG LOVERS	54	89	IMPRESSIONS GREATEST HITS	—
		Nat King Cole (Capitol T/ST 219S)			Jerry Vale (Columbia CL 2313/CS 9113)			Percy Faith (Columbia CL 2279/CS 9079)			(ABC Paramount S1S/S 51S)	
16		DOWNTOWN	20	41	THAT HONEY IN THE HORN SOUND	59	66	GOLDEN BOY	70	90	HELLO DOLLY	98
		Petula Clark (Warner Bros. W/WS 1590)			Al Hirt (RCA Victor LPM/LSP 3337)			Orig. B'way Cast (Capitol VAS/ SVAS 2124)			Louis Armstrong (Kapp KL 1364/KS 3364)	
17		SOME BLUE EYED SOUL	16	42	JOHNNY RIVERS IN ACTION	52	67	INTRODUCING HERMAN'S HERMITS	79	91	TOP TEEN HITS	—
		Righteous Bros. (Moonglow 1002/S 1002)			(Imperial LP 9280/12280)			(MGM E/SE 4282)			Brenda Lee (Decca DL 4626/DL 74626)	
18		PEOPLE	18	43	WE COULD	51	68	COMMAND PERFORMANCE, LIVE, IN PERSON, JAN & DEAN	74	92	ORANGE BLOSSOM SPECIAL	100
		Barbra Streisand (Columbia CL 221S/ CS 902S)			Al Martino (Capitol T/ST 2200)			(Liberty LRP 34031/LST 7403)			Johnny Cash (Columbia CL 2309/ CS 9109)	
19		DEAR HEART	15	44	SOUTH OF THE BORDER	45	69	WHO CAN I TURN TO	71	93	BEATLES SONG BOOK VOL. II	—
		Jack Jones (Kapp KL 141S/KS 341S)			Herb Alpert & Tijuana Brass (A&M 108)			Tony Bennett (Columbia CL 228S/ CS 908S)			Hollyridge Strings (Capitol T/ST 2202)	
20		COAST TO COAST	19	45	SHAKE	49	70	RAY CHARLES LIVE IN CONCERT	78	94	HAWAII TATTOO	80
		Dave Clark Five (Epic LN 24128/ BN 26128)			Sam Cooke (RCA Victor LPM/LST 3367)			(ABC Paramount ABC/ABCS 500)			Waikiki (Kapp KL 1366/KS 3366)	
21		NANCY WILSON SHOW	17	46	SAM COOKE AT THE COPA	28	71	I'LL BE THERE	77	95	THE SENSITIVE SOUND OF DIONNE WARWICK	—
		(Capitol KAO/SKAO 2136)			(RCA Victor LPM/LSP 2970)			Gerry & Pacemakers (Laurie LLP/SLP 2030)			(Scepter M/S 528)	
22		WITH A LITTLE BIT OF HEAVEN	24	47	STANDING OVATION	31	72	THE INCOMPARABLE MANTOVANI	56	96	20 ORIGINAL WINNERS	—
		John Gary (RCA Victor LPM/LSP 2978)			Jerry Vale (Columbia CL 2273/CS 9073)			(London LL 3392/PS 392)			Various Artists (Roulette R 25203)	
23		GETZ AU GO GO	23	48	ANYONE FOR MOZART	47	73	MY FAIR LADY	76	97	PEOPLE GET READY	—
		Stan Getz (Verve 8600/V6-8600)			Swingle Singers (Philips PHM 200-149/PHS 600-149)			Original Cast (Columbia OL 5090/ OS 201S)			Impressions (ABC Paramount 50S)	
24		THE KINGSMEN VOL. III	34	49	A BIT OF LIVERPOOL	44	74	RAMBLIN' ROSE	—	98	THIS IS US	85
		(Wand 662)			Supremes (Motown MT 623/S 623)			Nat King Cole (Capitol T/ST 1837)			Searchers (Kapp KL 1409/KS 3409)	
25		YOU REALLY GOT ME	30	50	MR. LONELY	46	75	THE ZOMBIES	97	99	BEST OF SAM COOKE	—
		Kinks (Reprise R/RS 6143)			Bobby Vinton (Epic LN 24136/BN 26136)			(Parrot PA 61001/PAS 71001)			(RCA Victor LPM/LSP 262S)	

LOOKING AHEAD ALBUMS

1	ROLLING STONES, NOW! (London LL 3420/PS 420)	9	HOLD WHAT YOU'VE GOT Joe Tex (Atlantic 8106/SD 8106)	17	MY GAL SAL AND OTHER FAVORITES Burl Ives (Decca DL 4606/DL 74606)	25	FROM HELLO DOLLY TO GOODBYE CHARLIE Bobby Darin (Capitol T/ST 2194)
2	THIS DIAMOND RING Gary Lewis (Liberty LRP 3408/LST 7408)	10	SONG FOR MY FATHER Horace Silver Quintet (Blue Note 418S)	18	BURNING MEMORIES Ray Price (Columbia CL 2289/CS 9089)	26	THE FIVE FACES OF MANFRED MANN (Ascot ALS 16018)
3	THE SHANGRI-LAS (Red Bird RB 20-101)	11	DON'T FORGET I STILL LOVE YOU Bobbie Martin (Coral CRL S7472/ CRL 757427)	19	UNFORGETTABLE Nat Cole (Capitol T/ST 357)	27	FRANK RANDALL SINGS AND SWINGS (RCA Victor LPM/LSP 2967)
4	GOIN' OUT OF MY HEAD Little Anthony & The Imperials (DCP DCL 3808/DCS 6808)	12	HOW SWEET IT IS TO BE LOVED BY YOU Marvin Gaye (Tamla MT 258/S 258)	20	FOUR TOPS (Motown MT 626/S 626)	28	IKE & TINA TURNER LIVE (Warner Bros. W/WS 1579)
5	THE SUPREMES SING COUNTRY WEST- ERN AND POP (Motown MT/S 62S)	13	UPTOWN WITH PETULA CLARK (Imperial 9281/12281)	21	MORE MUSIC FROM THE MILLION DOLLAR MOVIES Boston Pops Orch. (RCA Victor LM/LSC 2782)	29	MY CUP OF TEA Si Zentner (RCA Victor LPM/LSP 2992)
6	MY FIRST OF 1965 Lawrence Welk (Dot DLP 3616/2S616)	14	OUR SHINING HOUR Sammy Davis & Count Basie (Verve V/V6 860S)	22	THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY ELVIS PRESLEY (Capitol T/ST 2221)	30	BECAUSE I LOVE YOU Jean Paul Vignon (Columbia CL 2277/CS 9077)
7	THE NEW SEARCHERS LP (Kapp KL 1412/KS 3412)	15	GONE, GONE, GONE Everly Bros. (Warner Bros. W/WS 158S)	23	SEMI-CLASSICAL FAVORITES Hugo Winterhalter (Kapp KL 1426/KS 3426)	31	I GET LONELY IN A HURRY George Jones (United Artists UAL 3388/UAS 6388)
8	GO . . . GO . . . GO !!! Astronauts (RCA Victor LPM/LSP 3307)	16	WALK AWAY Matt Monro (Liberty LRP 3402/LST 7402)	24	TRADE WINDS Earl Grant (Decca DL 4623/74623)		

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POP PICKS



THE FOUR SEASONS ENTERTAIN YOU—Philips—PHM 200-164/PHS 600-164

The Four Seasons have shown a magnetism in the past few years that has created a string of sales monsters, which should go on unbroken with the release of this album. The elements of success, exciting rhythm, lively harmony and a series of hit sounds, make this a package loaded with sales appeal. The smashes "Bye Bye Baby" and "Big Man In Town" would make the set a seller on their own, and in combination with "Somewhere," "Little Darlin'" and a number of original tunes with that "Season"-ing, this album has the spice to hit very big.



THE SUPREMES SING COUNTRY, WESTERN AND POP—Motown MT/S 625

The Supremes, whose r & r singles constantly decorate the charts, have stepped into the c & w-pops domain with this LP. The all femme trio has managed to take vintage western sounds and successfully interpret them in their own well-known rockin' style. Some of the tracks include "Funny How Time Drifts Away" and updated versions of "Tumbling Tumbleweeds" and "Lazy Bones." Hosts of the group's fans could turn this into a sure winner.



THIS DIAMOND RING—Gary Lewis—Liberty LRP-3408/LST-7408

Gary Lewis' first LP outing has the hit look all-over it! The artist is one who hit the number 1 spot on the best-seller list, the tunes feature a sampling of recent smashes, and the sound is one that will grab the teen market as much by storm as did the title tune, "This Diamond Ring," which opens the set. Hard-driving rhythmic accompaniment from the Playboys turns tunes like "Keep Searchin'" and "Love Potion Number Nine" into action-packed tracks. Here is a set that should skyrocket.



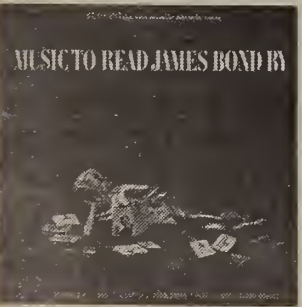
THE IMPRESSIONS' GREATEST HITS—ABC Paramount ABC/ABCS 515

A dozen of the Impressions' biggest hits were brought together for this package, including "Gypsy Woman," from a few years back. The trio differs from the ordinary r & r sound of so many groups with a soft, smooth style that leans a bit toward the religious style. This is especially evident with their handling of the recent chart-climber, "Amen" and "Sad, Sad Boy and Girl" both of which are included in the package. The album shows promise of following in the wake of the group's past success.



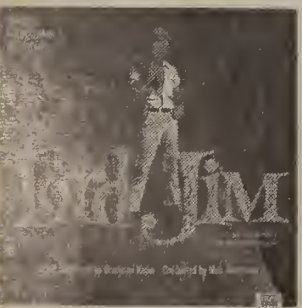
MY FAVORITE GUITARS—Chet Atkins—RCA Victor—LPM/LSP-3316

The mastery of Chet Atkins' guitar playing has long been the source of some fine sounding, fine-selling LP's in the RCA Victor catalog; and this latest effort, which features the varied timber of his different guitars, should easily match the acceptance given the earlier sets. The soft and vibrant are coupled with the gorgeous Spanish flavored and lively as Atkins drifts through tunes like: "One Note Samba," "El Vaquero" and "Chopin Waltz No. 10 in B Minor." The album makes for beautiful listening and should see a very warm sales response.



MUSIC TO READ JAMES BOND BY—Various Artists—United Artists UAL 3415/UAS 6415

United Artists has brought together some of the more well-known personalities in the instrumental field to wax an exciting batch of themes from the smash James Bond flicks. Among the artists featured in the album are Al Caiola, Perez Prado, Ferrante & Teicher and Leroy Holmes with tracks including "The James Bond Theme," "From Russia With Love" and the intense Shirley Bassey version of "Goldfinger." Hosts of the 007 fans could make this LP a chart-climber in short order.



LORD JIM—Original Soundtrack—Colpix CP/SCP 521

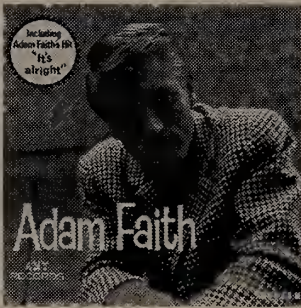
The grand sweep of ocean storms and the quiet languor of sou'th sea isles is beautifully captured in the score written for the epic filming of Joseph Conrad's Lord Jim. The soundtrack recording features the music of Bronslau Kaper, who has come up with several Oscar-winning efforts before, and orchestration which employs many of the native instruments. The popular theme "The Color of Love" and widespread promotion for the picture should create quite a demand for this album. Other tracks include a prologue spoken by Jack Hawkins and "River Journey."

BENT FABRIC THE DRUNKEN PENGUIN



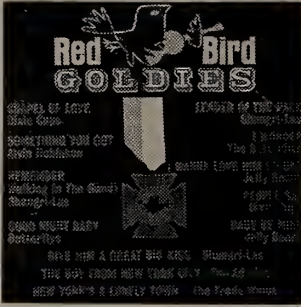
THE DRUNKEN PENGUIN—Bent Fabric—Atco 33-173

Bent Fabric has seemingly devoted most of his pianistic attention to the animal kingdom, coming up with noise-makers like "Alley Cat," "The Happy Puppy" and now "The Drunken Penguin." If he is not the top dog on the charts, at least he has his paw in the door, and the reception that can be expected for this set of lively keyboard antics should open it even wider. Sparkling is probably the best way to describe his bubbly versions of "The Old Piano Roll Blues," "Banjo Benny" and "Thanks for the Buggy Ride." His unusual style should find a warm welcome from the public.



ADAM FAITH—Amy 8005-S

Adam Faith features his current chart-riding smash "It's Alright" as the lead-off item on his latest Amy LP. The package also includes eleven other solid teen favorites from the hard-driving "If I Had A Hammer" to the romancers "My Kind of Girl" and "Take Good Care of My Baby." The young crooner has already proven a big attraction fan-wise, should be even bigger after this release.



REDBIRD GOLDIES—Various Artists—Red Bird RB 20-102

The Red Bird label has crashed onto the singles scene establishing a fantastic series of successes, and now, with a collection of million-sellers, the diskery promises to shake up the album end of the business. The smash sounds of the Shangri-Las, the Ad Libs, the Jelly Beans and a slew of other talents. Appetizers which should spark monster sales include "The Boy From New York City," "The Leader of the Pack," and "New York's a Lonely Town." This is another Red Bird that should take off.



THE BARRY SISTERS SING FIDDLER ON THE ROOF—ABC Paramount ABC/ABCS-516

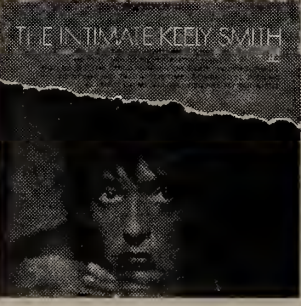
The Barry Sisters, who have a way with music in a minor key, and have done well with their many Yiddish albums, are perfectly suited for the "Fiddler" score. They dance through the delightful songs as though they were standards and give them spirited and heart-felt readings. Very well arranged and delivered. The Barry Sisters' many fans as well as the thousands of admirers of the "Fiddler" score will love this. There's room on the charts for a second "Fiddler" LP.

POP BEST BETS



IF THE SHOE FITS . . .—Vaughn Meader—V/V6 8545

The well-known Vaughn Meader comedy team, including Renee Taylor and Reni Santoni, has come up with another fine package of laughs. The comic, noted for his impersonations and biting satire, follows the same pattern in this collection of side-splitters and aims his routines at conventions, spies, football and foreign policy. Some fine pieces of improvisation by the trio are also included in the album, which shows possibilities for a lot of spins.



THE INTIMATE KEELY SMITH—Reprise R/R5 6132

In the years that Keely Smith has been stylizing her bluesy jazz she has reaped in many fans and many laurels, and this album should build up the image even more. The veteran lark coos out a tune with no gimmicks or fancy stuff, but with a throaty intimacy that can't be ignored. Some of the torchy tracks in the package include the vintage standards, "Somebody Loves Me" and "You'll Never Know." Lots of sales potential.



THE NEW SOUL OF THE PLATTERS/CAMPUS STYLE—Mercury MG 20983/SR 60983

The Platters, with scores of hit singles and albums to their credit, have dubbed their latest outing after the entrance of the two newest members to the group, Barbara Randolph and Sonny Turner. With its "new soul" the group revives a collection of the campus favorites from the swing era including "Hard-Hearted Hannah" and "Somewhere Along the Way," as well as new Buck Ram tunes "The Big Forget" and "Lover." Eye this one for quick sales success.

The Southern Gentleman's Second Pop/Country Hit in a Row!

SONNY JAMES

5375



THE SOUTHERN GENTLEMAN

I'LL KEEP HOLDING ON (JUST TO YOUR LOVE)

I'M GETTING GRAY FROM BEING BLUE



And his current best-selling album! ST 2209





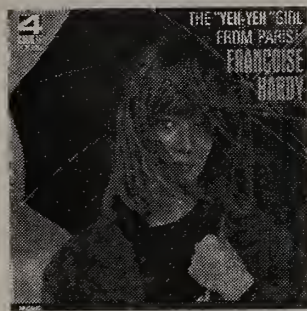
THE GARY LEMEL ALBUM—Vee Jay VJ/VJS 1129

A newcomer to the recording industry, Gary Lemel comes on strong in his waxing debut for Vee Jay. The young singer proves his vocalizing capabilities with warm and sincere renditions of vintage standards "I'll Know" and "Joey, Joey, Joey." His moody interpretation of the romantic ballad combined with the conducting and arranging of Tommy Oliver gives this package a good chance for a lot of sales.



MOTION PICTURE THEMES ON THE MARCH—Paul Lavalle and the Band of America—RCA Victor LPM3304/LSP 3304

Paul Lavalle and the Band of America take a dozen tunes from recent vintage movies and B'way shows and set them to marching time on this new Victor release. Some of the film themes on the track that receive the imaginative Lavalle treatment include the title songs from "The Guns of Navarone" and "The Great Escape" as well as the well-known "I Could Have Danced All Night" from "My Fair Lady." May appeal to children as well as adults.



THE "YEH-YEH" GIRL FROM PARIS—Francoise Hardy—4 Corners FCL 4208/FCS 4208

Francoise Hardy is one of the most popular young singers in France and, on the basis of this premiere 4 Corners entry, she could well establish her reputation on this side of the foam. The lark has a lyrical wide-range voice and an infectious distinctive delivery. Among the best listening bets of this all-French program are: "Tous Les Garçons Et Les Filles," "La Fille Avec Toi" and "Il Est Tout Pour Moi."



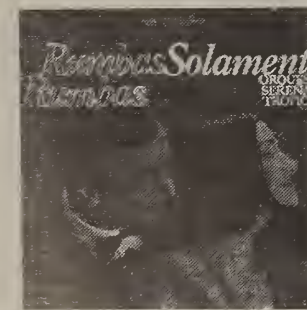
THE NEW WAVE—The New Wine Singers—Village Gate 2003M/2003S

The New Wine Singers apply a satin smooth styling to a dozen top-drawer selections by seven of the leading composers of folk music's "new wave" (i.e. Bob Dylan, Phil Ochs, Pete Seeger). Each of the ingredients in this package make this disk a sure-fire gem for the campus crowd. Among the songs powerfully read are: "Going Home," "Who Killed Davy Moore?" and "She's My Everlovin' Machine." This set, packed with social commentary and contemporary sense of humor is also available as a part of the four-disk Village Gate package which features two jazz records and another folk-collection.



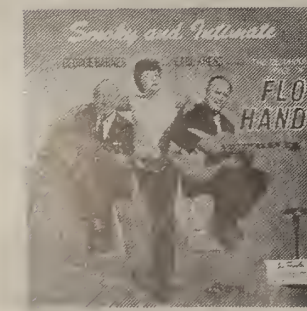
PAUL CLAYTON, FOLK SINGER—Monument MLP 8017/SLP 18017

Once in a great while a new folksinger comes on the scene of exceptional merit. Paul Clayton is such an artist. This young man has a rich, vibrant voice and a sensitive, lyrical delivery aptly suited to his material: a varied collection of originals, sturdies and recent vintage favorites. While accompanying himself on the guitar he turns in top-flight renditions of "Pay Day At Coal Creek," "Silver City Bound" and "Lie Down Betty." Loads of listening enjoyment here.



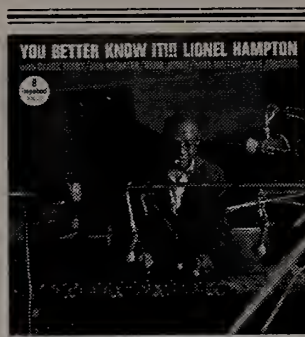
RUMBAS SOLAMENTE RUMBAS—Orquesta Serenata Tropical—Columbia EX 5134/ES 1834

Although Latin rhythms have dominated the society dance floors, and been very popular with the younger set, this is the first package of rumbas to come along in quite a while, and it should find a welcome in the dance crowds, and among platter spinners who specialize in softer pop music. This is not meant to deny the presence of the Latin fire in this collection, which sparkles on tracks like: "Para Vigo Me Voy," "El Manisero (The Peanut Vendor)" and "Poinciana." Wonderful package.



THE REMARKABLE VOICE OF FLO HANDY—Carney LPM 201

The long undiscovered talents of Flo Handy have finally been unveiled in her debut package of bluesy standards. Torch songs seem to be the natural commodity of the lark's smoky style, which is ably backed up by George Barnes and Carl Kress. Some of the vintage tunes included in the package are "I Hadn't Anyone Till You" and "How Long Has This Been Going On?." This package could get wider acceptance from the midnight spinners.



JAZZ BEST BETS

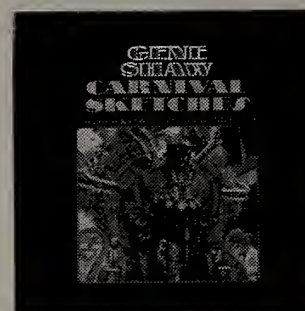
YOU BETTER KNOW IT!—Lionel Hampton—Impulse A/AS 78

Lionel Hampton, whose swinging style goes back more than thirty years, has delved into the past for a batch of oldies, mixed in a few new-ies and served up a platter of good listening. The vibester teams up with Clark Terry on the horn, Ben Webster on tenor sax, Hank Jones on the ivories, Mil Hinston plucking the bass and Osie Johnson on the skins for oldies like "Ring Dem Bells" and "Sweethearts on Parade" and more recent tunes such as "Taste of Honey."



BRASIL '65—Wandah de Sah—Capitol T/ST 2294

The exciting music of Brazil, which has lately gained a lot of attention among jazz artists and music fans, should be gaining many more with this new exposure by Wandah de Sah. The thrush, backed up by tricky jazz stylings of the Sergio Mendes Trio and Rosinha de Valenca on the guitar, has a plaintive style which adapts easily to either a gentle ballad or a more lively "bossa nova" which she demonstrates on tracks such as "Let Me" and "One Note Samba."



CARNIVAL SKETCHES—Gene Shaw—Argo LP-743

Latin Carnival provides the material for greater portion of this jazz-samba album, with five of the nine tracks devoted to almost a tone-poem depicting the approach, arrival at and departure from the festivities. Some fine trumpeting by Gene Shaw, groovy drumming by Marshall Thompson and Benny Cooke, and beautiful vibe work from Roland Faulkner make this set top-notch for listening and even dancing. The second side includes jazz-samba renditions of unrelated cuts: "Days of Wine and Roses," "Ain't That Soul," etc. Very good effort, well worth keeping an eye on.



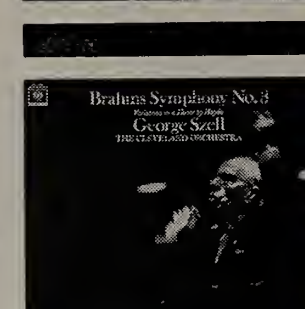
ZOOT SIMS/KOO KOO WITH PHIL WOODS & JON EARDLEY—Status ST 8309

Zoot Sims sits in for a swinging session with a group of fine jazz-men on this Status set which focuses on the "hot" side of the scene. The combo plays together very well wailing off on sounds like "Ladders," "Eard's Word" and "On the Minute." Each of the cuts features some great solo performances as well, particularly with Sims on tenor sax, Woods on alto, and Eardley at trumpet. This is a really groovy set, and with the added attraction of being in a budget line, the set should find many a happy purchaser in the crowd.



IDLE MOMENTS—Grant Green—Blue Note BLP 4154

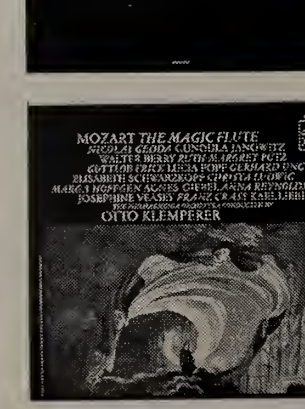
Here's a package that should make for most enjoyable listening during those "idle moments." The collection of four tracks by John Lewis and members of the combo capture the moody nature of time on one's hands, and after establishing this gloomy atmosphere proceeds to dispell the sadness with a lively set of take-offs. The enticing album features some wailing sax solos by Joe Henderson, fine guitar playing by Green, and a group of tremendous vibes performances by Bobby Hutcherson. Tracks include "Django," and "Jean de Fleur."



CLASSICAL PICKS

BRAHMS: SYMPHONY NO. 3, VARIATIONS ON A THEME BY HAYDN; George Szell conducting the Cleveland Orchestra; Columbia ML 6085/MS 6685

Columbia can boast of yet another excellent performance from George Szell as he leads the Cleveland Orchestra through a magnificent reading of Brahms' Symphony No. 3. The sensitive, yet powerful work oscillates between these two poles, and Szell's interpretation of the opus carries the sweeping grandeur as well as the delicate quality delightfully. Included on the album is a lovely handling of the "Variations on a Theme by Haydn." A superior recording of two wonderful works.



MOZART: THE MAGIC FLUTE; Nicolai Gedda, Gundula Janowitz, Elizabeth Schwarzkopf and others with Otto Klemperer conducting The Philharmonia Orchestra; Angel CL/SCL-3651

"The Magic Flute" is one of Mozart's most enchanting works, abounding in the melodic beauty which has excited listeners, and influenced great musicians since its composition; and all the beauty and charm has been captured by Otto Klemperer and the magnificent cast, which includes Nicolai Gedda, Elizabeth Schwarzkopf and a host of other stars. The quality of the disks in this three-record set is, as usual with Angel recordings, extremely fine.



ABC-PARAMOUNT RECORDS, INC.

1501 Broadway • New York, N.Y. 10036

Longacre 3-4220 • Cable: Abparec

LARRY NEWTON
PRESIDENT

March 8, 1965

A LETTER OF THANKS TO

THE BARRY SISTERS for your exciting and imaginative interpretation of the score from "Fiddler on the Roof", which we have just released.

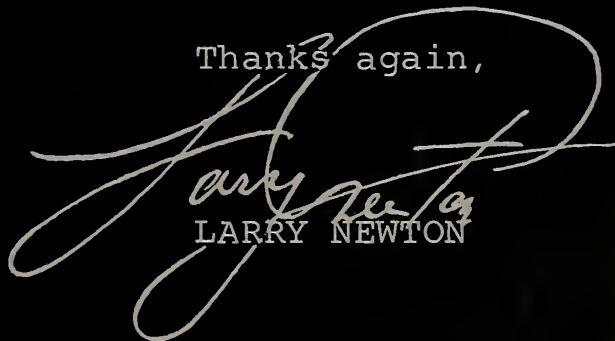
SID FELLER for your brilliant arrangements, which must be counted among the best in your musical career.

SUNBEAM MUSIC CORP. for suggesting the recording of this version of the score from "Fiddler on the Roof".

SHELDON HARNICK and JERRY BOCK for your creative genius which has produced one of the most memorable scores in Broadway history, which, in turn, enabled us to produce what we consider one of the most outstanding albums in ABC-Paramount's catalog.

That just about says it all, except that I want to add my own personal belief that all of these outstanding talents have blended together to create a record that most of us in the record business dream of, but hardly ever achieve.

Thanks again,



LARRY NEWTON

IMPULSE/COMMAND/GRAND AWARD



WESTMINSTER/MUSIC GUILD/APT

Livert To London As Rack Head

NEW YORK—Paul Livert has joined London Records as head of rack and special products sales. He replaces Herb Linsky, who took up a similar position at Kapp Records.

Beside his years as a performer, Livert's activities in the music field include originating and developing acts which include the Cadillacs, Tina Robin, Gloria Lynne and La Plata Sextette. He has also held down posts as head of the premium divisions of Seeco, MGM and others.

"Caroline" Signs Roulette



NEW YORK—The Trans-Atlantic Entertainment Corp., the U.S.-Canadian reps of Great Britain's first commercial radio station—Radio Caroline, has signed Roulette Records to an exclusive two-year contract. The agreement of sponsorship was signed and celebrated in New York at the Roundtable. Attending the signing were Morris Levy (center), president of Roulette, George Bernard, director of broadcast operations for Trans-Atlantic and Rita Daley, Miss Radio Caroline. Roulette marks the first major account secured for Caroline through its Gotham affiliate.

Decca Reduces Price On New Phonograph

NEW YORK—Decca has reduced the price of the Graham 1 (DPS 41), its fully transistorized phonograph, from \$22.50 to \$19.95 and dealer costs have been reduced accordingly.

The unit, introduced in Jan., features a turnover cartridge with a constant four-speed motor and an unbreakable plastic case.

Musicor Opens London Office

NEW YORK—Musicor records has begun a bridge of wax across the Atlantic with its opening of an office in London.

Art Talmadge, the label's prexy, has taken on the services of Gerry Bron, who has produced waxings by Gene Pitney and Marianne Faithful, to do the same on the British scene.

Price To Record Strauss Works

BOSTON—Leontyne Price, the soprano, has had her two concert performances with the Boston Symphony Orchestra under Erich Leinsdorf originally set for Dec. 11-12 rescheduled to Mar. 26-27. Her program on these evenings will consist of the final scene of Richard Strauss' "Salome," and the Awakening Scene from the same composer's "The Egyptian Helen." RCA Victor will record the works following the appearances. This will be her first recording in the Strauss repertory.

Last week (5) the artist began a series of performances of Verdi's "Ernani" with the Metropolitan Opera Association in New York. She is also starring in Verdi's "La Forza Del Destino," a March release from Victor, which features Richard Tucker, Shirley Verrett, and Robert Merrill as well.

Surgery For Scheck

NEW YORK—George Scheck, personal manager of Connie Francis and Mary Wells, among others, underwent a gall bladder operation on Sat., Feb. 27 at New York Hospital, this city. He was expected to leave the hospital last Sunday (7) to recuperate at home.

Valiant Records Cuts Initial Wax Single

NEW YORK—Four Star Television's label subsidiary, Valiant Records, has just released its first single under its own distribution setup.

Initial honors have gone to the Sweets, three femmes who are making their waxing debut. Their first outing is called "Mama Saw Me" b/w "The Richest Girl In The World."

Lainie Kazan Debuts With "Color Of Love"

HOLLYWOOD—Lainie Kazan has made her debut in the recording industry with her waxing of "The Color Of Love" on Colpix. The ballad, one of the major themes of Columbia Pictures' epic, "Lord Jim" was composed by Bronislau Kaper with lyrics by Bob Russell.

The Israeli lark received her first big break in the beginning of Feb. when, as a Broadway stand-by she stepped into the lead role of "Funny Girl" after Barbra Streisand came down with laryngitis, and as Time Magazine reported "the audience scored its approval."



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.

TIRED OF WAITING FOR YOU

KINKS Reprise 0347

GIRL DON'T COME

SANDIE SHAW Reprise 0342

GO NOW

MOODY BLUES London 9726

COME STAY WITH ME

MARIANNE FAITHFUL London 9731

NEVER NEVER LEAVE ME

MARY WELLS 20th Century Fox 570

POOR MAN'S SON

REFLECTIONS Golden World 20

WHEN I'M GONE

BRENDA HOLLOWAY Tamla 54111

ANYTIME AT ALL

FRANK SINATRA Reprise 0350

Columbia Pix Opens Music Promotion Push

NEW YORK—Columbia Pictures has embarked on a major music-promotion program, highlighted by a dozen singles and LP's waxed by five different labels, for five of its forthcoming film releases.

The albums include Liberty's "Syanon," RCA Victor's "Genghis Kahn," Columbia's "Major Dundee" and a "Ship Of Fools" package recorded by the Boston Pops Orchestra on RCA Victor Red Seal.

Other recordings also scheduled for release by the end of May, are "Cat Ballou" by Nat Cole on Capitol and two singles of tunes from "Major Dundee" by Mitch Miller on Columbia.

Current flicks getting heavy promotion by the movie maker include "Lord Jim" and "Baby The Rain Must Fall."

Masters Buys "Peanuts"

BUFFALO—Masters Releasing, Inc. recently announced its acquisition of the master disk of "Peanuts" by the Sunglows. The Latin-polka tune was reported clicking in a number of locations in Texas, and will shortly receive national promotion. The deck will be distributed on the Sunglow label.

British Songwriter To Arrive In States

NEW YORK—Another British invasion has been scheduled for this week when one of England's top tunesmiths, Mitch Murray lands in New York for a ten-day foray, during which time he'll stay at the Americana Hotel and meet with publishers, record companies, producers and artists.

Murray, who penned such hits as "I Like It," and "How Do You Do It" for Gerry and the Pacemakers, and "I'm Telling You Now" for Freddie and the Dreamers, will also meet with deejays and program directors to discuss the possibilities of taped interview spots with American artists visiting England.

Following the New York visit the penster flies to the West Coast for talks concerning movie soundtrack scores. He's already composed the scores for two British flicks and has recently returned from Budapest where he penned a pair of tunes for a forthcoming George Sanders film.

Ad Correction

NEW YORK—A World Artists' ad on page 39 of last week's issue failed to note the label's Canadian rep: Trans-World-Record Co., Inc.

UA Welcomes Diane Lampert To The Fold



HOLLYWOOD—Murray Deutsch, head of music publishing for United Artists, recently co-hosted a party in honor of lyricist Diane Lampert, who was recently signed to the company. Diane, who has just concluded the lyrics for the "I'll Take Sweden" flick for UA has also been set to write the lyrics for a new TV show called "Two's Company." Standing (left to right) in the above pic at the bash are John Astin, Mrs. Murray Deutsch, Hauna-Barbera exec Don Blocker, Diane Lampert, Deutsch and press agent Phil Paladiuo.

THE HITS ARE HERE!

(NEW RELEASES)

O. V. WRIGHT'S

"CAN'T FIND TRUE LOVE"

AND

"DON'T WAIT TO SIT DOWN"

BACKBEAT 544

REUBEN AND THE CHAINS'

"WHEN YOU LOVE SOMEONE"

AND

"HEY GIRL"

PEACOCK 1933

LISA RICHARDS'

"MEAN OLD WORLD"

AND

"TAKE A CHANCE"

SURESHOT 5007

DUKE AND PEACOCK RECORDS, INC.

2809 ERASTUS STREET
HOUSTON 26, TEXAS
DR-3-2611

CRASHING THROUGH

"I AIN'T GONNA WRITE YOU"

CAPER BROTHERS

R-4597

ROULETTE RECORDS

1631 B'way, N.Y.C.

Bleyer's NARM Speech

(Continued from page 7)

and unique service. You decided records could be sold in retail outlets other than record stores. You decided they should be sold in heavy-traffic outlets. You successfully merchandised your idea, and today, records are available in Supermarkets, Drug Stores, Variety Stores, Department Stores, Discount Houses, Service PX's, and miscellaneous others. You provided a service to these retailers by showing them a new and profitable way to use floor space. You provided a service to the record buyer by making it easier to buy records. And you provide a service to the record industry by exposing records to more people, thereby creating more volume. For all this, our hats are off to you!

At your 1961 convention, Jules Malamud had this to say in his key-note address—and I quote—Not too many years ago, a great mystery puzzled the American consumer who was becoming more and more interested every day in recorded music. At the time, most record dealers conducted their businesses like specialty shops, and were caught napping by the aggressive new rack merchandiser who saw his opportunity. The record rack merchandiser solved the mystery for the public of where to buy a phonograph record. Our lazy and unaggressive record dealers and distributors have been eclipsed time and time again, and yet, they would still rather spend their time complaining about the so-called unfair competition than revamp their own businesses to meet modern demands—end of quote.

APPRAISAL AND ASSESSMENT. We are now in 1965. Your service is no longer new and unique! Are you providing more and better service to your retail outlets—to the consumer—and to the record industry. Are you revamping your business to meet modern demands? Or will someone with a new idea come along one day and say the same things about you that Jules said about record dealers and distributors?

Remember—nothing stays the same. Once, the record dealer was also an innovator. Once, the services he provided were new and unique—a central place where records of all companies could be bought—listening facilities—expert suggestion and assistance to the buyer. Without his promotional help, many successful records might never have emerged. He is disappearing. No substitute has been provided for some of his valuable services. His disappearance is a loss.

Once, the record distributor was also an innovator. Once, the services he provided were new and unique—one, in particular—Radio Promotion. Without him, small companies, such as mine, could never have existed. If he disappears—as he may—who will provide the services he has been providing? If you outlast him—will you?

MORE APPRAISAL AND ASSESSMENT. What about your constant preoccupation with price? Without a doubt, price is an important part of your service. Your retail outlets must be able to meet competition. The floor space allotted to records must show a satisfactory profit. But—is price the only factor? What about the records themselves? Do you buy them on merit—or just on price?

A few years ago, EXODUS by Ferrante and Teicher was a "smash." A rack merchandiser, to whom I had been talking, said he didn't buy the record because he couldn't get it at the "right price." He bought the Pat Boone version instead. With all due respect to a great artist and a great company, Pat's record was not the "hit." Do you think the rack merchandiser used good judgment? Was the profit—if any—what it would have been with the Ferrante and Teicher record—even at a higher price?

STILL MORE APPRAISAL AND ASSESSMENT. How do you decide upon the quantity of a record you buy? Do you merely use an arbitrary number for each location you service? Obviously, no one can predict exactly how much a record will sell. But—don't you think it's sometimes possible to arrive at an approximate figure with a little careful analysis? Or—do you avoid this responsibility by always insisting on a 100% return privilege?

Some years ago, we had a hit by Johnny Tillotson called **POETRY IN MOTION.** A rack merchandiser ordered 4000. His returns had been running about 50%, so the distributor asked us for protection. Why 4000? How many could he really use? He had been shipped 4000 of Bobby Darin's **MACK THE KNIFE.** He returned just a few. **MACK THE KNIFE** was a million-copy record. We estimated the potential of **POETRY** to be half a million. How could he possibly use more than 2000? He finally cut his order to 3500. We told our distributor to ship—but to expect at least 1500 back—and to plan on using them elsewhere. The end of the story? Slightly more than 1500 were returned.

Does this make sense? Let's, for the moment, forget about the manufacturer and distributor, and consider only the rack merchandiser. What about the time and labor costs involved in returning 1500 records? His profit was cut by that. What about the wasted space on the racks? His profit was cut by that. Wouldn't he have been better off covering the racks with 2000?

I'm sure you all remember **THE FIRST FAMILY.** Do you remember **THE FIRST FAMILY—VOLUME II?** If I had accepted the orders distributors wanted to place—which included orders you wanted to place—I **WOULDN'T HAVE BEEN ABLE TO AFFORD THE FARE TO COME TO THIS CONVENTION!**

Why shouldn't everyone in the record industry share responsibility? Why shouldn't everyone in the record industry have some consideration for his partner? Whether you like it or not—all of you are partners—manufacturers, distributors, dealers, one-stops, juke-box operators, rack merchandisers, and—least we forget—artists, writers, and publishers. And—to quote Jules Malamud again—you all work for one and the same ultimate goal—**THE PROFITABLE SALE OF PHONOGRAPH RECORDS—end of quote.**

Yet—it's amazing how little attempt is made to work together. The record industry is probably the only industry with multiple trade organizations. Each has its own program. Each goes its own way. At times, they not only get in each other's way, but actually work at cross purposes. Between manufacturers, distributors, dealers, one-stops, juke-box operators, rack merchandisers, artists, writers, and publishers there is always a state of **COLD WAR!** Why?

There are too many major problems affecting the whole industry to indulge in such a waste of time and energy.

The marketing changes of the fifties will seem mild in comparison with those predicted for the sixties. You'll see automatic vending as the next step in self service. You'll see new locations as

Gortikov's NARM Speech

(Continued from page 7)

apply to each of you. Wear the shoe only if it fits:

1. Your returns are far too high, and I certainly don't hold you exclusively responsible. But the liberal privileges extended you are being misused and indiscriminately handled through bad controls, inadequate controls, and marginal supervision. These are costly practices . . . too costly for us both.

2. Too many of you don't pay your bills on time. Over-extension and inadequate capitalization should be your costs of doing business, not ours. Interest-free financial subsidy is an unfair expectation. Even worse, are those among you who have the capability to pay but who deliberately delay in order to work on our money.

3. You don't police your stocks thoroughly enough. Showrooms stay exposed too long. Poor sellers remain . . . bad copies helping to spoil the good. Bad balance of stock is too frequent . . . overweight in budget and cut-outs. When you finally clean up, returns are out of line. Too often you base your actions on what you think your stocks are like, or what they're supposed to be. I urge you . . . go look.

4. You ignore or under-exploit big-ticket merchandise, even including stereo. You say the price is too high, and it won't sell. Try. Don't cut profit potential so arbitrarily. You deny a basic merchandising principle of "trading up," now practiced in every department around you—in refrigerators, TV's, even shoes.

5. You repudiate catalog albums too extensively. You act like the sources of crime product are bottomless. Almost anything with six months' age is obsolete. You extend inadequate effort to extract the profit from catalog, and you overlook that a fine catalog record can be truly a new release to the consumer who never heard it before. Artists are the mainstream of our business, and fine talent is to be treasured, even from a commercial viewpoint. A good artist shouldn't have to become extinct like the buffalo or the American eagle. Your policies of short exposure have a chain effect even on the manufacturer who must feed your new release "tapeworm" with too many albums, too often, from too many artists.

6. You oooh-poooh new artists, new packages. You say, "make it a hit, and I'll take it." You want the gravy, but won't help cook it. New artists are our blood source . . . and yours. For the long range, you practice a perilous combination; not only do you fail to assure an artist prolonged life through catalog exposure but you also limit his early launching as a new artist.

7. Several of you could profit from a booster shot of ethics. I know today is Monday, not Sunday, and my collar isn't turned backward. But still I can plead for a little more old-fashioned morality in our business relationships via these few reasonable "don'ts":

a. Don't request unauthorized returns and preferential treatment.

b. Don't deliberately delay payments.

c. Don't demand prompt pay discounts you didn't earn.

d. Don't be a party to illicit payoffs to customer buyers.

e. Don't demand preferential or unearned discounts, often disguised as advertising requests.

f. Don't pressure smaller representatives to compromise their home office instructions by under-the-table acts.

8. Finally and most critically—you don't adequately motivate the consumer. Most of you select product intelligently, provide it on time, place it in attractive furniture of your own design, enticingly priced. . . . but then what? Is the job ended? . . . or really just begun? Who, at this point intriques the consumer through promotions, display, and advertising? Who says come into this department in preference to all others? Who says, "We have what's new, we have the new releases, we have the hot sellers, we have the new Andy Williams, or the new Beach Boys or the new Nancy Wilson?" Too often, nobody does. Too often, the consumer remains ignored. . . . not coaxed to. Sure, you say you're growing because you've taken over distributor functions and are doing them better than ever before for the retailer. And so you have, in many ways . . . but not in this very critical respect. By under-valuing consumer merchandising, you're in danger of becoming a remaining a hybrid . . . like the mythical centaur who was neither man nor horse. You risk failing to be a balanced combination of distributor, retailer, and merchandiser for one or more reasons alone. You won't crook your finger toward that consumer, smile nicely, and say "come here; buy here; buy these."

Several trends are now becoming apparent in your business, and I guess these trends come under the general heading of "growth and progress." But somehow I see small red danger flags waving, and hear faint warning voices trying to come through. So let me state a few trends observed and then a few constructively-intended questions suggested by these trends:

1. Trend—Increased geographical coverage by a given Record Merchandiser.
Question—Could this mean lessening service; less instant action; cost increases in the necessary establishment of expensive satellite in-

important retail outlets—distant apartment houses—distant office buildings—large industrial parks—gas stations—and so on. You'll see large stores and large chains become even larger. You'll see buying done by committees. You'll probably even see a rebirth of the small specialty shop. You'll see things that haven't even been thought of yet!

The Leisure Market will undoubtedly grow as income grows and working hours decrease. But your competition is already great and will become even greater—television—radio—indoor games—outdoor games—indoor sports—outdoor sports—spectator sports—photography—movies—live theatre—concerts—opera—books—magazines—the list goes on and on!

There is much to be thought about—much to be concerned about.

APPRAISAL AND ASSESSMENT—WHAT IS OUR WORTH? A good theme—a praiseworthy theme! It makes me believe that this convention could be a milestone!

It makes me believe that this convention could light a beacon for the entire industry!

And it makes me believe that this convention could help keep this crazy business healthy—exciting—and wonderful!

ventory centers?

2. Trend—Less and less direct routeman service, chiefly because of cost.
Question—Does this lost personal contact weaken your customers relations, reduce the accuracy and quantity of important point-of-sale feedback; less merchandising impact and influence?

3. Trend—More remoteness, more distant business relations with customer headquarters.
Question—Does this imply more vulnerability to your competitor, less opportunity to press your advantages through continuing personal contact; less promotional exploitation?

4. Trend—More bigness through merger, acquisition, and customer expansion.
Question—Are you heading toward dominance by the few; more government interest in your business and controls on it? Greater credit risks?

5. Trend—The opening of more and more retail outlets for the sale of records.
Question—No questions! An aggressive, progressive, exciting kind of growth.

Since I've been discussing your shortcomings so freely, it might also be democratic to discuss a few of our own. Based on what I've heard over the past year, the shortcomings of the Capitol Records Distributing Corp. are all neatly summed up in its sales policies. In my opening statement this morning I remarked that although I represent suppliers in general, I also stand here as a delegate of my company. Based on personal inquiries already made of me, I realize that I'm expected to render a prognosis on these rather controversial policies. I won't chicken. I'll talk.

Last March CRDC announced several dramatic policy changes . . . one price for all . . . no special trade discount for rack jobbers and one-stops on albums . . . no price programs . . . year round pricing . . . plastic-wrapped albums. Twelve months have gone by. So now what happens? It's like waiting for the other shoe to drop. Do we go back to the old ways? Do we plan to soften up? Meanwhile, back at the Hollywood Tower, Capitol has been quite excited. Business has never been better. We reached all-time volume highs. No. 1 in share of market. We see new artists a-building. Most of our customers—record merchandisers included—have found ways of working under policies in varying degrees, taking profits and gain from the turns. The share of our product purchases by rack jobbers and one-stops has actually increased.

Sure, the Beatles have been great for us. We have even heard our critics say, "Wait until the Beatles are dead . . . then watch Capitol skid." The Beatles excitingly abnormal as their sales have been, represent one of those phenomena peculiar to the record business. The Beatles make this, and hits always have been the catalyst of the record business, the builder of its traffic and momentum—as well as the major source of its profits. Therefore, we can't "ignore" the Beatles and don't pretend that they are irrelevant to our interests—or yours.

But back to the policies, and drop the other shoe, already. Here is the outlook for the future, which we offer without apology:

1. The policies stay.
2. We stake our future on our product. It has been good. It has produced sensational unit sales, amazing turnover, outstanding chart action, and traffic—building airplay.

I said the policies stay. For how long? Forever? Of course not. Capitol must adapt continually to marketplace changes, alterations in product popularity, changes in distribution trends. We've been making a fair profit. We did not before. Sure, there have been negatives, chiefly in reduced purchases of catalog merchandise and discretionary categories. But all policies—including the current ones—will be rooted in the very same rationale and formula you yourselves use in price structuring . . . which is nothing more than determining the cost of doing business, plus a reasonable profit; and all influenced by the degree of business risk. Sure, my firm's policies will change at some future point—prices may go down, perhaps up. Maybe in a couple of months, maybe next year, perhaps later.

I've been told by several that my company is naive, too square, too unbending. Usually, however, "bending" is defined as a "better deal for me." So I'm proud not apologetic. The policies were a reaction to prevailing conditions. But conditions are dynamic, and they change. I would be negligent if I did not continue to monitor and assess these prevailing conditions, which I pledge to do, in a quest for some acceptable middle ground suitable to the interests of our customers and ourselves.

Entirely apart from the specialized policies of the Capitol Records Distributing Corp. it would be unrealistic to evade some attention to current general pricing trends and practices. So much of our industry's prosperity or lack of it is directly related to the retail price level in a given outlet or market. That price, for example, determines your customer's margin and, indirectly, even your own.

What is that price? So frequently I hear the phrase, "We charge according to the prevailing competitive price in the market." Who sets that price? Often the lowest schlocher. And, in observance of the stalwart principle of "We shall not be undersold," you condescendingly go along with the level set, not by good business judgment, but by the most flagrant promoter in your area. Why? In your personal life, you avoid the cheapest clothes, the lowest food prices, the lowest cost neighborhoods, the economy car . . . yet, you'll let the biggest price pitchman in town distort your influence on profit and your entire merchandising and purchasing strategy.

This strategy, in turn, precipitates your pressure on us. "We can't compete," you cry. "Lower your prices," you demand. "Protect my profits," you implore. A ceaseless relentless never-ending pressure for lower and lower prices—toward a level which seems bottomless. What can you offer in return for lower prices? More volume? Probably? Less profit? Probably that, too.

* * *

There are several other areas where our joint interests converge. I well know that we, as your suppliers, are insensitive to your needs from time to time. If I tried hard enough, I could probably recall some situations in which my company could be so accused.) You ask many things of us. You state many requests as imperatives—as virtual mandates for your survival. Yet so many of you are prone to deny those very same objectives as having any merit for your suppliers. Here are a few:

1. You want a profit on your product, yet you assume our capacity to offer a lower price is infinite and our want for a profit less relevant than yours.

2. You want the subsidy of terms and extended dating, yet so often we whistle fruitlessly for our money . . . even long past the extended due date.

3. You want distributors to stay away from "your" accounts, yet many of those accounts were originally serviced by these suppliers; and you weren't too bashful to "stay away."

4. You want product protection, yet you so often unfairly exploit the protection granted through subterfuges and unfair liberties.

5. You say the distributor is unnecessary and superfluous in the marketplace yet you want and need the benefits of airplay, inventory control, advertising monies, readily available supply sources, pools of credit, wrapping of albums, clearing of returns, and promotional backup.

It's almost a rationale of "grab all you can get, and the supplier be damned." So I appeal to you to recognize, forthrightly and fairly, that we have needs worthy of respect as do you. We too are in a squeeze between costs and income. You want margin; so do we. You need profits; so do we. Your demands, therefore, should reflect all this as a dual need.

* * *

It is rather curious that the very same marketplace—from which we all draw our sustenance—is also our battleground. Whether you know it or not, you've been through a war. . . . and you're about to begin another. Your first war was between you and the distributor in "liberating" his accounts . . . or in capturing new record customer outlets. You've won many battles in this first war, some through superior force, some through clever strategy, some by luck, some by sabotage. You outflanked the distributor by solving problems for the retail outlet, problems the distributor himself helped create. Out of it all, you grew.

All that was War No. 1. Your next war, No. 2 . . . will be among yourselves. Now some of you are in danger of yourselves being outflanked . . . but by your very own competitors. The growth of any one of you increasingly will be at the expense of another.

You are ripe to be out-maneuvered by some form of "SUPER Record Merchandiser" who is not content to prolong or perpetuate the errors and shortcomings I enumerated a short while ago. A SUPER Record Merchandiser! One who selectively will do all the good things you do PLUS many more. A SUPER Record Merchandiser—one who isn't content merely with improvement over last year or historical performance, but who is intent on gaining the ultimate full sales potential of an outlet. One who wants not only the quick buck from the hit, but all the record business in which there is a profit.

A SUPER Record Merchandiser—one who respects his relations with his suppliers enough to finance himself responsibly and pay his bills; who will control his inventories and returns reasonably.

A SUPER Record Merchandiser—he'll blast his way through to the consumer with smart, aggressive promotion. He'll dominate the loyalty of the record buyer by sensibly balanced stocks. He'll command the respect and fill the needs of all his "silent partners"—the artist, the store management, the store "image," the store customer, as well as his own vital profit interests.

So this, then will be War No. 2 . . . the emergence and then the triumph of the SUPER Record Merchandiser. He could be you.

"NEVER, NEVER LEAVE ME"
B/W
"WHY DON'T YOU LET YOURSELF GO"
MARY WELLS
FOX 570

the ultimate in entertainment:

2 BEST-SELLING GOSPEL SINGLES

MOTHER'S ADVICE
TAYLOR BROS.

Nashboro 844

THE MULE TALKED
EDNA GALLMON COOKE

Nashboro 848

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

Atlantic's Jazz Roster Push Adds Elvin Jones

NEW YORK—Atlantic Records, showing renewed interest in new jazz signings in recent months, has pacted drummer Elvin Jones to an exclusive deal, according to Nesuhi Ertegun, label vp, who's already cut the artist's first LP for the diskery.

Jones has been a mainstay with the John Coltrane group for a number of years. He continues as a member of the combo, but will be cut as a feature artist on Atlantic.

Also a onetime member of the Charlie Mingus and Bud Powell ensembles, Jones is the brother of two other prominent jazz men, pianist Hank Jones and drummer Thad Jones.

Although its jazz catalog is vast and full of famed talent, Atlantic recently began to further augment its jazz line. Signed a short while ago—also to exclusive pacts—were Nat Adlerley and Hubert Laws. Negotiations are presently underway to add even more names.

Chess Corp. Gets New Ad Logo

NEW YORK—Chess Producing Corp. has just obtained a new ad logo, which was designed to give the expanding organization corporate entity. The design was created by Jason Kirby, and will mark all copy and releases on Chess, Checker and Argo Records.

Lucille Press Dies At 49

CHICAGO—Mercury Records' A&R administrator in Chicago died last week in St. Luke's Hospital after a prolonged illness. She was 49. Her tenure with the label dates back to 1946, which made her the company's oldest female employee from the standpoint of seniority.

She was appointed home office manager in 1948 and moved up to her most recent position in 1959.

Burial services were held last Thursday.

Greengrass Artists Get ABC-Para Distribution

NEW YORK—GLG Productions' chief Kenny Greengrass has just concluded a production deal with ABC-Paramount Records to produce and distribute masters of artists under contract to Greengrass. This will include such personalities as the Highwaymen, Ron Murphy and Dave Fisher, but not Steve Lawrence and Eydie Gorme, also managed by Greengrass but recording for Columbia.

In a general expansion move, the pubbery chief also took on Phil Lawrence as his personal assistant. Lawrence has recently produced a series of concerts for the Highwaymen, and will be actively involved in the publishing firm.

"Peyton Place" Femme Waxing For Philips

LOS ANGELES—Chris Connelly, co-star of TV's "Peyton Place," has moved into the record field by inking with Philips Records. Her first sessions include a single "Theme From Peyton Place" b/w "Young Love" and an LP called "The Boy From Peyton Place." Both were recorded simultaneously and are scheduled for a Mar. 15 release.

Cambridge DJ Sampler

NEW YORK—Epic Records has made up a special 45 rpm demo disk containing three tracks from Godfrey Cambridge's new LP for servicing to deejays.

The tracks, "Theatre In The Sky," "Las Vegas And Other Goodies" and "The Manual Of Arms And Other Put-ons" were taken from the comic's second album, called "Then Cotton Pickin' Days Is Over" which was recorded live at the Hungry i in San Francisco.

ALBUM PLANS

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

ABC-PARAMOUNT-IMPULSE

"Big Drive in '65": 1 free for each 6 purchased. Expires: April 30.

ATLANTIC/ATCO

10% album program on all LP's—new releases as well as catalog. Expires: March 15.

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.

COLPIX

Cash reduction of 9¢ on kiddie LP's to 27¢ on top-listed stereo LP's. Reductions of 18¢ on "400" series and 22¢ on "500" series.

DECCA-CORAL

Special terms on LP's available through local branches and distribs. No expiration date announced.

FORTUNE

1 free album when 6 are purchased in any combination. No time limit.

GATEWAY

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

LIBERTY-DOLTON

Special terms, available from distribs, on albums. Expires: Mar. 31.

NASHBORO

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

ORIGINAL SOUND

1 LP free for each 10 purchased less 3% cash discount. No expiration date.

PHILIPS

All pop, jazz, and Connoisseur albums carry a 10% discount. 20% discount available on all classical product. Offer expires Apr. 30. Dated billing from factory to distributor of 30-60-90 days on Mar. purchases, and 30-60 days on Apr. LP buys.

REQUEST

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

STARDAY

15% discount on 200 regular albums, 5% discount on \$1.98 Economy Line. No expiration date announced.

TAMLA-MOTOWN-GORDY

Buy-7-get-1-free. Expires: No time limit.

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.

The Original Hit Is On Sunglow!

Sold 80,000 in Texas!

Spreading Nationally

PEANUTS

(La Cacahuata)

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Opening Up The Northwest



SEATTLE—RCA Victor's Bobby Bare, who has become one of the touring country singers around today, is shown above in Seattle where he dropped in on one-stop operator Lew Choate (left), accompanied by Victor's Jerry Morris. The songster, with one highly successful European tour behind him and another scheduled for later this year, is currently riding high with his "The Travelin' Bare" album.

Honest Talk At NARM Meet

(Continued from page 7)

called to the rack jobbers' attention the fact that they are on the brink of a new war they must soon face; A war between themselves.

The first war, as Gortikov put it, resulted in racks "liberating" accounts from distributors as well as dealers. Now the surviving rack jobbers who are looking for the quick buck and are not planning for the future will have to do battle with a new brand of "Super Merchandiser" who will do all things right that today's jobbers are doing wrong.

Rack jobber Charlie Schlang of Merchaw of America Inc., covered the flip side of the discussion, "The Record Merchandiser Views His Supplier." Schlang suggested that the Capitol one-price-for-all policy was unfair to jobbers because of the function they perform in the distribution of product to retail outlets.

The highlight of Schlang's dialogue was his proposal that manufacturers offer a discount or reduced price on catalog merchandise (LP's) while carrying their regular prices on hit current LP's, thereby creating an incentive to stock catalog product in depth. He justified this step because of the slow turnover of catalog product. Schlang also revealed that he was making available to manufacturers a list of some 400 "catalog" LP's his firm and other jobbers would like to stock again at a reduced price—records they are not now stocking because of the price.

Irwin Steinberg, Mercury Exec. V.P., and one of the eight members on the panel listening to Gortikov's and Schlang's comments, followed with a biting comment that no matter how Schlang presented it, "translated into English, Schlang wanted a price break" something manufacturers have been refusing jobbers for years. "If a manufacturer reduces price on his catalog," Steinberg suggested, "can he increase his price for hit best sellers. Dave Miller of Miller International also suggested that Schlang's proposal was a bad one, since there were conservatively 10,000 or so catalog LP's in the business and racks could not stock and display so many items. All manufacturers could not be guaranteed that their catalog was getting good display making a price break possible.

But from an auspicious start, the panel meeting deteriorated into the familiar discussion about unfair pricing on the part of manufacturers and the repeated comment that racks deserve discounts for the service they perform.

This discussion was followed by a panel on budget product goods. The most significant item to come of this discussion was agreement that the budget product's rate of growth during the past year had fallen off.

Dave Miller made an interesting prediction at the close of the panel that budget 4-track reel-to-reel tapes were an important product of the future. Miller expects to do a half-million dollar gross in this area during the next year.

Merc's New Import Series

CHICAGO—Mercury Records has launched its first in a regular series of imported foreign releases. The new program is being coordinated by Harold Drayson, the label's newly-appointed import products manager, and the initial release features imports from France, Germany, Holland, Italy and Argentina.

The series is making available to U.S. consumers authentic foreign material recorded and packaged in the country of its origin, with additional releases scheduled on a continuous bi-monthly basis.

Prices for the foreign packages include \$4.98 for monoaural albums and stereo 10" LP's and \$5.98 for stereo 12" LP's. Deluxe packages retail for \$5.98 for mono and \$6.98 for stereo.

"Greasepaint" Staying On Tour Till Fall, Victor Caster Due Soon

NEW YORK—Broadway will have to wait until sometime in the fall to receive "The Roar of the Greasepaint—the Smell of the Crowd," the new Anthony Newley-Leslie Bricusse musical. Show, following the pair's "Stop the World . . ." is currently doing bang-up out-of-town business and producer David Merrick has decided to keep the show on the road rather than go ahead with the planned Broadway opening on April 8.

RCA Victor Records, which cut the cast LP in New York on Sunday, Feb. 28, will not delay the release of the cast. It's been set for release within the next few weeks.

Doody Marketing Speech

(Continued from page 7)

to the industry as it should look in the years to come.

Doody stressed the field of computers as an important factor in future operations and advised jobbers and manufacturers to study their potential.

His entire address emphasized modernization, education and change to keep up with the rapidly changing times.

He analyzed causes of the current profit squeeze and traced the growth of the jobber through the "profitable years" to the times dominated by the quest for volume up to what he now calls the "age of enlightenment," the present years during which the industry seems to be stabilizing its pricing policies.

From now on, for the record merchandiser to thrive, he must recognize that he is entering a new era where "rugged competition" and rapidly changing technology will force change at an increasing rapid pace. To thrive, the modern merchandiser will have to turn from personal-type management to systematic management; to accountants capable of running complex business operations; to skilled attorneys; to the latest computers; to better inventory controls; to sales analyses; territorial analyses; supplies analyses, etc.

Doody's thoughts and advice were best summed up in his closing words: "For those firms committed to growth, this implies the continuing acquisition of business knowledge, for this is the key to efficiency and success.

"Well, you may say, this is all fine in theory but how do I make it operational? I can't abandon my business and go back to school. Certainly not. To a limited degree, however, even this is not out of the question. Business executives have enrolled by the thousands in special Executive Development Programs operated each year by the major universities throughout the country.

"Of more pervasive significance is the work which can be undertaken by progressive trade associations such as NARM. This work has already begun as is evidenced by the special studies sponsored by NARM and the general "working character" of its convention programs. With the caliber of leadership that you have, even more can be accomplished in the future. The kinds of specialized knowledge referred to earlier concerning inventory management are perhaps best undertaken in this way because it is possible to focus attention on a specific line of business.

"Better management know how can be obtained in many other ways. Careful choice of accountants is important as is the choice of legal and financial advisors. Careful selection of employees who will have management responsibility is of utmost importance. A willingness to work closely with suppliers cannot be stressed too strongly for cooperation is the foundation for achievement in a mature industry.

"In closing, I would like to suggest briefly the nature of the economic opportunity ahead, for this provides a perspective with which to judge

UA Says "Goldfinger" Reaches 1 Mil In Sales

NEW YORK—"Goldfinger" proves to be living up to his reputation as "the man with the midas touch," with his latest feat of turning wax to gold.

According to United Artist, the original soundtrack LP, which is currently topping the best seller charts, has passed the 400,000 sales mark has been awarded a gold disc for raking in over a million dollars in sales.

Shirley Bassey's single by the same name is also riding high on the charts and has an reported sales figure of over 400,000 to date.

The tune, dedicated to British agent James Bond's arch enemy, was written by British composer-conductor-arranger John Barry, and lyrics were penned by Anthony Newley and Leslie Bricusse.

This marks the label's second soundtrack to top the charts within a six month period. Previously the Beatle's held down the number one spot with their long-time resident, "A Hard Day's Night."

Eleanor Roosevelt Reminisces On Col LP

NEW YORK—Columbia Records has fixed a Mar. release date on the "Eleanor Roosevelt Recalls Her Years With F.D.R./My Husband And I" LP, based on the ABC-TV series "FDR." The disk features spontaneous reminiscences about her long life with the late president, including a talk about her first meeting with the man, the morning of her husband's nomination, and problems of raising children in the White House.

The LP includes a tribute to Mrs. Roosevelt by Adlai Stevenson, and a biographical text by David T. Bazelon.

Dave Clark Revlon Tie-In

(Continued from page 6)

geared to the teen market, and are expected to reach some 75% of all teenagers. Additional exposure will be afforded through displays for record stores, department stores and drug chains (see photo).

The contest, which offers 9,226 prizes, features, in addition to the week-end for two with the Dave Clark Five, GE portable TVs, RCA stereo record players, GE transistor radios and Schick electric hairdryers. Special pressings of the new LP by the group are to be presented through the radio stations to any entrant phoned. By filing an entry blank, contestants will be eligible to be called by deejays who will air their endorsements. All blanks will be collected for the final drawing.

At the New York meeting, which was the first of several planned to be held in each of the cities with a radio station participating in the promotion, prizes were offered to record dealers, department store representatives, and handlers of the drug line to create additional excitement over the campaign.

The Natural Wonder "Swingstakes" will run through May 15th.

whether or not it is going to be worth the time and effort required to make certain that your business has a forward look.

"Over the last 100 years, our economy has been growing at the rate of three per cent each year. Now this may not sound like very much to you, but the thing to remember is that economic growth works on a "compound interest" principle. This means that each year the rate of growth is on an increasingly larger base. The net effect is a doubling of our Gross National Product every 20 years. If we merely maintain our present rate of economic growth, and some say we can increase it, this means that 20 years from now our Gross National Product will be \$1.3 trillion, forty years from now it will be \$2.6 trillion, sixty years from now it will be \$5.2 trillion, eighty years from now it will be \$10.4 trillion and 100 years from now our GNP will be approximately \$21 trillion dollars.

"The implications of this for the society and for each business firm are enormous. Basic needs, at least for

6 New Albums From Limelight

CHICAGO—The recently-formed jazz label, Limelight Records, has released six albums, and is retaining the merchandising format of its premiere presentation in Jan. The unusual format includes binding informative booklets, concerning the artist and the recordings, inside every package.

The new outing features Dizzy Gillespie's "Jambo Caribe" and Oscar Peterson's all-original "Canadiana Suite," as well as "In A New Setting" by Milt Jackson, "I Talk With The Spirits" by Roland Kirk, "Cannonball And Coltrane" by Cannonball Adderley and John Coltrane, and "Last Date," recorded by Downbeat's Hall Of Famer, Eric Dolphy, shortly before his death.

Decca Declares Dividend

NEW YORK—The directors of Decca Records last week declared a regular quarterly dividend of 30 cents per share on the company's capital stock, payable Mar. 31 to those stockholders on record up to Mar. 17, 1965.

Atlantic-Sims Deal

(Continued from page 6)

Vice President of Atlantic Records and Russell Sims, President of Sims Records who worked out the distribution arrangements.

Sims Records which is a Nashville based operation has an extensive catalog of albums and singles in the country, gospel, blues and pop fields. Many top names on the Nashville music scene are contracted artists for the label including The Happy Goodman Family, Jerry Walker, Bobby Lee Trammell, Bobby Barnett, Tony Douglas, Hal Willis, The Kelly Brothers, The Wallace Brothers and Roscoe Shelton.

Atlantic's association with the Sims catalog marks the company's first important move into the country and gospel field. The distribution of Sims Records had been handled by the label itself since the company's inception in 1953. Russell Sims stated, "this new setup with Atlantic will give me an opportunity to concentrate all of my efforts on recording our artists and promoting their releases."

Four new albums have been released by Sims and these along with the balance of the Sims catalog are now being shipped by Atlantic to their distributors. The new album releases are: "It's A Wonderful Feelin'" by The Happy Goodman Family, "His 'N' Hers" by Tony Douglas, "Bobby Barnett At The Crystal Palace," and "Soul Soul And More Soul" by The Wallace Brothers.

A new Sims single is "Klondike Mike" by Hal Willis, who had a recent hit in the country field, "Lumberjack." Russell Sims will continue to work closely with radio stations and DJ's on all of the Sims singles as in the past, coordinating his activity with the sales and promotion staff of Atlantic.

the majority of the population, have long been met. And as you already know this means tremendously greater sums for "discretionary" purchases. Combined with the phenomenon of automation, which will be a reality in the very near future, further drastic reductions of the work week will be realized—30 hours, 20 hours, and even less.

"Now, these are not the fantasies of some "blue sky" professor, they are the realistic estimates by pragmatic economists of just what the future holds. The effect, of course, will make our present economy of abundance look like the Middle Ages.

"What does this have to do with the record industry? Everything. For music, musical instruments, and related products can be in the vanguard of the future society. Here is a nation of people who have the capacity and desire to live a better life. You are an important part of that life. It is nothing less than the substantial obligation of all of us to do our part in building this future."

Doing Douglas Date



NEW YORK—Roger Williams takes a break between numbers on the recently aired Mike Douglas TVer. The ivory impresario, and Cleveland emcee are flanked by a flock of Williams' previous hit LP's, topped by his current Kapp click "Roger Williams Plays the Hits."

Bear Label Formed By Lieberman

MINNEAPOLIS—Harold N. Lieberman Co., Minneapolis record distributor, last week announced the formation of the 'Bear' label.

David Lieberman, the new label's president, stated that in addition to Bear, the firm plans to handle other labels for national distribution. Boss, a teen-oriented label, and Sierra, a country label, owned by Jim Madison, producer of "Six Days on the Road" by Dave Dudley and "Run Run Run" by the Gestures, are being nationally distributed by Bear Enterprises, Inc.

John F. Knodle, formerly in promotion with Mercury, Minneapolis, and Warner Bros-Reprise, Chicago, has been appointed National Promotion Manager of the firm.

Strohman Shifts To Capitol Record Club

NEW YORK—Steve Strohman has been appointed to the Capitol Record Club's newly-created position, director of planning.

His initial task will be to organize and direct the establishment of a new record club shipping center in the midwest. From then on he will handle and develop administrative procedures for the record club and other mail order projects.

Strohman was previously the national operations manager for Capitol Records Distributing Corp., another subsidiary of Capitol Records, Inc.

"Swingin' Summer" Track To Hanna-Barbera Records

LOS ANGELES—Don Bohanen, veep—general manager of Hanna-Barbera Records has concluded a deal with executive producers Ken Raphael and Larry Goldblatt for the soundtrack rights to their indie teen tuner "Swingin' Summer," the first film-track acquisition for the newly formed label.

The film, which will be distributed in April by United Screen Arts, stars Jim Stacy, William Wellman Jr., Martin West and Quinn O'Hara. Musically, the flick features two hit waxing groups, Gary Lewis and the Playboys and the Righteous Brothers. Also included are the Rip Chords, Donnie Brooks, Jody Miller and Raquel Welch in her film and vocal debut.

Film, shot on location at Lake Arrowhead, was produced jointly by Reno Carell and National Talent Consultants. Harry Betts wrote the original score with musical coordination by teenage composer Mike Post.

DCP International Pacts Will Bronsons

NEW YORK—The Will Bronson Singers, whose voices are generally heard in the background for such names as Tony Bennett, Robert Goulet and Al Caiola, have inked an exclusive recording pact with DCP International.

The five male-five femme group includes several members of another group called the Skip-Jacks, who are active in the TV-radio jingle area.

Don Costa, prexy of the label has just finished arranging and conducting Connie Francis' latest single, "For Mama," as well as albums for Tony Bennett and Barbra Streisand, and has left for a month's business trip on the west coast.

The western jaunt will include setting up an act for Trini Lopez' opening at the Flamingo in Las Vegas and also producing the music for Lopez' forthcoming flick with Frank Sinatra.

Afterwards, Costa will collaborate with Burgess Meredith on a Broadway musical, tentatively titled "Winter Quarters" and will conclude the trip with his conducting and arranging of a Robert Goulet LP.

Herb Mendelsohn Named WMCA-New York Gen. Mgr.

NEW YORK—Herbert J. Mendelsohn has been named general manager of WMCA-New York, it was announced last week by R. Peter Straus, president of the Straus Broadcasting Group, which owns and operates the Gotham radio outlet. Mendelsohn comes to WMCA after three years as vice-president and general manager of WKBW-Buffalo. At WMCA, he succeeds Stephen B. Labunski, recently named executive vice-president of NBC.

Rodriguez Latin Tour

NEW YORK—Tito Rodriguez and his Latin Orchestra have taken off for a five-week South American tour which will include appearances in Argentina, Brazil, Chile, Columbia and Peru.

Arrangements are now in the making for the orkster to host his own TV package in New York when he returns from the jaunt.

Millionth "Downtown" Sold

BURBANK—According to Joe Smith, head of singles A&K for Warner Brothers Records, Petula Clark's "Downtown" surpassed the million-sales mark late last month. This makes the second Warners-Reprise disk to achieve the golden goal in the last six-months, the other being Dean Martin's "Everybody Loves Somebody."

Immediately upon passing the million mark, the firm applied for RIAA certification of the sales figure.

Lark Clark's first album for the label, also called "Downtown," is currently one of the fastest selling LP's for the company. The recording of both Clark platters was supervised by Tony Hatch, author of the hit song.

Norelco Introduces New Tape Recorders

NEW YORK—Two new tape recorders were unveiled by the Norelco High Fidelity Products Division of North American Philips Company, Inc., at the Los Angeles Hi-Fi/Stereo Music Show on Mar. 7.

The new products, the "Continental 95" and the "Continental 201," were designed to fall in between the low-end, poor-quality recorder and the high-priced, stereo unit, which have been dominating the field.

The "95" is a sturdy, moderate-priced unit which contains an automatic record control designed to adjust the recording level to insure perfect tapes, just as an exposure meter on a camera compensates for light to insure good photos. The casing is a low-profile, contemporary design and the package will sell for less than \$95.

In a higher-priced field, the "201" which will retail for less than \$200, is a two-speed, four-track recorder which will record only in mono but is equipped for stereo playback through an external hi-fi system. Special features are also included for parallel operation and for mixing inputs from the microphone and a radio or phono. In addition, the unit can be used as a self-contained public address system.

LeGrandeur Upped At 3M

ST. PAUL—D. H. Boyd, general sales manager of consumer products with the Revere-Mincom Division of 3M, has announced the appointment of H. B. LaGrandeur to the newly created post of consumer products sales manager. In this position, LaGrandeur will be responsible for the sales development of all reel-to-reel and cartridge tape recorder products to the consumer markets, including the coordination of product planning and marketing programs.

Revere-Mincom supplies the consumer market with a complete line of Wollensak stereo and monaural reel-to-reel tape recorders and the new automatic tape cartridge machine.

LaGrandeur joined the Revere-Wollensak Division in Jan. of 1962 as west coast area sales manager and has since held several sales management positions. Most recently he served as product sales manager, reel-to-reel recorders. He has been associated with 3M for the past 15 years.

Regina Records Adds Inspirational Line

NEW YORK—Regina Records has moved into a new market with the release of its first inspirational album, "Think On These Things," by the Frederick H. Williams Choral and Orchestra. The LP, slated for release next week, was created by Williams and arranged by Maury Lewis.

Selections from the package include 11 tracks of patriotic lyrics which have been set to music.

Talent Productions Pacts Indie Producer

NEW YORK—Talent Productions, Inc., a subsidiary of Joy music, has concluded a pact with Allbut, Maheu and O'Keefe calling for the indie outfit to produce wax artists the Scott Bedford Four. The group's first record, "Last Exit To Brooklyn," has been released on the Joy label and is now being serviced to distributors and deejays.

Frank Peters Named To Mercury Manager Spot

CHICAGO—Mercury Records has given the nod to Frank Peters to manage the label's Midwest regional sales office, with a territory extending from Denver to Cleveland and south to St. Louis.

Peters broke into the record industry in 1952 as a Chicago Capitol branch salesman and was most recently associated with Columbia before moving to the Mercury label.

Burton Roster Shaping Up

NEW YORK—Burt Sugeran's newly formed Burton Records enterprise has gotten its operation off the ground with its first release, "Gee Baby" and "Try Again" by the Explosions due on the market shortly. Dave Coleman, Bob McClaine and Mamie Van Doren were also signed to the diskery's roster, the latter scheduled to wax this week.

Sugeran has also named Leland Rogers to the post of national promotion manager for the company, which is headquartered in Beverly Hills. The firm is specializing in top 40 selections, with plans to branch into the album field within the next six months.

Lettermen Set College Tour

HOLLYWOOD—A series of nine personal appearance dates have been scheduled for the Lettermen during the month of March.

The college tour was kicked off at Arlington University in Texas on Mar. 4 and will close out at the Wisconsin State College in Oshkosh.

Other stopovers include Arkansas' Magnolia College on Mar. 6, Arkansas State on Mar. 8, Oklahoma's Murray State on Mar. 9, West Texas State on Mar. 10, Colorado State College on Mar. 12, Missouri Valley College on Mar. 16, and the Future Homemakers of America in Oklahoma City on Mar. 27.

Wanda Jackson Skeds European Jaunt

HOLLYWOOD—Capitol's Wanda Jackson is scheduled to depart on Mar. 7 for a three-week European concert tour which will include foreign language recording sessions and a special performance at the Olympia Music Hall in Paris.

Some of the dates in her schedule include recording sessions in Cologne, Germany, Mar. 8-12, and personal appearances at U.S. military installations in Germany and radio-TV appearances in France and Germany, Mar. 13-19.

RCA Victor Inks Red Sox Rookie



NEW YORK—Boston Red Sox rookie star Tony Conigliaro will be wielding a microphone as well as a baseball bat since inking an exclusive pact with RCA Victor Records.

The 20-year old slugger who hit 24 homeruns for the Sox last season marked his debut for the diskery with "Why Don't They Understand" produced by Ed Penney and Al Kashea and now being distributed nationally.

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COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



I'M NOTHING TO YOU (2:30) [Matamoros BMI—Walker]
MATAMOROS (3:32) [Buster & Doss & Matamoros BMI—Arnold]
BILLY WALKER (Columbia 43223)

Billy Walker's long chain of hits (he had "Cross The Barzos At Waco" last time out) should not be broken on the basis of this new money-in-the-bank release tagged "I'm Nothing To You." The side is a medium-paced heart-breaker about a love-sick guy who has nothing but trouble with his girl. The undercut, "Matamoros," is a pretty warm-hearted romancer about a fella whose sweetheart lives down south-of-the-border way.

BECAUSE I CARED (2:37) [Acuff-Rose BMI—Turner]
LOVE HAS COME MY WAY (1:58) [Acuff-Rose BMI—Gibson]
ERNEST ASHWORTH (Hickory 1304)

Ernest Ashworth, who had a nice run last time out with "Pushed In A Corner," seems destined to ride the charts once again with new Hickory outing tagged "Because I Cared." The side is an easy-going, bluegrass-styled lament about a guy who fell head-over-heels in love with a gal who was wrong for him. "Love Has Come My Way" is a catchy, high-spirited chorus-backed romancer which concerns a loner who finally meets the girl he's always been lookin' for.

SILENT PARTNER (2:35) [4 Star Sales BMI—Belew, Pitts]
SHE READS ME LIKE A BOOK (2:23)
[4 Star Sales BMI—Belew, Sykes]
CARL BELEW (RCA Victor 8527)

The vet Victor hit-maker should have no difficulty in rapidly jumping into the winner's circle with this first-rate newie tabbel "Silent Partner." The side is a tender, slow-shufflin' bluegrass-flavored tale of woe essayed with loads of authority and feeling by the songster. Flip, "She Reads Me Like A Book," is a rousing, fast-moving, raunchy traditional bleuser.

KLONDIKE MIKE (2:43) [English BMI—H. & G. Willis]
SO RIGHT BUT SO WRONG (2:14) [English BMI—H. & G. Willis]
HAL WILLIS (Sims 235)

Hal Willis, who hit big a short while-back with "The Lumberjack," can repeat that triumph with this Atlantic-distributed Sims newie called "Klondike Mike." The side is a rousing, high-spirited chorus-backed folkish ditty about a guy who seeks a golden fortune in Alaska. "So Right But So Wrong" is a laconic slow-shufflin' sentimental country tearjerker.

SHE'S NOT FOR YOU (2:27) [Pamper BMI—Nelson]
PERMANENTLY BLUE (2:26) [Pamper BMI—Nelson]
WILLIE NELSON (RCA Victor 8519)

Willie Nelson can speedily re-establish himself on this charts with this power-packed self-penned item called "She's Not For You." The tune is a slow-moving singing-and-talking bluegrass-flavored ode about a gal who is too much of a rover for one guy. On the flip, "Permanently Blue," the artist dishes-up a moving, chorus-backed weeper. Also merits a close look.

PRETTY RAINBOW (OF LOVE) (2:28)
[Barmour BMI—Mathis, Mayhew]
THOSE TWO BLUE EYES (2:20) [Barmour BMI—Mathis, Mayhew]
TILLMAN FRANKS SINGERS (Hilltop 3005)

The choral crew has had hits in the past and they can get back in their money-making ways once again with this commercial Hilltop item. The plug side, "Pretty Rainbow (Of Love)," is a melodic, honk tonkish hearts-and-flowers-ish country romancer. "Those Two Blue Eyes" is a rhythmic ode about a travelin' man who plans to return to his hometown gal.

Looks like Sonny James' latest Capitol release will go the dual-market success route. See pop reviews.

KAREN WHEELER (K-ARK 641)
(B+) I'VE BEEN THERE (2:27)
[Central Songs BMI—Howard]
Newcomer Karen Wheeler can make a national name for herself with this tender, slow-moving dual-track bleuser about a heart-broken gal who knows the story of romantic hardships. Plenty of potential here.
(B+) THE BAD WITH THE GOOD (2:29) [Central Songs BMI—Howard]
This time out the lark dishes-up a fast-moving sweet 'n' sour romancer in a tradition-oriented vien.

BILLY GRAMMER (Decca 31757)
(B+) I'M LETTING YOU GO (2:57) [Rub-Dido BMI—Grammer]
Deejays are sure to dig this plaintive, slow-shufflin' chorus-backed tale which describes a romance which is headed for the rocks because of a triangle situation. Watch it closely.

(B+) A LITTLE BIT OF HAPPINESS (2:37) [Painted Desert BMI—Richards, Thomas]
Catchy, medium-paced chorus-backed recitation sincerely read by the artist.



TOP COUNTRY ALBUMS

- | | | | | | |
|----|--|----|----|---|----|
| 1 | I DON'T CARE | 2 | 16 | YOUR CHEATIN' HEART | 13 |
| | Buck Owens (Capitol T 2186/ST 2186) | | | Soundtrack (MGM E 4260/SE 4260) | |
| 2 | YOU'RE THE ONLY WORLD I KNOW | 4 | 17 | BLUEGRASS SPECIAL | 21 |
| | Sonny James (Capitol T/ST 2209) | | | Jim & Jesse (Epic LN 24031/BN 26031) | |
| 3 | THE RETURN OF ROGER MILLER | 5 | 18 | LOVE LIFE | 15 |
| | (Smash MGS 27061/SRS 67061) | | | Ray Price (Columbia CL 2189 CS 8989) | |
| 4 | THE BEST OF JIM REEVES | 1 | 19 | THE PICK OF THE COUNTRY | 17 |
| | (RCA Victor LPM/LSP 2890) | | | Roy Drusky (MGM 20937/SR 60973) | |
| 5 | BITTER TEARS | 3 | 20 | THANK YOU FOR CALLING | 18 |
| | Johnny Cash (Columbia CL 2248/CS 9048) | | | Billy Walker (Columbia CL 2206/CS 9006) | |
| 6 | TROUBLE & ME | 10 | 21 | MR. & MRS. COUNTRY MUSIC | 29 |
| | Stonewall Jackson (Columbia CL 2278/CS 9078) | | | Johnny & Jonie Mosby (Columbia CL 2 2297/CS 9 9097) | |
| 7 | TALK OF THE TOWN | 7 | 22 | SONGS FROM MY HEART | 25 |
| | Dave Dudley (Mercury MG 20970/SR 60970) | | | Loretta Lynn (Decca DL 4620 7 4620) | |
| 8 | MEMORIES OF AMERICA | 9 | 23 | COUNTRY DANCE FAVORITES | 19 |
| | Billy Edd Wheeler (Kapp KL 1425/KS 3425) | | | Faron Young (Mercury MG 20931/SR 60931) | |
| 9 | THE JUDY LYNN SHOW | 12 | 24 | BLUEGRASS FAVORITES | 27 |
| | (United Artists UAL 3390/UAS 6390) | | | Mac Wiseman (Capitol T 1800/ST 1800) | |
| 10 | HAVE I TOLD YOU LATELY THAT I LOVE YOU | 6 | 25 | COUNTRY MUSIC TIME | 24 |
| | Jim Reeves (Camden 842) | | | Kitty Wells (Decca DL 4554/DL 74554) | |
| 11 | I GET LONELY IN A HURRY | 16 | 26 | R. F. D. | 22 |
| | George Jones (United Artists UAL 338/UAS 6388) | | | Marty Robbins (Columbia CL 22220/CS 9020) | |
| 12 | THE FABULOUS SOUND OF FLATT & SCRUGGS | 8 | 27 | I WALK THE LINE | 26 |
| | (Columbia CL 2255/CS 9055) | | | Johnny Cash (Columbia CL 2190/CS 8990) | |
| 13 | LESS AND LESS | 11 | 28 | THE JIM REEVES WAY | — |
| | Charlie Louvin (Capitol T 2208/ST 2208) | | | (RCA Victor LPM/LPS 2968) | |
| 14 | HALL OF FAME | 14 | 29 | WAY OF LIFE | 23 |
| | Roy Acuff (Hickory LPM 119) | | | Hank Locklin (RCA Victor LPM/LSP 2680) | |
| 15 | BILL ANDERSON SHOWCASE | 20 | 30 | FORT WORTH, DALLAS OR HOUSTON | 28 |
| | (Decca DL 4600/DL 74600) | | | George Hamilton IV (RCA Victor LPM/LSP 2972) | |

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COUNTRY ROUND UP

The Johnny Cash Show, which includes Tex Ritter, June Carter and the Statler Bros. Quartet, has just concluded the most successful tour in Johnny's career. Sellouts were experienced almost everywhere, and particularly notable was the fact that Massey Hall sold out for two shows this time, which marks the chanter's 10th one-nighter in Toronto. Johnny's manager, Saul Holiff, reports that Art Bartel of CKSL in London received the Johnny Cash Award of

and had his efforts rewarded on Feb. 25. A nationwide audience watching the Jimmy Dean Show saw an approximate 10-minute video tape sequence in which, with the Tennessee Hills as a backdrop, the Smith-Dean duo herded and cut cattle, demonstrated their horsemanship and took time out to pose with Carl's family which had gathered 'round to watch all the activity.

Wanda Jackson will leave the U.S.



JOHNNY CASH



JUDY LYNN



RALPH EMERY

Merit for Ontario. Upcoming are engagements at the Kiel Auditorium in St. Louis, McCormick Place in Chicago and other major cities in that area.

Jack Roberts, west coast country music promoter, sends along word that he has set Ernest Tubb and his Texas Troubadours for a string of one-nighters throughout the north-west, March 5 thru 13. The scheduled appearances are Blaine, Washington March 5, Seattle, Washington March 6, Post Falls, Idaho March 7, Tacoma, Washington March 8, Hoquiam, Washington March 8, Lynnwood, Washington March 10, Bremerton, Washington, March 11. Randle, Washington March 12, and Portland, Oregon March 13. The Decca recording star will also tape a guest shot on KOMO-TV's top-rated country stanza, "Evergreen Jubilee."

Mercury's Rex Allen has signed contracts for personal appearances at the following rodeos: Redwood Acres Fair, Eureka, California, June 26-27; Central Wyoming Fair and Rodeo, Casper, Wyoming, Aug. 4 thru 7. This will make the third appearance of the performer in Eureka in five years.

After many delays, including even a change in call letters, WMOO-Mobile, Mutual's all-country outlet, finally kicked off operation. This gives Mobile its first high power 50,000 watt daytimer. Using the slogan "The Sound of Southern Hospitality" WMOO features easy-going country sounds with deejay personalities Sammy David, Jim Williams and Jan Smith.

ABC web producer Bill Foster recently flew to the Music City to film a home-on-the-range type sequence of Jimmy Dean's visit to the Carl Smith ranch in Williamson County

March 7 for a three-week tour of p.a.'s taking her thru Germany and France. During her trek the lark will spend four days recording in studios in Cologne. She'll do her recordings in German. She is also booked on several network television shows which will be filmed in France and Germany. On March 23rd Wanda will appear as the headline attraction at the Olympia Theatre in Paris. The tour was arranged thru Capitol Records, with supplemental dates filled by General Artists Corp. Wanda and her Party Timers have just finished a very successful engagement at the Holiday Hotel in Reno, Nevada. Upon Wanda's return from Europe (March 29) she will meet her Party Timers in Sioux City, Iowa for the start of a seven-day Harry Peebles tour through the midwest with dates in Topeka, Wichita and Kansas City.

The Hank Williams, Jr. show has just returned from a four-week tour of Oklahoma, Texas, Louisiana, New Mexico and Colorado, breaking one house record after another. The young songster is currently on tour in New York and Pennsylvania.

Judy Lynn was made an Honorary Citizen of Fort Worth, Texas during her recent and most successful engagement as the star of the Southwestern Exposition and Stock Show Rodeo in Ft. Worth. Another first for Judy was when she found that she was the first female star to ever headline the San Antonio Stock Show Rodeo. Due to the overwhelming success of the engagement, which just closed Feb. 21, Judy's entire show has been booked for the 1967 San Antonio Rodeo.

Wynn Stewart's manager, Don Sessions, sends along word that Wynn is on an extended tour thru Texas, Oklahoma and Kansas during the month of March.

Nashville's Key Talent, which represents the following artists: Jimmy Newman, Dave Dudley, Billy Walker, Bobby Bare, Ralph Emery, Linda Manning, George Kent, Buddy Meredith and David Price, was recently incorporated under Tennessee state corporation laws. At the first board meeting, Jimmy Key was elected president and David "Doc" Holliday was elevated from assistant director to vice-president. The newly-elected president states they felt this step was necessary due to the fast growth the agency has experienced since its formation on July 1, 1963 and the only change in the name was to add Inc.



COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1		KING OF THE ROAD (Tree—BMI) Roger Miller (Smash 1965)	1
2		10 LITTLE BOTTLES (Starday—BMI) Johnny Bond (Starday 704)	3
3		I'VE GOT A TIGER BY THE TAIL (Blue Book—BMI) Buck Owens (Capitol 5336)	2
4		ORANGE BLOSSOM SPECIAL (Leeds—ASCAP) Johnny Cash (Columbia 43206)	6
5		(MY FRIENDS ARE GONNA BE) STRANGERS (Yonah & Owen—BMI) Roy Drusky (Mercury 72376) Merle Haggard (Tally 179)	5
6		THEN AND ONLY THEN (Moss—BMI) Connie Smith (RCA Victor 8489)	7
7		YOU'RE THE ONLY WORLD I KNOW (Morson—BMI) Sonny James (Capitol 5280)	4
8		A TIGER IN MY TANK (Peoch—SESAC) Jim Nesbitt (Chart 1165)	8
9		WALK TALL (Pointed Desert—BMI) Faron Young (Mercury 72375)	11
10		LEAST OF ALL (Morson—BMI) George Jones (United Artists 804)	9
11		THAT'S WHERE MY MONEY GOES (Cedarwood—BMI) Webb Pierce (Decca 31704)	13
12		I WASHED MY HANDS IN MUDDY WATER (Maricono—BMI) Stonewall Jackson (Columbia 43197)	15
13		THE WISHING WELL (Jasper & Silver Star—BMI) Hank Snow (RCA Victor 8488)	17
14		DO WHAT YOU DO DO WELL (Central—BMI) Ned Miller (Fabor 137)	10
15		SWEET, SWEET JUDY (Al Gallico—BMI) David Houston (Epic 9746)	19
16		HAPPY BIRTHDAY (Sure Fire—BMI) Loretta Lynn (Decca 31707)	12
17		TINY BLUE TRANSISTOR RADIO (Moss—BMI) Connie Smith (RCA Victor 8489)	21
18		PASS THE BOOZE (Lonzo & Ocor—BMI) Ernest Tubb (Decca 31706)	14
19		A DEAR JOHN LETTER (American—BMI) Skeeter Davis & Bobby Bare (RCA Victor 8496)	25
20		ANNE OF A THOUSAND DAYS (Bondshell—BMI) Leroy Van Dyke (Mercury 72360)	16
21		I'LL WANDER BACK TO YOU (Cedarwood—BMI) Earl Scott (Decca 31693)	26
22		TWO SIX PACKS AWAY (Raleigh, Champion—BMI) Dave Dudley (Mercury 72384)	23
23		THIS IS IT (Acclaim—BMI) Jim Reeves (RCA Victor 8508)	37
24		I STILL MISS SOMEONE (Johnny Cash—BMI) Flatt & Scruggs (Columbia 43204)	18
25		ODE TO THE LITTLE BROWN SHACK OUT BACK (Sleep Hollow—ASCAP) Billy Edd Wheeler (Kapp 617)	32
26		TAKE YOUR HANDS OFF MY HEART (Pamper—BMI) Ray Pillow (Capitol 5323)	20
27		A THING CALLED SADNESS (Pamper—BMI) Ray Price (Columbia 43162)	22
28		SITTIN' IN AN ALL NITE CAFE (Cameo—BMI) Warner Mark (Decca 31684)	24
29		WHAT MAKES A MAN WANDER? (Bronble—BMI) Jan Howard (Decca 31701)	36
30		SHE CALLED ME BABY (Central Songs—BMI) Carl Smith (Columbia 43200)	27
31		LESS AND LESS (Tree—BMI) Charlie Louvin (Capitol 5296)	29
32		I'M GONNA TIE ONE ON TONIGHT (Sure Fire—BMI) Wilburn Brothers (Decca 31674)	43
33		SIX LONELY LETTERS (Cedarwood—BMI) Kitty Wells (Decca 31749)	30
34		A TEAR DROPPED BY (Pointed Desert—BMI) Jean Shepard (Capitol 15304)	49
35		HONKY TONK SONG (Cedarwood & Tree—BMI) Charlie Walker (Epic 9759)	31
36		I'LL REPOSSESS MY HEART (Kitty Wells—BMI) Kitty Wells (Decca 31705)	39
37		BLAZING SMOKESTACK (Starday—BMI) Willis Bros. (Starday 703)	33
38		TRUCK DRIVING MAN (American—BMI) George Hamilton IV (RCA Victor 8462)	46
39		WE'D DESTROY EACH OTHER (Cedarwood—BMI) Carl Butler & Pearl (Columbia 43210)	34
40		ONCE A DAY (Moss—BMI) Connie Smith (RCA Victor 8416)	34
41		DIDN'T I (Widow—BMI) Dottie West (RCA Victor 8467)	—
42		IT AIN'T ME BABE (M. Witmark & Sons—ASCAP) Johnny Cash (Columbia 43145)	35
43		FREIGHT TRAIN BLUES (Acuff-Rose—BMI) Roy Acuff (Hickory 1291)	48
44		BILLY BROKE MY HEART AT WALGREENS (I CRIED ALL THE WAY TO SEARS) (Moss-Rose—BMI) Ruby Wright (Ric 145)	38
45		GIRL ON THE BILLBOARD (Moss-Rose—BMI) Del Reeves (United Artists 844)	—
46		I DON'T CARE (Central Songs—BMI) Buck Owens (Capitol 5240)	40
47		I WANT YOU (Yonah—BMI) Tom Tall & Ginny Wright (Chart 1170)	49
48		MULTIPLY THE HEARTACHES (Wal Dee & Glari—BMI) George Jones & Melba & Montgomery (United Artists 784)	42
49		BAD, BAD DAY (Acuff-Rose—BMI) Bob Luman (Hickory 1289)	—
50		BIG CITY (Sure Fire—BMI) Margie Bowes (Decca 31708)	45

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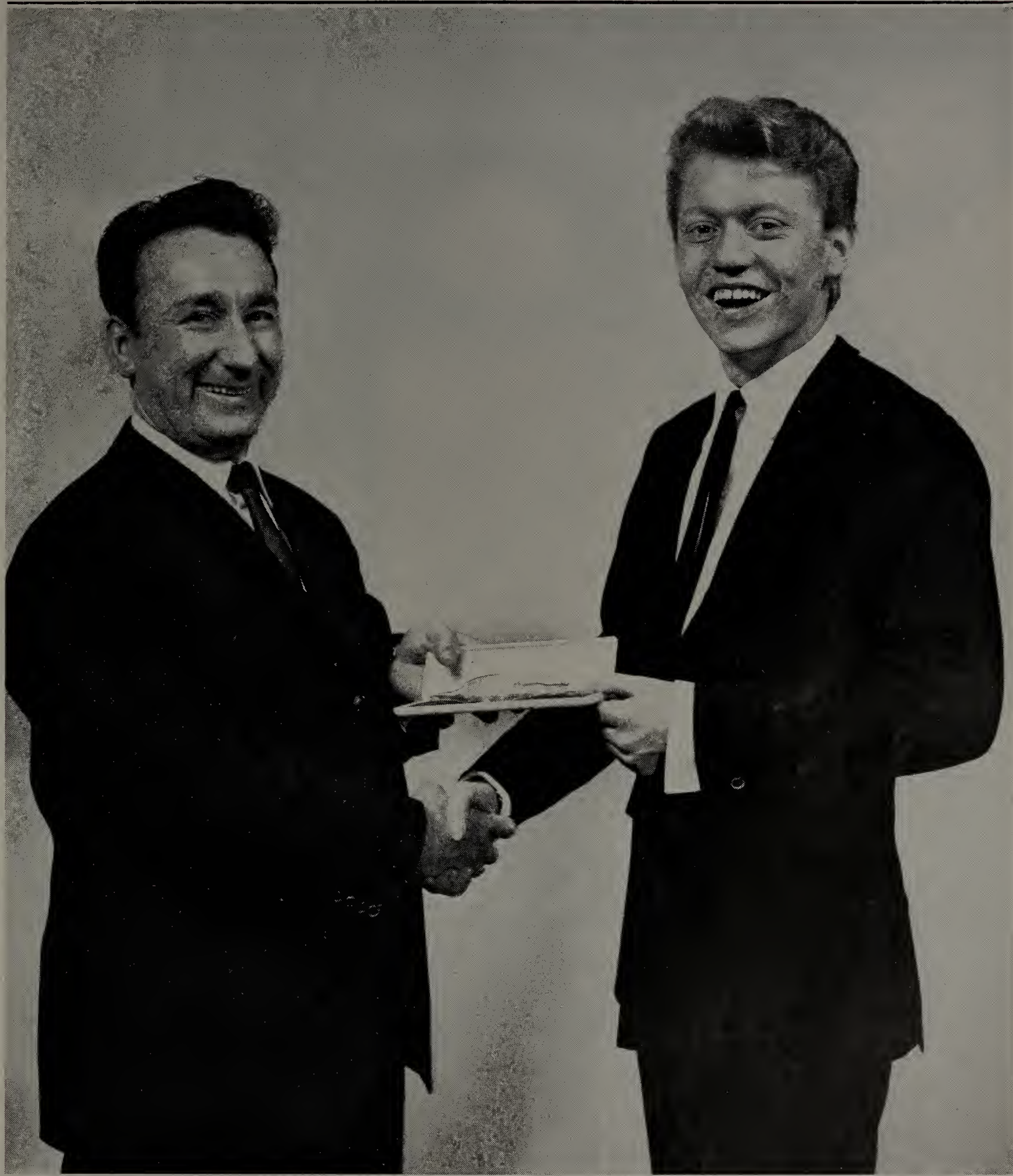
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March 13, 1965



One of the sensations of 1964 in Germany was the newly formed CBS Records and its top vocalist, Bernd Spier, picked by German music trade papers as the most successful male vocalist of the year. He began 1964 with his chart-topping version (in German) of "You Can Never Stop Me Loving You," which sold well over 1/2 million. During the course of the year, he had two other top 5 sounds, including a single, "Memphis, Tenn.," and an LP. Currently, he is heading the German Best Sellers with "I Only Want To Dance With You." Setting his sights on the international market, he has waxed his first disks in English and Italian and will visit some foreign countries soon. In the photo, CBS president Bernhard Mikulski (left) presents the young (21) performer with a set of "Golden Vocal Chords."



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GREAT BRITAIN

Official Board of Trade figures just published confirm that manufacturers' sales of gramophone records for 1964 were the best ever. The year ended with a bumper Dec. when total sales, valued at £3,649,000, were 10% greater than in Dec. 1963. Home sales were up by 9% whilst export sales showed an increase of 25% over the same month in the previous year. Taking 1.64 as a whole, month by month, quarter by quarter, business was up on 1963, and manufacturers' sales for the twelve months were 18% higher than in the previous year. Again both home and export sales were generally higher with overall increases on 1963 of 18% and 14% respectively. Production for the year was also up. One quarter more 33 $\frac{1}{3}$ rd r.p.m. disks were produced and 19% more 45 r.p.m. disks came off the presses than in 1963. Production of 78 r.p.m. records fell by two thirds.

Although official figures are not yet on hand, it is almost certain that sales for Jan. 1965 will be appreciably lower than in the first month of 1964. Business generally is down. The beat scene, at fever pitch this time last year, has waned a little and, although sales continue to be healthy, no new trend has yet emerged capable of creating the unprecedented demand which existed a year ago at the height of Beatlemania. Folk music, which has been infiltrating the chart scene for some time, has its biggest boost to date via the Seekers No: 1 "I'll Never Find Another You" on Columbia published by Springfield-Chappell Music.

Philips Records is launching a large scale campaign to promote its catalogue of folk music on the Fontana label. Releases will include the new album by Joan Baez and four LP's from 1964's Newport Jazz Festival.

Pye Records held a "Welcome to Britain" party for top Reprise artiste Keely Smith. During her two-week stay the artist cut tracks for Pye a & r manager Tony Hatch and appeared in a series of TV and radio spots. Her latest album "The Intimate Keely Smith" is issued here and a new single "You're Breaking My Heart" is set for release later this month. Accompanying her were Morris Ostin, vice president of Reprise, and the label's a & r manager, Jimmy Bowen who records the lark and other top talent, including Frank Sinatra and Dean Martin.

Independent producer Shel Talmy is reaping the rewards of his exclusive deal to produce disks for American Decca via his current Top 100 rating "I Can't Explain" by the Who. Released here on Brunswick, the disk has started to move following an appearance by the group on TV's "Ready, Steady, Go." The song is published by Essex Music. The group is all set to wax their first album for American Decca and they recently tele-recorded a programme, tagged after their single, for screening on French Television.

Petula Clark in London to top the bill of "Sunday Night At The London Palladium" and other p.a.'s, was feted by Pye Records with a special celebration party. Highlight of the evening was the presentation of awards for her world wide smash "Down Town." Topping the list was the Cash Box International Gold Award for getting to the No: 1 position in the American Top 100—the first British female artiste to achieve such a distinction since Vera Lynn some 12 years ago with "Auf Wiederseh'n." She also received a Gold Disc for over one million sales of "Down Town" and a "Shooting Star" award presented by Frys Ltd.

Record manufacturers and music publishers both caused a flutter on the stock exchange this week. Rumours that bids were being made for The Decca Record Company sent the shares up only to come down again 24 hours later with the denial by Decca Chairman Sir Edward Lewis. Beatles shares failed to click, and, in the first time dealings in Northern Songs, the price fell from the 7s. 9d., at which they were offered to the public the previous week, to 7s. 6d. a share. Thus early investors wishing to sell took a loss of 3d. per share.

Commenting on the close of the first day's business Dick James a Director of Northern Songs expressed himself very satisfied with the results. These were considered more than favourable in a market which is generally considered to be depressed. In fact on the first day over 400,000 shares were turned over in the market.

The Rolling Stones just back from a record breaking tour of Australia and New Zealand are off again, this time to Scandinavia, opening in Odense, Denmark on March 22. After four concerts at the Tivoli Gardens, Copenhagen, they fly to Sweden for shows in Gottenberg (where 3½ thousand fans queued to book) and appearances on TV. On Easter the Stones return to Paris for two shows at the Olympia, and on April 22 they fly to the U.S. en route for Canada and concerts in Montreal, Ottawa, Toronto and London Ontario. This will be followed by their third coast to coast tour of America. According to reports from the group's co-manager, Eric Easton, an appearance on the Ed Sullivan Show hinges on whether or not they meet the demands of the illustrious TV tycoon to cut their hair and behave like Sir Laurence Olivier. Their latest single "The Last Time" was penned by Mick Jagger and Keith Richard and recorded by indie producer and co-manager, Andrew Loog Oldham, in Hollywood prior to their Australasian tour. The number issued on Decca is published by Mirage Music.

Philips held a reception recently to introduce the new jazz L.P. "Zodiac Variations" by Johnny Dankworth. Taking the signs of the zodiac for his theme the jazzman has created variations for each sign and selected prominent British and American jazzmen to perform them. They include Clark Terry, Bob Brookmeyer, Chuck Israe, Rollie Scott, Zoot Sims, Lucky Thompson etc.

Cliff Richard has formed his own film production company, Inter-State, with manager Peter Gormley as director. Inter-State will make Richard's next picture scheduled to be shot in Portugal and also the Shadows next movie which will be set in the south of France. Later in the year Richard and the Shadows join forces again to film "Aladdin" the show in which they are currently appearing at the London Palladium. The singer's latest single, "The Minute You're Gone," is one of the tracks he cut in Nashville last summer. Released here on Columbia, it is published by Jewel Music.

Manfred Mann, just back from a highly successful and extensive tour of Australia and New Zealand, Hong Kong and Singapore, is all set for a British tour in Apr. with the Kinks. The group is currently riding high on both sides of the Atlantic with "Come Tomorrow," and their album, "The Five Faces Of Manfred Mann" is repeating its British success in the American album charts for Ascot.

The Zombies were in the Decca studios this week cutting new material for their third American release. The first two "She's Not There" (which reached No: 1) and "Tell Her No" (which is climbing the Top 10 now) have sold over one million copies. Disk No: 3 (as yet untitled) is again one of their own compositions. At the session was Al Gallico, who publishes all their material in America. Their L.P., "The Zombies," is strongly tipped for the upper album bracket. The group is likely to visit the States in May for a tour and TV and radio dates. They are currently touring Britain with Dusty Springfield and the Searchers.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	5	*I'll Never Find Another You—The Seekers (Columbia) Springfield	
2	7	4	The Game Of Love—Wayne Fontana (Fontana) Skidmore	
3	9	3	*It's Not Unusual—Tom Jones (Decca) Leeds	
4	5	4	Don't Let Me Be Misunderstood—The Animals (Columbia) West One	
5	2	6	*Tired Of Waiting—The Kinks (Pye) Kassner	
6	7	4	*Funny How Love Can Be—Ivy League (Piccadilly) Southern	
7	6	5	The Special Years—Val Doonican (Decca) Shapiro Bernstein	
8	4	7	Lost That Lovin' Feelin'—Righteous Bros. (London) Screen Gems	
9	15	2	I Must Be Seeing Things—Gene Pitney (Stateside) Schroeder	
10	18	2	Come And Stay With Me—Marianne Faithful (Decca) Metric	
11	—	1	Silhouettes—Herman's Hermits (Columbia) Francis Day	
12	8	6	Keep Searchin'—Del Shannon (Stateside) Vicki	
13	14	2	Yes I Will—The Hollies (Parlophone) Screen Gems	
14	19	2	*I'll Stop At Nothing—Sandie Shaw (Pye) Glissando	
15	12	3	It Hurts So Much—Jim Reeves (R.C.A.) Favourite	
16	16	2	Goodnight—Roy Orbison (London) Acuff Rose	
17	—	1	*Mary Anne—The Shadows (Columbia) Francis Day	
18	10	6	Come Tomorrow—Manfred Mann (H.M.V.) Belinda	
19	—	1	Honey I Need—The Pretty Things (Fontana) Southern	
20	11	9	*Go Now—Moody Blues (Decca) Sparta	*Local copyright

Top Ten LP's

- The Rolling Stones No. 2—The Rolling Stones (Decca)
- Beatles For Sale—The Beatles (Parlophone)
- The Best Of Jim Reeves—Jim Reeves (R.C.A.)
- The Voice Of Winston Churchill—Winston Churchill (Decca)
- The Lucky Shades Of Val Doonican—Val Doonican (Decca)
- The Kinks—The Kinks (Pye)
- Cilla—Cilla Black (Parlophone)
- The Bachelors Plus 16 Great Songs—The Bachelors (Decca)
- A Hard Day's Night—The Beatles (Parlophone)
- Sandie—Sandie Shaw (Pye)

Top Ten EP's

- The Bachelors Hits—The Bachelors (Decca)
- Kingsize Session — The Kinks (Pye)
- The Green Shades Of Val Doonican—Val Doonican (Decca)
- The Animals Is Here—The Animals (Columbia)
- Five By Five—The Rolling Stones (Decca)
- Kinks Size Hits—The Kinks (Pye)
- Groovin' With Manfred Mann—Manfred Mann (H.M.V.)
- The Pretty Things—The Pretty Things (Fontana)
- A Hard Day's Night—The Beatles (Parlophone)
- Downtown—Petula Clark (Pye)

GREAT BRITAIN (Continued)

Jimmy Nicol, who attracted a lot of publicity when he toured Australia as a replacement for the incapacitated Ringo Starr now has his own release on Decca, "The Sound of Jimmy Nicol," produced by Marquis Enterprises, the independent set-up responsible for the Zombies disks.

Roland Kluger, head of World Music (Brussels) in London was recently visiting his British outlet, Good Music, managed by Roy Pitt. Good Music currently has "Hawaii Tattoo" by the Waikikis. An original Belgian copyright, it achieved great success on the American charts, and, although it hasn't yet reached chart status in Britain, it is proving a steady seller for Pye Records.

Song writer Tony Hatch very much in the news these days via his international hit "Down Town" looks like he's having another chart entry with Petula Clark's follow up "I Know A Place." He has also taken up the pen on behalf of jazzman Kenny Ball with "Latin Quarter" released on Pye. Globetrotting Ball will follow his current Scandinavian tour by taking his band on its third Australian tour, followed by its fourth tour of America and returning to the United Kingdom in June.

Top American trio the Shangri-Las are currently in Britain on a three-week nation wide tour with Del Shannon, Wayne Fontana and Herman's Hermits, arrived to find its American hit, "Leader of the Pack," also on the British charts. Their new Redbird single, released by Pye, "Give Him A Great Big Kiss," could give them two-hits-in-a-row.

Gary Farr, (son of one-time European and Empire heavy weight boxing champion Tommy Farr) enters the record ring with his group the T-Bones and "One More Chance" on Columbia.

Decca issued the latest Elvis Presley single on RCA, "Do The Clam," a single track from the M.G.M. film, "Girl Happy," due for release here around April.

"Michel Strogoff" LP Best Seller In France



NEW YORK—The original cast album of the French musical-comedy, "Michel Strogoff", which was waxed by Columbia Records' French subsidiary, Disques CBS, has become a best seller in that country since its release in Dec.

The show, based on the Jules Verne novel, features Marcel Merkes and Paulette Merval. The two artists, both inked by CBS, were hosted at a press luncheon a few days before the premiere celebrating the pair's three million record sales to date.

Pictured (left) at the first night performance are, left to right: Bernard Taylor, general manager of Disques CBS, Paulette Merval, V. Peter Rougement, veep of European Operations for Columbia Records International, and Marcel Merkes.



SCANDINAVIA

According to a story in the Stockholm daily paper, Dagens Nyheter on Feb. 27, the conflict between members of IFPI in Denmark, Finland and Sweden and the Mechanical Collecting Society NCB in Copenhagen ended on the previous day. Starting Mar. 1, record manufacturers can do local recordings again, as well as import foreign recordings made after Jan. 1, when the conflict started. No details of the new agreement between IFPI and NCB is known yet, but the above mentioned newspaper story said: "A part of the new agreement states aid to Scandinavian music life with support from both parts being involved in the recent conflict."

Norway was not involved in this conflict, but would have been if it hadn't been solved before July 1, 1965.

DENMARK

Birgit Brüel and not Ellen Winther will represent Denmark at the Eurovision Song Contest in Naples, Mar. 20. Miss Winther is contracted to Det Kongelige (The Royal Opera) in Copenhagen, which refused to allow her to appear. Miss Brüel has done some recordings for the Philips label, but is not under exclusive contract to any label at the moment. Danish song at Naples is "Kun for dig" (Only For You).

FINLAND

"Mon Ami, Mon Amour," the song which took fourth spot in the local Finnish Song Festival, has been recorded by Kai Lind at the Scandia label. Lyric writer of the song was Sauki. This makes records of all six songs in the local Song Festival available.

A TV show over the Nordvision (the four Scandinavian countries) net on Mar. 6, will present the Scandinavian entries at Naples. The show is to take place in Helsinki, and Finland, Norway and Sweden will participate with the first three choices in each of their local Festivals, while Denmark will only present its winning song.

NORWAY

The song "Karusell" (Merry-Go-Round), representing Norway at the Eurovision Song Contest in Naples, is being published by Arne Bendikson A/S, Cash Box was told. It will be recorded by Kirsti Sparboe at the Triola label, while it seems doubtful that any of the other songs from the local Melody Grand Prix will find either publisher or anyone willing to record them. Arne Bendiksen, head of the company, said he and Rolv Wesenlund, A & R man of the publicity are going to Naples for the Eurovision spectacle.

The year long strike among musicians in Norway came to an end last week. The musicians wanted higher payment when attending recording sessions, but they had considerable difficulties in getting it. So-called teenage groups, who weren't members of Musicians' Unions were free to do any recordings they wished, and furthermore, their records sold very well. As a result, the record manufacturers were in no hurry to come to an agreement with the professional musicians.

The city of Molde on the Norwegian west coast will arrange its 5th Jazz Festival between July 29 and Aug. 1 this year. So far, Kenny Drew from the U.S. and Niels Henning Orsted Pedersen and Alex Riel from Denmark have been contracted.

"I Love You Because," the Jim Reeves record at RCA Victor looks like an all-time record here. Now on the charts for its 33rd week it has broken all records. With exception of two short periods, the record has been on the charts ever since middle of April last year.

SWEDEN

Tages, also known as 'The Beatles of the west coast' since winning a local contest as Gothenburg's Beatles last year, report that they have got a fan club of their own started in New York. Their debut waxing "Sleep Little Girl" might also be released in the U.S. Their newest outing "I Should Be Glad" moved on to the charts the first week it was out. At the moment the group is recording their first LP.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	5	Lille Fregede Louise (Fröken Fräken) (Johnny Reimar/Philips)	Imudico A/S
2	2	7	Tell Me (The Rolling Stones/Decca)	Southern Music AB
3	4	5	Mashed Potatoes (The Defenders/Sonet)	
4	7	2	Doin' The Jenka (Jan Rohde/Sonet)	Winckler-Produktion
5	3	13	I Feel Fine (The Beatles/Parlophone)	Multitone A/S
6	5	6	I Could Easily Fall In Love (Cliff Richard/Columbia)	Belinda (Scandinavia) AB
7	9	2	Kom Hjem, Jensen, Kom Hjem (Today's Teardrops)	Siw Malmkvist/Metronome) A Schroeder Musikförlag/Stig Anderson
8	—	1	Rock And Roll Music (The Beatles/Parlophone)	
9	6	13	Ain't That Loving You Baby (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
10	8	18	*Let's Go (Sir Henry & His Butlers/Sonet)	Winckler-Produktion

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	4	That's The Way (The Honeycombs/Pye)	Sweden Music/Stig Anderson
2	6	2	Rock 'N Roll Music (The Beatles/Parlophone)	
3	2	4	Keep Searchin' (Del Shannon/Stateside)	Belinda (Scandinavia) AB
4	—	1	*Det Var I Vår Ungdoms Fagreste Vår (Sven-Ingvars/Philips)	Sonora Musikförlags AB
5	5	3	Long Tall Shorty (The Deejays/Polydor)	Sweden Music/Stig Anderson
6	3	10	Little Honda (The Beach Boys/Capitol)	Gehrmans
7	4	11	Tell Me (The Rolling Stones/Decca)	Southern Music AB
8	—	1	*Monica (Magnus Quintet/Philips)	Sonora Musikförlags AB
9	9	6	Let's Go (Sir Henry & His Butlers/Sonet)	Bens Music/Stig Anderson
10	—	1	I Should Be Glad (Tages/Platina)	Sonora Musikförlags AB

*Local Copyright.



GERMANY

Once again, the time is drawing near for the "Song For Europe" festival which last year saw Italy's Gigliola Cinquetti and her "Non Ho L'Eta" run away with first prize and later became a top hit all over the continent, including this market. Austria's entry "Warum Nur Warum" written and sung by Udo Jurgens became a hit under the title "Walk Away" by Matt Monro and went on to sell 1.3 million records. One basic problem is the totally different methods of choosing the songs for this important highly publicized festival which is carried on TV all over Europe and can lead to the sale of a million or more records. Italy sends the winner of their San Remo Festival and is well represented. England this year chose a strong artist, Kathy Kirby and invited top song writers to offer material for her. The TV audience picked the winner. The song was once again presented on English TV on February 12. Here in Germany, a country which has never done very well in the festival, 6 writers, only one of whom is constantly on the charts, were commissioned to write the tunes which will then be televised. A jury will pick the winner, and six young artists, none of whom are top chart favorites at present will present the tunes. The winner of the German Pop Music Festival which is held later in June does not participate in this important festival. That's how the situation from this market looks for the "Song For Europe" contest. Draw your own conclusions on Germany's chance to win. We'll have more to report next week about the winner, etc.

Hans Gerig is readying his publishing house for a big push as his number "Downtown" by Petula Clark, with 4 cover versions already in the works, looks like big business here. The song has been tipped by D.J.'s and juke box experts all over the country and is moving strongly.

Ralf Arnie writes that his newest hits by Carmela Corren, Renate & Werner Leismann and Andrea Horn all on Ariola are making the spring look like moneytime.

Promotion man Jack Martin from Hansa Musik Produktion is pushing hard on the German waxing of "You've Lost That Lovin' Feelin'" from the new Continental Brothers on their Hansa label. Other top discs by Siw Malmkvist, Anita Traversi and Jan & Kjeld are also strong on the push list.

Electrola records has new waxings on the market by Manfred Mann and The Swinging Blue Jeans in German. American stars Jody Miller and Wanda Jackson who also have done new German discs are getting top publicity. The firm has just released a Liberty waxing with two smash hits. "This Diamond Ring" by Gary Lewis and "Somewhere" by P. J. Proby on one disc.

Metronome Records is busy working on "You've Lost That Loving Feelin'" by The Righteous Brothers.

Teldec has also released the same waxing and it should be interesting to note which firm does the best business with the same record.

Teldec has now 10 new Jim Reeves LP's on the market and is giving the catalog by the top selling RCA star a big push.

Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	5	Das War Mein Schoenster Tanz (I Only Came To Dance With You)—Bernd Spier—CBS—Melodie Der Welt/Michel	
2	2	4	*Goodbye, Goodbye, Goodbye—Peggy March—RCA Victor—Rolf Budde Music	
3	3	4	*So Ein Seeman Macht Es Richtig (A Sailor Like That Does Things Right)—Peter Lauch and the Regenpfeifer—Golden 12—Transatlantic Music	
4	4	14	§*Kleine Annabell—Edition Idee & Kenn Ein Land (Know A Land)—Edition Marbot—Ronny—Telefunken	
5	5	6	Rag Doll—Die Five Tops/Four Seasons—Philips—Edition Accord	
6	6	2	*Kuesse Nie Nach Mitternacht (Never Kiss After Midnight)—Siw Malmkvist—Metronome—Edition Intro/Meisel	
7	7	14	Das Ist Die Frage Aller Fragen (Spanish Harlem)—Cliff Richard—Columbia—Aberbach Music	
8	8	2	*Taxi Nach Texas (Taxi To Texas)—Martin Lauer—Polydor—Hans Gerig Music	
9	9	15	Pretty Woman—Roy Orbison—London—Acuff Rose/R. M. Siegel	
10	10	4	Diese Nacht Hat Viele Lichter (This Night Has Many Lights)—Connie Froeboess—Electrola—Progress Music/Michel	

*Original German Copyright
§Two Sided Hit

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	10	Fröken Fräken (Sven-Ingvars/Philips)	Carl M. Iversen A/S
2	2	3	Rock 'N Roll Music (The Beatles/Parlophone)	
3	4	10	Jeg Marsjerer Ved Din Side (Royal Telephone) (Wenche Myhre/Triola)	Belinda (Scandinavia) AB
4	7	3	Rosa Rio (Jim Reeves/RCA Victor)	Palace Music/Stig Anderson
5	5	8	I Could Easily Fall In Love (Cliff Richard/Columbia)	Belinda (Scandinavia) AB
6	10	33	I Love You Because (Jim Reeves/RCA Victor)	Reuter & Reuter AB
7	6	5	Goldfinger (Shirley Bassey/Columbia)	United Artists/Stig Anderson
8	3	12	I Feel Fine (The Beatles/Parlophone)	Edition Lyche
9	—	1	Keep Searchin' (Del Shannon/Stateside)	Belinda (Scandinavia) AB
10	13	4	Downtown (Petula Clark/Vogue)	Leeds Music/Reuter & Reuter AB

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ITALY

An exhibition of components for High-Fidelity equipment was held in Milan at the USA Trade Center from Feb. 20th to the 27th.

The only record firm which took part in this exhibition was MGM. Cash Box had the opportunity to meet John Nathan, the firm's European director, who came to Milan expressly for this event. Nathan also paid a visit to the company's Italian licensee, CGD International, meeting with Joe Giannini, manager of the firm. They discussed the future program for MGM Records in Italy, and announced the release of a new single by Connie Francis; this disc will be included in CGD's special promotional campaign for the summer season. The tune, "C'E Una Cosa Che Non Sai," has been recorded in Italian.

Cash Box had the pleasure of lunching with Francois Minchin, general manager of EMI Italiana, and Barbareschi, sales manager of this firm. EMI Italiani is very satisfied with the great sales success of Pino Donaggio's San Remo recording, "Io Che Non Vivo," which is one of the best sellers at this moment in our market.

During our conversation Minchin also stressed the success that Belgian singer Adamo, is enjoying on our record scene: the Italian charts are reporting "Cade La Neve" among the best selling records by this artist. Further evidence of Adamo's popularity with the Italian record buyers is the report that sales of "Non Voglio Nascondermi" have reached 80,000 copies.

Another top international artist of EMI Italiana, will be our guest next week to take part in the Milanese live TV program (in Italy all other TV programs are pre-recorded on video tape) "La Fiera Dei Sogni" (The Dreams Fair). We refer to Richard Anthony, who has become a great favorite of the Italian public, after his two big success of "Cin-Cin" and "La Mia Festa." Anthony will present his new Italian release entitled "Piangi." This record will be released this week.

The songster has recorded, in France, two San Remo hits: "Io Che Non Vivo," the song presented and penned by Pino Donaggio and published by Curci; coupled with "Di Fronte All'Amore" originally published by Ariston, and presented at the festival by the new singer Gianni Mascolo (Ariston Records).

Another EMI artist who recently visited Italy, was Johnny Rivers. During his short stay he recorded his first Italian single containing his two American hits "Midnight Special" and "Mountain Of Love" (done in Italian).

During our meetings with Minchin and Barbaresco we talked about the general situation of the Italian record market. According to their inquiries there is not yet a solution to the crisis which afflicts the Italian market, and in their opinion sales decreased by about a 30% compared with the last year.

Another one of our top singing talents has signed a long term contract with R.I.F.I Records. The name of the pactee is Tony Dallara. The announcement has been given to Cash Box by Giovanbattista Ansoldi, general manager of R.I.F.I and Gino Lardera, manager of the singer.

We have also been informed about his first release, which includes a new beat version of the famous Italian standard ballad "Addormentarmi Così," while the back side of the disk is a new composition of Dallara himself, "Mi Gioco La Camicia." Both songs are published by Sugarmusic.

A film actress entered recently the cast of R.I.F.I Records, Liana Orfei. She is debuting as a songstress with "Spengo La Luce" (published by Leonardi), "Prima Di Uscire" (published by Sugarmusic), "Ad Un Palmo Da Me" (Sugarmusic), and with a song written for her by Gino Paoli, "Se Avessi Cent'Anni" (RCA Italiana).

A special operation is being conducted by R.I.F.I in cooperation with the record club of the Reader's Digest, on a Long Play containing the twelve finalist songs of the San Remo Festival, performed by Mina, Cocky Mazzetti, Fabrizio Ferretti, Tony Dallara, Iva Zanicchi, Eugenia Foligatti, and Memo Remigi, with the orchestra conducted and special arrangements by Augusto Martelli.

This year the San Remo song Festival production is not obtaining the strong reaction which was obtained in the 1964 edition. This is the reason why many of the top artists like Richard Anthony or Tony Dallara, are entering the market now with their new releases. This is also the case with Adriano Celentano, who is once again on the hit scene with a modern beat version of the famous French standard "Symphonie" which he translated into a new Italian version entitled "Non Mi Dir" (Don't Say To Me).

Celentano presented the song to the public last week in the TV show "La Fiera Dei Sogni." The record has obtained an immediate strong reaction and it is reported as one of the hottest disks of this period by the record dealers.

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	*Se Piangi Se Ridi: Bobby Solo/Ricordi, Mima/R.I.F.I Published by Ricordi
2	2	5	*Le Colline Sono In Fiore: The Minstrels/CBS Published by Ricordi
3	3	5	*Invece No: Petula Clark/Saar Published by Cantico
4	4	5	*Io Che Non Vivo: Pino Donaggio/EMI Italiana Published by Curci
5	5	5	*Amici Mie: Gene Pitney/CGD Int., Nicola Di Bari/Saar Published by Sugarmusic
6	8	5	*Cominciamo Ad Amarci: John Foster/Phonocolor Published by Leonardi
7	7	3	*Si Vedra': Les Surfs/CGD Int. Published by Sugarmusic
8	6	15	*Non Son Degno Di Te: Gianni Morandi/RCA Published by RCA Italiana
9	—	1	Non Mi Dir (Symphonie): Adriano Celentano/Clan Published by Curci
10	10	2	Goldfinger: Shirley Bassey/EMI Italiana Published by Sugarmusic

*Denotes Original Italian Titles



JAPAN

Romi Yamada, recording artist for Victor of Japan, returned to Japan on Feb. 14 after a successful 6-week tour of Italy and the U.S.

In Italy, she appeared on the nationwide TV outlet, RAI, together with other popular Victor singers, Paul Anka, N. Sedaka, R. Pavone, A. Barriere, G. Morandie and Vittorio Gassman. She was the first Japanese to do local recordings in Italian with RCA Italiana. Tunes recorded by the lark were "Arigato," "La Giostra" (Merry-go-Round), "Tu Che Non Sai" (You Don't Know) "Anche Per Una Volta" (For Once More). On Jan. 19 she went to New York at the invitation of RCA Victor and did additional recordings in English, including "Most Dangerous Games," "Summer Evening," "Hush Of Love" and "Come To Me Lonely," she also appeared on WOR-TV's "Girl Talk" and sang "Happy Talk."

According to the announcement of Nippon Toshiba, the firm is planning to release special issues as a memorial to the late Nat Cole. A 30 cent LP, "Love," dubbed after his last hit, is scheduled to be put on the market on Apr. 5 and an SP "The Falling Leaves" sung in Japanese will be released on Mar. 15. "All About Nat Cole" is also in their scheduled series and will appear on the market in May.

Paul and Paula will pay their second visit to Japan on Mar. 12 following their successful performances last May. A series of performances in the major cities of Japan is scheduled to open on Mar. 12 and close on Mar. 23. An English lark, Milley Small, known for her hit, "My Boy Lollipop," will join the tour.

According to the report by the Daily Record News, the best ten records in LP section sold from Jan. 16 to Feb. 15 are:

1. Best of Ventures (Toshiba, Ventures)
2. My Fair Lady (Columbia, Sound Track)
3. All Of Continental Tango (Grammophon, Alfred Hause)
4. Yah, Yah, Yah (Toshiba, Beatles)
5. Latin Deluxe (King, Edmund Ross)
6. Best Of Perez Prado (Victor, Perez Prado)
7. Malando In Japan (Victor, Malando)
8. Best Of Silvie Vartan (Victor, Silvie Vartan)
9. Poetry In My Heart (Teichiku Records, Carmen Cavallero)
10. The Complete Works Of Canzone (King Records)

April releases of pop LP's by Nippon Victor on Philips include "Continental Tango Deluxe" by Malando, "Latin Mood Deluxe" by Crebanoff Symphonic Latin Strings, "Golden Tenor Sax Deluxe" by Sil Ostin and his Orchestra. "Latin Mood Deluxe" includes "Jealousy," "La Comparcita," and a dozen others. Nippon Victor will release the following LP's in April: "Best Of Young Queen Trio" by Peggy March, Silvie Vartan, and Rita Pavone, "Best Hits On Screen Music," "Guitar Melody In My Heart" by Hank Snow and Chet Atkins. "Guitar Melody" includes "Indian Love Call," "Blue Tango," "Beautiful Dreamer" and nine others.

April releases by King Records will include "Today And Tomorrow" by McCoy Tayner, "Caterina Valente Sings Latin" and "Typewriter" by Welner Muler Orch. "Caterina Valente Sings Latin" includes "La Maraguena," "Cu-cu-ru-cu-cu Paloma" and nine others.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	Title
1	3	Un Buco Nella Sabbia—Mina (Fontana) Mieko Hirota (Columbia) Aiko Ito (Victor) Sumiko Sakamoto (Toshiba) Sub-Publisher/Shinko
2	1	La Plus Belle Pour Aller Danser—Sylvie Vartan (Victor) Mie Nakao (Victor) Sub-Publisher/Victor
3	2	I Feel Fine—Beatles (Odeon) Sub-Publisher/Toshiba
4	4	Long Tall Sally—Beatles (Odeon) Sub-Publisher/Shinko
5	5	Angelita—Los Marcellos Ferial (Glove) Dark Ducks (King) Sub-Publisher/Victor
6	10	Diamond Head—Ventures (Liberty) Sub-Publisher/—
7	6	La Ragazza Di Bube—Sound Track (Fontana) Sub-Publisher/Victor
8	7	Little Honda—Beach Boys (Capitol) Hondells (Mercury) Pat Boone (Dot) Sub-Publisher/Taiyo
9	8	The House Of The Rising Sun—The Animals (Odeon) Paradise King (Toshiba) Jimmy Tokita (King) Sub-Publisher/Victor
10	—	Rock And Roll Music—Beatles (Toshiba) Sub-Publisher/—

ALBUMS

This Week	Last Week	Title
1	1	My Fair Lady—Broadway Sound Track (Columbia)
2	2	The Best Of Ventures—Ventures (Liberty)
3	3	All About Continental Tango—Alfred Hause (Polydor)
4	4	Poetry In My Heart—Carmen Cavallero (Decca)
5	5	A Hard Day's Night—The Beatles (Odeon)

LOCAL

This Week	Last Week	Title
1	1	Ozashiki Kouta—Mahina Stars & Kazuko Matsuo (Victor)
2	2	Yoakeno Uta—Yoko Kishi (King) Dark Ducks (King) Kyu Sakamoto (Toshiba)
3	3	Yawara—Hibari Misora (Columbia)
4	4	Ankotsubakiwa Koinohana—Harumi Miyako (Columbia)
5	8	Matunoki Kouta—Yukiko Ninomiya (King)
6	5	Aito Shio Mitsumete—Kazuko Aoyama (Columbia)
7	6	Una Sera Di Tokyo—Mahina Stars (Victor) The Peanuts (King)
8	10	Che Che Che—Yukio Hashi (Victor)
9	7	Nanimo Iwanaide—Mari Sono (Polydor)
10	9	Sayonara Tokyo—Kyu Sakamoto (Toshiba)



ARGENTINA

The "visitors of the week" nomination belongs this time to Mexico's well-known Trio Los Panchos. The three are in Buenos Aires after several years absence to appear on TV and dance parties, and were feted by CBS with a cocktail party last Friday. Los Panchos are enjoying a particularly fine standing in Argentina after the success of their LP with Eydie Gorme, which has taken a good place in the local LP sales charts, and several singles culled from it.

Rodriguez Luque of Disc Jockey has very interesting news concerning several of his artists. Tango star Jorge Sobral is finishing an album dedicated to the late Francisco Canaro, one of the main names in this rhythm for more than 50 years. Besides this, he has been shooting two films at a time and has several proposals of tours, both in Argentina and other countries. Pepito Perez has cut a new single, which is expected to follow the success of "Lagrima Seca." Titles are "Margarita" and "Chau Amor." Ricardo Rey has cut "Esta Noche Vida Mia," coupled with "Despreciativa," while Rosamel Araya's newest is titled "Roxana Isabel." All these three artists will have a very busy Carnival season, since they have contracts to fulfill in Buenos Aires, Rosario and Montevideo.

News from Fermata: Elisa Christian Galve and Carlos Estrada are finishing a new flick that will be titled "Dos en el Mundo." The leit-motiv of this picture is "Quiero Sonar Contigo," and has been penned by Tavaroga and Ben Molar. The tune will be recorded by several local artists and will receive heavy promotion. Other Fermata items are "Llego el Twiston" and "Veneno," cut by Los Increibles (formerly "the Clevers") for CBS, and "Te Querre," recorded by newly inked Valentino for Odeon Pops.

RCA is planning the release of the album containing the soundtrack of "Fiebre d Primavera," the first Palito Ortega-Violeta Rivas joint flick. The album is expected to sell very well, due to the popularity of both artists. The label has also inked teen star Simonette, and cut her first single, "Anyone Who Had a Heart" and "Do Re Mi." Ricardo Mejia will produce her records. Violeta Rivas, on her side, has cut four new tunes including one penned by herself, "Eternamente." This song will be published by Relay, the diskery's pubbery.

Roberto Lambertucci of Neumann is busy with "Amor y Casamiento" and "Nebuloso," the latest recordings made by Nestor Fabian for Odeon. This artist is currently one of the top names in the tango field, and his records sell very well. Another important artist, Mariano Mores, will now start a tour of several provinces, presenting his latest tunes, including "Llora Mi Piano" and others.

Maria del Carmen Hajdenwurcel of Julio Korn Publishers expects very much from the tunes recorded by Palito Ortega for his new album, devoted to bolero. Some of the titles are "Saco, Chaleco y Pantalón," "Lo Mismo que a Usted," "Sin Alma" and others. It is considered that these songs have value not only in this country but also in the rest of Latin America and Spain, and a big promotion campaign is being planned. JK has also inked "La Vendedora de Amor" and three other tunes contained in Tito Rodriguez' second bolero album.

Ricardo Castelblanco of Edami feels happy with the success of "El Firulete," the recording made by the late Julio Sosa. The pubbery has a strong catalog which has shown its force during the past months with titles like "Cataclismo," "Inolvidable" and this one, both with foreign and local recordings. Besides, paper sales of many boleros have been very interesting during this period.

The press department of Phonogram has furnished Cash Box with a list of the artists inked at the recent Cosquin Folk Music Festival, one of the biggest successes in the story of folk music in Argentina. Names are Los Nombreadores, Chito Zevallos, Alfredo Grillo ("El Chango Violinero"), Los Olimarenos and the already mentioned Hector Roca. These artists will be launched very soon and the diskery expects them to get into the folk scene in no time. There is also a tango singer just inked, Carlos Maidana.

Argentina's Best Sellers

This Week	Last Week	Artist	Label
1	1	Il Mio Mondo (Ce Monde) (Fermata) Richard Anthony (Odeon Pops); Umberto Bindi (RCA); Juan Ramon (Disc Jockey)	Odeon
2	2	A Hard Day's Night (Fermata) The Beatles (Odeon Pops); Johnny Tedesco (RCA); Juan Ramon (Disc Jockey); Sandro (CBS); Los Claudios (Polydor)	Odeon
3	4	Bailando Sobre Una Estrella (A Toi de Choisir) (Neumann) Richard Anthony (Odeon Pops); Juan Ramon (RCA); Frank Sinatra (Reprise); Jose Antonio (Microfon); Los Claudios (Polydor)	Odeon
4	7	*Que Te Pasa Gaucho (Korn) Palito Ortega (RCA)	RCA
5	5	*Papeles (Korn) Palito Ortega (RCA)	RCA
6	3	*Santander De Batunga (Melograf) Charanga del Caribe (CBS); Los Claudios (Polydor)	CBS
7	6	*El Firulete Julio Sosa (CBS)	CBS
8	8	Angelito (Korn) Trini Lopez (Reprise); Sergio Inostroza (Music Hall); Juan Ramon (RCA); Danielo (Odeon Pops); Los Claudios (Polydor)	Music Hall
9	10	*El Ajuar (Korn) Violeta Rivas, Juan Ramon (RCA); Los Dukes (Music Hall); Danielo (Odeon Pops)	RCA
10	9	Cumbia Sobre El Mar (Korn) Cuarteto Imperial (CBS); Chico Miranda (RCA); Los Claudios (Polydor); Niko Estrada (Odeon); Gasparin (Philips); Rudy Varela (Disc Jockey)	CBS
11	12	*Mama Provinciana (Korn) Beto Fernan (Music Hall)	Music Hall
12	17	*Trinidad (Melograf) Cuarteto Imperial (CBS)	Melograf
13	20	Do Re Mi Millie Small (Philips); The Cousins (Disc Jockey); Simonette (RCA)	Philips
14	15	Inolvidable (Edami) Tito Rodriguez (United Artists); Zaima Beleño (RCA); Los Claudios (Polydor); Siro San Roman (Music Hall)	United Artists
14	14	Cataclismo (Edami) Cuarteto Imperial (CBS); Los Nocturnos (Music Hall); Fabio Echeverry (H y R)	CBS
15	11	*Nada Vale Sin Amor (Korn) Palito Ortega (RCA)	RCA
16	13	*Lagrima Seca (Ediar) Pepito Perez (Disc Jockey)	Disc Jockey
16	16	I Feel Fine (Fermata) The Beatles (Odeon Pops); Juan Ramon (RCA); Los Tammys (Microfon)	Odeon
17	—	Ma Vie (Relay) Juan Ramon, Alain Barriere (RCA)	Relay
18	19	Sospecha (Fermata) Terry Stafford (London); Elvis Presley (RCA); Juan Ramon (Disc Jockey)	London
19	—	*Susana Llamame Leo Dan (CBS)	CBS
19	—	La Calle Violeta Rivas (RCA); Pepito Perez (Disc Jockey)	RCA
20	—	Amor Perdoname (Fermata) Claudia (Odeon Pops); Marito Gonzalez (Music Hall); Juan Ramon (RCA)	Odeon

(*) Local



CANADA

CJOB-Winnipeg information officer, Kirk Northcott reports on an interesting promotion just conducted by the outlet. With the introduction of Direct Distance Dialing to the city, CJOB, in cooperation with the Manitoba Telephone System, asked listeners to submit the name of someone they would like to call and why. The winner spoke with her sisters in Romania. She had not seen or spoken with her sisters, both over eighty, since 1913. Lee Farley at Quality telex word on a fast developing chart item in several key Ontario centres. "High On A Hill" by the Danes is already burning up the charts at Hamilton's CKOC, and it has only been out for just over two weeks. One of the west's leading air personalities, Mike Marshall, has made a switch from CJCA, Edmonton to CHED, same city. Mike is now holding down the 7.00 to 11.00 PM segment on the extremely tight top thirty air format at the Prairie Powerhouse. Wes Dakus and Barry Allen are both very big with the record fans in Edmonton and their respective Capitol releases both rate very highly with Mike and his fellow airmen at CHED. The Barry Allen outing, "Easy Come Easy Go" holds down a number nineteen chart spot on the most recent CHED list. Could be a lot of action in very short order on a great new commercial sound by Pierre Lalonde. His updating of "Darling Je Vous Aime Beaucoup" could be a very big item on most Canadian charts very quickly. Barry Paine at Compo is extremely pleased with initial reaction from the country's spinners to the good new Lalonde outing. News from the nation's capitol indicates that vet spinner Dean Hagopian has exited the radio game for good, putting in his last air segment (2/27) over Ottawa's CKOY. As he leaves the turntable scene to venture into other fields of endeavour he takes with him the very best wishes of his many friends and associates in the trade from coast to coast. Bill Smithers the promo man with Quality in Montreal is sporting an extra large grin these days as two sides smash through the chart barrier in the big town. "Whipped Cream" by the Tiajuana Brass is making it on all broadcast formats in Montreal and resulting sales are sensational. The new Del Shannon side, "Stranger In Town" has the boys at Montreal-Quality in a very happy frame of mind. Barry Paine has several very strong singles over at Compo currently. "Mod Socks" by the Grasshoppers on Warners has an exciting teen oriented sound that should make it a big favourite with the youngsters in short order. It was introduced on the Dick Wilson TV'er at the Canadian Lakehead to an enthusiastic studio audience. It has subsequently come in for some concentrated exposure on the Wilson air sessions over CKPR-Radio. Another good sound that Barry has high hopes for is the movie theme, "How To Murder Your Wife" on U.A. by Mike Clifford. It's coming in for air exposure at all times of the day right across Canada. The Pete Fountain version of "Whipped Cream" make this the top instrumental number of the young year so far. It is getting its full share of exposure from Canada's knights of the turntable. Meanwhile that good Decca outing that Apex's Al Mair never gave up on, "I Can't Explain" by The Who, has developed into the chart smash that knew it well could be at the very beginning. He must be having a ball with his "I told you so's."

For the first and last time Nat King Cole held the top spot on CJLR's Hit Parade in Quebec City with the most recent edition. His record "LOVE," recorded in French topped the station's French language pop parade, while "I Don't Want To Hurt Anymore" was listed as the station's number one English record. Recently, the CJLR air personalities held forth in an honest to goodness ice studio during the fabulous Quebec Winter Carnival, just completed. You can bet the sounds emanating therefrom were real cool. Over 150,000 carnival visitors saw the station's Carnival Studio, constructed entirely of ice. Major American label reportedly plans switch of Canadian distributors in the very near future. New RCA Victor outing by the Mercey Bros. is winning much favour for the duo. "Little Devil Come Back" and "Her Name Is Joanna" will vie for exposure and chart honours. They are two very commercial outings by these talented Canadians. The Bobby Curtola newie, "Mean Woman Blues" on Tartan appears to be just about the biggest success Bobby has had in some months. Deejays everywhere are spinning the think like the hit it most certainly will become—soon.

ARGENTINA (Continued)

Music Hall has released in the States an album cut by Duke Ellington for Reprise, in the States, "Symphonic Ellington," along with another one by Les Baxter ("El Alma de los Tambores") and one recorded in Japan by Toshito Hamamizu and his Gay Stars. This one features oriental music adapted to danceable rhythms. In the singles field, there is a new one by Los Locos Del Ritmo ("Cansado de Ti") and one more by Alberto Castillo ("Noches de Carnaval"). Sergio Inostroza, Chilean singer now living in Buenos Aires, has also cut a seven incher, "Embustera" and "Mienteme."

Odeon expects big sales marks from the new "Beatles For Sale" album, due this week. The previous LP's by this group have done extremely well and their new single, "I Feel Fine," is climbing the charts in a fast way. On the local side, Nestor Fabian has cut "Mañana Llamo Otra Vez" and "En Este Dia," winners of the recent Odol Song Festival, while Los Panamenos are in the market with "Los Reyes Magos" and "Carnaval." The promo department is also working hard on "Voy," the new single by Olga Guillot, recorded in Mexico with the Nacho Rosales orchestra.

News from Tonodisc always includes many stereo items, and this week is no exception. Enoch Light's "Third Dimension," "Discotheque" and "Motion Picture Themes" are the latest releases. On the classical side, Tonodisc continues the release of the eleven LP's carrying Mozart's Symphonies.

Stanko Jerebic of Melograf is working on "Trinidad," the new Cuarteto Imperial hit, "Saboreando Sueños," recorded by Siro San Roman for Music Hall and "Esta Noche Vida Mia," a cumbia with several waxings in the market. Another interesting item is "La Clave," a Colombian gaita, cut by Tito Alberti for Music Hall, Los Santa Marta for Disc Jockey and Los Medias Negras for CBS.

Mario Kaminsky of Microfon reports the release of a new album by Charlie Barnett in stereo, and the "Russian Roulette" gag album, recorded by Audio Fidelity. Cozy Cole's last album has been selling very well and thus is now one of the strongest LP's in Microfon's catalog. The label is also continuing its work in the jazz field, via the Prestige label, represented by Kaminsky's company in this market.

Ian Morris of Famous sends word about the outing of a new single by Brazilian musician Ed Lincoln, cut originally for the Musidisc label, "Ay, Que Nostalgias de Esa Negra" and "Hablaran Tanto de Ti." There is also an album of jazz music by McCoy Tyner, with Thad Jones, Frank Strosier and others, called "Today and Tomorrow," and another one by musicians like Duke Ellington, Count Basie and John Coltrane called "Escena Definitiva del Jazz."



HOLLAND

A Golden Record for "The French Song" in Holland! Not only are advertising and plugging highly important factors in the sales of a potential hit, but also the personal activities of record-dealers. This was strikingly demonstrated by a Dutch dealer, Henk Severs, owner of "The Harp Record-shop" in Maas-tricht. Directly after release of Lucille Starr's "The French Song" (London), he started a special sales-campaign of his own, and succeeded in pushing the single to the top of the local hit-parade. In a few weeks, dealer Severs had sold over 5,000 copies. During that same period, and due to Severs' activities the disk climbed to a top-position on the Dutch hit-parade. To honor his efforts, R. Klaassen (adjunct director) and Rolf ten Kate (head of PR dept.) of Phonogram offered him a golden record of the hit in the presence of many journalists. It is expected that Lucille Starr will fly to Holland on May 1st to receive a Golden Record for over 100,000 copies sold of "The French Song," to be presented her by Holland's outstanding showman and TV-personality, Rudi Carrell.

Bovema's HMV-label provided local dealers with publicity-material for Adamo-appearances in Den Bosch, Leiden and Scheveningen.

Imperial, linking up with the current 'Jenka' craze in pop music, released a new single by The Cocktail Trio, "The Pretka-Jenka."

The label's vocal star Shirley did several radio and TV-gigs in late Feb. Vara-TV enrolled her "Shirley In Swing And Sweet" show on 25th.

Toon Hermans whose "One Man Show" on video tape covered Holland's 1st TV-net on Saturday night (27), is busy rehearsing his Vienna-show, while Bovema presses are being kept red-hot to meet the mad rush on HMV's live-recording of the show.

Last minute releases rushed out by Gramophonehouse's Columbia label this week: "Can't You Hear My Heart Beat" (Herman's Hermits), "Don't Let Me Be Misunderstood" (The Animals), and "Que Sera" (Earl Royce), all upward movers. The label's current list also features Gerry and the Pacemakers' album "Ferry Across The Mersey" and Georgie Fame's "Fame At Last."

Joop Portengen is happy to have obtained the rights for Holland on the songs "I Belong" and "I'll Try Not To Cry," being the winner and number two in the English contest for the Eurovision Song Festival. "I Belong" will be sung by Kathy Kirby in the Festival, to be held in Naples.

Local CBS artist Jacky Delmone is becoming famous in Canada and Portugal via his latest single, "Obsession," which has been riding the charts in Belgium for weeks. His latest items "Ne Perds Pas Ton Temps" and "Pourquoi Ne Viens-Tu Pas Chez Moi," as well as "Quand Tu Es Dans Mes Bras" are going very strong in the Benelux countries. Also CBS' Kilima Hawaiians are doing very well abroad.

Columbia records recently released the album entitled: "Farewell Hawaii," by this famous Dutch group, in the U.S.A. New releases in CBS popular album field include an LP from c & w artist Johnny Cash entitled "The Fabulous Johnny Cash," the Lester Flatt & Earl Scruggs album "At Carnegie Hall!"

Also, CBS recently released another LP for Dutch jazz-lovers entitled: "That Newport Jazz" featuring The Newport "House" Band and The Newport All-Stars with jazz-greats like Clark Terry, Al Grey, Coleman Hawkins, Bud Freeman in performances of "Just Me, Just You," "Lester Leaps In," etc. New releases in CBS' classical field include Robert Casadesu's interpretation of Beethoven's Concertos for Piano & Orchestra (Nos 1 & 4) with the Amsterdam Concertgebouw Orchestra conducted by Eduard van Beinum. The latter album, being released on the occasion of Casadesu's visit to Holland, has been sent to the Dutch press in a special CBS press release package.

Holland's Best Sellers

This Week	Last Week	Title	Label
1	1	Letkiss (Stig Rauno/B Barclay, Gudrun Jankis/Omega, Jan Rohde & The Wild Ones/Delta) (Altona-Amsterdam)	
2	2	The French Song (Lucille Starr/London) (Altona-Amsterdam)	
3	6	Crazy Arms/Colinda (Lucille Star/London (znd. title: Holland Music/Amsterdam)	
4	3	Les Filles Du Bord De Mer (Adamo/H.M.V.) (Anagon-Heemstede)	
5	4	I Feel Fine (Beatles/Parlophone) (Basart-Amsterdam)	
6	5	De Schommelstoel (Gert Timmerman/Telefunken) (Basart-Amsterdam)	
7	7	Lovely Lovely (Chubby Checker/Cameo Parkway) (Conelly-Basart-Amsterdam)	
8	9	I Could Easily Fall (Cliff Richard/Columbia) (Belinda-Amsterdam)	
9	8	Downtown (Petula Clark/Vogue) (Basart-Amsterdam)	
10	—	Little Red Rooster (Rolling Stones/Decca) (Goodman-Basart/Amsterdam)	

Mexico's Best Sellers

1	La Pollera Colora—Carmen Rivero (CBS)—Pablo Beltrán Ruiz (RCA)—(Mumusa)
2	Y La Amo (And I Love Her)—Santo and Johnny (Gamma)—Hermanos Carrión (Orfeon)—The Beatles (Musart)—Los Apson Boys (Peerless)—Los Pájaros (CBS)—Carlos Campos (Musart)—(Fermata Mexicana)
3	Vete Con Ella (Chappel Of Love)—Mayté (RCA)—(Grever)
4	Silvia—Perez Prado (Orfeon)—(EMMI)
5	Que Te Deje De Querer—The Blue Diamonds (Philips)
6	Me Conformo—Marisol (Gamma)—Bob Conrad (Orfeon)—(Brambila)
7	Pretty Woman (Linda Mujer)—Roy Orbison (Peerless)—Manolo Muñoz—(Musart)—Los Hooligans (Orfeon)—(Mumusa)
8	Cuando Caliente El Sol—Trini López (Reprise)—Hnos. Rigual (RCA)
9	La Pollera Amarilla—Sonia López (CBS)
10	Lemon Tree (El Limonero)—Trini López (Reprise)—Martin Roca (Orfeon)—Miguel Angel (Musart)

The Best in Benelux.... Bens



MEXICO

Andy Russell is back in town after his annual South American tour. He is now preparing to return to his ex-home, the good old USA. Russell opens in Las Vegas at the Sahara on Apr. 20th, coinciding with a new RCA release of Russell hits recorded in Spain and Belgium. He is working his US bow with Latin arranger conductor Chico O'Farril, who is doing all the arrangements and will conduct at his Vegas engagement. He did a lot of writing for the Stan Kenton band during the 40's and 50's.

The Modern Jazz Quartet had three successful performances at the Palace of Fine Arts. The place was completely packed, and the crowd thoroughly enjoyed the program. In addition, the MJQ signed a contract for three appearances on the TV show "Domingo Herdez," and have done the first already. RCA released a three-disk album with a live European recording of this group.

Angélica María, who is doing a Broadway style show at the Teatro Insurgentes, announced that she will leave town in about a month, going to Spain, where she will be making movies under producer Cesareo Gonzalez. At the same time, she will do several performances on TV and at night clubs.

Herman Díaz, in charge of the Latin American RCA catalogue in the United States, is in Mexico on a business trip to choose Mexican recordings for promo in the US.

Cuban singer and composer Jose Antonio Méndez, arrived from Puerto Rico. He is signed to debut at Cardini's place. Méndez was introduced to the Mexican press at a cocktail party.

The Italian song "He sabido que te amaba" (I Knew That I Loved You), was released (with Spanish lyrics) by Emilio Pericoli. First version of this song we heard was by Vilma Goich with future diskings set by Los Panchos and Javier Solís. All of these recordings are on CBS records.

RCA discovered a new instrumental group La Comparsa Universitaria, which is slated to receive world-wide promotion. La Comparsa Universitaria already had a long play released with original arrangements to old standards like "Under the Double Eagle," "Java," "Indian Love Call," "Suspicion," etc.

Orfeon records announced the signing of American actor and singer Bob Conrad. He completed an EP with this company and immediately flew to the US to fulfill several contracts.

Bernard Ness and Mariano Rivera Conde, president and general manager of the RCA Victor Mexican company, returned from their trip to Los Angeles where they signed a representation contract with the Disneyland label and renewed the contract with Dot Records.

Among the latest RCA releases are: "La Noche" and "El Día" with Los Tres Ases, "A Change is Gonna Come" and "Shake" by Sam Cooke, "Las Horas felices" and "Acurrucadita" from Raúl Lavalle, "Finges y Finges" by Margie, "Guárdame en ti" and "Sábelo bien" with Duetto Tiscaya, "Aquellos ojitos negros" and "Me voy" by Gilberto Valenzuela, "Behind My Smile" and "Silvia" from Paul Anka, "La Paloma" and "Las Golondrinas" with the Mariachi Vargas de Tecalitlán and "Dos historias y un final" and "Long After Tonight is All Over" with César Costa.

Alberto Vásquez returned from the US, where he performed at the Hollywood Palladium and immediately made plans to perform in several Central American countries. His fifth album will be released very soon on the Musart label.

From Argentina we received a post card from Fabricio, who plans to remain in that country for at least a whole year.

Pily Gaos, or her sister Mayté, will be chosen to participate in the RCA international contest as Mexican representative for this label. An album will be done with the RCA entrants from all over the world. Each country will participate with its own songs, arrangements, artists and orchestras. A prize is being offered to the winner.

CBS Holds Nat'l Confab In Britain



LONDON—The first national sales conference under the British C.B.S. set-up was recently held in London. Among the speakers were Peter de Rougemont, vice-president of the firm's European operations, Morris Levy, managing director of the English organization, and Walter Sparksman, sales manager. Shown (left to right) at the confab are: Stanley West, C.B.S. label manager; Quinta Chavez, classical repertoire and promotion manager; Roger Esterby, press officer; Morris Levy; Peter de Rougemont; Derek Witt, television and artists' promo manager; George Shestopal, assistant managing director; Peter Lamb, creative services manager; and Walter Sparksman.



BRAZIL

Manoel Ferreira from Odeon informed us that singer **Altamar Dutra** is recording two albums for special release outside of Brazil. The albums are being recorded in Spanish and will not be released in Brazil. He has already recorded for the national market and the album will be released after Carnival days. To celebrate Rio's 4th Centenarian, Odeon released a single with a beautiful cover containing three color photos showing the nicest natural views from Rio. The recording was done with all the Odeon cast doing a kind of choral. **Wilson Simonal**, one of the best happenings on Bossa Nova, will travel to Paris and will tour Europe.

We've been informed by **Luiz Mocarzel**, with the promo dept. of Audio Fidelity, that a new label has been created by prexy **Sebastião Bastos**. It is called "Som Maior" and is specializing in Bossa Nova. The first release will be with the **Samsa Trio**, with **José Orderez'** bass, **José Triamonti's** piano and **Lauro Bonilha's** drums. The album has six cuts with the trio and six with the trio, one piston and two trombones. We wish success to the group for the new label.

José Scatena RGE prexy, is really happy with the **Zimbo Trio**, which, during the past year, won all the prizes instituted for artists in Brazil, as follows: The **Euterpe**, **Fonografo de Ouro**, **Pinheiro de Ouro**, **Chico Viola**, **Medalha de Ouro de Diário da Noite** and **Roquete Pinto**. The Trio is with no doubts the best small combo we have nowadays in Brazil.

The Bossa Nova is gaining an audience in England. **Getulio Alves**, of the promo dept. for RGE told us that the BBC has ordered all the company's BN albums for its broadcastings.

Sven-Ingvars Snare A Silver Disk



OSLO—The **Sven-Ingvars** recently received a silver disk from Oslo's **Arbeiderbladet** daily newspaper for their Philips deck of "Froken Fraken" ("Miss Freckle") which reached the 25,000 sales-mark. Standing (left to right) at the presentation ceremonies, which took place at the Rondo night club are: **Arbeiderbladet** editor **Erik Heryerdahl** who presented the award, the five **Sven-Ingvars** and Philips songster **Ray Adams**.

Two By The Sea



MILAN—The two attractive look-alikes in the above pic are probably the most popular sister act on the continent. They're, of course, The **Kessler Twins**. The gals recently signed a CGD Internazionale pact for recordings in Italy and Yugoslavia. Their initial release couples "La Notte E Piccola" with "Lasciati Baciare Col Letkiss."

Strangers In Town



ROME—Japan's **Romi Yamada** recently travelled half way around the world for some television shots and p.a.'s in Italy. In the above pic the Victor lark is shown "taking five" during a RAI-TV rehearsal with American label-mate **Paul Anka**.

Brazil's Best Sellers

São Paulo

This Last
Week Week

- | | | |
|----|----|---|
| 1 | 1 | Amore Scusami (Fermata) John Foster/Fermata |
| 2 | 2 | Perfidia (Vitale) Trini Lopez/Reprise |
| 3 | 3 | *Trem Das Onze (Vitale) Demônios da Garôa/Chantecler |
| 4 | 4 | Michael (Notas Mágicas) Trini Lopez/Reprise |
| 5 | 5 | Preste Atenção (Vitale) Giane/Chantecler-Wanderley Cardoso/Copacabana |
| 6 | 6 | The House Of The Rising Sun (Fermata) The Animals Odeon |
| 7 | 7 | *Somos Iguais (Nossa Terra) Altamar Dutra/Odeon |
| 8 | 8 | Deixe Prá Min A Culpa (Vitale) Agnaldo Rayol/Copacabana |
| 9 | 11 | *Casa Vazia (Sinfobras) Nilton Cezar/Continental |
| 10 | 12 | *Lobo Bobo (Sbacem) Wilson Simonal/Continental |
| 11 | 10 | *Minha Namorada (Mauricio Marconi) Wilson Miranda/Chantecler |
| 12 | 9 | In Ginocchio Da Te (Edições RCA) Gianni Morandi/RCA |
| 13 | 20 | Ti Ringrazio Perché (Edições RCA) Michele/RCA |
| 14 | 13 | A Hard Day's Night (Fermata) The Beatles/Odeon |
| 15 | 16 | Mama, Ich Sag' Dir Was (Sinfobras) Manoela/Continental—Telefurken |
| 16 | — | *O Menino Das Laranjas Ellis Regina/Philips |
| 17 | 26 | From Russia With Love (Fermata) Matt Monroe/Odeon |
| 18 | 23 | *Ouvindo-Te Dorinha-David/Copacabana |
| 19 | 22 | Il Mio Mondo (Fermata) Richard Anthony/Odeon |
| 20 | 14 | My Boy Lollipop (Vitale) Millie Small/CBD—Philips |

Brazil's TOP SIX LP's

- | | | |
|---|---|--|
| 1 | 1 | The Latin Album—Trini Lopez/Odeon |
| 2 | 2 | §O Fino Da Bossa—Several Brazilian Artists/RGE (live rec.) |
| 3 | 3 | §Zimbo Trio—Zimbo Trio/RGE |
| 4 | 5 | §A Nova Dimensão Do Samba—Wilson Simonal/Odeon |
| 5 | 6 | §Sambalção Trio—Sambalção Trio/Audio Fidelity |
| 6 | 7 | Que Queres Tu De Min—Altamar Dutra/Odeon |

Coming Up: §A Bossa No Paramount—Several Brazilian Artists RGE (live rec.)

§Indicates Bossa Nova

Top Six Double Compacts

- | | | |
|---|---|---|
| 1 | 1 | The Beatles—The Beatles/Odeon |
| 2 | 4 | Altamar Dutra No. 2—Altamar Dutra/Odeon |
| 3 | 2 | Sinfonia Dos Canários—Canary Birds rec. by J. D. Frish/Copacabana |
| 4 | 3 | S'Young—Ray Conniff/CBS |
| 5 | 6 | Carlos Alberto—Carlos Alberto/CBS |
| 6 | 9 | Amor—Eydie Gorme with Trio Los Panchos/CBS |

Field Play



MELBOURNE—Ron Gillespie, managing director of W&G Records, has good reason to be happy. His two charming companions in the above pic are the **Field Twins** (Lynette and Janice) who signed a long-term recording contract to the label. The gals, who are currently appearing in the cast of "A Funny Thing Happened On The Way To The Forum," will have a single released in the immediate future.

Leveille Tours France



PARIS—Claude Leveille, Columbia Records of Canada's famous singer-composer, is currently in France for a six-week tour. When Leveille first traveled to Paris in Oct. 1964, his appearance at the Olympia Music Hall was so highly acclaimed that a second trip was planned. During his current tour, he'll appear on several major television and radio programs. While in Paris, the performer will record an LP to be released simultaneously in France and Canada.

Brothers Four Awarded Norwegian Silver Disc



OSLO—The **Brothers Four** were recently awarded the Norwegian Silver Disc for their CBS recording of "Greenfields," according to **Harvey Schein**, vice-president and general manager of CBS Records, Columbia's international label. The Silver Disc, one of Norway's most important record awards, is only given to those records which sell over 25,000 copies. In the above pic **Haakon Tveten** (left), managing director of Norsk Phonogram, and **Per Kilde**, the label's pop A&R director, are shown with the award.



Editorial

MOA DIRECTORS

The Finest Leadership

After reviewing the most recent MOA Convention successes, and looking ahead to the 1965 trade show with great expectation, there is no question that present leadership has placed the exhibition in an admirable position of relying on its deserved merit. Having spoken with MOA Directors following the close of the Mid-Year Meeting last week in Washington, DC, we believe there is every reason for the industry to expect another successful show in September. Sparkling MOA leadership has put the Association's annual conclave back on top where it belongs and the beauty of MOA's comeback is that its success is founded on solid ground.

The leadership is there for all to see. Association services have improved. Membership is up, and rightly so. The current License Survey which now boasts returns from literally hundreds of operating firms bears witness to renewed support and enthusiasm from the industry at large.

And whoever heard of thirty-four MOA Directors spending four days in the Capitol planning a Convention and, at the same time, paving the way for a better understanding of the coin machine business on the part of legislators!

The path to Capitol Hill from the hotel must have been worn thin under the strides of MOA officials who had a story to tell—and tell it, they did.

Never before have so many from this industry voiced attitudes and opinions, in unison, to their respective legislators.

Regardless of the bills to pass this year, we will know that the rights of the industry have at least been considered, and what more can an industry ask?

The coin machine industry today would be in a far better position if these same steps were taken years ago. It is never too late, as long as you're still in business, to attempt to regain the ground lost as a result of an industry front which was not completely united.

You can't do too badly as long as you give your best. The best was what MOA gave again last week and this pertains to their legislative activities as well as the serious minded planning that went into the 1965 Convention Program.

Lurie Cites Progress When Ops Make Move

CHICAGO—"As long as we can get a leading operator in an area to launch the dime-play, front-money program, we will eventually make enough impact across the country to put the games business in better shape for operators." That's the way Williams Sales Manager Bud Lurie sized up the Company's progress to date following meets with Williams distributors in most sections of the country.

The front-money talks which began last month in Philadelphia continued on the west coast last week when close to forty operators attended meetings held at Struve Distributing Company showrooms in Los Angeles on February 26. Legislative problems, peculiar to that territory, were also talked on. The prime purpose of the meetings is to gain a foothold in territories where most pinball equipment operates on nickel-play and where the commission is 50-50. This is just about the situation everywhere and the drive is expected to bring about a change, which would be favorable to amusement machine operators.

"The first step must be taken before the long trek begins," stated Lurie, who advised Cash Box that companies of the stature of Amuse-A-Mat in Philadelphia and Associated Coin Amusements, headed by Henry Leyser, in Oakland, were typical of the firms who enjoy better operating terms in their respective areas.

"This business can grow more rapidly if operators see the merits of this program. Otherwise the operator must grow smaller. His costs are continuing upward," said the Williams Electronic Engineering exec.

That same week, Lurie traveled to meetings held in Advance Distributing showrooms (Feb. 23) where he said ops stated that they "will give the program the shot it deserves."

A Tony Award



Tony Bennett and Seeburg's Joe Marsala.

CHICAGO—Columbia Records' Tony Bennett was literally surprised last Wednesday evening, February 24, during a heavily attended Columbia Records cocktail party and buffet dinner in his honor at the Happy Medium. Seeburg Vice President Joe Marsala sauntered on stage at the conclusion of Tony's performance and presented him with a plaque from Seeburg.

The plaque stated: "A special award to Tony Bennett in appreciation for his hit-making records on American juke boxes, from 'Because Of You' to 'If I Ruled The World,' 1950-1965, The Seeburg Corporation."

The gala soiree was hosted by Columbia Records' national promotion manager Granville White. Also, Norm Ziegler, Ron Piccolo, Jim Scully, and Fred Salem.

Bennett was in Chicago for a two week engagement in the posh Empire Room of the Palmer House.

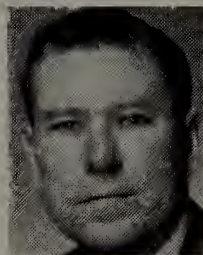
MOA Directors Hold Mid-Year Meeting



- Q 34 Directors Spend 3 Days In Wash., D.C.
- Q Mornings Occupied With Congressional Visits
- Q Plans Formulated For September Convention



PIERCE



CASOLA



GRANGER

Constituents by the numbers . . . on to Capitol Hill

WASH. D. C.—The Board of Directors of the Music Operators of America held their Mid-Year Meeting here last week and after three days of handshaking and talks with Congressmen and Senators from the Directors' respective home towns it was the unanimous opinion of all concerned that the nation's music operators are now viewed by the legislators in a healthier atmosphere than ever before in the history of the business—regardless of future legislation.

Led by Chairman Lou Casola, President Clint Pierce and Managing Director Fred Granger, a total of thirty-four MOA Directors arrived in Washington Sunday, February 28, following a Board decision to hold the meeting here this year. This is the first time an MOA mid-year meet has departed from its habitual Chicago site. And it was a fruitful decision, judging from opinions expressed by the leaders in talks with Cash Box following the March 3rd closing last week.

"Meet your Congressman when he arrives for work in his office each morning," was the theme of the program, according to Prexy Clint Pierce. The ebullient Pierce, who refuses to stand still whether he's doing business in Brodhead, Wisconsin, or

from his head chair at MOA meets, said that never before has MOA enjoyed a healthier relationship with America's lawmakers.

Chairman Lou Casola affirmed the comment, adding "we should have had a bus" to commute Directors back and forth up to the Hill—"it was that impressive."

Granger delighted in carrying out the mechanics of the three-day week-day program, adding that while mornings were spent with legislators, "afternoons were taken up with Convention planning. The MOA Convention will be held in Chicago's Pick-Congress Hotel on September 11-12-13.

"The Chicago decision (there was a question of possibly going to Miami with NAMA in October) was a good one," exclaimed Granger, talking with Cash Box reporters from the MOA Suite in the Statler-Hilton Hotel, where the meeting was held. "We look for at least the same number of record companies to exhibit this year, and the possibilities of more than that number coming along for '65 are excellent," stated Granger. A March 5th MOA-Record Company meet scheduled for NYC's Waldorf-Astoria had to be cancelled two weeks ago when the dates conflicted with a national record-rack jobber meet held

last week in San Francisco. "But record company reaction for '65 participation is positive," said Granger.

An MOA Convention Committee was named. Each department (exhibits, forums, promotion, et al) is headed by a Committee, the names of which will be released next week, according to Granger.

One of the changes in Convention activities this year will be the removal of an admission fee to the exhibit floor for all MOA members. "We figured the members are entitled to a free tour of the Convention floor, as often as they like," continued Granger, "and this will certainly beef up attendance and consequently, the numbers of visitors to all exhibit booths."

The progress made by MOA in recent years has been admirable. This year's Convention must top last year's success and the meeting held last week gives every indication that this will be so. For the record, it was the first time MOA Directors spent as much time in the Capitol, with as many politicians. "We saw 'em all," said Pierce, "and believe me, we're as happy as larks." Come September, the fruits of this serious minded group of industry leaders should pay off handsomely.

D&R Catalog Adds New Pool Supplies

CHICAGO—Dennis Ruber, co-head along with Richard Uttanoff of D & R Industries, announced last week that the Chicago based firm's 1965 Parts and Supplies (for the coin machine industry) Catalog is currently available for distribution to the trade. He strongly urges operators in all regions of the United States, and other markets in this hemisphere to send in their requests for catalogs, that they will be rushed out to them upon receipt of the request.

Ruber further advised that D & R Industries now has available to coin machine operators the popular full tapered, wood-fiberglass cue "of the Half Century" (models 252-52 inches and 257-57 inches in length). He claims that the custom built combination cue sticks will not warp, and are much stronger than all-wood cues.

D & R has also recently taken on the imported Custom Royale pool table cloth line which is rayon-backed and bonded with latex rubber cement. It is 90% wool for smooth fast table play, and 10% nylon for longer wear and durability.

Arizona Court Overrules Minthorne Award Of April, Judgement In Seeburg's Favor

■ Decision Wipes Out \$129,371 '64 Award

PHOENIX, ARIZONA — Litigation by the Seeburg Corporation against Jean J. Minthorne and the Jean J. Minthorne Music Company has been in court here since early 1962. Various awards and counterclaims have been made, but in the final analysis, Seeburg emerged victorious on all counts.

Seeburg first received judgement of \$60,000 against the Minthorne Firm in a breach of contract suit. In a countersuit, Minthorne officials were awarded \$129,371 last April in damage claims. Now, the award against Seeburg has been overruled.

In the U. S. District Court of Arizona, Judge Roger D. Foley, Jr., overruled the jury award which had been given to Minthorne and entered a judgement in favor of Seeburg. In effect, this judgement wipes out the \$129,371 award which had been made to Minthorne.

John Frank and Edward Sexton served as special counsel for Seeburg, and Lillian K. Kubicek as general counsel.

Minthorne Music Company was a Seeburg distributor before it entered into litigation.

Williams Revamps Pingame Design With "Alpine Club" 1-Plyr; Location Name, Quick Ball Return, Playfield Release New

■ Add-A-Ball Is 'Ski Club'

CHICAGO—Williams shipped its new "Alpine Club" pinball amusement machine to distributors here and abroad last week and the release was not without a fanfare of accompanying comment by Vice President Sam Stern in regard to a multitude of new features. The single-player flipper-type pingame is adjustable for three or five ball play, while its companion, "Ski Club" offers the add-a-ball feature.

One of the new features, a 'first' for pingames, is a name strip for location personalization, across the bottom of the backglass. A one-piece stainless steel end-cap moulding eliminates chrome plated color casting, and prevents pitting. When this end-cap is removed, a single-lever releases the playfield for servicing. The game's front door will not close as long as the playfield or end-cap are out of position.

A single entry coin mechanism with three-way slug rejector accepts any denomination of coins (2-nickel, single dime or quarter). "No more fish-wire or penny-pitching manipulations are possible," according to Stern. A hinged door on the light box avails easier replacement of light bulbs on the backglass. The coin return has a flap to prevent spillage and the locked cash box, which is reportedly 50% larger than previous Williams models, has been doubly re-enforced against break-ins.

"There are two distinctive mechanical improvements," continued Stern, who discussed the features with a Cash Box reporter before leaving his



Williams ALPINE CLUB 1-P

Williams Electronic Manufacturing Corp. offices for a west coast trip last week. "An automatic ball-lift provides simple, fool-proof ball return and speeds up play by 30%. The legs of the machine are baked twice for a longer-lasting attractive look," stated

Stern. "Too many games look run down after several weeks on location. This simple step will enable ops to have a good-looking game in the location for a longer time."

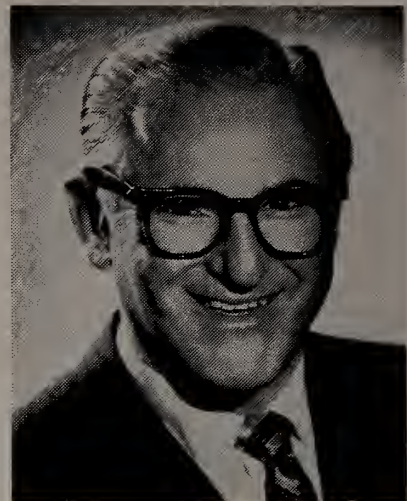
When playing Williams "Alpine Club" there is a "mountain climber" feature that carries over from game-to-game, and scores the 'Special' when the climber reaches the peak. Also, hitting the center target when lit opens the 'Free Ball' gate and advances the value of the kick-out holes from 300 to the Special. There is also a Williams 'Number Match' feature.

When playing "Ski Club," the add-a-ball model, two extra balls are earned when the "mountain climber" reaches the peak. Hitting the center target, when lit, opens the "Extra Ball" gate and advances the value of the kick-out holes.

"There are extra balls for high score creating considerable suspense in playing Ski Club, said Stern. The new machine is now in Williams distributor showrooms.

Bud Lurie, Williams Sales Manager, returned from an extensive road trip last week following meets with distribs and ops in the east, south and west coast areas. Purpose of the trip was to introduce the Williams program to bring about better operating terms for amusement machine ops. Summarizing the reaction of the nation's ops, Lurie told Cash Box that reaction was "encouraging" and that several larger operating companies have already launched a swing to front-money terms and dime play. Lurie leaves again next week to cover other sections of the country.

Chicago Ops Study Seeburg Coffee Vendor At World Wide School



IRV OVITZ

CHICAGO—Irv Ovitz, director of Vending Machine Sales at World Wide Distributing Company, in this city, advised this past week that there was a heavy attendance of operators and mechanics at the company's service school class, Tuesday evening, February 23, on the Seeburg coin-operated fresh brew, single cup coffee vending machine, which was held in World Wide's showrooms.

The classwork was conducted by Leonard Kennard, Seeburg's vending field engineer. He was assisted by World Wide's shop personnel; Art Lloyd, Ted Dadal, Ken White, and Roy Hooper.

Irv Ovitz hosted the affair, along with Howie Freer and Frank Gumma. A buffet dinner was served during an intermission period.

Ovitz made it a particular point to stress the unexpectedly large turnout of operators despite the hazardous weather conditions in the city. He further stated that this service school class lasted unusually late in the evening with almost everyone in attendance remaining until the very end of the session.

World Wide's service school program encompasses special classroom sessions, scheduled periodically, on phonographs, vending equipment, and amusement machines. Dates are announced once service engineers confirm distrib requests for calendar dates.

Dutch Vending Show

HOLLAND—May 18-20 dates have been set for a Self-Service Exhibition to be held in The Netherlands (Utrecht) at which time a wide array of automatic equipment will be displayed. J. F. Vale, President of the Association has advised that automatic merchandise machines, refrigerated equipment and food vending machines will highlight the trade meet.

Self-service vending gained ground here last year and the show, which centers around food sales, will accommodate the automatic merchandising machine industry this year. Inquiries may be forwarded to Vale at De Automat, Bergen Op Zoom, Holland, Post Office Box 4.

New Burglar Alarm

A new low-priced burglar alarm attached to vending machines may be the answer to the present crime wave of forced machine entry. This "Scarium" alarm, upon the slightest breakage, sounds a siren that frightens off the would-be burglar. The siren can be heard 500 feet and operates on a simple flashlight battery. Price includes battery and parcel post. One unit, \$9.95; 12 units, \$60.00. F.O.B. Phila. (includes batteries). Contact Cash Box, 1780 Broadway, NYC for information.

New Ice Vendor

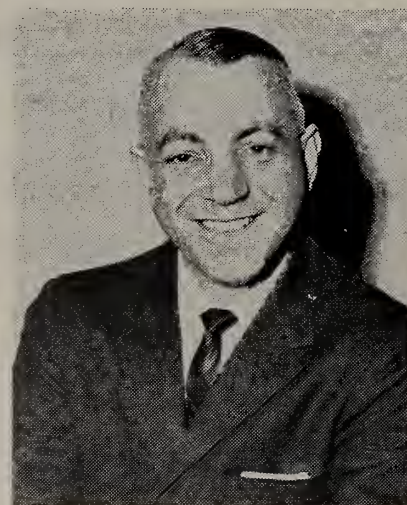
A new coin-operated ice merchandising box has been introduced by Council Manufacturing Co., Fort Smith, Ark., through the company's Handy Dan's Ice Vending System branch. The "I-10" refrigerated box stands seven feet high by four feet wide by three feet deep and will hold 100 ten-pound bags of Handy Dan's Pellet Ice. The 1/3-hp condensor uses a 110-volt circuit and will hold inside temperature at 24 degrees. It will accept exact change in combinations of nickels, dimes and quarters for settings of from 25 to 50 cents, and has a coin-return feature. Price \$650.

IN THE NEWS



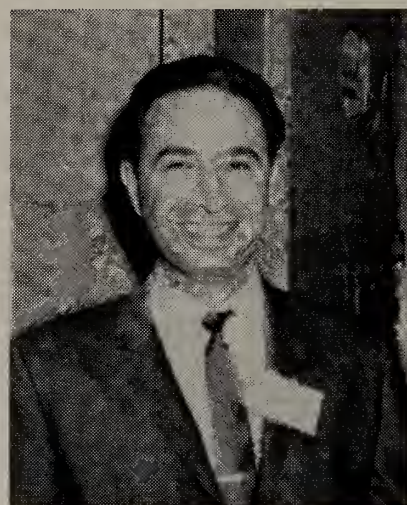
HUGH GORMAN
Rock-Ola

Gorman was named General Sales Representative of the Rock-Ola Manufacturing Corporation last week (CB March 6) and the newly created post will include sales duties in both the phonograph and vending fields. Gorman has been with the firm since 1962.



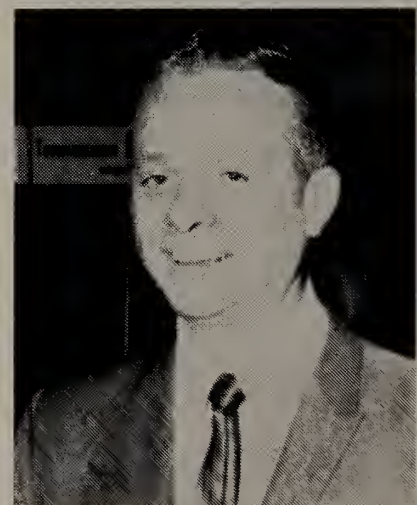
SAL CORDERO
Rock-Ola

Cordero, named Sales Coordinator for Rock-Ola Manufacturing Corporation, has a background in sales administration (CB March 6). He will fill Hugh Gorman's former spot working with the firm's distributors and regional sales representatives in the field.



ALVIN GOTTLIEB
D. Gottlieb Co.

The youthful sales executive of the D. Gottlieb & Company, left last week for Florida on a vacation which followed the launching of the Company's "Thoro-Bred" two-player pinball machine. Alvin has been constantly busy with duties concerning the Gottlieb Memorial Hospital, which recently added a wing.



EARL FEDDICK
Valley

The President of Valley Sales Company left his Bay City, Michigan offices last week for a Coral Gables vacation after having set the company's sales plans for the introduction of its 1965 pool table series. Valley recently added another wing to its present building and bought property alongside, to house inventory.

Mike Stanley's "new look" is custom-made for today's progressive operator who won't settle for yesterday's approach!

... and the Pacific Northwest is beating a path to our door!
 REVOLUTIONARY EQUIPMENT! MODERN MERCHANDISING IDEAS! DYNAMIC PRODUCTS!



It is in this spirit that the M. J. Stanley Company announces open house at its modern showroom, located in the heart of Bellevue, Washington, at the door to Seattle!

On March 12 and 13, we will show the most extensive line of music, vending and amusement equipment available anywhere in the Pacific Northwest.

All-Day Shows

both days in our new 5000 square foot show-rooms—catered with food and refreshments from opening to closing—FRIDAY, MARCH 12 and SATURDAY, MARCH 13.

All-Nite Shows

FRIDAY and SATURDAY at **Byron's Country Kitchen!** (Next door to the Bellevue Travel Lodge offering complete motel accommodations!) Among the special events of the evenings:

The Mike Stanley DISCOTHEQUE!

Hear the most danceable sounds ever from the 1965

Rock-Ola GRAND PRIX

and introducing the fabulous MJ-1 Dual Stereo Speakers. Made to bring the dance crowds back to the locations who want "that money-making Discotheque!"

... and the fabulous STANCRAFT MERCHANDISER LINE!

We Believe That *MUSIC*, if merchandised properly—*VENDING*, if founded on equipment designed "for the location"—*AMUSEMENTS*, when planned with foresight, can make *greater profits*, in more locations, than ever before. We have the success stories... and we have the equipment. Ask an MJS sales rep to stop by this week.



ROCK-OLA GRAND PRIX MODEL 425

Phonos that KEEP you happy! (Available from M. J. STANLEY in Oregon, Wash., Alaska, Hawaii)



ROCK-OLA PRINCESS ROYAL MODEL 424

THE Compact of the Business



WESTINGHOUSE CUP DRINK VENDOR Model WC10-B6

6-sec. 4-flavors, with or w/o ice, 1000-cup cap, easy service. (M. J. STANLEY distributors for Automatic Merchandising Div. of Westinghouse Electric Corp. in Idaho, Montana, Oregon, Utah, Wash.)



WESTERN TRAILS

Stone Age/Rock-It! The kiddie ride that's changing this business—to a profitable one! (MJS Distribs in Pacific NW plus Calif.)



SERVO-MATIC

Model "350" Coffee Vendor

Just off the line! (Contact our Bellevue office.) 400-cup cap, 250 coffee, 160 choc., 100 soup, vend 4 ways!



STANCRAFT

Hosiery Center Vends 40-sel., 320 pair cap. 40 combos shades, sizes, styles. It's the coming thing! (MJS distribs in Pacific NW Area plus Calif.)



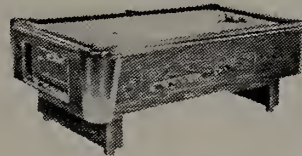
STANCRAFT

Greeting Card Center 160 designs for cards, 800 cap. New money-making business (MJS distribs in Pacific NW Area plus Calif.)

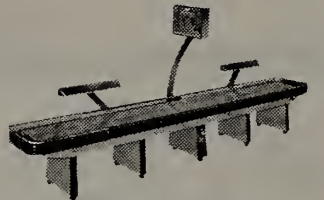


STANCRAFT

Merchandise Center 40 different items. We'll put you in business! (MJS distribs in Pacific NW area plus Calif.)



AMERICAN "Electra" and "Classic" Pool Table Series (MJS distribs in Hawaii, Los Angeles)

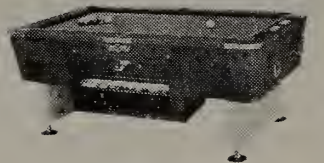


AMERICAN "Imperial" Shuffleboard (MJS distribs in Hawaii, Los Angeles)



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The Pro Series! (MJS distribs in Montana, Wash., Oregon, Idaho, Nevada, Alaska, Hawaii, Utah)



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El Magnifico Series Coming! 1965 Line! (MJS distribs in Montana, Wash., Oregon, Idaho, Nevada, Alaska, Hawaii, Utah)

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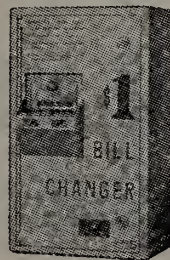
Bring all the excitement of DISCOTHEQUE to your locations with these custom-made dual stereo twin matched speakers. Hear them at the Mike Stanley Open House Party... and then place your order for "this month delivery!"

EACH OF THE MJ-1 SPEAKERS FEATURE:

- Pair of 12" woofers with patented ring
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- Resistive loaded crossover network
- Frequency response of 25-40,000 cps
- Walnut hand-rubbed cabinets (or choice of formica), front loaded, size: 23 3/4" x 31 1/4" x 15 1/2"

Let Mike Stanley put you in the Discotheque business with the fabulous Rock-Ola Grand Prix phonograph and a custom built pair of MJ-1 speakers. Nothing like it ever heard anywhere! Imprinted napkins, coasters, displays! At a price anyone can afford!

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Seeburg E2 (Write for volume discount)	200.00
Corsoir 20 and 30 Column	140.00
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Eastern Electric 22 Column (As Is)	50.00

MILK VENDOR

Vendo 210 Pre-Select	\$250.00
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COFFEE VENDORS

Rock-Olo 1400-S	\$750.00
Vendo HBAIA Single-cup	825.00
Vendo VIP Instont	300.00
Avenco Model 250	165.00
Avenco Model V	625.00
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Continental Model 750	275.00
Rowe Model RV750	250.00
Stoner Model D500	145.00
Seeburg Bolly Model 662C	695.00
Seeburg Bolly Model 662C (Complete and Working)	575.00

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Eastern Flashes

Slot machine operators in the four southern Maryland counties of Anne Arundel, Calvert, Charles and St. Mary's are currently waging a fight to gain a reprieve from the 1963 state law which will require a cut in the number of machines on location beginning July 1st. The legislative decree was designed and passed in an effort to gradually eliminate the slots in Maryland through four annual cut-backs which would be complete by July 1st of 1968. The operators there are at work to forestall the first cutback date by various legislative proposals and through a public relations campaign—all under the general theme of their motto, "Give Us Time,—Back Extension."

These four Maryland counties, which make up an isolated peninsula between the Potomac River and the Chesapeake Bay, present the only area in the United States other than the State of Nevada where slot machines can be legally operated, and to varying degrees, the counties have depended upon the licensing revenues from the machines for the stability of their economy. It is upon this note and others that the operators have been basing the defense of their businesses.

* * *

Zach Katz, a familiar face to many in the metropolitan New York vending industry, has purchased the old Uneeda Vending Service plant on Meserole St. in Brooklyn for the VASCO Co., a new machine reconditioning outfit of which he is president. Zack advises that VASCO (Venders Automatic Supply Corp.) will be making quality renovated vending equipment available to the town's vending trade and plans to establish a reputation for dependability and economy; and we all naturally wish him good luck in his venture.

More good news from Brooklyn has been supplied by Howard Kaye, general sales manager at the Irving Kaye Co. Howard revealed that the firm has assembled and begun shipping their second batch of 'Ring-O' round pool tables. Excellent reception by the trade of this item has warranted this additional production, Howard advised, and he added that cash box receipts gained by the table on location tend to go higher and higher instead of drop as is usual on a new piece. The new line features an adjustable bumper along the rail. The firm will also be shipping their home model in about three weeks time and the sales manager declared that the ease with which the Kaye model can be "knocked down" and reassembled within a half hour has been making it one of the most popular with the consumer group. (Must be good for going around those tricky hallway curves to the rumpus room).

* * *

MOA Directors from all over the country—34 attended—spent four days down on Capitol Hill visiting with Congressmen and Senators during the mid-year meet which was held in the Statler-Hilton Hotel (Feb. 28 thru March 3), and if your looking for "firsts" this was the first time MOA officials have ever visited the politicians on their home grounds en masse. Were seated in their respective offices each morning, as a matter of fact, awaiting their arrival. Talk about changes (!) man, that's progress. Looks as though we'll have another rousing Convention comes September in Chi.

More association doings will take place on March 17th when the NYS Operators Guild holds its regular monthly meeting, at the Governor Clinton Hotel in Kingston. . . . Irving Holzman, chairman of the UJA executive committee for the coin machine division advises all members of the committee that their next scheduled meeting will be held on March 11th. Come to UJA headquarters on 58th St. Meeting starts at 6:00 P.M. and sandwiches will be provided. Once again, the committee will be enjoying the organizational talents of Westchester Assn. prexy Carl Pavesi.

* * *

Prominent coinmen visiting New York for a look-see into some new ideas in amusement equipment last week included Si Redd, down from Watertown, Mass., Frank Ash, up from Active Amusement in Philly and Bert and Hugh Betti over from New Jersey. . . . Seeburg distributors are reportedly ready to launch another major phase of the discotheque program following meets with Jack Gordon, Bill Adair, Frank Finneran and other factory reps at the St. Regis Hotel in NYC last week.

Metro New York vendors were treated to their own vending seminar last week when Rowe, Seeburg, Vendo, Westinghouse and National brought equipment into the Travelers Motel (near LaGuardia Airport) for a Saturday Vending Seminar (Feb. 27) sponsored by the NYS Automatic Vending Assoc. About 100 ops listened to factory reps expound on the merits of each company's cold drink machine. Everyone termed the day-long session a big success. . . . Speaking of vending seminars, Pepsi-Cola will stage its own sessions with bottlers on March 12 and 13 in NYC. Contact Bob Thompson at MU 8-4500 for details.



Jersey Jottings



Fred Pollak will announce delivery on the new Rowe Discophonic speakers any day now. Production is in the final stages. Regional reps who met at the Whippany plant last week were overjoyed at Rowe's plans to capture a big segment of the discotheque market. The Rowe execs visited New York's plush Ondine's, a 'live' discotheque last week when they completed meets. . . . Look for Bert Betti's invite for you to attend his March 20th Open House party. It'll be an all day affair. Bert and brother Hugh motored across the Hudson to the Big City for a few hours last week for a peak at some new amusement machine ideas on display at one of the prominent hotels. If it all sounds very mysterious, it's simply that the manufacturer in this case prefers to keep the announcement of the new games until their official release date, which they assure us will be soon. Another Jerseyite into town for a preview of the stuff was Frank Alge of Pleasant Music. The Jersey City based music and games operator is one of the greatest proponents of shuffle alleys, citing the game as one of the most consistent and stable money earners the trade has ever seen.

FLIPPER PIN GAMES

Arrowhead	\$425	Madoiselle	215
Atlas	175	Majestic	125
Brite Star	150	Naas	165
Bo Bo	150	Oklahoma	350
Captain Kidd	185	Olympic	295
Club House	125	Queen of Diamonds	165
Continental	125	Preview	375
Criss Cross	125	Picnic	135
Circus Wagon	135	Race Time	185
Colorama	365	Royal Flush	125
Double Action	185	Rocket Ship	135
Double Barrel	225	Rocket	125
Darts	150	Skill Ball	150
Fiesta	185	Seven Seas	225
Flying Chariot	395	Straight Shooter	150
Gauche	375	Straight Flush	125
Glgi	275	Sittin' Pretty	150
Grand Tour, new	395	Space Ship	215
Golden Gloves	125	Star Jet	350
Hi Diver	150	Sunset	350
Harvest, new	395	Spot Pool	125
Highway	150	Spot A Card	175
Hot Rod	125	Sunshine	140
Jalopy	125	Sweetheart	350
Jockey Club	95	Swing A Long	375
King Pin	225	Top Hat	125
Kewpie Doll	195	Ten Spot	175
Kismet	215	Trade Winds	250
Lancer	350	Texan	250
Lightning Ball	165	Whirlwind	165
Miss Annabelle	150	Wagon Train	175
Melody Lane	250	Vagabond	250
Music Man	250	Viking	240

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(With exclusive split-ball return!)

U.S. BILLIARDS, Inc.
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Chicago Chatter

Before departing for Palm Springs for a brief vacation last week Sam Stern, president of Williams Electronic Mfg. Corp., announced the introduction to the coin machine trade of the new "Alpine Club" single player flipper amusement game. Sales chief Bud Lurie is back in his office at Williams after a lengthy road trip. Bud advised that the add-a-ball version of "Alpine Club" is called "Ski Club". . . . The tragic news of Coinvet Irv Blumenfeld's sudden death last week (2/24) threw his multitude of friends here into deep shock. We extend our personal deepest sympathies to his family, and to his associates at General Vending Sales Co.

* * *

Bill O'Donnell, genial prexy of Bally Mfg. Co., last week praised the new Bally "Sheba" two-player flipper amusement game as the "biggest free balls bargain in flipper game history." To this Herb Jones definitely concurs. . . . Congrats and salutations to Ralph and Rosalie Wyckoff, of Chicago Dynamic Industries, on the birth of a baby boy early Monday morning, March 1. If our count is accurate this is their sixth youngster.

* * *

Irv Ovitz and Nate Feinstein, of World Wide Distribs, were more than elated over the unprecedented large turnout they had for their service school class Tuesday, February 23, at World Wide on the Seeburg coin-operated coffee machine. The affair was hosted by Irv, Howie Freer and Frank Gumma. Leonard Kennard, of the Seeburg Corp., conducted the session, assisted by World Wide's Art Lloyd, Ted Dadal, Ken White, and Ron Hooper.

* * *

Dennis Ruber, co-head of D & R Industries, announced last week that the firm's 1965 Parts & Supplies catalog is now off the presses and being distributed all over this continent. Richard Uttanoff, Ruber's partner, is touring the country on a sales trip. . . . When we chatted with Joe Robbins, vice prexy at Empire Coin, we were informed that the local Rock-Ola distrib is expecting its biggest sales year in '65, based on the results received thus far. Jack Burns and his Sibby are in New Orleans for the Mardi Gras Season.

* * *

Alvin Gottlieb, of D. Gottlieb & Co, info'd that Nate Gottlieb and his lovely wife are bound for Miami Beach and some rest and relaxation. Meanwhile, at the factory, Gottlieb's "Thoro Bred" two-player is already enjoying wide acceptance in this country and in many overseas markets.

* * *

While everyone at Atlas Music Co. is busy as bees Prexy Eddie Ginsburg and his Adele jetted out to Miami Beach to recapture some of that beautiful tan they lost from their last vacation during the holidays. Among the stay-at-homes are: Sam Gersh, Stan Levin, Joe Kline, Bob Fabian, Sam Kolber, Frank Ogle, Mort (the cigar) Jacobs, and Joe Klykun. . . . Marcine "Iggy" Wolverton and Hank Ross, of Midway Mfg. Co., are personally overseeing the development process of the bowler and shuffle alley line. Hank assures us Midway will break with the introduction just as soon as he can. "Rifle Champ" is enjoying fine acceptance everywhere.

* * *

Paul Huebsch, regional sales manager for Rowe AC Mfg. Co., is certainly a man-on-the-go these days. After a hectic tour through the eastern states he finally wound up this week in West Virginia before returning to Windy City. . . . Ted Rubey and Estelle Bye, Marvel Mfg. Co., report that the offices are still a bedlam with all the pounding and hammering while the construction works remodel the interior. Sales are heavy on the Marvel "Side-Rail" electrical scoreboard for shuffleboards and the recently introduced Marvel coin box.

* * *

Easily one of the busiest coinmen in this area is Frank Luppino, adchief of the Seeburg Corp. That's easy to understand with all that heavy promotion going on at Seeburg. Prexy Jack C. Gordon returned this past week from a trip to the East Coast. . . . LeRoy "Dusty" Hohbein, sales manager at Dynaball, is a welcome addition, according to Prexy Sam Berger. Since Dusty joined Dynaball many of his longtime operator friends in this area are visiting and placing their parts orders.

* * *

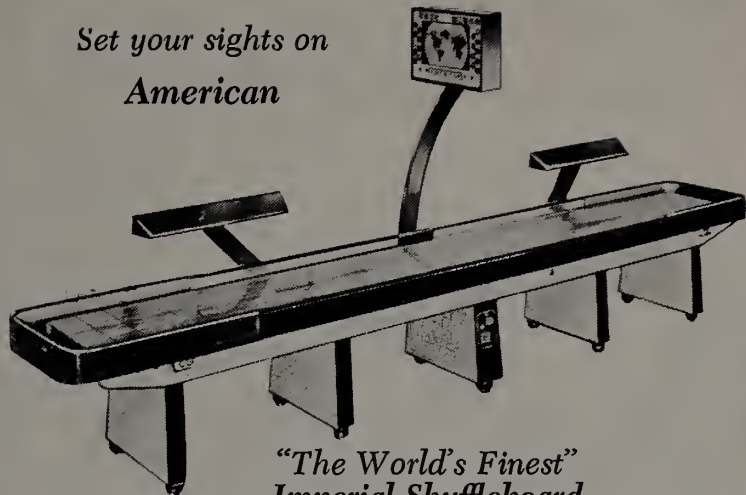
Bonnie York, "gal Friday" for MOA managing director Fred Granger informs that Fred was slated for a visit to the North Carolina Operators' Assn. following the MOA Board of Directors meeting last week, but had to bow out due to the pressure of business. Granger, Board Chairman Lou Casola and Prexy Clint Pierce are due back sometime next week.



Milwaukee Mentions

Among those missing along coinrow in Cream City early last week were Sam Hastings, prexy of Hastings Distributing Co.; and Jerome "Red" Jacomet, of Red's Novelty Service. Both jetted to Washington, D.C. over the week-end for the MOA Board of Directors Meetings. . . . Joel Kleiman and Sam Cooper, co-heads of Pioneer Sales & Services, were visitors in Chicago last week. While there they dropped in to the Chicago Coin factory, and chatted with Sam Gensburg, Jerry Koci, Mort Secore, and Ralph Wyckoff. Joel informed that the Rowe-AMI "Diplomat" Musicconsole is so strong a factor in Milwaukee that they're acquiring many new operators as customers. Also strong in the sales dept. are ChiCoin amusement games, Rowe coffee vendors, Bill Changers, and "Customusic" background music systems. . . . C. Reid Whipple is very much on hand at United, Inc., to meet and greet visiting operators. Harry Jacobs, Jr., prexy of United, Inc., recently expressed his delight over having Reid join him at the local franchised Wurlitzer and Stan-craft distributor. . . . Sales and collections are excellent these days at Doug Opitz' Wisconsin Novelty Co., according to reports. . . . Before departing on a business trip to other parts of Wisconsin Nate Victor, of S. L. London Music Co., issued a terse, rosy report. He stated that sales on Seeburg phonos and vending machines has been steadily very good despite the inclement weather plaguing Wisconsin of late. . . . Orville Carnitz, prexy of Badger Novelty Co., is enthused over the early signs of Spring. In fact, he advised that collections and sales have increased appreciably over what can be considered a departing good winter season.

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American's Imperial Shuffleboard has earned the reputation of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

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Seeburg's March 1st Releases

CHICAGO—Seeburg Corp. record releases for the week of March 1, are highlighted by the Roy Drusky 'Artist of the Week' five-pack Mercury album titled 'Yesterday's Gone'. Among the cuts which Seeburg has selected for this album are 'End of the World' and 'It Was Fun While It Lasted.'

The second release, an Old Town little LP by Arthur Prysock titled 'Intimately Yours,' offers operators the opportunity to program such Prysock numbers as 'You Always Hurt the One You Love,' 'Love Is A Many Splendored Thing' and 'Cottage For Sale.'



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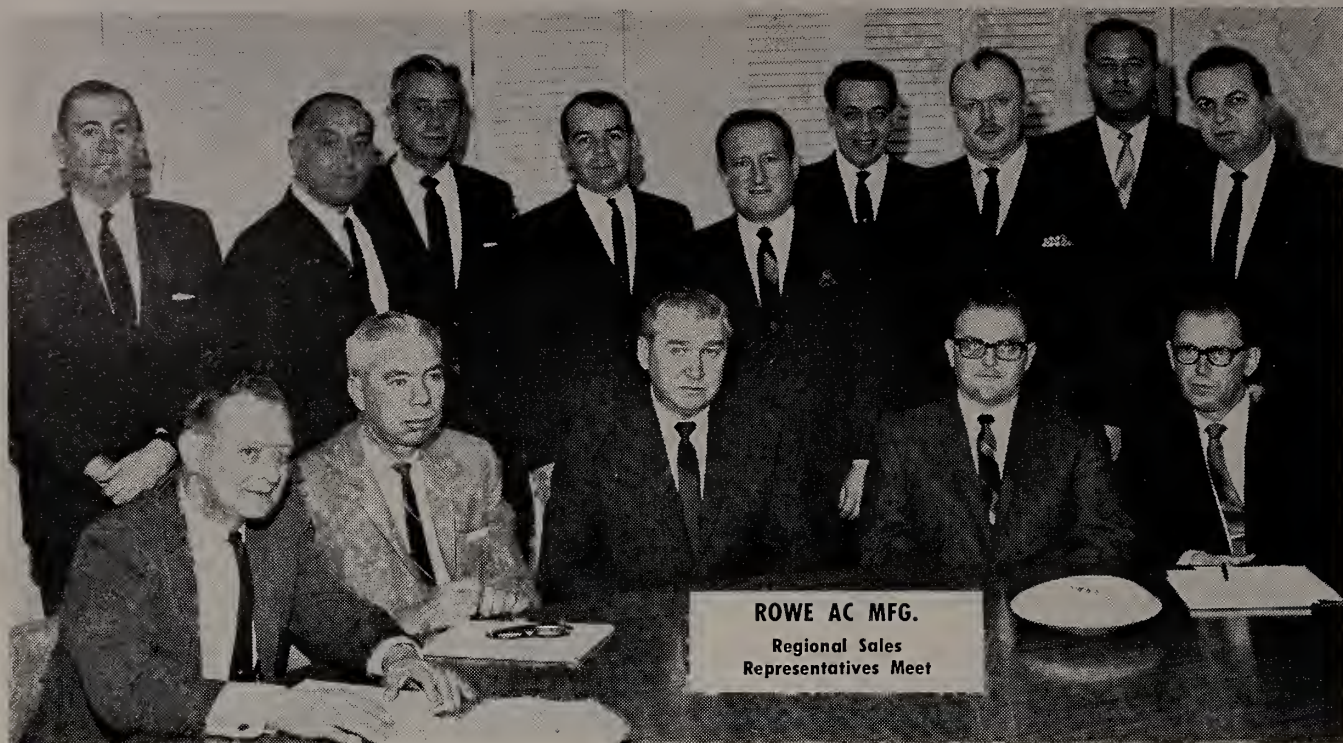
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VENDING NEWS

Vending Machine Industry's Only Newsweekly



AT THE MEETING: Standing from left to right: Bern Bernard, Pete Petropoulos, Dick Gluck, Bob Mac Gregor, Fred Pollak, Jorge Morfin, Jim Newlander, Bob Martin, Ed Claffey. Seated from left to right: Regional Managers, George Klersey, Bob Edinger, Paul Huebsch, Phil Glover, Hans Von Reydt.



AFTER THE MEETING: Rowe execs relaxed at Cavanagh's in NYC following the sessions. Here they demonstrate a new dance step, created for Rowe by "Killer Joe" Piro, the firm's discotheque consultant. The dance? Why its the "Rowe, Rowe, Rowe" of course!

WHIPPANY, N.J.—Rowe AC Mfg. Company held Regional Sales Representative meetings here last week with three days of conferences stretching from 9:00 AM to 6:00 PM each day. Short lunch breaks were

spent in the factory's commissary before returning to such long range subjects as quality control, sales projections, service and distribution. VP Fred Pollak and Sales Mgr. Ed Claffey led the sessions. VP Jack Harper

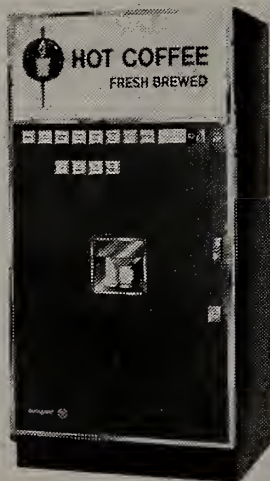
was on hand to discuss certain areas with regional reps. VP Mfg. Al Shaffer; Jim Abato, Dir. Service Engineering; and Distribution Mgr. Harold Handkins, led the manufacturing sessions. Forecast: it'll be another good year for music and vending.

Link Promoted At General Foods' IFSD

WHITE PLAINS, N.Y.—John L. Link has been promoted to assistant product manager on coffee, vending and single-service products in the Institutional Food Service Division of General Foods Corporation.

Link has been with GF since 1959 when he joined IFSD as an accountant. He advanced through several financial positions before becoming a product assistant on vending and single-service products in 1963. Mr. Link is a graduate of Upsala College where he majored in marketing.

Westinghouse Releases WK8-10 Coffee Vendor



SPRINGFIELD, MASS. — Charles Brinkmann, general manager of the Automatic Merchandising Division of the Westinghouse Electric Corp. has announced the release of the firm's new Model WK8-10 Single Brew Coffee Vendor. Brinkmann stated that the coffee vendor's features offer the operator "all the built-in quality you can expect from Westinghouse."

The Model WK8-10 has an average capacity of 800 7 oz. hot cups with a cup dispenser adjustable to 10 oz. cups; offers the customer 10 selections from coffee to whipped chocolate; has a non-pressurized open water system; offers a good color range of machine fronts, stands 72 or 79 inches high and weighs 580 lbs.

UMC's Glasco Div. To Relocate Factory

ST. LOUIS—The manufacturing operations of the Glasco Division of Universal Match Corporation will be transferred from Muncie, Ind., to St. Louis, Mo., UMC Vice President Robert R. Kelly announced today.

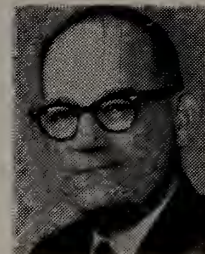
The move is expected to be completed shortly after mid-year.

"The consolidation of Glasco's operations into the UMC manufacturing facilities in St. Louis area will add significantly to the efficiency and economy of the operation," Kelly said. "The move is part of an over-all program to continue UMC's progress in growth and earnings."

"Glasco has a major share of the market for pre-mix soft drink vending equipment. However, the market has been declining since 1962, and it is felt in view of this market condition, we cannot continue production of this equipment in a separate facility."

About 150 people are employed by Glasco in Muncie, Kelly said.

NuGrape Names Mankin; Aims For Share Of Vending



MANKIN

ATLANTA—William E. Mankin has been named vice president for marketing of the National NuGrape Company here it was announced last week.

National NuGrape, a 44-year-old company which has marketed grape, orange and other fruit-flavored drinks under the brand names NuGrape and Sun Crest, recently announced that it will add Kickapoo Joy Juice to its line. The name Kickapoo Joy Juice was first introduced to the public more than two decades ago by Al Capp in his internationally famous comic strip, Li'l Abner. National NuGrape will launch a sales program aimed at the vending machine operator, shortly, according to Mankin.

Mankin joined NuGrape this month after serving on the marketing staff of Mead Packaging Atlanta based Division of the Mead Corporation. For the past three years he was responsible for marketing of products to the soft drink industry.

Monroe Holds Class On Rowe Cold Drink

CLEVELAND—A service class of the Rowe 1020A Cold Drink Machine was held in the showrooms of the Monroe Coin Machine Exchange, Inc., on Feb. 23, according to Monroe exec Norman Goldstein.

The session was conducted by Rowe's field service engineer Louis DiPalma to an attentive audience of 43 operators and servicemen from various companies of the Cleveland area.

On hand from the Monroe staff, besides Goldstein, were Lee Molnar, Stanley Levine and Frank Joseph and the firm's vending mechanic Jack Weigand.

Goldstein advised that the next two service sessions to be held at Monroe will be on the 'Diplomat' phonograph on Tues. March 23, and on the Rowe 'All Purpose' vendor on Tues. March 30. Both classes will begin at 6:30 P.M.

Pepsi-Cola Skeds Bottlers Seminar

■ Company Approves Merger With Frito-Lay Inc.

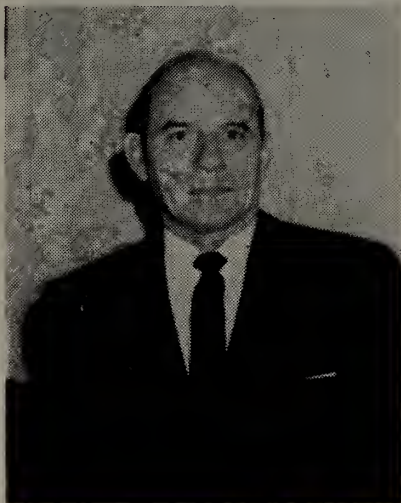
NEW YORK—The Pepsi-Cola Vending Seminar Program will swing into NYC on March 9 and 10 following a tour which included Dayton, Chicago, Denver, and San Francisco. The talks begin Feb. 23rd.

Franchised Pepsi bottlers from the NYC area will take part in panel discussions covering subjects on bottlers' investment; philosophy of vending as a part of the overall bottling business; manpower requirements; controls; sales and placement of equipment; and full-line vending—"Where does it fit into the bottlers' operations."

In other areas of Pepsi-Cola business, the firm officials approved a merger plan with the Frito-Lay Company last week involving more than \$213,000,000 in stock. The move was the culmination of Pepsi's program to diversify in a food product area which could be marketed through Pepsi-Cola's existing distribution channels. Frito-Lay manufactures a snack line which includes potato chips, pretzels, nut meats and dips. The Frito firm was reported to be researching a non-tobacco cigaret. The merger plan calls for Frito-Lay shareholders to receive two-thirds of a share of Pepsi stock for every share of Frito-Lay stock held.

Both companies will operate autonomously, maintaining separate identities, but the merged operation will be called PepsiCo Inc. Shareholders of both firms are expected to approve the merger at annual meetings scheduled for June 8.

Dave Howle Sales Dir.
For Advance Engineering
■ Also Midwest Distrib



DAVE HOWLE

MINNEAPOLIS—Dave Howle has been named Director of National Sales for Advance Engineering Company (AVENCO) manufacturers of single-cup and instant coffee venders, component parts and vending supplies. Howle will also enter into a distributorship for AVENCO, with Charles Schinkoeth, in the Northern Illinois-Southern Wisconsin territory.

Howle was formerly associated with Rock-Ola Manufacturing Corporation where he served as VP Director of National Sales. AVENCO recently launched its "Volumentation" program whereby single units are promoted for sites within a location not immediately served in that area by a bank of equipment. To develop this program AVENCO has produced a low-cost fresh brew vendor called the "Jr. Executive." A paper filter tape issues the coffee, rollers automatically advance the tape, pulling a fresh filter into position after each brewing cycle. Tape and dry grounds are deposited into a waste bucket, water waste into another, which reportedly cuts back service time and problems.

Cold Drink Session Draws 100 NY Ops

NEW YORK—A Cold Drink Seminar was conducted at the Travelers Motel (near LaGuardia Airport) on Saturday, Feb. 27. About 100 vending machine operators attended.

Factories represented at the Seminar included Rowe, Seeburg, Vendo, National and Westinghouse. Sales and engineering representatives displayed equipment and outlined the features of each machine to groups of 20 operators who moved from session to session until each of the five factories had presented the sales and service points of their respective equipment. The Seminar lasted all day and was termed one of the most productive trade seminars ever held in this area.

R-M Cites Tape Success

WARMINSTER, PA.—Six roasters at ten different locations in the United States and Canada packed more than 211,000,000 (211 million) portion-controlled servings of fresh ground coffee-on-filter-tape for the vending industry during 1964, according to Rudd-Melikian officials.

The coffee roasters now supplying is sealed within a continuous taste-this individual portion package that free rayon filter tape are: Rudd-Melikian, Inc., its inventor in Warminster, Pa., Don Mills, Ontario, and their licensees: Continental Coffee Company in Brooklyn, Chicago, Toledo, Los Angeles; Ging Coffee Inc. in Detroit; La Touraine Coffee Co., Inc. in New York; Standard Brands Incorporated in Hoboken, New Jersey; Ph. Wechsler & Son, Inc. in New York.

"Fresh ground coffee-on-tape, in the five short years it has been on the scene, has," according to Frank X. McCoy, Rudd-Melikian, Inc. General Sales Manager, "demonstrated that it fills a real need for both the consumer and the operator. Passing the 200 million mark was quite an achievement, and while I'm sure it could be measured in the thousands of miles that the tape would stretch, vending operators seem more interested in the consistent quality it gives their customers and in the ease of service, clean operation, and cost control that it gives them."



Coffee-on-filter-tape demonstration

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Bally's New "Sheba" 2-Plyr. Offers Three Ways To Gain Free Balls



Bally SHEBA

CHICAGO—"Bigget free balls bargain in flipper history!" is the way Bill O'Donnell, president of Bally Manufacturing Company, sums up "Sheba," Bally's newest two player flipper game.

"Sheba," O'Donnell reports, gives the player three separate ways to obtain free balls through three different free ball gates.

"Top gate opens," O'Donnell explained, "opens when Targets 4 and 5 are hit when lit. Gate can also be opened by hitting only the tricky Target 6. Either way, ball shot through Top Gate rings up 100 points and returns to the shooter tip for an extra shot.

"Middle Gate opens when Targets 1 through 5 are hit. Player who hits all 5 Targets has a choice of shooting ball through Top Gate or Middle Gate, and both routes are worth 100 points plus an extra shot," continued O'Donnell.

"Bottom Gate swings open the minute Targets 1,2,3, are hit when lit, and the free ball adds 50 to total score.

"Sheba' not only gives players the

biggest free balls bargain in flipper history, but also popular one-ball skill-appeal, because entire playfield resets to first-coin condition every time a ball escapes through a Gate or enters out-hole, calling for careful ball-by-ball skill-shooting and skill-strategy.

"And 24 different score-building Targets, not counting match-play (if used) insure the slam-bang scoring symphony that stimulates the steady repeat-play which guarantees top earnings," continued O'Donnell.



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Houston Happenings

H. A. (Hoddy) Franz announced that late in February the Seeburg Corporation appointed H. A. Franz & Co. an authorized distributor for the Williams-United line, long recognized as among leaders in the coin operated amusement industry. Hoddy said he was proud to welcome the complete Williams-United line into his company and said the move was another step toward making his concern a complete "One Stop Supermarket" for operators. . . . Lengthy visit with Joe Baine, veteran of over 31 consecutive years at coin machine operating and owner of Baine Amusement Company, Beaumont. Joe reported excellent and improving business in that section of the State. . . . Another prominent out of town operator shopping in the city for working stuff was Frank Wilson of Baytown. Frank, in partnership with Carroll Hughes operate United Amusement Co. in Baytown. . . . Four little cuties: Charla Jenkins, Nancy Cartwright, Paula Byrnes, Jeannine Zimmerman, add lots of charm and do plenty of work at Record Service Co., a major one stop record deal here. . . . Early this year Sam Winfrey was appointed authorized sales representative for H. A. Franz & Co. (Seeburg). . . . Coinman Billy Rider boasts a hobby of collecting old objects, most of which are a shade too large to hold in hand. Main collection consists of old clocks, player pianos and a sizable collection of rare and antique coin operated devices. . . . Work has been completed for a wholesale record department at new headquarters and main offices of Central Sales Co. (complete Rowe-AMI lines) on Dennis St. Was emphasized, however, that the record distributorship on Leeland Ave. would continue as usual. That set up gives Central Sales coverage over two fairly widely separated sections of the city. . . . This year's Houston Livestock Show and Rodeo bids fair to surpass all previous attendance records. Reasonable to assume that the thousands of visitors from all parts of the Southwest will push numerous extra coins into local coin machine chutes.



Philadelphia Fare

Business in this City of Brotherly Love appears better than ever, judging from distrib reports. . . . Active's Frank Ash delighted with re-orders on Gottlieb's "Thoro-Bred" 2-player, and indicated that perhaps another "Skyline" sellout was in the making. Frank went up to NYC for a looksee at a new idea and met the Cash Box reps while there. . . . Mickey Anderson reportedly back after a month-long stay in Miami Beach. . . . Macke Vending's Al Medved named President of Macke Stauffer in Lancaster, announced last week. . . . Marvin Stein's Eastern crew shipping the William's "Alpine Club", packed with new features. . . . Bill Cannon reported back from a Wash DC trip with MOA Directors. . . . Dave Rosen had a big crowd at his Cavalier Restaurant opening (see story) last Saturday. Gene London, WCAU-TV personality, was on hand, as were many other dignitaries. Ed Harvey was there with his remote WCAU-radio equipment, doing interviews. Rosen's crew have an idea for increased kiddie attendance at the new amusement arcade. A birthday package for kids with ice cream and cake plus free rides, all for \$2. Should bring even more on down. . . . The new Wurlitzer wallbox is a dream and Jim Ginsberg's expected to do a bang-up job in this area with it. . . . The front money talks which were held here last month have spread to the coast and it looks as tho ops are taking to it.



UPPER MID-WEST MUSINGS

Mr. & Mrs. Larry Dwyer, Rochester, were in the cities for the day picking up records and parts. . . . Happy Birthday to Kelly Dwyer, age three. . . . Bob Lammers, St. Cloud, in town for the day as was Terry and Vern Boerger of St. Cloud. . . . John McMahon, in town overnight and visiting his daughter living at Lindstrom. . . . Mr. & Mrs. John Trucano stopping off in Minneapolis for the day enroute to Miami. Mrs. Trucano flying direct to Miami and John flying to Washington to attend the M. O. A. meeting and then on to Miami. . . . Mr. & Mrs. Frederick Eichinger, St. Paul, left for a month's vacation at Hawaii. . . . Arndt Peterson, in town for the day picking up records and parts. . . . James Larabee, Granite Falls, in town for the day picking up parts and records. . . . Sam Sigel, head credit man at Lieberman Music spent a couple of days at home, bad cold. . . . Gordon Runnberg in the cities for the day picking up records and parts.



Happy Birthday This Week To:

Jos. Bradish, Freeland, Pa. . . . Chas. J. Breitenstein, Chgo, Ill. . . . Wilfred Fritz, L.A., Calif. . . . Harold E. Ross, Fargo, North Dakota. . . . Leo Willens, N.Y. . . . C. P. Warren, Norfolk, Va. . . . Harry Witsen, Phila, Pa. . . . Mack F. Phillips, Garber, Okla. . . . Robt. F. Lonsway, Warren, Ohio . . . Wesley Knudsen, Provo, Utah . . . Douglas W. Johnson, Richmond, Va. . . . Ralph R. Hensley, Bloomington, Ind. . . . Francis Green Miller, Irvine, Ky. . . . Meridith B. Turner, Chgo, Ill. . . . Joe Fishman, Jamaica, L.I., N.Y. . . . Donald W. Foote, Randolph, Mass. . . . John D. Winkelman, St. Louis, Mo. . . . Leon C. DeCroes, Kokomo, Ind. . . . John T. Echols, Tampa, Fla. . . . Chas. Miller Johnson, Athens, Ga. . . . Jarold C. Pepple, Payette, Ind. . . . James Vincent Bryant, Regina, Sask, Canada . . . John B. Fugate, Grand Rivers, Ky. . . . Morris B. Horowitz, Miami, Fla. . . . Louis Koren, Miami Beach, Fla. . . . Mack Levin, Ottawa, Canada . . . Robt. A. Lyons, Skowhegan, Me. . . . Harry S. Hunn, Elkins Park, Pa. . . . Mike A. Young, Soldiers Grove, Wis. . . . Warrick N. Martin, Merchantville, N.D. . . . Monroe A. Horn, Detroit, Mich. . . . Jack Emery, Regina, Sask, Canada. . . . W. Frank Fay, San Francisco, Calif. . . . Dick Zimmerman, Cleveland, Ohio.

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The Cavalier Restaurant — David Rosen's Example Of A Successful

Mating of Restaurant And Coin-Operated Amusement Machine Entertainment Center



The kiddie rides, which are placed along the window front of the Cavalier Restaurant, draw the immediate attention of Roosevelt Mall Shoppers.

THIS newly-opened, popular price restaurant, located in Philadelphia's Roosevelt Mall, has afforded the coin machine industry an excellent example how coin-operated amusement machines in a food service location can . . .

- ☞ Attract customer traffic to the restaurant
- ☞ Provide entertainment facilities where none exists in the location
- ☞ Produce added cash box revenue for the games operator, . . . by properly merchandising the equipment through creative display and convenient layout.



A generous assortment of rifle games, bowling machines and pins of every description attract a gallery of onlookers as well as players.

PHILADELPHIA—It requires a good deal of know-how to attract enough people to a restaurant which seats 2,000 people, located in an area where almost a dozen other eating places already exist, even if the area is the heavily traversed Roosevelt Mall Shopping Center in Northeast Philadelphia. It also requires a keen eye to recognize and take advantage of a rare opportunity to provide an entertainment attraction which would promote the necessary customer traffic and at the same time gain for the operator of such an attraction a lucrative addition to an already thriving business.

As the largest single unit in the entire Roosevelt Mall, the Cavalier Restaurant, which was opened last month by a New York combine, needed that certain something extra to draw in the customers. This was immediately provided by David Rosen, Inc., the firm which went to work to install an elaborate amusement machine arcade offering games and kiddie rides of every variety in an expansive area in the front section of the restaurant. While open only a few weeks, the Cavalier's management already credits much of the steady patronage flow to the arcade.

With almost one hundred pieces of equipment present, Dave Rosen, president of the firm which installed and which operates the amusement center, said, "You name the game and you'll find it at the Cavalier." Excepting for food vending, every type of amusement, game, ride, arcade and specialty machine is there. More than 100 machines greet the eye of the passersby — everything from kiddie rides, to photo machines, to the movie-music Cinebox, along with the regular compliment of pinballs, bowlers, rifles and the like.

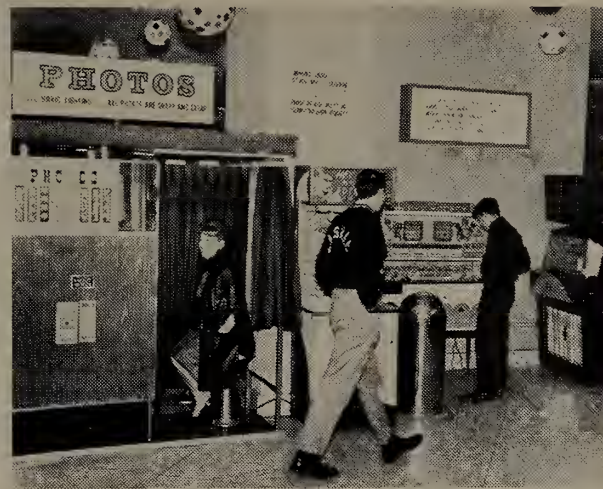
A major factor for the success of the machine arcade as a traffic builder, Rosen advised, is its location. "Generally," said Rosen, "when a restaurant takes in a variety of machines, they seek out a dark corner in the rear where no one can see or get near the machine. And then the owner complains that the machines do not mean anything for business and cer-

tainly does not attract the anticipated play.

"At the Cavalier Restaurant, management agreed to give us the most favored location—right at the entrance with space along the window front as well. This was an opportunity for the machines to prove themselves—and that's exactly what they are doing. With thousands of passersby at the shopping center, with men, women, children and teenagers, the machines have proved to be a major magnet. Not only do they bring them into the restaurant—but they bring the people to the machines as well. We get the play both when they come in and when they go out."

Since there is no entertainment at the Cavalier, that bill is filled by the amusement machines arcade. It not only helps create the carnival atmosphere which the restaurant calls for, but also provides a favorite meeting and greeting place since the restaurant is so massive. Another major factor that has spelled out success for this unusual operation Rosen advised, is the fact that there is a complete variety of machines. Every taste and every fancy, he said, is satisfied. "The variety of machines not only makes the arcade corner more attractive to more people, but gets them to stay longer and play longer. One type of game easily leads to another."

This is not the first time that Rosen has gone "all the way" in setting up an amusement machine arcade. Along similar lines is the array of



A complete variety of coin-operated machines is featured—everything from an Auto-Photo machine on the left and a Cinebox at the extreme right.

A wing at the entrance of the 2,000-seat Cavalier Restaurant showing part of the expansive amusement machine arcade is installed by David Rosen, Inc.



games housed in the Willow Grove Bowling Lanes at suburban Willow Grove, Pa.—the world's largest bowling alley currently in its third year of operation.

Rosen has always maintained that coin machines, if merchandised properly, are excellent traffic builders for a business. And Cavalier Restaurant again proves it.

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STerling 3-1200

Stanley Invites 1000 to Two-Day Bash; Evenings To Feature 'Grand Prix' Discotheque

BELLEVUE, WASH.—This town may be an altogether different place by Sunday morning of this week. Mike Stanley is throwing a party for 1000 operators and factory reps and kick-off time is set for Friday morning, March 12. Continuing without a break through Saturday evening, March 13, Stanley's M. J. Distributing Company party will take place in two separate but unique spots.

This first, the new showrooms at 309 112th Northeast in Bellevue, will offer food and refreshments to the assemblage while they view an array of equipment not many outlets in the Pacific Northwest can take claim to. Phonographs, vending machines, merchandisers, kiddie rides, amusement machines and component parts and supplies will occupy most of the 3000 sq. ft. show area in the recently built 5000 sq. ft. modern offices. The company is located in the heart of downtown Bellevue, departing from the usual end-of-town sites occupied by most distributors.

Evenings, the party will move to Byron's Country Kitchen, a restaurant-club just across town, where the sound of discotheque will emanate from custom-made speakers bearing the MJ-1 trademark—the first such speakers designed and built by a distributor for the sole purpose of setting a discotheque. The speakers are on sale, as is every other piece of equipment used in this production. Selling for \$395.00 a piece, the MJ-1 speakers will carry the rockin' dance beat tempos of 45 rpm's hand-picked by avid discotheque fans. A pair of 12-inch woofers, a 12-inch mid-range speaker with a spherocone tweeter, resistive loaded crossover network, with frequency response of 25-40,000 cps will be housed in 24" x 32" x 15" baffles, finished in hand-rubbed walnut. The center of the discotheque feature will be the Rock-Ola "Grand Prix" Model 425, a machine which in Stanley's opinion is better equipped to play discotheque music than any other he's heard. "And I've heard 'em all," quotes Stanley. The veteran distributor is celebrating his 19th Anniversary and, of course, his twentieth year in the business. "This is reason enough to celebrate, but I've got some other great reasons for ops to 'come on out'", continued the distributor.

Some of the other attractions include the display of a complete line of Stancraft Merchandise Centers. The hosiery, record, general merchandise and greeting card vendors which Stanley has managed very well

to place throughout the west here, will all be on display. Stancraft officials support his success story, commenting that he has gained access to many new locations with their equipment.

The Rock-Ola phonograph line, of course, will be prominently shown. In the vending machine category, Stanley's Westinghouse cold drink machine, which was shown at the NAMA Convention, will be displayed. The new Serv-O-Matic coffee vendors, shipped last week, have arrived for showing. The pool table lines of Valley, American and US Billiards, are all ready to go. The Western Trails kiddie rides ("They're changing the face of the kiddie ride business") will also be displayed. Standard's bill-changing equipment is also distributed by Stanley. "I'll have every new game on the market displayed, as well," exclaimed Stanley, "since I 'job' just about every line anyway."

Stanley's territory grows almost while he's talking. The Pacific Northwest encompasses Washington, Idaho, Oregon, Montana, Utah, Alaska, and recent breakthroughs have been made in California where his Stancraft line is sold, and Hawaii where Rock-Ola and American joined him when new offices were opened.

Stanley has actually launched his own discotheque program, manufacturing the speakers, and printing napkins and coasters, while artists have produced display panels for the walls. "We've got everything you need for a big dance party!" stated Stanley, before leaving for Lewiston, Idaho last week, on business.

"I've made arrangements with the Bellevue Travel Lodge, the nicest place you'd ever want to stop at, for accommodations for anyone wishing to stay over. Since many of our people are driving 700 miles to be with us," continued the distributor, "I wanted them to have a comfortable weekend."

Ed Doris, Rock-Ola exec vp, will be on hand, along with many of the other factory reps, who promised to travel to the northwest site. Three mailings have gone out to 1000 coin machine and vending operators and personal visits will be made by the eight-man sales staff this week, asking ops to attend the weekend show.

"We've got ideas on selling and merchandising that are in keeping with the times," said Stanley, "and I have guaranteed each guest a profitable time and an enjoyable visit with us."

One thing is certain. It won't be dull.

S. Dakota Ops Work Toward March Meet; Trucano To Step Down As President

LEAD, SOUTH DAKOTA — On March 28-29, the Music and Vending Association of South Dakota will hold its 20th Anniversary Birthday Celebration and Convention in Aberdeen. Besides marking the 20th successful year of this association, the conclave will also mark the end of John Trucano's four-year reign as president as he has decided to withhold his name from this year's nominations.

The convention will be held at the Ward Hotel, which will be mailing registration slips to association members. Anyone wishing to display equipment at the meeting should contact Dean Schroeder who will arrange for space, Sec'y.-Treas. Earl Porter announced.

Trucano has invited the association's original charter members to attend the two-day celebration and at

the same time is urging all current members and associate members to participate. Trucano stated that his name will not be up for re-election to the presidency when time for voting comes around at the convention.

"I honestly feel," Trucano advised, "that our association (or any association) needs changes in ideas and policies from time to time. Your Vice-President (Darlow Maxwell) has been working hard for the association, and I am sure you will be proud of the way he will handle the business of our group," he added.

The schedule of events for the March meeting is as follows:

March 28—2:00 P.M. Background Music, 3:00 P.M. Vending.

March 29—10:00 A.M. Games, 11:00 A.M. Juke Boxes, 1:30 General Meeting. Banquets will be held both nights of the convention.

Sales Staff Swinging At Empire Coin Ex.



JOE ROBBINS

CHICAGO—Joe Robbins, vice president and director of sales of Empire Coin Machine Exchange, advised this past week that with the recent addition to the sales staff of Bob Vihon and Harold LaRoux, the firm's sales department is operating at peak efficiency. Jack Burns, a veteran staffer at Empire Coin, directs the entire field operation under Robbins' aegis.

Robbins spelled out the sales roster as follows: Vihon travels through the State of Illinois. LaRoux calls on the trade in the Upper Peninsula of Michigan. Detroit is under the direction of Bob Wiley. His sales manager is Mickey Alterman.

Bob Rondeau headquarters in Menominee, and Dick Flaherty is stationed in Grand Rapids, Michigan.

Gil Kitt, owner of Empire Coin Machine Exchange, asserted during an interview with Cash Box, that this present strong sales structure concentrates on "providing the coin machine operator with the very best service facility available.

"Empire Coin's stature is so well respected in the field because we have taken the time, and expended the effort to provide it," said Kitt.

U.J.A. Coin Division Committee To Meet 3/11

NEW YORK—Irving Holzman, chairman of the 1965 U.J.A. Coin Machine Division fund drive, announced that the next dinner-meeting of the executive committee will be held March 11th, in Room 106 at U.J.A. headquarters on 58th St.

The subject of the meeting will again be the planning and execution of the 1965 fund drive and of the victory dinner to be held June 19th. The affair will honor New York operator Al Miniaci.

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TOP GATE opens when Targets 4 and 5 are hit when lit. Gate can also be opened by hitting only tricky Target 6 when lit. Either way, ball shot through Top Gate rings up 100 points and returns to shooter-tip for an extra shot.

MIDDLE GATE opens when Targets 1 through 5 are hit when lit. Player who hits all 5 Targets has a choice of shooting ball through Top Gate or Middle Gate ... and both routes are worth 100 points plus an extra shot.

BOTTOM GATE swings open the minute Targets 1, 2, 3 are hit when lit, and the free ball adds 50 to total score.

1-BALL SKILL-APPEAL STIMULATES REPEAT PLAY

SHEBA not only gives players the biggest free-balls bargain in flipper history, but also popular one-ball skill-appeal, because entire playfield resets to first-coin condition every time a ball escapes through a Gate or enters out-hole ... calling for careful ball-by-ball skill-shooting and skill-strategy.

And 24 different score-building Targets, not counting match-play (if used) insure the slam-bang scoring symphony that stimulates steady repeat-play and top earnings. Get your share. Get SHEBA today.

See your distributor or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.**

N.C. & Va. Ops Flock To Roanoke Vending's 'Diplomat' Showings

CHARLOTTE, N.C.—Rusty Derby, head of the Roanoke Vending Exchange, Inc. branch office here, recently hosted an extremely well attended series of Rowe AMI 'Diplomat' showings in Greensboro and Raleigh, N.C. The following is a partial list of the many operators, servicemen and guests who attended.

Calvin Bishop—Bishop Music Co., Raleigh; Mr. and Mrs. W. C. Barbour—Banks Music Co., Raleigh; Mr. and Mrs. Walter Carter—Carter Music Co., New Bern; Mr. and Mrs. Chris Lockley—C. L. Music Co., New Bern; Mr. and Mrs. Marion House—Carolina Music Co., Durham; Mr. and Mrs. Julius Nelson—Vemco Music Co., Fayetteville; Sonny Pierce—Pierce Music Co., Raleigh; Mrs. Emma Loy—Pierce Music Co., Raleigh; Richard Kraiuk—Steele Music Co., Durham; Joel Walker—Richard's Music Co., Durham; Mr. and Mrs. Garland Banks—Banks Music Co., Raleigh; Dotson



Shown above in the photo on the left is Roanoke Vending's Rusty Derby, the host at the Charlotte, N.C. 'Diplomat' showing. The second photo finds C. C. Bishop of the Bishop Music Co. (Raleigh) discussing the virtues of the Model 'N' with Roanoke's chairman Jack Bess. Photo three shows (left to right) Dotson Evans of the Triangle Music Co. (Durham) and Robert Evans of Radio WIZS (Henderson). Left to right in the photo on the right Chris Lockley, Alton Sheffield and Walter Carter.

Evans—Triangle Music Co., Durham; Robert Evans—Radio Station WIZS, Henderson; Rudolph Hartmann—Ber-

lin Philharmonic Orch., Berlin Germany; Mr. and Mrs. J. G. Bess—Roanoke Vending Exchange, Inc.,

Richmond, Va.; Alton Sheffield—Roanoke Vending Exchange, Inc., (Continued on page 63)

MANUFACTURERS NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Manufacturers have not authorized prices where no price is shown

ALL-TECH INDUSTRIES

Gold Crest 6 (46"x78")
Gold Crest 7 (52"x92")
Gold Crest 8 (57"x101")
Gold Crest 9 (64"x114")

AMERICAN SHUFFLEBOARD CORP.

Electra "6" (6' 6-pkt. table)
Electra "7" (7' 6-pkt. table)
Electra "8" (8' 6-pkt. table)
Classic "6" (6' 6-pkt. table)
Classic "7" (7' 6-pkt. table)
Classic "8" (8' 6-pkt. table)
Imperial Shuffleboard (16' to 22') ..
Imperial Cushion Model (12')
Bank Shot Model (9')

AUTOMATENBAU FOERSTER

Natl. Sales Agents, L. T. Patterson Distribs.
Foosball Match
Europa Meister Eishockey
Musikbar 100
Billiard Tables Miniatur

AUTOMATIC PRODUCTS CO.

CIGARETTE VENDORS
Smokeshop "Starlite 450"; 18 sel., cap. 450
Smokeshop "Starlite 630"; 18 sel., cap. 630
Smokeshop "Starlite 850"; 27 sel., cap. 850
CANDY VENDOR
Candyshop, 10 cols., 400-capacity, first-in,
first-out feature, multiple pricing.

AUTO-PHOTO CO.

Model 12 Studio \$3,245.00

BALLY MFG. CO.

Sheba 2P (3/65)
Border Beauty (Bingo) (2/65)
All The Way Shuffle 2P
Big Day 4P (9/64)
Deluxe Bally Bowler 16' lengths
(Jan. 1964)
Bucky Bronco Kiddie Horse \$995.00
Bus Stop 2P (1/65)
Bullfight 1P (1/65)

BATES INDUSTRIES

Round Pool Table

T. H. BERGMAN CO.

Nat'l Sales Agents, Duncan Sales Co.
Arizona Gun (Live action pellets)

CAMECA

Scopitone-Audio-Visual Machine, 36-Sel., 26
inch screen, Nat'l Sales Agents, Scopit-
one Inc. USA.

COAN MFG. CO.

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

CHICAGO COIN MACHINE

Triumph Shuffle Alley (1/65)
Tournament Bowler (12/26)
Pop-Up 1P (10/64)
Mustang Pin 2P
DeVille Shuffle Alley (8/64)
Majestic Bowler (8/64)

CINEVISION CORP.

Cinebox, 27" screen, 40-sel.

DuKANE CORP.

Ski 'n Skore

EXHIBIT SUPPLY CO.

Card Vendor (Mechanical), Model
412 "Vacuumatic." Vends Exhibit's
Trading Cards. Capacity: 500 \$73.50
(Including 3,000 FREE cards)
Card Vendor (Mechanical), Model
X590 (2 push chutes). Vends Ex-
hibit's Trading Cards. Capacity:
1,000 Cards. \$49.50
(Including 1,500 FREE Cards)
Post Card Vendor (Electrical),
Models SV-1 & MSV "Vacuumatic."
Vends Standard Scenic Post Cards.
Capacity: 1,000 Cards. \$99.50
(Slug retractor included)
Plastic Laminator (Mechanical),
Model 444PV "Vacuumatic." Vends
laminating material. Capacity: 300. \$98.50

FISCHER SALES & MFG. CO.

Empress 101 (101")
Empress 92 (92")
Crown One Hundred (100")
Regent 91 (91")
Regent 77 (77")
Crown Fiesta—Reg. Bumper
(Non Coin) Empire VIII (101")
Empire VII (92")

J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)
Double Header (12/62)
Save Our Business
U.S. Marshall 5¢ Gun
Kicker & Catcher
ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
Aristo Scale

GOLD MEDAL PRODUCTS

Popcorn Vendor

D. GOTTLIEB CO.

Thoro-Bred 2P (2/65)

GREAT LAKES EQUIPMENT

Elliptipool (elliptical pool table) ..

PAUL W. HAWKINS MFG.

Rodeo Pony \$ 845.00
Ben Hur Chariot 645.00
Twin Quarterhorse 575.00
Derby Pony Jr. 550.00
Sam The Clown 395.00

IRVING KAYE CO., INC.

NON-COIN MODELS
Deluxe Continental (4 1/2'x9')
Ambassador 70 (85"x47")
Ambassador 75 (92"x52")
Ambassador 80 (106"x58")
Ambassador 90 (114"x64")

COIN-OP MODELS

Deluxe Eldorado 6 Pkt. Series
Mark I, 77x45
Mark II, 85x47
Mark III, 92x52
Mark IV, 106x58
Mark V, 118x63
Deluxe Satellite, 77x45
Deluxe Klub Pool
Regular 56x40
Jumbo 75x48
El Dorado Shuffleboard
Ring-O Round
Pool Table (56" diameter)

MARVEL MFG. CO.

Side-Rail Elect. Scoreboard
Coin Box

MIDWAY MFG. CO.

Rodeo 2P Pin (10/64)
Flying Turns 2P (9/64)
Trophy Gun (8/64)
Rifle Champ 2P (1/65)

NATIONAL VENDORS, INC.

CIGARETTE VENDORS
Series 113; 13 8-column shifts, cap. 447
Upright-Series 113; 13 8-col. shifts, cap. 447
Crown series 222; 22 sel., cap. 616
Crown series 800; 20 sel., cap. 850
Console-Series 650; 20 sel., cap. 670
Moduline-22M; 22 sel., cap. 616
Moduline-80M; 20 sel., cap. 850

PROTECISION ENGINEERING, INC.

V-Shape Shuffle

PUTT-WELL GOLF CORP.

9-Hole Golf Game (2/65)

REDD DISTRIBUTING CO.

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

ROCK-OLA MFG. CO.

Caravelle (20 Col. 800 Packs) Model 3002
Cigarette Machine
Model 424 Princessa Royal (7" LP Del.) St-
Mon.
Model 425 160-Sel. (Grand Prix) 7" LP Del.
St-Mon.
Model 418-SA 160-Sel. (Rhapsody II) 7" LP,
Del. St-Mon.
Model 414 100-Sel. (Capri II) with St. Op-
tional
Model 403 100-Sel. Wall Phono (33-1/3 Op-
tional)
1628 Deluxe "Stereo Twins" Speakers
1629 "Stereo Twins Jr" Speakers
1950 Remote Volume Control Unit
Model 500 160-Sel. Stereo Speaker Wallbox
3 level personal pushbutton volume control
Model 501 100-Sel. Wallbox
1578 160-Sel. Wallbox
1584 100-Sel. Wallbox
1551 Universal Wall Box Bar Bracket
1981 Money Counter for Model 425, 418-SA,
& 414
Model TRLB-M—Coffee, Hot Chocolate, Soup
Vendor—Batch fresh brew, modulator door
and light, 600 cup capacity, coffee 4 ways,
extra cream and sugar, whipped powdered
chocolate, liquid sugar, liquid soup, fresh
cream, with changer, Everpure filter.
Model 3402—Coffee, Hot Chocolate, Soup and
Tea—(Compact Model). Single cup, fresh
brew, serves coffee and tea 4 ways.
Model 3403—as above, without 4 way tea
feature.
Model 1404-S, single cup, fresh brew coffee
& hot drink vendor. "Ever-Pure" water
filtering system. Serves coffee 4 ways, 450
cup capacity, extra cream & sugar. Hot
whipped chocolate & hot soup.
Round O'Pool elliptical table (48"x52").

ROWE AC SERVICES

Rowe—AMI M-200 Phonograph (Tropicana)
with Automix, Stereo-Round (Plays
33-1/3-45 stereo or monaural records, In-
termixed.) Has three-in-one convertibility,
200 selections, 160 selections, or 100 selec-
tions.
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 Receptor.
F-10486 Bar Grip, W. B. Mounting Bracket.
EX-600 Cylindrical Wall Speaker.
EX-700 Wall Speaker.

L-2130 Ceiling Spkr., Choice of Grilla.

Types Listed: L-2136 Random Pattern,
L-2136 Uniform Pattern, L-2605 Circular
Flush-Mount Grilla.
Rivera Cigarette, 20 sel. 800 pack.
Celebrity Cigarette Merchandiser, 14 selec-
tion, 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 selec-
tion, 140 capacity, modular.
Celebrity All Purpose Merchandiser, 130 ca-
pacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser,
11 selection, 750 cup capacity, modular.
Celebrity Cold Drink Merchandiser, 4 selec-
tion, 1000 cup capacity, crushed ice fea-
ture optional, modular.

THE SEEBURG CORP.

PHONOGRAPHS

LPC-480 & LPC-480R (Remote Control)
stereo LP Console—160 Selections (Up to
480 Selections with all album pro-
gramming). Spotlit Album Award.
3-way audio. Income totalizer. Person-
alized panel. Plays 33-1/3 and 45 RPM
records intermixed, stereo or monaural.
Album and Universal Pricing, Half Dol-
lar. Transistorized and unitized "pull out"
components. Test point front servicing.
Blue or tangerine speaker grilles.
HLPC-1—Stereo LP Hideaway, 160 selec-
tions (Up to 480 selections with all album
programming). Income Totalizer. Plays
33-1/3 and 45 RPM records intermixed.
Album and universal pricing.
SC-1—Stereo Console, 160 selections.
Used for remote selection of any record
on LP Console or Hideaway. Personalized
panel. Album display panel. Album pric-
ing. Push-button volume control. Twin
stereo speakers. Remote Income Totalizer.
Polished chrome or copper finish.
EBCS-1—Extended Bass Console Speaker.
Provides full range stereo response in
conjunction with Console speakers.
SC-11—Stereo Communication Console.
Console serves as Intercom.
CIM-1—Console Intercom Master Unit.
Used with Stereo Communication Con-
sole.

BACKGROUND MUSIC

ICK-1—Intercommunication Console Kit.
Converts Stereo Console to Stereo Com-
munication Console.
BMS-2—Background Music System, 1000
Selections
BMC-1—Background Music Compact, 1,000
Selections
BMCA-1—Background Music Companion
Audio. Used with Background Music Com-
pact (BMC-1)
MPE-1—Electronic Memory Programmer.
Used with the Background Music Com-
pact (BMC-1) to insert special announce-
ments and commercials into the back-
ground music program.
SABMC-1—Seeburg Automatic Background
Music Center. For use with FM Multiplex
Telephone Lines and On-Premise Loca-
tions. Total of 11 1/2 hours of music.
SEP-1—Seeburg Encore Phonograph, 750
Selections of Foreground Music

CANDY VENDORS

W10CN1—Mechanical, 10 Selections, 220 bar
capacity.
W8TIG—Mechanical, 8 Selections, 152 bar
capacity.
CIGAR VENDOR
W6CR1—Mechanical, 6 Selections, 114 pack-
age capacity.
CIGARETTE VENDORS
4E5—Electric, 22 Selections, 825 pack
capacity.
W20T1—Mechanical, 20 Selections, 672 pack
capacity.
W14T1—Mechanical, 14 Selections, 510 pack
capacity.
MCC-20—Mechanical, 20 Selections, 720
pack capacity.
CIGARILLO VENDOR
W8C01—Mechanical, 8 Selections, 200 Pack-
age Capacity.

COFFEE VENDORS

MC4—Marquee Coffee Vendor, 5, 6 or 7
Selections. Brews fresh ground coffee one
cup at a time. Hot coffee, hot chocolate,
hot soup and hot tea. 605 cup capacity.
Income Totalizing System.
764—Modular Coffee Vendor, 5 or 6 selec-
tions. Brews fresh ground coffee one cup
at a time. Hot coffee, hot chocolate, hot
soup and hot tea. 650 cup capacity. In-
come Totalizing System.
W5C4D—Williamsburg Fresh Brew Coffee
Vendor, 5 Selections. Brews one cup at a
time. Hot coffee and hot chocolate. 428
cup capacity. Income Totalizing System.
W6HB1—Williamsburg Coffee Vendor, 6
Selections. Soluble hot coffee, hot choco-
late and hot soup. 500 cup capacity.
772—Marquette Coffee Vendor, 5 selections.
Brews fresh ground coffee one cup at a
time. Hot coffee and hot chocolate. 320
cup capacity.

COLD DRINK VENDORS

MS4—Marquee Cold Drink Vendor, 4 or 7
selections with or without crushed ice.
Carbonated and non-carbonated flavors.
7-selection model offers 2 selections of
iced tea, 1,500 cup capacity. Income
totalizing System.
S94—Modular Cold Drink Vendor, 4 or 7
selections with or without crushed ice.
Carbonated and non-carbonated flavors.
7-selection model offers 2 selections of
iced tea, 1,500 cup capacity. Income
Totalizing System.

COLD CANNED DRINK VENDOR

W3CV—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—Modulra Milk Vendor, 3 selections,
360 carton capacity.

PASTRY VENDORS

W6P1—Mechanical, 6 selections, 72 package
capacity.

W6P2—Mechanical, 6 selections, 114 pack-
age capacity.

SHIPMAN MFG. CO.

CIGARETTE VENDORS
Mark II; 13 or 17 columns.

UNIQUE INDUSTRIES

Stone Age Rock-it
Armored Tank (convertible top) ..

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

Club Pool

56x40
75x43

VALLEY SALES CO.

Bumper Pool@
Model 522S/W Reg. Size
Model 785A—78x45
Model 875A—88x50
Model 935A—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 Cup Drink Vendor
Fresh Brew Coffee Vendor
Candy Vendor
Cigarette Vendor

WILLIAMS MFG. CO.

Alpine 1P (3/65)
Mambo Shuffle (12/64)
Matador Bowler (12/64)

THE WURLITZER COMPANY

2900-1 200 Selection
2900-3 200 Selection with Top Tunes
Golden Bar
2900-4 200 Selection with Little L.P.
2900-7 200 Selection with Top Tunes
Golden Bar and L.L.P.
2910-1 100 Selection
2910-3 100 Selection with Top Tunes
Golden Bar
2910-4 100 Selection with Little L.P.
2910-7 100 Selection with Top Tunes
Golden Bar and L.L.P.

Hideaway Phonographs

2917-4 200 Selection with Little L.P.
2917-7 200 Selection with Top Tunes and
Little L.P.
2911-4 100 Selection with Little L. P.
2911-7 100 Selection with Top Tunes and
Little L.P.

Remote Control Equipment

5220 Wall Box 200 Selection-10¢-25¢-50¢
with Speakers, Top Tunes Golden Bar
and L.L.P.
5220A Wall Box 200 Selection-10¢-25¢-50¢
with L.L.P.
5225 Wall Box 100 Selection-10¢-25¢-50¢
with Speakers, Top Tunes Golden Bar
and L.L.P.
5225A Wall Box 100 Selection-10¢-25¢-50¢
with L.L.P.
5010 Wall Box Ten Top Tunes—50¢ Coin
Only
259B Stepper, 100 Selection for Model
2910
261B Stepper, 200 Selection for Model
2900
5121 Speaker—Private—Wurlitzer Wall
Box Mounting
5121A Speaker—Private—Wall Mounting
5123 Speaker—Wall 12" Coaxial
5125B Speaker—Extender (Packed in
Pairs)
5126 Speaker—Directional (Packed in
Pairs)

Meeting Dates & Trade Events

MARCH

- 13-18 National Association of Tobacco Distributors, Annual Convention & Exhibit.
Place: Conrad Hilton Hotel, Chicago.
- 17 New York State Operators Guild, Monthly Meeting.
Place: Governor Clinton Hotel, Kingston, N.Y.
- 20 Conn. Auto. Merch. Council.
Place: Constitution Plaza, Hartford, Conn.
- 27 Minnesota Vendors Assn.
Place: Thunderbird Motel, Minneapolis, Minn.

APRIL

- 3 Georgia Auto. Merch. Council.
Place: Holiday Inn—Midtown, Atlanta, Ga.
- 10 Maryland Auto. Merch. Council.
Place: Sheraton-Belvedere Hotel, Baltimore.
- 24 Northwest Auto. Merch. Council.
Place: Sheraton Motor Inn, Portland, Ore.

MAY

- 1 Oklahoma Auto. Merch. Council.
Place: Skirvin Hotel, Oklahoma City.
- 8 NAMA Mid-West Conference.
Place: LaSalle Hotel, Chicago, Ill.
- 15 NAMA Mid-Southern Conference.
Place: Hotel Peabody, Memphis, Tenn.
- 15-18 National Industrial Recreational Association, Annual Convention & Exhibit.
Place: Schroeder Hotel, Milwaukee, Wisconsin.
- 22 Penn. Auto. Merch. Council.
Place: Tamiment-in-the-Poconos (near Stroudsburg, Pa.).

JUNE

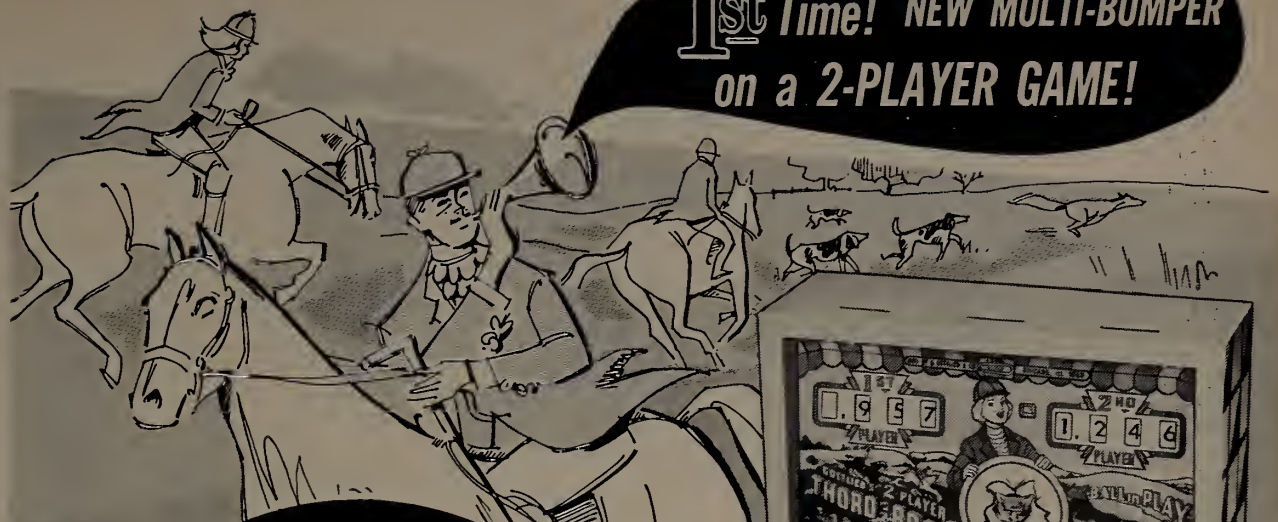
- 3-5 North Carolina Vending Assn. and South Carolina Automatic Merchandising Assn., Annual Carolinas Convention & Exhibit.
Place: Ocean Front Hotel, Myrtle Beach, N.C.
- 5 Calif. Auto. Vendors Council.
Place: Disneyland Hotel, Anaheim, Calif.
- 6-9 National Confectioners Association, 82nd Annual Convention & Exhibit.
Place: Conrad Hilton Hotel, Chicago.
- 12 Wisconsin Auto. Merch. Council.
Place: Hotel Pfister, Milwaukee, Wis.

SEPTEMBER

- 11-13 MOA Convention and Exposition.
Place: Pick-Congress Hotel, Chicago.

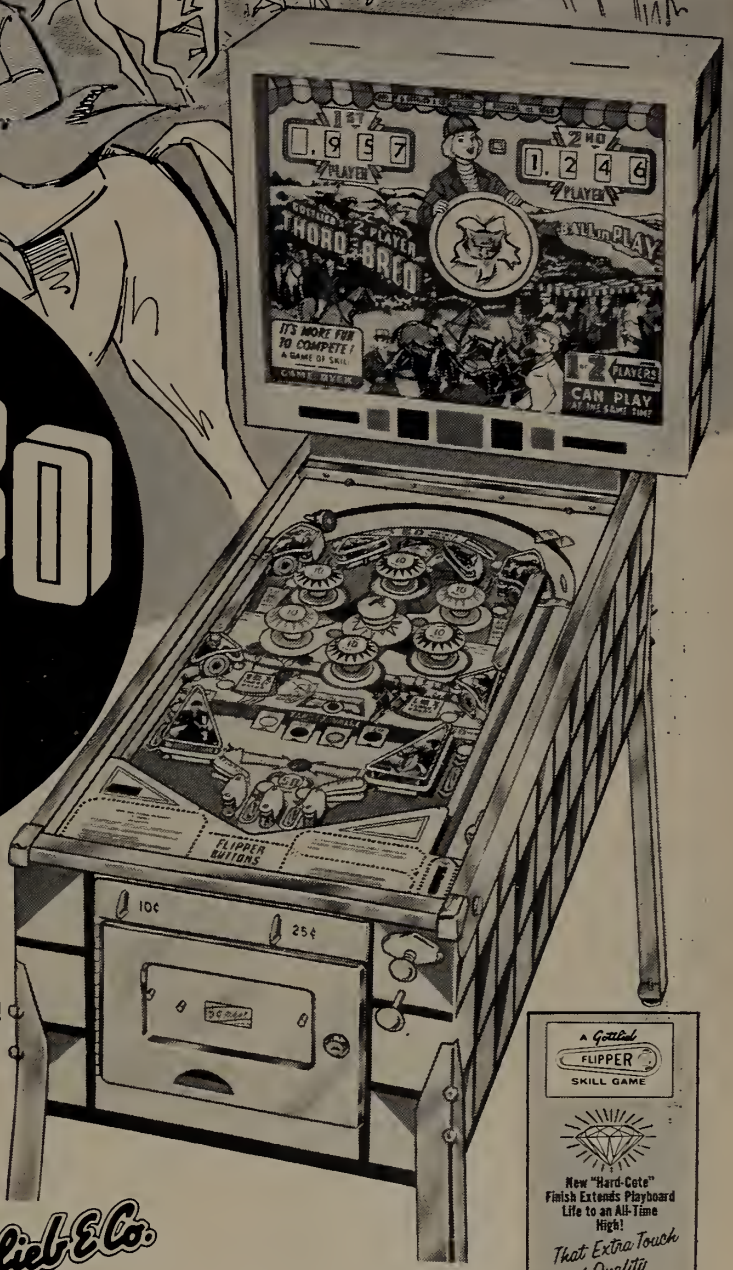
OCTOBER

- 16-19 NAMA Convention.
Place: Miami Beach Convention Hall.
- 26-30 National Association of Concessionaires, Annual Convention.
Place: Ambassador Hotel, Los Angeles.



1st Time! NEW MULTI-BUMPER on a 2-PLAYER GAME!

GOTTLIEB'S THORO BRED



- 6 Position Multi-Bumper:
 1. Lights pop bumpers
 2. Lights rollovers
 3. Activates shoot-again feature
 4. Multiplies value of target scoring

NEW! Extra mystery action in shoot-again feature!

- Bumper Rings protect playfield under pop bumpers
- Sturdy metal "Jewel-Posts"
- 3 or 5 ball play
- Stainless cabinet trim
- Match feature

ASK YOUR DISTRIBUTOR FOR A FEATURE DEMONSTRATION!

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

A Gottlieb FLIPPER SKILL GAME

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

That Extra Touch of Quality

Roanoke's Greensboro And Raleigh Shows

(Continued from page 61)

Richmond, Va.; Lynn Loy—Fred Ayers Music Co., Greensboro; Fred Ayers, Sr.—Fred Ayers Music Co., Greensboro; Fred Ayers, Jr.—Fred Ayers Music Co., Greensboro; Mr. and Mrs. Tom Dulin—Fred Ayers Music Co., Greensboro; G. L. Brown—Brown Music Co., Winston-Salem; Billy Melvin—Melvin Vending Co., Greensboro; Bill Agapion—Tri-City Music Co., Greensboro; Skipper Byrd—Southeastern Record Merchandiser, Charlotte; Max Walker—Southeastern Record Merchandiser, Charlotte; and Harry Moseley—Roanoke Vending Exchange, Inc., Richmond, Va.

Roanoke Vending, with offices in Richmond, Charleston and Charlotte, serves operators in Virginia, West Virginia, North Carolina and Eastern Tenn. They are distributors for American Shuffleboard, Chicago Coin, Bally, Valley, Midway, Irving Kaye, Victor Vending, Standard Change-makers, Williams, Klopp Eng. and Watling Mfg. Co. equipment.



Shown in the picture on the left are (left to right) Skipper Byrd and Max Walker of Southeastern Records (Charlotte); photo two finds Bill Agapion of Tri City Music Co. (left) posing with the 'N' along with Fred Ayers of the Fred Ayers Music Co. (Greensboro); the third picture shows Mr. and Mrs. Garland Banks of the Banks Music Co. (Raleigh); the photo on the right finds W. S. Barbour of the Banks Music Co. talking with Marion House of the Carolina Music Co. (Durham).

Shown in the photo on the left are (left to right) Mrs. Tom Dulin (Greensboro), Lynn Loy of the Fred Ayers Music Co. (Greensboro) and Fred Ayers; the second picture finds (left to right) Rudolph Hartmann of the Berlin Philharmonic Orchestra toasting the Model 'N' with Alton Sheffield; the third photo features Sonny Pierce of the Pierce Music Co. (Raleigh); the picture on the right shows (left to right) Richard Kranik of Richard's Music Co. (Durham) and Joel Walker.

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

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

MUSIC MACHINES AMI

D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-40, '54, 40 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.
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.
Q-160, '60, 160 Sel.
Q-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 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
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.
2810 Stereo-Mono., 100 Sel.
2800 Stereo-Mono., 200 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)
Funsport '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)
Harvest 1P Pin (10/64)
Hay Ride 1P Pin (10/64)
(Add-A-Ball Model)
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)
2 in 1 2P (8/64)
U.S.A. (8/58)

CHICAGO COIN

Sun Valley (8/63)
Firecracker 2P (12/63)
Bronco 2P (5/64)
Royal Flash 2P (8/64)

GOTTLIEB

Around Wld. 2P (7/59)
Atlas 2P (5/59)
Big Top 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)
Conti. Cafe 2P (7/57)
Cover Girl 1-Plyr. (7/62)
Criss Cross 1P (3/58)
Dneg. Dolls 1P (6/60)
Dbl. Action 2P (1/59)
Egg Head 1P (12/61)
Fair Lady (12/56)
Falstaff 4P (11/57)
Fashion Show 2P (6/62)
Flagship (1/57)
Flipper 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)
Gaucho 4P (1/63)
Gigi 1P (12/63)
Gondolier 2P (8/58)
Happy Clown 4P (11/64)
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)
Mademoiselle 2P (11/59)
Majestic (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 Diom. (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)
Wld. Beauties 1P (2/60)
World Champ 1P (8/57)
World Fair 1P (5/64)
Sky Line 1P (1/65)

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)
Beat Daddy 1P (9/63)
Big Deal 1P (2/63)
Black Jack 1P (1/60)
Casino 17P (10/58)
Club House 1P (10/59)
Coquette (4/62)
Crossword 1P (4/59)
Darts 1P (6/60)
El Toro 2P (8/63)
Fiesta 2P (12/59)
Four Roses 1P (12/62)
Four Star 1P (7/58)
Gay Paree (6/57)
Gldn. Bells 1P (9/59)
Gldn. Glove 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)
Naples 2P (9/57)
Nags 1P (3/60)
Oh, Boy 2P (2/64)
Palooka 1P (5/64)
Reno 1P (10/59)
Riverboat 1P (9/64)
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)
Whoopee 4P (10/64)
Wing-Ding 1P (12/64)
Zig-Zag 1P (12/64)

SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)

Ball Bowlers

ABC Bowl, Lane (1/57)
ABC Tournament (6/57)
ABC Champion (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)
Super Shuffle (12/61)
Big 7 Shuffle (9/62)
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 (6/58)
Rebound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball (12/59)
6-Game Shuffle (6/60)
Triple Gold Pin Pro (2/61)
Starlite (5/62)
Citation (10/62)
Strike Ball (5/63)
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 Spare Lite (9/63)
Cadillac Bwr. (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)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Targette (5/63)
Astro (6/63)
Ultra (8/63)
Kippy (11/63)
Jill-Jill (11/63)
Bank Pool (11/63)
Topper (2/64)
Tempest (2/64)
Pacer (4/64)
Tiger (7/64)
Orbit (8/64)

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)
Polaris (8/64)

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 Skeeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckeroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
Criss Cross Diamond (1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)

ARCADE

ABT 6 Gun 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 (8/58)
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 Shgt. 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)

KIDDIE RIDES

Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Trnvle. 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 Rocket (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

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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 GROSCH 3 BLD. AVROY, LIEGE, BELGIUM.

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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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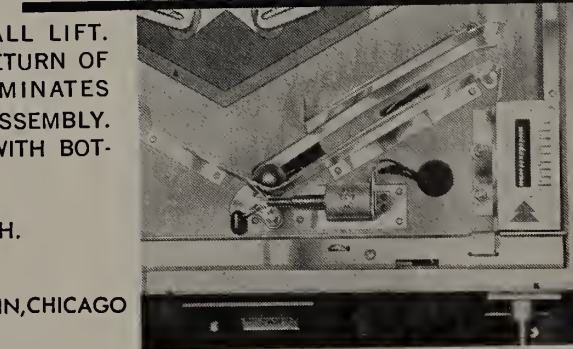
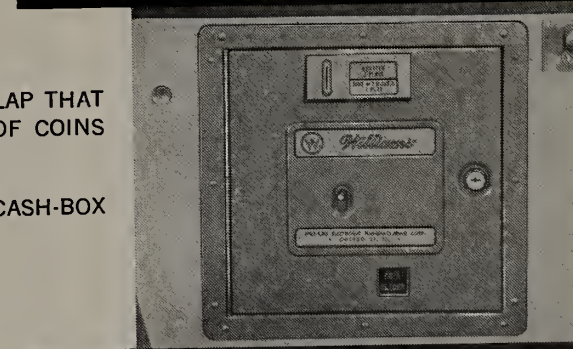
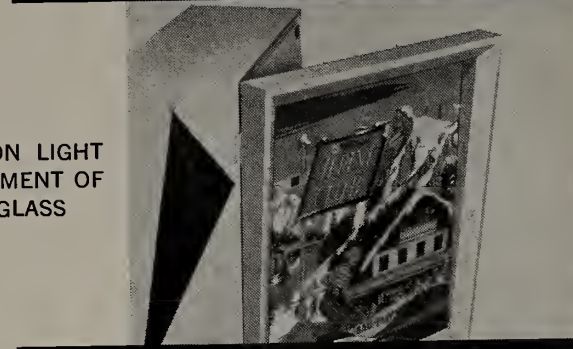
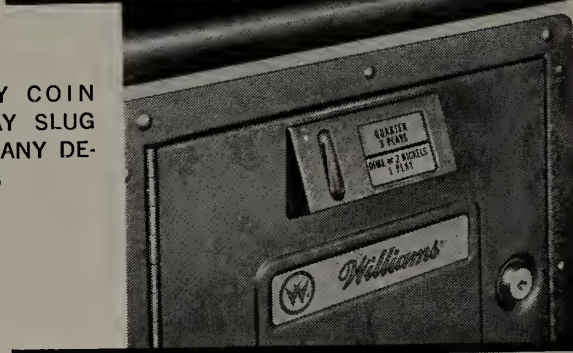
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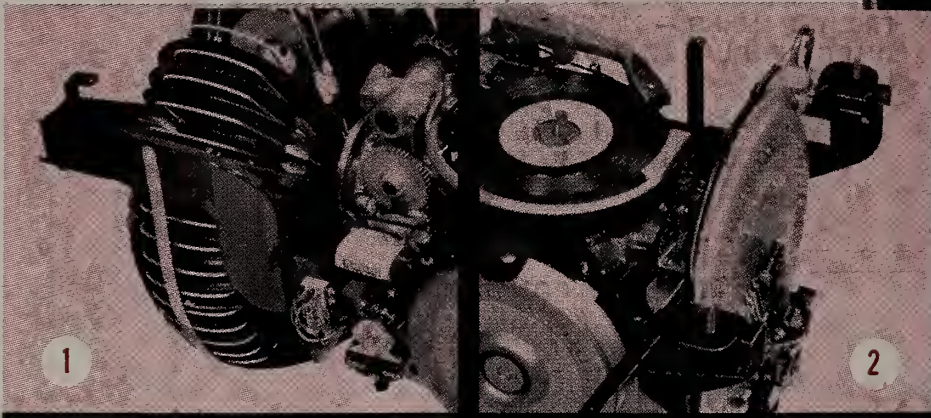
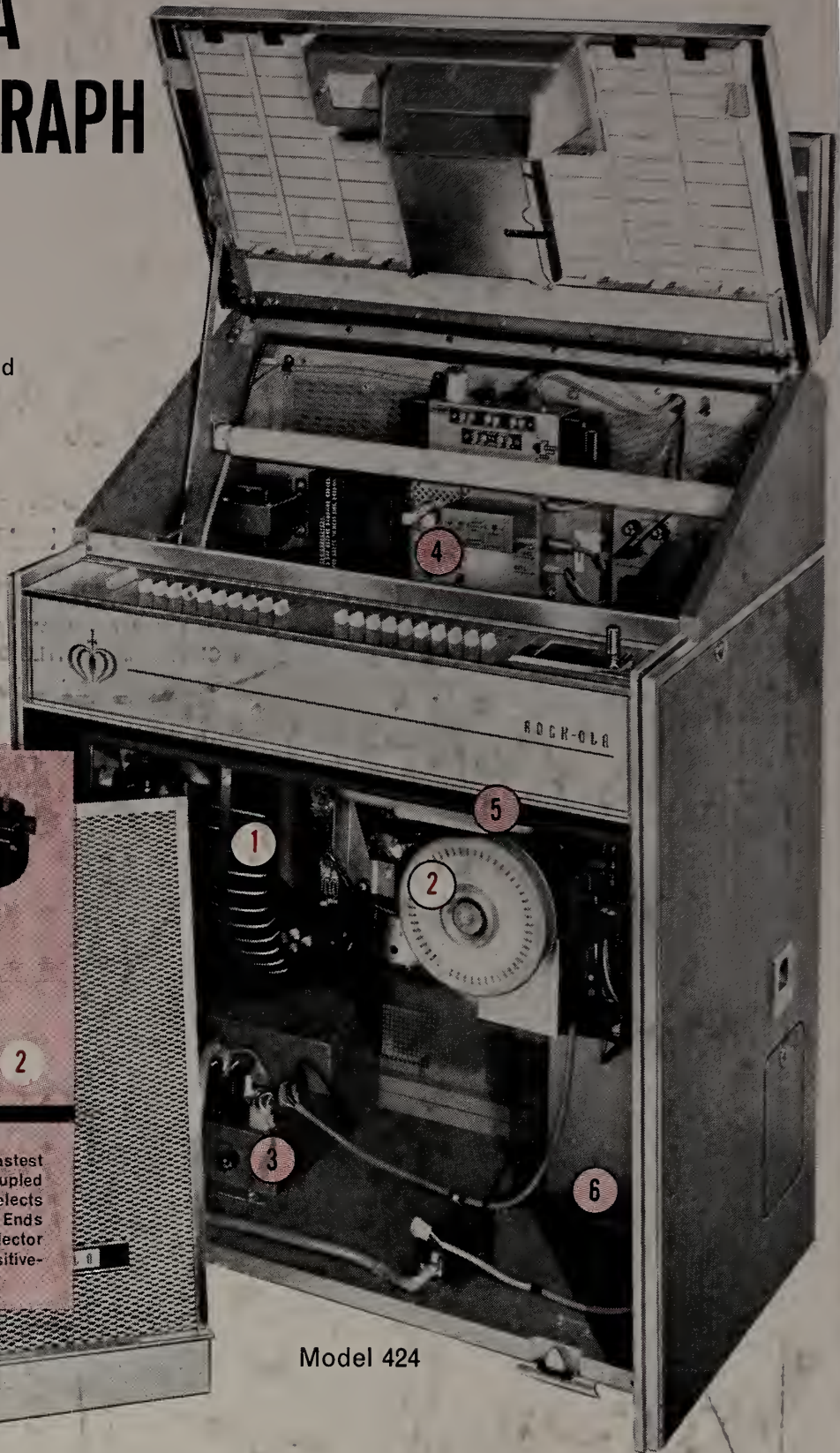
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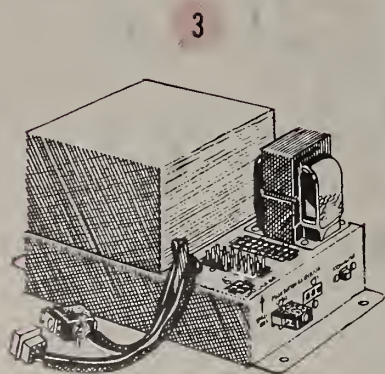
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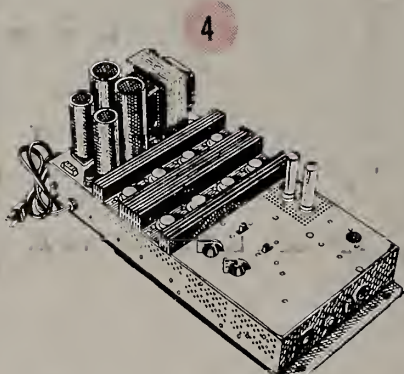
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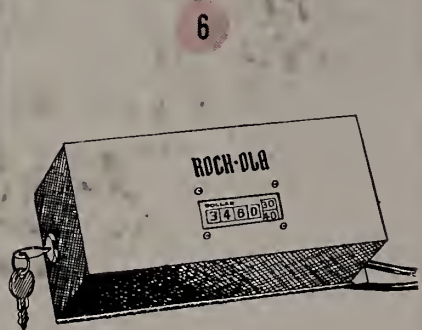
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