

Cash Box

MAY 2, 1964



Richard, definitely one of the world's hottest record personalities, accepts his 4th Gold Disk presented to him by Sir Joseph Lockwood, Chairman of EMI. His three other gold platters are "Livin' Doll" 1960, "The Young Ones" 1962 and "The Next Time"/"Bachelor Boy" 1963. Of the 19 Cliff Richard singles released in England to date, seventeen have exceeded the 1/4 million mark, a truly amazing track record. He is also a consistent best seller throughout the world, having topped charts all over Europe. He has recorded in many languages including German, Spanish and French. His German version of "Lucky Lips" sold over a half million disks. In America his success is comparatively recent having made his biggest release to date with his Epic label release, "It's All In The Game." His latest effort, just out, couples "I'm The Lonely One" with "I Only Have Eyes For You." Besides his disk awards, he has been voted "Show Business Personality of the Year," a highly cherished British award, and in the past 12 months topped popularity polls as Britain's Top Male Recording Star, No. 1 Film Star and a host of others. He just completed a new film and is now on a British p.a. tour which will be followed by an extensive tour of the Continent.

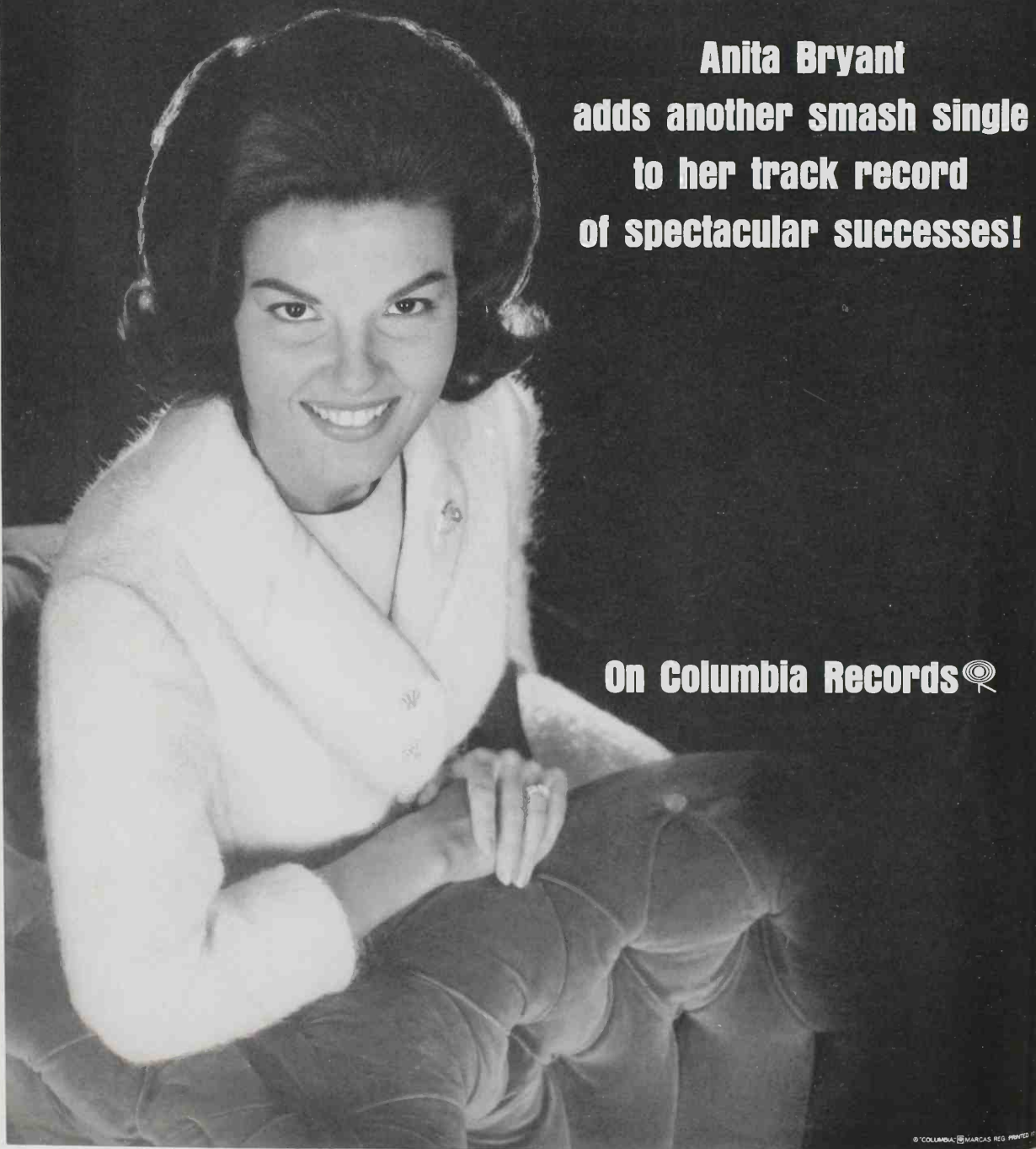
**'TILL THERE WAS YOU'
'MY LITTLE CORNER OF THE WORLD'
'PAPER ROSES'**

...and now

'THE WORLD OF LONELY PEOPLE' 4-43037

Anita Bryant
adds another smash single
to her track record
of spectacular successes!

On Columbia Records 





FOUNDED BY BILL GERSH

Cash Box

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May 2, 1964

Cash Box

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A WORD TO THE WISE

The heated debate expected at the NARM conclave and fiery tirades that were anticipated against Columbia and more so against Capitol Records because of their policy innovations developed in the past year never came about.

Almost as though it was prearranged — and we understand it was, although none of the NARM execs would admit to it — NARM members as well as rack jobber guests of NARM “laid off” the subject of the Capitol one-price-for-all policy, even though many, no doubt, wanted to scream about it.

But it was quite obvious that considerable thought was given to what would be accomplished by blasting Capitol. Some feared it would make Capitol a martyr. Others said it would not change Capitol's policy, so why put the company on the spot. It was also very obvious that Capitol wanted an opportunity to restate its reasoning behind the policy move, but NARM directors had no intentions of going into the inner machinations of the move before all the other manufacturers present.

Because of the anticipated fireworks and the existing calm which prevailed, the 1964 NARM Convention lacked any exciting highlight.

But out of it all came a very sober and extremely important address by NARM's special legal counsel Albert A. Carretta, who discussed the Trade Practices Rules now pending before the Federal Trade Commission. What was most

significant about his speech was his emphasis on the possibility that the long awaited Rules might mean nothing if the industry decides not to make them mean something. For the Rules to be of significance, said Carretta, an educational program will be needed to explain them to all industry members. He also advised that “the trade association should adopt a compliance program through which industry members may cooperate with the FTC by calling violations of the Rules to the attention of the Commission.”

Carretta said that unless these “steps are taken, I see no benefit to any industry having Trade Practice Rules.”

This sober appraisal must be brought home to the entire trade. Those expecting the Rules to be some sort of Messiah who will erase the industry's many problems, must read and hear Carretta's statements and wake up to the fact that if the industry's house is going to be cleaned, the members of the trade are going to have to do their own house cleaning.

If the attorney's closing remarks are taken to heart, the comment heard during the business meeting will not have been without value. As Carretta put it: “It would seem logical to me that since the Government is holding out an olive branch in the form of Trade Practice Rules, it would be well for the industry to set up mechanics for the voluntary and simultaneous elimination of any illegal practices which may now exist in the industry.”



Cash Box TOP 100



MAY 2, 1964

	Position	4/25	4/18		Position	4/25	4/18
1				34			
CAN'T BUY ME LOVE				I WANT TO HOLD YOUR HAND			
(Northern Ltd.—ASCAP)	1	1		(Duchess—BMI)	22	13	
☆BEATLES-Capitol-4150				☆BEATLES-Capitol-5112			
2				35			
HELLO DOLLY				AIN'T NOTHING YOU CAN DO			
(E. H. Morris—ASCAP)	2	3		(Don—BMI)	23	16	
☆LOUIS ARMSTRONG-Kapp-573				☆BOBBY BLAND-Duke-375			
3				36			
DO YOU WANT TO KNOW A SECRET				CHARADE			
(Metric—BMI)	6	7		(Southdale, Northern—ASCAP)	46	56	
☆BEATLES-VeeJay-587				☆SAMMY KAYE-Decca-31589			
4				37			
BITS & PIECES				MY GIRL SLOOPY			
(Beechwood—BMI)	8	9		(Picturetone, Mellin—BMI)	40	48	
☆DAVE CLARK FIVE-9671				☆VIBRATIONS-Atlantic-2221			
5				38			
DON'T LET THE RAIN COME DOWN (CROOKED LITTLE MAN)				WRONG FOR EACH OTHER			
(Serendipity—BMI)	7	8		(Valley—BMI)	54	68	
☆SERENDIPITY SINGERS-Philips-40175				☆ANDY WILLIAMS-Columbia-43015			
6				39			
SUSPICION				STAY			
(Elvis Presley—BMI)	3	4		(Cherio—BMI)	31	26	
☆TERRY STAFFORD-Crusader-101				☆FOUR SEASONS-VeeJay-582			
7				40			
GLAD ALL OVER				THE VERY THOUGHT OF YOU			
(Campbell-Connelly—ASCAP)	5	5		(M. Wilmark & Sons—ASCAP)	55	—	
☆DAVE CLARK FIVE-Epic-9656				☆RICK NELSON-Decca-31612			
8				41			
MY GUY				THANK YOU GIRL			
(Jobete—BMI)	10	14		(Conrad—BMI)	62	70	
☆MARY WELLS-Motown-1056				☆BEATLES-VeeJay-587			
9				42			
RONNIE				STAY AWHILE			
(Saturday, Gavadima—ASCAP)	11	29		(M.R.C.—BMI)	47	50	
☆FOUR SEASONS-Philips-40185				☆DUSTY SPRINGFIELD-Philips-40180			
10				43			
TWIST AND SHOUT				PLEASE, PLEASE ME			
(Mellin, Progressive—BMI)	4	2		(ConcertTone—ASCAP)	24	21	
☆BEATLES-Tollie-9001				☆BEATLES-VeeJay-581			
11				44			
DEAD MAN'S CURVE				MY HEART BELONGS TO ONLY YOU			
(Screen Gems, Columbia—BMI)	12	20		(Regent—BMI)	29	25	
☆JAN & DEAN-Liberty-55672				☆BOBBY VINTON-Epic-9662			
12				45			
SHANGRI-LA				NADINE			
(Robbins—ASCAP)	13	17		(Arc—BMI)	41	35	
☆ROBERT MAXWELL-Decca-25622				☆CHUCK BERRY-Chess-1883			
☆VIC DANA-Dolton-92				46			
13				NEW GIRL IN SCHOOL			
SHOO SHOO SONG (IT'S IN HIS KISS)				(Screen Gems, Columbia—BMI)	37	32	
(T.M.—BMI)	9	6		☆JAN & DEAN-Liberty-55672			
☆BETTY EVERETT-VeeJay-585				47			
14				I DON'T WANT TO BE HURT ANYMORE			
THAT'S THE WAY BOYS ARE				(Bragman, Vacco, Conn—ASCAP)	59	61	
(Earth—BMI)	14	15		☆NAT COLE-Capitol-5155			
☆LESLIE GORE-Mercury-72259				48			
15				THINK			
WHITE ON WHITE				(Forrest Hills, Rombre—BMI)	38	24	
(Pointed Desert—BMI)	17	23		☆BRENDA LEE-Decca-31599			
☆DANNY WILLIAMS-United Artists-685				49			
16				HIPPY HIPPY SHAKE			
NEEDLES AND PINS				(Maravilla—BMI)	44	31	
(Metric—BMI)	15	12		☆SWINGING BLUE JEANS-Imperial-66021			
☆SEARCHERS-Kapp-577				50			
17				DIANE			
MONEY				(Miller—ASCAP)	65	80	
(Jobete—BMI)	20	22		☆BACHELORS-London-9639			
☆KINGSMEN-Wand-150				51			
18				LITTLE CHILDREN			
I'M SO PROUD				(Rumbalero—BMI)	67	87	
(Curtom—BMI)	26	41		☆BILLY J. KRÄMER & DAKOTAS-Imperial-66027			
☆IMPRESSIONS-ABC-10544				52			
19				IN MY LONELY ROOM			
IT'S OVER				(Jobete—BMI)	54	60	
(Acuff-Rose—BMI)	32	51		☆MARTHA & VANDELLAS-Gordy-7031			
☆ROY ORBISON-Monument-837				53			
20				DAWN (GO AWAY)			
YOU'RE A WONDERFUL ONE				(Saturday, Gavadima—ASCAP)	36	27	
(Jobete—BMI)	19	18		☆FOUR SEASONS-Philips-40166			
☆MARVIN GAYE-Tamla-54093				54			
21				FUN, FUN, FUN			
THE MATADOR				(Sea of Tunes—BMI)	39	28	
(Curtom, Jalyne—BMI)	25	33		☆BEACH BOYS-Capitol-5118			
☆MAJOR LANCE-Okeh-7191				55			
22				SLIP-IN MULES			
WISH SOMEONE WOULD CARE				(Chevis, Medal—BMI)	61	65	
(Metric—BMI)	30	40		☆SUGAR PIE DESANTO-Checker-12987			
☆IRMA THOMAS-Imperial-66013				56			
23				WALK ON BY			
FOREVER				(Blue Seas, Jac—ASCAP)	82	97	
(Tree—BMI)	29	34		☆DIONNE WARWICK-Septer-1274			
☆PETE DRAKE-Smash-1888				57			
24				P.S. I LOVE YOU			
(JUST LIKE) ROMEO & JULIET				(Beechwood—BMI)	—	—	
(Myra—BMI)	34	54		☆BEATLES-Tollie-9008			
☆REFLECTIONS-Golden World-GW9				58			
25				LOOK HOMEWARD ANGEL			
LOVE ME DO				(Rogers—BMI)	60	63	
(Beechwood—BMI)	35	43		☆MONARCHS-Souly Stage-72516			
☆BEATLES-Capitol of Canada-72076				59			
☆BEATLES-Tollie-9008				MAKE ME FORGET			
26				(B. F. Wood—ASCAP)	58	57	
HEY, BOBBA NEEDLE				☆BOBBY RYDELL-Cameo-309			
(Kalmann, C.C.—ASCAP)	18	19		60			
☆CHUBBY CHECKER-Porkyway-907				THREE WINDOW COUPE			
27				(Screen Gems-Columbia—BMI)	—	—	
EBB TIDE				☆RIP CHORDS-Columbia-4036			
(Robbins—ASCAP)	28	30		61			
☆LENNY WELCH-Cadence-1422				GOODBYE BABY (BABY GOODBYE)			
28				(Picturetone-Mellin—BMI)	69	—	
THE WAY YOU DO THE THINGS YOU DO				☆SOLOMON BURKE-Atlantic-2226			
(Jobete—BMI)	16	10		62			
☆TEMPTATIONS-Gordy-7028				THAT'S WHEN IT HURTS			
29				(Cotillion-Mellin—BMI)	64	69	
SHE LOVES YOU				☆BEN E. KING-Atco-6288			
(Gil—BMI)	21	11		63			
☆BEATLES-Swan-4162				WHENEVER HE HOLDS YOU			
30				(Unart—BMI)	75	85	
KISS ME SAILOR				☆BOBBY GOLDSBORO-United Artists-710			
(Saturday—ASCAP)	43	64		64			
☆DIANE RENAY-20th Fox-477				(THE BEST PART OF) BREAKING UP			
31				(Mother Bertha, Hill & Range—BMI)	71	79	
ALL MY LOVIN'				☆RONNETTES-Philips-120			
(Dick James Ltd.—ASCAP)	33	37		65			
☆BEATLES-Capitol of Canada-72144				BABY, BABY, BABY			
32				(Try—Me—BMI)	68	76	
COTTON CANDY				☆ANNA KING & BOBBY BYRD-Smash-1884			
(Al Gallico—BMI)	42	62		66			
☆AL HIRT-RCA Victor-8346				GIVING UP ON LOVE			
33				(Roosevelt—BMI)	66	59	
LOVE ME WITH ALL YOUR HEART				☆JERRY BUTLER-VeeJays-588			
(Peer Int'l—BMI)	63	78		67			
☆RAY CHARLES SINGERS-Command-4046				PEOPLE			
				(Chappell—ASCAP)	78	84	
				☆BARBRA STREISAND-Columbia-42965			
				☆NAT COLE-Capitol-5155			
				68			
				CAN YOU DO IT			
				(Jobete—BMI)	72	75	
				☆CONTOURS-Gordy-7029			
				69			
				JAVA			
				(Tideland—BMI)	50	39	
				☆AL HIRT-RCA Victor-8280			
				70			
				GONNA GET ALONG WITHOUT YOU NOW			
				(Reliance—ASCAP)	81	92	
				☆TRACEY DEY-Amy-901			
				☆SKEETER DAVIS-RCA Victor-8357			
				71			
				TALL COOL ONE			
				(C.F.G.—BMI)	79	91	
				☆WAILERS-Golden Crest-518			
				72			
				THE PINK PANTHER THEME			
				(Northbridge, United Artists—ASCAP)	74	82	
				☆HENRY MANCINI-RCA-8286			
				73			
				CAROL			
				(Arc—BMI)	83	—	
				☆TOMMY ROE-ABC-10543			
				74			
				AIN'T THAT JUST LIKE ME			
				(Trio, Progressive—BMI)	80	88	
				☆SEARCHERS-Kapp-584			
				75			
				TODAY			
				(Miller, Heritage—ASCAP)	—	—	
				☆NEW CHRISTY MINSTRELS-Columbia-43000			
				76			
				KISS ME QUICK			
				(Elvis Presley—BMI)	—	—	
				☆ELVIS PRESLEY-RCA-447-0639			
				77			
				ROLL OVER BEEHIVEN			
				(Arc—BMI)	52	38	
				☆BEATLES-Capitol Of Canada-72133			
				78			
				I CAN'T STAND IT			
				(Saturn, Staccato—BMI)	48	46	
				☆SOUL SISTERS-Sue-799			
				79			
				CHAPEL OF LOVE			
				(Trio—BMI)	—	—	
				☆DIXIE CUPS-Red Bird-10-001			
				80			
				GEE			
				(Patricia—BMI)	85	90	

It Can't Be Anything But
A SMASH- 'Cause It's Connie!
CONNIE FRANCIS



Be Anything (But Be Mine)

& Tommy Available in full-color sleeve K-13237

MGM



RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Victor Officially Opens New West Coast Studios; Doubles Recording Space

HOLLYWOOD—The Radio Corporation of America last week (21) officially opened its new West Coast headquarters office building here and unveiled RCA Victor Records' recording facilities which are a part of the 9-story structure.

produces recordings for a large number of company and individual clients throughout the West.

The facilities will house Western Offices of the RCA broadcast and communications products division, RCA electronic data processing sales



HOLLYWOOD—RCA Victor's spanking new headquarters in Hollywood (6365 Sunset Blvd) is ready for business. Photos show a view of the smart-looking edifice and the large studio space, which is emphasized by the appearance there of Vena Kilpatrick, Victor's new, 5-year-old singing tot.

RCA's new building contains three RCA Victor recording studios encompassing 200,460 cubic feet of space. This is more than double the amount of space in Victor's former west coast studios.

George R. Marek, vice president of RCA and general manager of the Victor label, and John K. West, staff vice president in the RCA western distributor and commercial relations dept. were hosts for an open house from 5 to 8 p.m., which was attended by more than 1,000 guests including RCA and RCA Victor executives, entertainment personalities and West Coast dignitaries among whom was Frank Muller, owner of the structure.

"Opening this building containing the world's most modern recording facilities is, like the opening of our Rome studios just two years ago, another example of the growing internationalism of the recording industry and RCA Victor's expansion as the world's most truly global record company," Marek said during a brief address welcoming the guests.

"This structure is a testament of our faith in the future of the industry and the important part Los Angeles plays as one of the biggest centers of the recording phase of the world's entertainment complex," Marek continued.

The Radio Corporation of America will occupy six of the nine floors in the ultra-modern \$5,000,000 building. Nearly half this space will be devoted to the Victor label and RCA Custom Record Sales, the latter of which

offices, west coast sales and sales engineering of RCA electronic components and devices, RCA western distribution and commercial relations offices, RCA service company western region offices, RCA custom records sales and RCA Victor Records. RCA Victor will be represented in the building by west coast A&R, commercial sales, publicity, magnetic tape sales and recording technicians.

Victor's recording studios were designed by Alan Stevens, RCA Victor's general plant engineer, in collaboration with John Volkman, RCA laboratories at the David Sarnoff Research Center in Princeton, N. J. The three studios occupying the first floor of the building are separated from the office floors which "float" above the ground floor on the structure's supports so that the studios are free from all sounds in the office building above.

The three studios incorporate the latest designs and technological advances in the audio field and have been specially designed and engineered to utilize the Dynagroove process. Studios A and B each have measurements of 25 feet in height, 50 feet in width and 75 feet in length, making them RCA's largest recording studios in this country, capable of accommodating 100 performers. Studio C measures 32 feet in length, 22 feet in width and 15 feet in height, and was designed for small recording sessions.

Special microphone features include individual gain reduction controls, instantaneous channel switching from any position in the studios (giving a panoramic sound for complete stereo effects), and equalizers which can change the characteristics of any single sound at each microphone position. Controlled temperature-humidity conditions are maintained so that air velocities do not interfere with the recording in any studio.

The studios encompass 200,460 cubic feet and contain nearly 13 miles of cable. RCA Victor's old studios at Sunset and Vine were less than half this size. Nearly one mile of wiring winds itself under the control room and Studio A floor. Access to the wire in the control room is made by a suction cup lifting device which raises individual large composition tiles on the floor, exposing the maze of color-coded wiring. The same is true of the other two studios.

The ceiling and wall materials and (Continued on page 45)

Latin Label Convention Sets Trends In Latin America

MEXICO CITY—Although official reports weren't yet available at presstime, all through Latin America diskery toppers present at the Mexico City Latin label confab were discussing its results with the people from their companies.

As reported by *Cash Box* last week, the general opinion was that this had been an extremely successful meeting, and had allowed the adoption of a common attitude towards several problems affecting the record industry.

The first point considered at the Convention, and probably the most important one, were the relations between diskeries and publishers and publishing societies. Through the information furnished by the twelve countries present, it was noticed that big differences exist between the royalties paid by them, ranging in general from 2% to 4%, taken in some cases from the manufacturer's price and in others from the retailer's. In one of the countries, for example, royalty payments to the composer amount to about 12% of the price at which the diskery sells the record. In the near future, there will probably be only one position of the diskeries in the whole area, and it is expected have more strength than at present.

Also considered were the positive and negative aspects of record radio promotion, and the possibility of receiving a payment for the radio performance of records, something that already exists in some countries. Big notices between air play in different countries were also noticed. Several toppers are against this sort of royalty, considering that the record industry depends too much on air play as to start it without damaging promotion plans.

What may be expected in the future is the appearance of several new publishing firms, owned by companies, as has happened in Argentina. The movement towards this direction started years ago in Argentina but in general these publishing administrations by publishing firms during the past past months, RCA and CBS in Argentina formed independent publishing firms, are giving them big strength power. The original idea proposed the Convention was to form a publishing firm, owned by all diskeries, but it was considered too revolutionary idea, and very cut to handle. In any case, it is that the diskeries will get more more independent from publishers the next years.

Record counterfeiting was considered, although it isn't such a big problem. Pressing facilities aren't easily available in the countries not under control; in others, the manufacturers will against counterfeiters as soon as are noticed.

Another interesting point was relations between diskeries and artists and the efforts to be made to vent an artist under contract recording for another company. form contracts for all companies be also recommended.

Besides its official results, the Convention has undoubtedly resulted many deals between the diskery present at it, and a better understanding of the problems they Argentine manufactures are all discussing the main points of next meeting, to be held in Buenos Aires in 1966, which will gather even more people from Latin America.



MEXICO CITY—The recent Latin American Federation of Record Producers meet in Mexico City, termed a "complete success," brought to the Mexican capital a number of important music men. Shown in the above photos (left right) are (top left): at the closing dinner, Miguel Smirnov, Cash Box South American director; Argentine reps Nestor Selasco and Adolfo Paz, Mexican singer Enrique Guzman, Lic Enrique Rosso, also from Argentina, and Mexican deejay Raul Cervantes Ayala; (top right): Nilo Sergio, Rahmi, Emilio Vitale, A. Pittigliani, Harold Morris and John Finny from Brazil; (bottom left): Henry Jessen, secretary of the Federation, addressing the Convention; (bottom right): Cesar Roldon (Venezuela); Luis Andujar (Peru), president of the Federation; Heinz Klincwort (Mexico), Henry Jessen (Brazil) and Mazimo Wyngaard (Argentina).

Swingle Singers Lead Philips Apr. LP Releases

CHICAGO—Philips Records' April release of three albums is headed by a new package from the Swingle Singers tagged, "Going Baroque." The group's first LP, "Bach's Greatest Hits" was a substantial chart success and has been nominated by the Academy Of Recording Arts And Sciences for a Grammy Award.

Other sets in the April issue are "Dusty Springfield," and "Ravel Music For The Dance" by the Concertgebouw Orchestra of Amsterdam.

Kissack Leaving London Group

NEW YORK—Eddie Kissack will leave his post at the London Group May 1, *Cash Box* learned last week. He had served the set-up as group head. Al Steckler, an engineer for the parent company, London Records, transfer to London Group A&R will work closely with Walt Maguire, group head.

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NARMsters Close Convention With Resolutions To Investigate Capitol's Cut-Off Move Against 3 Members

MIAMI BEACH, FLA.—Subdued throughout the convention about the Capitol "Stand For Stability" policy the fact that Capitol Records Distributing Corp. cut-off sales to three NARM members who were present, NARM members did express their feelings about the latter aspect in the form of a resolution announced at a press conference at the conclusion of the convention. It reads:

Whereas, the Vice President and National Sales Manager of Capitol Records Distributing Corporation recently advised three regular members of the National Association of Record Merchandisers that said Corporation had elected "to cease selling Capitol Angel product" to the three regular members; and

Whereas, said election has been deemed effective by an actual refusal to sell said product to each of the three regular members; and

Whereas, each of the other numerous regular members of the National Association of Record Merchandisers are now conducting their respective businesses under the constant threat that similar action will be taken by Capitol Records Distributing Corporation against each; and

Whereas, there is reason to believe that said action by Capitol Records Distributing Corporation constitutes a violation of the provisions of either the Clayton Act, as amended by the Robinson Patman Act or of the Sherman Anti Trust Act;

Therefore, Be It Resolved that the Board of Directors of the National Association of Record Merchandisers, in meeting assembled on April 22, 1964, unanimously direct Special Counsel to place before the chairman of the Federal Trade Commission and the Assistant Attorney General of the United States in charge of the Anti Trust Division of the Department of Justice all the facts relative to this action of the Capitol Record Distributing

Corporation with the request that the Federal Trade Commission or the Department of Justice take such criminal or civil action as may be warranted under existing laws.

Although the Resolution was made by the Board of Directors, it was ratified by the entire regular membership of NARM.

When reached shortly after being handed a copy of the Resolution, Stan Gortikov, Capitol vp, would not comment beyond a statement that he had turned the Resolution over to Capitol attorneys to determine its significance.

However, many traders felt that Capitol had given great thought to its cut-off moves and is confident it is operating within legal boundaries in instituting them. As a result, it is expected that the NARM resolution will not upset Capitol execs.

The three NARM members CRDC has stopped selling are: Irv Perlman's I.J. Morgan Company of Philadelphia; the Pic-a-Tune Company of Emeryville, Calif, Dave Watson's firm; and Glenn Becker's Music City Record Company of Los Angeles.

Although the resolution is not in the form of a suit, it is interpreted that the resolution carries more weight because it is in the hands of attorney Carretta, a former member of the Federal Trade Commission.

There were rumors on the convention floor that NARM would back Watson in his legal action against CRDC on the coast, but it was impossible to confirm this move.

Victor Lower Stereo Price To \$3.98 List?

MIAMI BEACH, FLA.—When George Berk keynoted the NARM Convention here last week he came out in support of the death of the mono album saying only the stereo and erasing mono cassette inventory.

Someone picked up on this suggestion and started a rumor that was picked up by Cash Box more than once—a rumor suggesting that at the coming RCA Victor label's Convention in Greenbriar, N.C. in May, the company may help further the demise of mono LP by reducing the price of mono LP to the same price and stereo mono, or both at a suggested price list.

It led the guessers to suggesting if and when such a move were made it would probably also give the company an opportunity to make a price increase move in the cost to the distributor of both mono and stereo cassette.

However, it was impossible to confirm this interesting line of thought.

Re-Elected NARM Prexy

MIAMI BEACH—Ceil Steen was re-elected president of NARM at the convention in Miami Beach last week. In addition, George Barry, newly elected treasurer, was elected vice president; Don Ayres was elected secretary; and John Billinis was elected treasurer. Also, Jules Malamud resigned his post as executive director.

Carretta Named NARM's Regular Counsel As Foreman Resigns

MIAMI BEACH—Albert Carretta has become the general attorney for NARM, the rack-jobbing organization, following the resignation of Earl Foreman. Foreman, who had been NARM's legal attorney since its inception in 1958, said last week he was leaving the post for personal reasons and expressed regret on having to end his relationship with NARM.

Carretta, a former member of the Federal Trade Commission and veteran attorney in anti-trust legislation and trade practices rules, had previously served NARM as its special counsel in Washington.

Victor, Camden Set 18 Albums For May

NEW YORK—RCA Victor Records and its low-priced affiliate, RCA Camden, are releasing 18 pop albums for May, fourteen on Victor, four on Camden.

The Victor albums include: "Cotton Candy" Al Hirt, named after his current singles hit; "Hello Out There," Carl Belew; "The Davis Sisters Sing Authentic Southern Style Gospel"; "The Best Of Dave Gardner"; "Reflections," Peter Nero; "Moonlight & Roses," Jim Reeves; "Country Fare," Sons of Pioneers; "Porter Wagoner In Person"; "Something's Coming," Gary Burton; "Suddenly It's Springtime," Marty Gold Orch.; "Great Movie Themes," Norman Luboff Choir; "Les Poupées de Paris," various artists; "The Happy Hofbrau" and "Juan Serrano."

The Camden releases are: "Pep O' My Heart And Other Harmonica Favorites," The Lavaliers; "Come To The Fair," Living Voices; "Old Time Family Religion," Speer Family, Johnson Family, Carter Family; and "Music From The Pink Panther And Other Hits," Living Guitars.

Peaceful NARM Convention Achieves Its Purposes

MIAMI BEACH, FLA.—The NARM Convention (National Association of Record Merchandisers) held at the Eden Roc Hotel in Miami Beach last week was, as most conventions are, many different things to many different people.

From an attendance standpoint (325 people registered) it was an extremely successful convention. Almost every significant record label was represented, a few with as many as a dozen or so representatives. And all regular jobber members, excluding a few who were forced to stay home because of illness, showed up to take part in the Convention.

Forty-six different record companies, many representing two, three and four affiliated labels responsible for producing probably more than 90% of the record industry's volume had an opportunity to meet socially and privately with representatives of firms responsible for purchasing \$114,866,150 (at retail) of the industry's product. This figure was published by NARM in its 1963 study as the Association's gross dollar volume.

From this standpoint, the Convention was a great success. Because the jobbers attending made it their business to meet with label execs (although a bit of prodding was needed), a great many private discussions were no doubt of value to improving business relationships.

Some manufacturers also indicated that they made back the cost of attending the NARM meet with additional business picked up that otherwise would not have transpired had they not attended.

In addition to the regular members, manufacturers this year had an opportunity to meet with a number of important rack jobbers from around the country who are not now members of NARM, but who were invited by NARM as its guests to see what the organization does for its members and perhaps win them over into joining the Association.

This too was effective for both manufacturers and the guests.

But from the panel discussion standpoint, which frequently provides the ad lib fireworks that make conventions stimulating, there was little excitement. (See other story.)

Three speakers heard during the Convention were extremely effective: George Marek, of RCA Victor; Bill Gallagher of Columbia and NARM special counsel Albert Carretta, all brought home much significant food for thought as to the future of the record industry, the role of the rack jobber in the anticipated growth and the dangers existent within the industry which could hurt it if the industry does not decide to clean its own house. (See other stories.)

Where some manufacturers thought the Convention was of great value, others expressed the thought that the cost of attending was too great for the benefits derived.

But another strong showing can be expected next year.

NARM seems to attract more of the biggest and the best manufacturers to its conclave each year.

It was again a well organized, smoothly flowing convention with events following the clock almost to the minute—another tribute to the excellent job done by NARM's executive director, Jules Malamud.

NARM Jobbers Mum On Capitol One-Price-For-All Policy

MIAMI BEACH, FLA.—Undoubtedly the most talked-about event of the NARM Convention was one of omission, specifically the anticipated attack against Capitol Records for its one price for all policy introduced in March.

Although it was well known how strongly jobbers felt about having their functional discount taken away from them when Capitol decided to sell to all accounts at the same price, the fact that there was no up-rising against Capitol struck out like a sore thumb.

[At the conclusion of the Convention NARM members raised their voices against Capitol in the form of a resolution (see stories) but the resolution only covered Capitol's cutting-off 3 NARM sub distributors and did not at all refer to the "Stand-For-Stability" policy of one-price-for-all.]

Occasionally, at the panel discussions, it appeared as though comments made by panelists would open the doors to the on-rush, and there definitely were sufficient opportunities for the ball to be carried if someone wanted to do it. But, it was very obvious that "lay-off-the Capitol subject" was the order of the day. Although many manufacturers expressed the belief that this course of action was agreed to by the jobbers, there was no confirming word that this was so.

Many were certain that discussion on the Capitol policy move would come to a head at two different times, once when Stan Gortikov, Capitol vp and one of the formulators of the company's stand for stability policy move, was on the panel and another time when Charles Schlang, veteran rack jobber of Mershaw of America, and a more outspoken member of NARM, was on a panel a day later.

It appeared as though Gortikov was willing and almost anxious to restate his company's case before everyone in the room. But he was never given

the opportunity. While members were leaving the meeting room, Capitol distributed a five page "message" to NARM delegates restating and elaborating on its originally announced reasons for taking away the functional discount which the rack jobber claims he must have to survive. (Continued on page 44)

Malamud Confident NARM's Guests Will Join Association

MIAMI BEACH, FLA.—A unique factor about this year's NARM meet was the Association's invitation to 15 non-members to attend a NARM meet with no obligation of becoming members.

Jules Malamud, executive director of NARM, expressed great satisfaction with the attendance of the invited guests and said that this group made the NARM turnout the biggest ever.

Malamud also expressed confidence that the majority of the guests would become members before next year's NARM meet.

The guests' membership was not solicited during the Convention. Upon conclusion of the meet, applications were given to those remaining on for an extra day or two. Others will be contacted after the convention.

Malamud also made a point of expressing his thanks to the tremendous turnout of Associate members, especially the record manufacturers who played such a significant role in the convention by hosting cocktail parties and dinner parties and functions for wives of conventioners every day of the conclave.

MAJOR ADDRESSES SPARK NARM CONVENTION

MIAMI BEACH, FLA.—Three searching speeches heard at the NARM meet here last week shed considerable light on possibilities of the record industry as well as the possible effectiveness of Trade Practice Rules.

George Marek, vice president of the RCA Victor Record Division; Bill Gallagher, vice president of marketing of Columbia Records, and Albert A. Carretta, NARM's special counsel, each, in his own way, commented on the potential and future of the record business. Excerpts of the speeches appear below.

Marek Predicts Industry Future In The Form Of Ten Wishes



GEORGE MAREK

Working with the visual aid of colorful slides, George Marek spoke on "The Future of The Record Business."

He attributed much of the gains the record industry has made in retail volume to rack jobbers and their form of distribution and followed the growth pattern of the industry through the past decade; through the demise of the 78, the advent of stereo and the formation of NARM, all stepping stones in the growth of the record industry.

He summarized the past decade with the following remarks:

"Several important trends emerge from the last decade. The first and obvious one is the evolution of record merchandising which has made records available in America's high traffic shopping outlets and has put music among the bananas and eggs and lipsticks and shaving cream.

"The second and accompanying trend is equivalent to a revolution in selling. When I was a youngster the normal way to shop was to go into a store and to have a salesman sell me something. Consider how relatively new is the idea of going into a store and browsing around and making your own choice.

"Self-service has disadvantages as well as advantages, but it is with us, will stay with us in the future, and the NARM is responsible for it, at least in part. The consumer is alone—and this offers a new challenge to the producer of the merchandise. It exercises a profound influence (a) on the album cover of the LP; (b) on the back of the LP album; (c) on new fixtures especially designed for self-selling; and (d) shrink-wrapping of the records.

"The third significant trend results from the world becoming not only smaller but more alike. That is particularly true of music which the poet has called the universal language. In Genoa I heard a porter whistle Perry Como's "Magic Moments," and when I asked to hear native Spanish music in Madrid they played me "South Pacific."

"Of course, this similarity of taste is not true of music alone, and the interchange has not only produced good results but some bad ones.

"So it is that the pizza has become America's national favorite, outdistancing the historic hot dog."

Marek also pointed to Coca Cola's acceptance everywhere in the world.

"The interaction of one country on another is to be expected," he went on "in the great music of the world, the music which has remained in the sieve of history and which belongs to all humanity. But it also acts in popular music, and it is not uncommon today to have popular American stars sing as best they can in French or Italian or German."

Then leaving the present Marek

made some educated guesses about the future in the form of ten wishes.

"I strongly believe that the record merchandiser will not only continue in the business but that he will become more important in the scheme of things. Your function of distributing records through multi-product retail outlets will continue to be vital to us who produce the records.

"I believe that the record merchandiser can, should, and does fill an important function. Actually, this is a double function:

"First, the record merchandiser acts as a guide to the retail outlet. He sifts the salable merchandise from the unsalable, the juicy apples from the dry, the fruit which the consumer wants from the fruit which contains no nourishment.

"With the record industry producing so vast an assortment of fruit—fruit of the most diverse color, shape and tastiness—it is vital that somebody, so to speak, pre-taste the fruit. That function must become more important because honestly, I see no

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Gallagher: Industry Problem Not Overproduction, But Underdemand



BILL GALLAGHER

After many years of appearing on NARM panels, which usually meant being thrown into the question and answer "hot seat," Bill Gallagher had the comparatively easy chore this year of addressing NARM as a guest speaker where he had the opportunity of saying what he has in mind without being subjected to pointed questions from the audience.

But after his genial introduction Gallagher got right down to business.

Said Gallagher: "Never in history has the average American consumer had it so good and never have the opportunities for profit and growth been so great for those who serve him. Economic prosperity has enlarged middle and upper middle income groups and has eroded the much publicized population shift to outlying metropolitan communities. Consumers have demanded more and more conveniences from retailers in the form of accessible locations, more self service and selection and wider lines of merchandise. A definite trend toward consciousness has been evident in most income groups—but at the time there has been a strong tendency to "trade Up" in the quality of chases as incomes have increased. Urge your retail customers to give away product that is in demand—its profit, not traffic, that pays on the bottom line!

"Although the record industry been talking about the need to get on the customer for at least ten record people at all levels of distribution are still far too "procedural oriented." They see the job of marketing as a method of selling what the plant produces . . . or in another sense, selling "the deal" merchandise that's in the warehouse. Too few appreciate as yet that their primary job is to produce and service the customer, with the product he wants to buy!

"The essential marketing job management in the record industry is to view the business from the key place, not the market place the business! Today's record business no longer a sales target . . . he what he wants and it's our job to make it as accessible to him as possible . . . at realistic prices. The consumer must be the constant point for all basic business planning and decision making. You must make your living servicing the customer must orient and shape businesses to the needs of the customer. In other words, we must combine our knowledge of the market opportunities, its desires, its needs and bring them to bear on the marketing, developing, selling, pricing distribution of products.

"Guiding this business toward new products, new methods and new markets . . . creating new demand none before existed . . . is the challenge to marketing management in the record industry in the years to come.

"Gentlemen, the essence of marketing is to cause new things to be . . . and nothing can possibly be done without product. The responsible record manufacturer invests a great deal in recruiting and training producers . . . A&R men who are customer oriented . . . who have ears focused on the desires of the record buying consumer . . . or still, who have their dreams on the musical styles and trends will create a desire for records those who are presently not buying the habit.

"In your business you have reputable references to guide you in purchasing what the consumer . . . the manufacturer, on the other hand, or to be even more basic A&R man, has little or no right to guide his expenditures. Yet (and these industry figures made available to me by the record industry) invested in approximately 69 million dollars in new product before one record sold! This figure should certainly

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NARM Attorney Carretta: How To Make Trade Practice Rules Effective



ALBERT A. CARRETTA

NARM's legal counsel, Albert Carretta, a former member of the FTC, stressed the importance of compliance with the law not only to keep one out of legal difficulties, but also because it will mean a better return on invested capital. He showed how illegal practices cause competitors to fight fire with fire demoralizing, eventually, the entire industry.

But he hit home most strongly when he turned to the Trade Practice Rules (which the industry now has pending before the FTC) and clearly outlines what they are designed to do and how ineffective they can be if an industry does not make them work.

"Trade Practice Rules," said Carretta, "are advisory interpretations published by the Federal Trade Commission for the purpose of advising businessmen of those methods of competition, and of those acts and practices, which it deems to be unfair or deceptive or otherwise violative of the statutes administered by the Commission. Trade Practice Rules do not constitute new law. They merely represent an attempt on the part of the Commission to spell out in clearer language what is already contained in the rather broad and indefinite language of the trade regulation laws."

A bit later Carretta pointed to another function of the Trade Practice Rules:

"These Trade Practice Rules are designed to eliminate and prevent, on

a voluntary and industry-wide basis, trade practices which are violative of laws administered by the Commission. The Rules interpret and inform businessmen of legal requirements applicable to the practices of a particular industry and provide the basis for voluntary and simultaneous abandonment of unlawful practices by industry members. Failure to comply with such Rules may result in corrective action by the Commission under applicable statutory provisions."

Carretta was very emphatic when he said:

"The mere publication of Trade Practice Rules by the Federal Trade Commission produces no good result unless the industry members involved are anxious and willing to make the Rules effective. The first venture of the Commission into what is now termed its Trade Practice Conference procedure was inaugurated in 1919—approximately 45 years ago. Since that time more than 170 sets of Trade Practice Rules have been published by the Commission, and I regret to say that in my opinion, most of them have been totally ineffective. This is due to the fact that no one outside of the Federal Trade Commission really wanted them to work—and the Commission itself did not have either the appropriation or the staff to police all of the industries at the same time. In order effectively to police each and every industry for which Trade Practice Rules have been published, the Commission would have to have hundreds, and perhaps thousands, of investigators travelling about the United States, checking into the businesses and business practices of our citizens. You don't want that, and neither does the Commission.

"Even when the Federal Trade Commission publishes Trade Practice Rules for the Phonograph Record Industry, they will mean little unless you, the members of the industry want the Rules to be effective. If you do, you will have to do something about them and your association is the best medium for the effective implementation of such Rules."

This is where Carretta introduced his "Formula For Profitable Compliance"—a series of suggestions that should be examined with great

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DISCOVERY! MISS VIKKI CARR

Liberty believes that the whole world will soon discover this major talent who receives rave reviews in clubs (Sands, Las Vegas; Crescendo, L.A.; Drake Hotel, Chicago) and TV (Steve Allen, Hollywood Palace, Jimmy Dean, Garry Moore, Johnny Carson). This belief in Vikki—and in her new album—has been translated into the most intensive campaign in Liberty's history, including:

- **4000 PROMO LP's** sent to radio stations, newspapers and magazine reviewers, key dealers, one-stops and rack jobbers
- **SPECIAL PRESS KIT** to magazines, newspapers and wire services
- **SPECIAL INTERVIEWS** with top columnists and magazines
- **FURTHER TV EXPOSURE** on top shows
- **EXTENSIVE CROSS-COUNTRY PROMO TRIPS** with live radio and TV interviews
- **1000's OF DISPLAY UNITS** (dimensional displays, streamers, LP browser headers and folders)
- **LARGE CO-OP ADVERTISING BUDGET** and ad mats
- **HUNDREDS OF PERSONAL PHONE CALLS**, personal correspondence, station breaks, etc.
- **COMPLETE COORDINATION** of the campaign between all departments at Liberty and Vikki's personal management and publicity offices

Soon, everyone will know that "...there's no one quite like her!"



LIBERTY

LIBERTY RECORDS

Personal management: Arnold Mills & Assoc.

NARM Panel Fireworks Fail To Materialize



STAN GORTIKOV

MIAMI BEACH, FLA.—The panel discussions heard at the NARM Convention held here last week were generally disappointing, through no fault of the panelists. The questions seemed to be responsible.

After six years of holding panel discussions, many of the feelings of both manufacturers and rack jobbers are well known and have been discussed in varied forms at one convention or another.

As Professor Doody, the panel moderator at Tuesday's forum put it, when the panelists found it easy answering some of the questions in a few words and the audience did not respond with comments or questions from the floor, "Either our panelists are answering the questions so thoroughly that further comment is unnecessary, or the questions themselves are not too stimulating."

Everyone attending Monday's meeting appeared to be disappointed when Stan Gortikov, v.p. of Capitol Records Dist. Corp. was on the dais and one of the questions was: Having worked with both the new Columbia and Capitol programs introduced in the latter part of 1963 and the early part of 1964 respectively, how do you evaluate them?

Everyone expected demonstrative reactions from both the dais and the floor, but nothing happened. Gortikov, when asked by the moderator to comment, said that racks were getting a little too expensive to do business with and still leave a profit for the distributor. It almost seemed as though he was welcoming a rebuttal. But none came about. Oddly enough, Al Pardo, one of the guest rack jobbers, said that he had made more money with Capitol and Columbia records since the price increase.

John Billinis a rack jobber member from Salt Lake City asked why Capitol made freebies available in singles and not in LP's, and Gortikov asked him if Billinis preferred to have free-

bies in singles discontinued, leading to no final conclusion. This subject lead into the comment by Dave Watson of Pic-A-Tune on the West Coast who intimated that varied treatment for different Columbia customers existed through the use of an advertising allowance which he said varied from 4% to 9% in some cases.

Bill Gallagher immediately returned with an explanation of his firm's ad allowances saying that the Columbia ad program is based on purchases and is 4% across the board and is extended by the distributor. The company may at times give additional ad allowances to distributors on specific product and during the months of August and September may offer a special ad program on specific product.

On the subject of cut-outs and what could be done to prevent jobbers who use this closeout product deceptively on racks in the regular product area of the department, Jack Burgess, RCA Victor sales topper said RCA would begin marking this product "Discontinued Merchandise," and large enough so that jobbers could not paste stickers over them. Len Levy, sales head of Epic Records said that his company and Columbia had been scrapping all cut outs for quite some time now.

Tuesday's panel discussion developed into a legal discussion with attorney Albert Carretta answering questions about the legal ramifications of varied industry practices.

On the subject of what the long range effect of Trade Practice Rules on rules would be on the record industry, Dave Miller of Miller International said: It will be another step which will erase the distributor as we know him today and make everyone a distributor based on his volume.

Irwin Steinberg of Mercury Records, Arnold Maxin of MGM/Verve and Joe Csida of the new Record Industries Corp. contributed comments on the subjects as: overproduction; why product that doesn't sell is issued by manufacturers; the racks' failure to expose new product until the manufacturer has made it a hit; A & R's obligation to examine each record from a market standpoint, the harmful effect of deceptions in bad budget merchandise, etc. But it was quite clear that the panelists were at a disadvantage because of the obvious responses which could have been offered to the by now familiar questions. Cy Leslie of Pickwick moderated Monday's panel.

CMA Directors Hold 2nd Qtr. Meet In Detroit

NEW YORK—The Country Music Association (CMA) held its second quarterly board of directors meeting on April 16 in Detroit. The meet, which was held in the motor city because of an association-sponsored presentation on April 17 at the Ad-craft Club, brought officers Tex Ritter, Bill Denny, Jo Walker, Steve Sholes, W. E. Moeller, Dick Schofield and Juanita Jones to the day-long session at the Park Shelton Hotel.

Jo Walker, CMA executive director, informed Cash Box that the meeting highlighted the fact that association membership has been growing by significant strides in the past two months with one hundred new regular members and twenty-four lifetime members.

In other business, the off-discussed fund-raising premium LP seems, according to Mrs. Walker, much nearer actuality. Although no label has been contracted, the album will reportedly be released within the next few months.

It was also noted there has been an intense demand for the CMA's "Wonderful World Of Country" radio station package. Directors in Detroit approved a resolution to include an insert in the package. Specially-designed material is geared to help stations which have never previously programmed country music in the areas of personnel, sales and promotion.

The association's radio orientation was further evidenced by the announcement at the meeting that a

THE NARM STUDY:

1963 STATISTICS OF NARM VOLUME

MIAMI BEACH, FLA.—The 1963 NARM Study, the third such annual report on the business operations of the Regular Members of NARM, claims that the organization's gross dollar volume, at retail, during 1963

was \$114,866,150. This compares with a 1962 figure of \$102,575,800 or an increase in 1963 of \$12,290,350.

A number of other interesting study figures follow:

COMPARISON OF 1963 GROSS DOLLAR VOLUME WITH 1962

	1963	1962	Increase
Gross Dollar Volume	\$114,866,150.00	\$102,575,800.00	\$12,290,350.00
Percentage of NARM members showing increase in gross dollar volume			63.5%
Percentage of NARM members maintaining the same gross dollar volume			29.1%
Percentage of NARM members showing decrease in gross dollar volume			7.4%
			100.0%

GROSS DOLLAR VOLUME BY TYPE OF RETAIL OUTLET

Retail Outlets	Gross Dollar Volume	% of Total
Supermarkets	\$ 16,817,733.35	14.6%
Variety Stores	30,151,623.80	26.3%
Drug Stores	10,358,268.75	9.0%
Department Stores	12,750,142.65	11.1%
Discount Department Stores	32,162,522.00	28.0%
Service PX's	9,065,008.80	7.9%
Miscellaneous	3,560,850.65	3.1%
	\$114,866,150.00	100.0%

TOTAL NUMBER OF RETAIL OUTLETS SERVICED BY NARM MEMBERS: 23,383

Retail Outlet	Total Number	% of Total Number
Supermarkets	6689	28.4%
Variety Stores	8390	36.6%
Drug Stores	4831	20.5%
Department Stores	502	2.1%
Discount Department Stores	1012	4.2%
Service PX's	298	1.2%
Miscellaneous	1661	7.0%
	23,383	100.0%

NARM MEMBERS AND THE DISCOUNTING PICTURE

	1963	1962	1961
Percentage of NARM members selling records at discount in ALL locations	43.5%	42.9%	31.0%
Percentage of NARM members selling records at discount in MOST locations	30.5%	28.6%	20.8%
Percentage of NARM members selling records at discount in SOME locations	22.1%	28.5%	31.0%
Percentage of NARM members selling records at discount ONLY ON CERTAIN PRODUCT	3.9%	0.0%	10.3%
Percentage of NARM members selling records at full list price in most locations	0.0%	0.0%	6.9%
	100.0%	100%	100%

GROSS DOLLAR VOLUME AND TYPE OF PRODUCT SOLD BY SPEED (RPM)

Type of Product	% of Total Gross Dollar Volume	Total
Singles	19.1%	\$ 21,939,435.65
EP's	9%	1,033,795.33
Kiddie (other than LP's)	3.0%	3,445,984.50
Long Playing Records	77.0%	88,446,935.50
TOTAL GROSS DOLLAR VOLUME	100.0%	\$114,866,150.00

	LONG PLAYING RECORDS	Total
Monaural	62.2%	\$ 55,013,993.88
Stereo	37.8%	33,432,941.62
	100.0%	\$ 88,446,935.50

PERCENTAGE OF NARM MEMBERS CARRYING EACH TYPE OF PRODUCT BY SPEED (RPM)

Type of Product	% Carrying Product	% NOT Carrying Product	Of those Carrying Product, % Carrying Product in ALL locations
Singles	95.7%	4.3%	40.9%
EP's	41.0%	59.0%	13.6%
Kiddie (other than LP's)	95.5%	4.5%	36.3%
Long Playing Records (regular price)	100.0%	0.0%	77.3%
Long Playing Records (budget price)	100.0%	0.0%	72.7%

CATEGORIES OF ALBUM PRODUCT

Long Playing Records Only	1963	1962
Popular	45.5%	39.9%
Country and Western	21.4%	15.2%
Folk	10.7%	5.3%
Comedy	5.7%	11.1%
Original Cast and Movie Sound Track	6.7%	9.9%
Jazz	2.5%	3.8%
Kiddie	4.5%	4.9%
Classical	2.1%	2.5%
Sound and Percussion	not included	4.4%
Miscellaneous	9%	3.0%
	100.0%	100.0%

BUDGET MERCHANDISE

Gross Dollar Volume in Budget Merchandise	\$14,947,532.02			
% of LP Gross Dollar Volume in Budget Merchandise	16.9%			
Type of LP Budget Product (by retail price)	% of Budget Volume	1963	1962	Total
\$.99 or less	62.3%	64.6%	\$ 9,312,312.45	\$10,402,382.57
\$1.98 or less	27.1%	23.7%	4,050,781.18	3,816,353.97
More than \$1.98	10.6%	11.7%	1,584,438.39	1,884,022.85
	100.0%	100.0%	\$14,947,532.02	\$16,102,759.39

new TV survey is being conducted. The current CMA radio and TV survey has been highly praised by broadcasters and country traders.

Mrs. Walker reported that directors have approved a resolution to up-

grade close-up, the CMA's monthly newsletter. Future issues will be larger and feature more news.

A meaningful change in Hall of (Continued on page 44)

NEW ALBUMS TO PUT THE SPRING IN SPRING BUSINESS!



DEAD MAN'S CURVE / THE NEW GIRL IN SCHOOL
Jan & Dean LRP-3361 / LST-7361



FROM RUSSIA WITH LOVE
Si Zentner LRP-3353 / LST-7353



FROM RUSSIA WITH LOVE
Matt Monro LRP-3356 / LST-7356



SHANGRI-LA
Vic Dana Dolton BLP-2028 / BST-8028



BOBBY VEE SINGS THE NEW SOUND FROM ENGLAND!
LRP-3352 / LST-7352



CALIFORNIA SUN / SHE LOVES YOU
The Crickets LRP-3351 / LST-7351



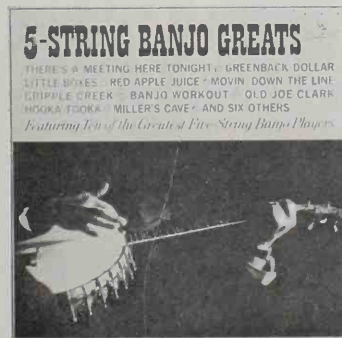
GOLDEN FOLK SONG HITS—Vol. 3
Johnny Mann Singers LRP-3355 / LST-7355



CHERRIES & PLUMS
Leon Bibb LRP-3358 / LST-7358



THE FIRST TWELVE SIDES
The Just IV LRP-3340 / LST-7340



5-STRING BANJO GREATS
Various Artists LRP-3357 / LST-7357



IN MEMORIAM
Joe Carson LRP-3360 / LST-7360



50 GUITARS GO ITALIANO
50 Guitars of Tommy Garrett
LMM-13028 / LSS-14028



LOOKING AHEAD

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

- | | | | |
|--|---|---|---|
| 1 BE ANYTHING (BUT BE MINE)
Connie Francis (MGM 13237) | 13 WHO'S AFRAID OF VIRGINIA WOOLF
Jimmy Smith (Verve 10314) | 26 KIKO
Jimmy McGriff (Sue 10-001) | 38 I'LL FIND YOU
Valerie & Nick (Glover 3000) |
| 2 YO ME PREGUNTO
Valrays (Parkway 904) | 14 THE FALL OF LOVE
Johnny Mathis (Mercury 72263) | 27 SUSPICION
Elvis Presley (RCA Victor 447-0639) | 39 THE CLOSEST THING TO HEAVEN
Neil Sedaka (RCA Victor 8341) |
| 3 NOT FADE AWAY
Rolling Stones (London 9657) | 15 IF YOU LOVE ME, REALLY LOVE ME
Jackie Trent (Kapp 583) | 28 THE LONELIEST NIGHT
Dale & Grace (Mantel 928) | 40 INVISIBLE TEARS
Ned Miller (Fabor 128) |
| 4 HURT BY LOVE
Inez Foxx (Symbol 20-001) | 16 ONE WAY LOVE
Drifters (Atlantic 2225) | 29 I'M WATCHING MY WATCH
Johnny Tillotson (MGM 13232) | 41 IF YOU LOVE ME/FIRST CLASS LOVE
Little Johnny Taylor (Galaxy 729) |
| 5 THE WORLD I USED TO KNOW
Jimmy Rodgers (Dot 16595) | 17 BUTCH BUBARRIAN
Ray Stevens (Mercury 72255) | 30 RED RYDER/TEXAS LIL
Murray Kellum (M.O.C. 657) | 42 PARTY GIRL
Bernadett Carroll (Laurie 3238) |
| 6 CALDONIA
James Brown (Smash 1898) | 18 YESTERDAY'S GONE
Chad Stuart & Jeremy Clyde (World Artists 1021) | 31 ONE GIRL
Garnet Mimms (United Artists 715) | 43 I'VE HAD IT
Lannie Mack (Fraternity 925) |
| 7 I SHOULD CARE
Gloria Lynn (Everest 2042) | 19 NEVER LEAVE ME
Stratfords (O'Dell 100) | 32 BURNING MEMORIES
Ray Price (Columbia 42971) | 44 GUITAR GIRL
Duane Eddy (RCA Victor 8335) |
| 8 LOUIE—GO HOME
Paul Revere & Raiders (Columbia 43008) | 20 WHERE DOES LOVE GO
Freddy Scott (Caplix 714) | 33 SHE'S A BAD MOTORCYCLE
Crestanes (Markie 117) | 45 BIG PARTY
Barbara & Browns (Stax 150) |
| 9 LITTLE TRACY
Wynton Kelly (Verve 10316) | 21 FUGITIVE
Ventures (Dallan 94)
Jan Davis (A&M 733) | 34 LONG TALL SHORTY
Tommy Tucker (Checker 1075) | 46 I'LL STEP ASIDE
Jimmy Clanton (Phillips 40181) |
| 10 TEA FOR TWO/I'M CONFESSIN' (THAT I LOVE YOU)
Nino Tempo & April Stevens (Atco 6294) | 22 SWING
Tokens (B.T. Puppy 500) | 35 WHY
The Beatles With Tony Shegidan (MGM 13227) | 47 GYPSY WOMAN TOLD ME
Eddie Powers (Sims 167) |
| 11 BAD NEWS
Trashmen (Garrett 4005) | 23 PRECIOUS WORDS
Wallace Brothers (Sims 174) | 36 TELL ME MAMA
Christine Quaitte (World Artists 1022) | 48 SOMEBODY STOLE MY DOG
Rufus Thomas (Stax 149) |
| 12 SHY ONE
Shirley Ellis (Congress 210) | 24 SOUL SERENADE
King Curtis (Capitol 5109) | 37 HELLO WALLS/DOUBLE CROSSING BLUES
Little Ester (Atlantic 2223) | 49 BE MY GIRL
Four Evers (Smash 1887) |
| | 25 JUST ONE LOOK
Hollies (Imperial 66026) | | 50 WHAT'S THE MATTER WITH YOU BABY
Marvin Gaye & Mary Wells (Motown 1057) |

The New Sound For '64

Watch This Record GO-GO-GO

Chosen To Spin & Win

Smash Hit!

TOMMY NAVARRO

sings

"I CRIED MY LIFE AWAY"

DJ #1253 - D. Morris-P. Medley

Breakouts In Baltimore, Washington, Dayton, Cleveland & Miami

DeJac Records

Colonial Building

Hewlett, L. I., N. Y.

(516) FR 4-7714

*Another smash from Britain!

Peter & Gordon

A World Without Love

Written by
John Lennon & Paul McCartney
of The Beatles!

#5175



* 1 in England's Melody Maker & New Musical Express charts for April 18!

2 in the Billboard & CashBox British charts for April 25—right behind THE BEATLES' "Can't Buy Me Love!" #5150

**CHESS IS
HOLDING 3 ACES**

**"I'M
LOVING
YOU
MORE
EVERY
DAY"**

ETTA JAMES

ARGO 5465

**"SLIP
ON
MULES"**
**SUGARPIE
DE SANTO**

CHECKER 1073

**"LONG
TALL
SHORTY"**
TOMMY TUCKER

CHECKER 1075

CHESS Producing
Company

2120 Michigan Ave.
Chicago 16, Ill.

BIOS

Sammy Kaye



Sammy Kaye, who is currently riding high with his best-selling Decca single of "Charade," has been one of the top money-earners in the band business for years, appearing on television and radio regularly, in addition to his personal appearances, hotel and concert dates, etc.

The Cleveland-born Kaye attended Rocky River High where he excelled in athletics—he was state low hurdle champ—and studies winning for himself a scholarship to the University of Ohio. It was during the last half of his college days, that Sammy turned to music—only to finance his way—for engineering was still his first love.

Upon graduation he plunged into the entertainment world and the ripples from the splash continue to roll on smoothly and endlessly.

Singing song titles plus the magical "Swing And Sway" touch became national favorites as Kaye and his boys played one popular hotel after another. When he opened in New York's Commodore in 1938, he hit the big time—he was a "name" bandleader. He's been there ever since.

Womenfolk



Proof-positive that the folk boom is still going strong are the Womenfolk, a five-strong group of gals, whose initial RCA Victor album tagged after themselves is currently on the LP charts.

Jean Amos is the newest of the Womenfolk. As a singer and guitarist she's been making her way with considerable success for quite a while. Jean was born in Hollywood, the daughter of an opera bass and a pianist, and thus was exposed to music from infancy.

Leni Ashmore, a contralto who is also a guitarist, is another Californian born and bred. Her father, an entertainer, was an undoubted influence towards show biz for Leni.

Barbara Cooper was born in Memphis, Tenn.—and was a musician at heart from childhood on; she wanted to play trumpet. But the guitar took a firmer hold, and she started lessons on that instrument when she was twelve years old.

Judy Fine, another Californian, also the daughter of a professional musician—a pianist. She started taking classical piano lessons when she was eight; the guitar and folk music came later.

Joyce James, with Barbara Cooper, is the other non-California native in the Womenfolk; she was born in Detroit. Joyce, whose mother was a pianist, played flute in high school and sang in church choir.



PLATTER SPINNER PATTERN

WIP-Philadelphia personality Jim Tate has been late for work two times during the past few weeks. Then, last week, he faithfully followed the instructions of program director, Dick Carr, and came to town on a boat. Tate's excuse for tardiness has been Philadelphia's infamous Schuylkill Expressway where one stalled tractor-trailer means thousands will have to face their employers' wrath. However, a deejay must be on time, even on doomsday, and so a scathing memo was issued by the program director. The memo ended with, "so why don't you take the river instead of the Expressway?" Tate took Carr at his word. Wearing his bright WIP red blazer, he boarded a boat at the Philadelphia Canoe Club near City Line Bridge at 8:00 AM and sailed down the Schuylkill as proudly as Captain Horatio Hornblower.

Who sez rock 'n' roll shows no longer have pulling power—certainly not KPOI-Honolulu. The Colgreene outlet recently sponsored a "Million Dollar Party" which attracted over 16,000 persons to Honolulu's International Center to see and hear a host of teen wax stars. It was the biggest attendance to date at the center and the story of show broke on the front pages of local dailies. The talent lineup for the spectacular included: Bobby Rydell, Teddy Randazzo, Jan and Dean, Johnny Crawford, April and Nino, Ray Peterson, Paul Revere and the Raiders, Paul and Paula, Betty Everett and Bobby Freeman.

Hank Mizell recently appeared with the Brothers Five on the Slim Rhodes WMCT-TV-Memphis air stanza doing his new Flash release of "Little Bill's Goodbye."

With KYW-Cleveland's morning team of Harry Martin and Spec Howard presiding, Cleveland City Council members were recently sworn en masse into the "Baukeroo Club" prior a city father's regular meeting. The lure which had the harried lawmakers clamoring for admission was the club's membership pin, which bears the slogan "I'm Tired Of Hearing About It." A Martin and Howard brainchild, the club enrolled over 4,000 members in the first ten days after its formation was announced. Members are requested to show their buttons to anyone who doesn't know when to stop talking.

WLS-Chicago has been named a winner in 1963 Public Interest Awards program of the National Safety Council. The award was presented to WLS for exceptional service to safety through leadership, initiative, and originality in promoting accident prevention. Only continuous efforts to promote safety throughout the year are considered by the judges. Major spot campaigns, custom produced by public affairs director, Don Stewart, included boating safety, traffic safety, fire, holiday, school and pedestrian safety and a seat belt campaign.

The power of radio: WCBM-Baltimore recently played a large part in a real-life drama that began at a local hospital where a patient was found to be bleeding internally and needed a supply of "O" negative blood. After contacting all other hospitals in the area, officials at Lutheran found only two pints were available. The hospital then called the outlet and asked WCBM to make an announcement re-

questing donors. Shortly thereafter Tom Cole, an announcer on the station, made the plea and over 50 people visited the hospital to give blood. Many others who called were asked to stand by in case the patient required more blood.

WABC-New York is offering its listeners an opportunity to be displayed at the New York World's Fair along side such giants as General Motors, Ford, G.E., Eastman Kodak and the numerous other companies, countries and products. On Friday, May 8th will be "WABC Day" at the Fair as the station wishes to share it with all their loyal listeners. Every listener that sends a snapshot of his family to the station, will have it displayed on May 8th at the Pavilion Building of the World's Fair. The seven happiest families as judged from the snapshots will receive free World's Fair tickets.

KNUZ-Houston has just become the world's first station to purchase a one-tube, transistorized broadcast, according to David H. Morris, president of the outlet. "The fidelity output of this transmitter," said Morris, "actually exceeds any quality known to day on AM transmitters, and by eliminating sound distortions, it will transmit to receivers all of the true sounds of radio." Morris said he expects installation of the transmitter to be within the next four months subject to the approval of the FCC.

Steve Lawrence recently taped a special half-hour interview for the Voice of America for broadcast throughout South America.

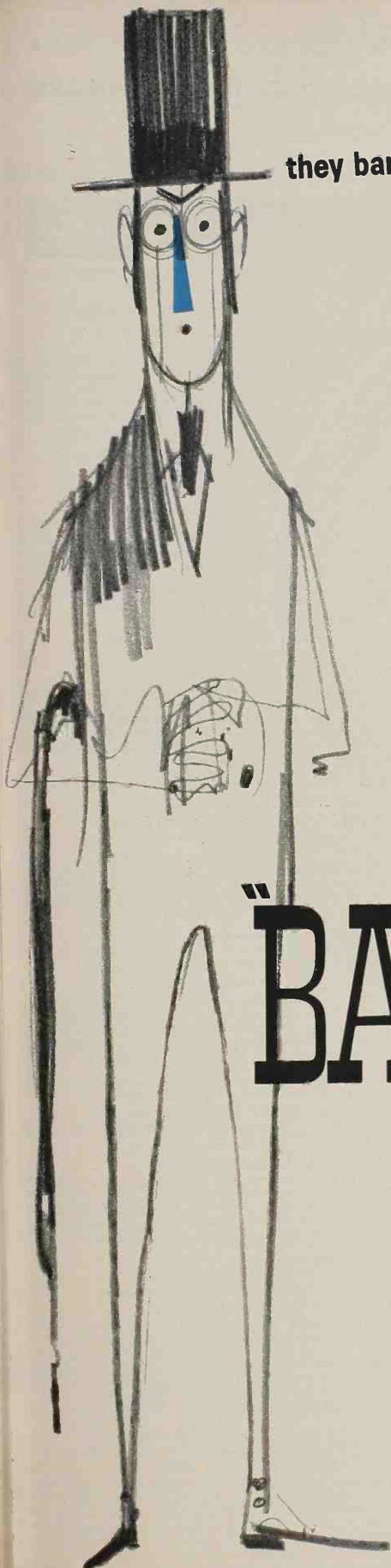
WXYZ-Detroit has been honored with two significant news awards from the Associated Press of Michigan. The ABC-owned station was honored for Best Regularly Scheduled Sports Show, and the Best Documentary Program on a Local level.

KDKA-Pittsburgh invited its listeners to go fly a kite—and 3,000. From the campus at Robert Morris Junior College, kites of every possible description went sailing into the air in search of favorable winds and 16 prizes ranging from watches to Beale sweatshirts. To add further excitement to the event, Sterling Young broadcast his Sunday morning program from the kite site and two members of the Pittsburgh Sky Divers Club dropped in on the party from a height of 7,500 feet. Based on the success of the day-long event, Robert Morris has announced plans for an annual kite fly in which the campaign will be opened during the entire month of March to kite advocates.

The Baltimore Chapter of the Brothers has selected WJZ-TV-Baltimore to be the recipient of its Francis X. Shevlin Award for "outstanding help in forwarding the Big Brothers movement." The award, to be presented for the first time this year, named for and given in honor of Baltimore Big Brother former executive director.

VITAL STATISTICS:

Charlie Knox joins KOIL-Omaha as music director while Peter Huntley ton as 6-midnight deejay. . . . Martin is now spinning 'em on WJZ-Jamestown, New York. . . . Tom . . . ans given the green light as program service director of WCOP-Boston. Richard T. Drury has been named general manager of KMEQ-KQAL-FM-Omaha.



they banned it in Boston*

so we took the
"DAMN" THING
out!

Bill Gavin says:

Issue, April 10—

"There are millions of people who would delight in this side, but most of them will have to buy it to hear it. Very few stations have guts enough to play it."

*New recording now out with the "Damn" BEEPED out. D-J's—worry no more. WNEW, New York is providing equal time to the opposition (whoever the opposition may be).

NOTE: Beeped version now being shipped to everyone on our mailing list.

"BARRY'S BOYS"

FROM THE ALBUM

MERCURY—72257

THE CHAD MITCHELL TRIO

MG 20891/SR 60891



Foremost in fine recording



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

"DO YOU LOVE ME" (2:28) [Jobete BMI—Gordy]
 "CHAQUITA" (2:13) [Al Gallico BMI—Clark, Smith]
THE DAVE CLARK FIVE (Epic 9678)

The red-hot English rocksters, currently blazing away with "Glad All Over" and "Bits And Pieces," can have their 3rd top-ten'er in-a-row with "Do You Love Me"—the while-back Contours smash. It's a "pull-out-all-the-stops" pounder already busting loose on the charts. Coupler's an inviting mostly-instrumental Latin beat rocker. Both ends are in the group's "Glad All Over" LP giant.

"A WORLD WITHOUT LOVE" (2:38)
 [Northern Songs Ltd. ASCAP—Lennon, McCartney]
 "OUR FADED LOVE" (2:47)
 [Vicki BMI—Katsakis, Coffey, Sandy, Browner]
BOBBY RYDELL (Cameo 320)

Rydell can have one of the biggest hits of his illustrious disk career as he turns in a superb performance of a 2 Beatle-penned tune—currently topping the charts in England. Tabbed "A World Without Love," it's a captivating rock-a-rhythmic thumper-weeper that can zoom up the U.S. Top 100 list in no time flat. Bobby, supported in top flight choral-instrumental fashion, never sounded better. On the flip the songster turns in an enchanting vocal reading of "Our Faded Love," currently making the hit rounds via the Royaltones' instrumental version.

"TEARS AND ROSES" (2:17) "A YEAR AGO TONIGHT" (2:30)
 [Davilene-BMI—Hunter, Heard] [William Penn-BMI—Martindale]
AL MARTINO (Capitol 5183)

Al Martino, who's just coming off another biggie tagged, "I Love You More And More Everyday," has really found the hit single formula, and follows it through with this new pairing, both of which can see chart status in short order. Both are country-flavored ballad litters in the same vein as his last three outings. Al's going to be a turntable favorite with these.

"YESTERDAY'S HERO" (2:37) "CORNFLOWER BLUE" (2:46)
 [Sea-Lark BMI—Schroeder, Gold, [Arch ASCAP—David, Edwards]
Spencer, Cleveland]

GENE PITNEY (Musicor 1038)

Pitney hands in another impressive pair of performances that look (and sound) like a cinch to add to his long hit chain. One half's an emotion-packed cha cha beat opus tabbed "Yesterday's Hero" while the other's a tender and extremely pretty shuffle ballad tagged "Cornflower Blue." Superb arrangements—by Bert Keyes on the former and Ray Ellis on the latter.

"TOO LATE TO TURN BACK NOW" (2:16) [Play-BMI—Otis]
 "ANOTHER CUP OF COFFEE" (2:13)
 [P. Maurice-ASCAP—Shuman, Carr]
BROOK BENTON (Mercury 72266)

Here's a blues-flavored ballad from Brook Benton that has the stuff big hits are made of. The chanter's warm and emotion packed reading of "Too Late To Turn Back Now," enhanced by a lilting Nashville-type back-drop, is a natural for solid sales and airplay. Benton stays in the same easy-listening vein with another top-drawler blues tune, "Another Cup Of Coffee," that's sure to come in for a heavy share of sales. Can be a double-header.

"YA YA" (2:52) [Frost, Jonware-BMI—Robinson]
 "WHAT HAVE I GOT OF MY OWN" (2:47)
 [Sawtell & Herring-ASCAP—Herring, Sawtell]
TRINI LOPEZ (Reprise 0276)

Trini Lopez comes up with a new version of the while-back Lee Dorsey hit, "Ya Ya" that could get the same sort of chart action. The singer-guitarist's rhythmic, sing along treatment is infectious and geared for brisk sales and spins. The reverse is a haunting opus done in the distinctive Lopez manner. Eye both ends for winning sales.

"LEAVE ME ALONE" (2:01) [Metric BMI—Newman]
 "TAKIN' THE LONG WAY HOME" (2:23)
 [Metric BMI—Sheeley, De Shannon]
LITTLE PEGGY MARCH (RCA Victor 8357)

Little Peggy's sure to take trip to chartsville—as a result of her newest Victor session. One end's a powerful beat-ballad pleader, tabbed "Leave Me Alone," that the chirp puts across with telling effect. The other's a sparkling, up tempo Dixie-styled shuffler tagged "Taking The Long Way Home." Both halves sport top notch vocal-instrumental back-drops.

"LOOK AT ME" (2:20) "I'LL SEND FOR YOU" (2:02)
 [Nor Va Jak BMI—Holly, Allison, [Dundee BMI—McCormack,
 Petty, Jordan]
JIMMY GILMER (Dot 16609)

Gilmer, who now owns a trio of chart-makers "Sugar Shack," "Daisy Petal Pickin'" and "Ain't Gonna Tell Nobody," can make it a quartet with either end of his newest Dot outing. They're the fast moving romantic delighter, "Look At Me" and the toe-tapping country-flavored bouncer, "I'll Send For You," that rate as a toss-up for chart honors.

Pick of the Week

"NEW YORK TOWN" (2:23) "THE BEALE STREET DOG"
 [Tuneville BMI—Smith] (2:06)
**[Lynlou, Tuneville BMI—Moore,
 Trouth]**

THE DIXIEBELLES (Sound Stage 7 2521)

The Dixiebelles are back with another happy-go-lucky Sound Stage 7 release that could make it from either end. One end's a razz-a-ma-tazz foot-stomper (in the "Down At Papa Joe's"—"Southtown, U.S.A." tradition) devoted to "New York Town" while the bright up tempo march'er that deals with "The Beale Street Dog." The spirited instrumental back-drop showcases the talents of Cornbread & Jerry on both portions.

"LONG TALL SHORTY" (2:20) [Medal BMI—Covay, Abramson]
 "MO' SHORTY" (2:08)
 [Medal BMI—Covay, Abramson, Higginbotham]
TOMMY TUCKER (Checker 1075)

Tucker, who broke thru in a big way with his "Slip-In Mules" chart triumph, can make it two-in-a-row with this new Checker opus. Tabbed "Long Tall Shorty," it's an enticing r&b-pop styled shuffle-rocker that's already making the chart rounds. The same tune takes a funky-instrumental route on the flip.

"MORE THAN A POOR BOY CAN GIVE" (2:33)

[Central Songs BMI—Bare]

"HAVE I STAYED AWAY TOO LONG" (2:08)

[Frank ASCAP—Loesser]

BOBBY BARE (RCA Victor 8358)

Bobby Bare should quickly add this commercial Victor newie tagged "More Than A Poor Boy Can Stand" to his impressive recent string of pop-country triumphs. Tune is a medium-paced, chorus-backed romancer about a lad who gets involved with a gal a little too rich for his blood. The coupler, "Have I Stayed Away Too Long," is a tender, shuffle-beat lament rendered with feeling and authority by the chanter.

"MILORD" (2:01) [Alamo ASCAP—Monnot, Moustaki]

"GOLDEN EARRINGS" (2:01)

[Paramount ASCAP—Livingston, Evans, Young]

BOBBY DARIN (Atco 6297)

The multi-talented artist, currently between wax pacts, can have another chart entry—as a result of this deck cut during his day's with Atco. Tune's the fantastic-European-success, "Milord" (for the late Edith Piaf), that Darin takes for rousing, all-French language ride. Platter spinners'll love it. Coupler's haunting, finger-snapping version of the years-back pic-tune hit.

"UNE FLEUR (A FLOWER)" (1:57) [MRC BMI—Sourire]

"AVEC TOI (WITH YOU)" (2:49) [MRC BMI—Sourire]

SOEUR SOUIRE (Philips 40195)

The Singing Nun could well duplicate her "Dominique" success with this new Philips offering, "Une Fleur," culled from her chart-riding "Her Joy, Her Songs" LP. The tune is a delightful folksish happy ballad with a plaintive, infectious melody. Side's a natural for heavy airplay. The undercut, "Avec Toi," is a slow-moving affair with a beautiful, lyrical, repeating melodic riff.

"THE WORLD OF LONELY PEOPLE" (2:17)

[Ross Jungnickel ASCAP—Kaye, Garson]

"IT'S BETTER TO CRY TODAY THAN TO CRY TOMORROW" (2:03)

[April ASCAP—Snyder, Levitte, Catalano]

ANITA BRYANT (Columbia 43037)

This looks like the one to put Anita Bryant back on the wax map. It's a tailored-for-teen-tastes jump beat weeper, tagged "The World Of Lonely People," that the canary carves out with touching, multi-voiced sincerity. Splendid showcase provided by Frank Hunter. Also keep an eye on the stomp-a-cha-cha undercut that Anita & Co. also deliver with telling teen effect.

"TEQUILA" (2:22) [Jat BMI—Rio]

"RAUNCHY" (2:01) [Hi-Lo BMI—Manker, Justis]

BILL BLACK'S COMBO (Hi 2089)

Bill Black's Combo have enough things going for themselves in this lively updating of "Tequila," the years-back Champs chart-topper to zoom up the charts in the coming weeks. The instrumental reading highlights some funky sax work and some effective rapid-fire melodic changes. Ops take note! On the flip, "Raunchy," the gang dishes-up an appealing swingin' rendition of the bluesy sturdie.

"MIDNIGHT RUN" (1:56)

[Sumar, Beechwood BMI—Usher, Berns, Christian]

"CUSTOM CARAVAN" (2:06) [Beechwood BMI—Usher, Christian]

THE PYRAMIDS (Cedwicke 13005)

The Pyramids, who made a solid chart showing on the London-handled Best line, switch over to the London-handled Cedwicke label here and come up with another attention-getting all-instrumental affair that could duplicate the chart results. It's a thunderous rocker with that break-wide-open sound. There's a bright hot-rod sound on the quick beat flip that the artists knock out in top-teen vocal and musical style.

LEIBER STOLLER GOLDNER

Present Their 1st Hit On The Red Bird Label



*Many, Many Thanks to all the Program Directors,
Music Directors and D.J.'s who have made this record a smash.*

George Goldner

RED BIRD DISTRIBUTOR LIST

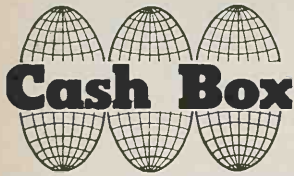
*Dale Dist. Boston, Mass.	Fenway Dist. Pittsburgh, Penn.	Southern Dist. Nashville, Tenn.	Essex Dist. Newark, New Jersey	Trinity Dist. East Hartford, Conn.
Delta Dist. New Orleans, La.	Bertos Sales Corp. Charlotte, N.C.	John O'Brien Milwaukee, Wisconsin	United Dist. Houston, Texas	Heilcher Bros. Minneapolis, Minn.
California Record Dist. Los Angeles, Calif.	Mainline Dist. Cleveland, Ohio	Roberts Records St. Louis, Mo.	Tone Dist. Miami, Florida	Big State Dallas, Texas
All State Record Dist. Chicago, Illinois	Rosen Record Dist. Philadelphia, Penn.	Merit Dist. Detroit, Michigan	South Land Dist. Atlanta, Ga.	C & C Dist. San Francisco, Calif.
General Record Dist. Baltimore, Md.	C & C Record Dist. Seattle, Washington	Superior Record Sales New York City	Bill Davis Denver, Colo.	

*Dale broke this Record #1 In Mass.



RED BIRD

1619 B'WAY
NEW YORK, N.Y.
212 LT 1-3420



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

"HEADING FOR A FALL" (2:59) [Conrad BMI—Reed]
 "HELP YOURSELF" (2:48) [Conrad BMI—Reed]
JIMMY REED (Vee Jay 593)

The vet blues chanter is in top-notch form on this power-packed Vee-Jay newie labeled "Heading For A Fall." Side is a raunchy, rhythmic low-down pop-r&b lament about a guy who is in for a peck of romantic trouble. The flip, "Help Yourself," is a hard-driving, funky, folk-flavored item which has some effective rapidly-changing chromatic constructions.

"THE BOOGLER—PART ONE"
 [Keyman & Marc-Jean BMI—Smith, Nelson, Ward]
 "THE BOOGLER—PART TWO"
 [Keyman & Marc-Jean BMI—Smith, Nelson, Ward]
OLYMPICS (Duo-Disc 104)

The Olympics, who have had Top 100 hits on Tri-Disc, make an auspicious Duo-Disc bow with this ultra-commercial item tagged "The Boogler—Part One." The tune is a rousing, pop-r&b pulsating rhythmic dance affair which intros a new teen-angled dance. The infectious undercut is the logical continuation of the top side.

"SOMEDAY WE'RE GONNA LOVE AGAIN" (2:05)
 [McLaughlin BMI—McMahan]
 "SPEND A LITTLE TIME" (2:52) [Jobette BMI—Singleton]
BARBARA LEWIS (Atlantic 7710)

Barbara Lewis seems destined to add this new Atlantic entry, "Some-day We're Gonna Love Again," to her impressive string of pop-r&b hits. The tune is a medium-paced, chorus-backed affair about a gal who still has an optimistic outlook on love after a broken romance. The flip, "Spend A Little Time," is a slow-moving, shufflin tradition-oriented blues lament rendered with verve by the lark.

"ALL THE COLORS OF THE RAINBOW" (2:25)
 [January BMI—Brooks, Radcliffe]
 "IT HAD BETTER BE TONIGHT" (2:05)
 [Northridge ASCAP—Mancini, Migliacci, Mercer]
MIKE CLIFFORD (United Artists 713)

Mike Clifford, who struck paydirt a while back with an item tagged "Close To Cathy," makes an impressive return to the wax scene with this teen-angled ballad date that sports a strong and very pretty melodic and inventive lyrics. "All The Colors Of The Rainbow" should take the chanter to 'hit city.' The Mancini-Mercer theme from "The Pink Panther" makes for a potent double-header.

"A FOOL FOR A FOOL" (2:34) [Placid BMI—Turner]
 "NO TEARS TO CRY" (2:34) [Gleam ASCAP—Ram]
IKE & TINA TURNER (Warner Bros. 5433)

Chances are Ike & Tina Turner will get back on the big hit track with this Warner Bros. bow. Side to watch is "A Fool For A Fool," an infectious rock-a-rhythmic cha cha weeper that has Ike's instrumentalists tastefully backing up Tina's winning (partly) multi-tracked vocal. Backing's a heartfelt beat-balled opus that also rates attention.

"SMALL WONDER" (2:29) [Chappel ASCAP—Malthy, Shire]
 "THE TEARS KEEP FALLING DOWN" (2:15)
 [Northern ASCAP—Keller, Shayne]
JERRY KELLER (Coral 62409)

Keller, who scored nicely with the teen set awhile-back with ("Here Comes Summer"), can have his first big outing on Decca with "Small Wonder." Tune's a beautiful ballad liter (that builds along the way) that Keller serves up in most attractive fashion. Excellent Dick Jacobs' ork-choral assist on a lid that should make it big—especially with the 'good music' programmers. Backing's a sock-rock multitrack effort that can also step way out.

"VALENTINO" (2:40) [Pamper BMI—Hart]
 "FIRST YOU GO THROUGH ME" (2:20) [Vidor BMI—Hart]
FREDDIE HART (Monument 838)

The country hit-maker can make a very big pop showing via this new Monument session. On it, Freddie and his choral accompaniment recall the life of one of screendom's greatest lovers—Rudolph Valentino. The delightful 'South-of-the-border' arrangement rounds out a winning entry. Backing's a straight country shuffle beat weeper that steps out in that dept.

Newcomer Picks

"CANDY MAN" (2:12) [January BMI—Ross, Neil]
 "I CAN DANCE" (1:50) [Wemar BMI—Jeeves, Richards]
BRIAN POOLE (Monument 840)

The Monument outfit can have a big sales item in the U.S. with another one of those big British hits. This time it's Brian Poole & The Tremeloes' "Candy Man" that has what it takes to step out in the States. It's an engaging, staggered beat rocker that the artists knock out with solid sales authority. There's a frenzied "Twist And Shout" flavor on the flip.

Newcomer Picks

"MY ARMS AREN'T STRONG ENOUGH" (2:39)
 [Maygar BMI—Silvers, Sherman, Venet]
 "THAT'S ALL" (2:51) [Travis BMI—Haymes, Brandt]
JUDY CLAY (Scepter 1273)

Judy Clay's bow on the Scepter label could prove to be her 'stepping stone.' Side to watch is "My Arms Aren't Strong Enough," a pulsating, beat-ballad hip-swinger that the thrush treats to a superb, soul-filled performance. Fabulous Garry Sherman ork-choral arrangement on a deck with 'top ten' potential. Coupler's a most appealing cha cha beat treatment of the oldie. Keep close tabs on this gal.

"MY BOY LOLLIPOP" (2:01) [Nom BMI—Roberts, Spencer]
 "SOMETHING'S GOTTA BE DONE" (1:52)
 [Near North BMI—Washington]
MILLIE SMALL (Smash 1893)

Millie Small, a Jamaican-born 16-year-old lark who's currently riding the charts in Great Britain, can make an important disk name in the U.S. via her Smash bow, "My Boy Lollipop." Millie, tagged the 'Blue Beat Girl' displays her new sound on this tantalizing steady-driving shuffle-rocker. Ernest Raglin colorfully supplies the 'Blue Beat' dance step instrumentation. More catchy pixie-like sounds on this rokin' flip.

"EVERYBODY WANTS TO BE WANTED" (2:00)
 [Al Gallico BMI—Raleigh, Damon]
 "A TEEN AGE PRAYER" (2:26) [LaSalle ASCAP—Reichner, Lowe]
LINDA BRANNON (Epic 9675)

Lark, who kicked up a territorial chart fuss with her previous Epic outing, "Don't Cross Over," can make the Top 100 grade with this new stint. Top half's a potent rock-a-cha-cha romancer, labeled "Everybody Wants To Be Wanted," that Linda serves up in stellar multi-voiced fashion. Sensational ork-choral showcase. Lower end's the years-back Gloria Mann success that Linda up-dates telling teen-beat ballad effect. Watch it, too!

"COPY CAT" (2:30) "CLAUDE'S THEME" (2:05)
 [Wyncote ASCAP— [Wyncote ASCAP—
 Jackson, Wisner] Jackson, Wisner]

PLATO (Parkway 914)

There's a new keyboard stylist named Plato, who should be making chart news in the near future. The artist leads his musicians through a pair of delighters that can become back-to-back chart-riders. One end, "Copy Cat," is a charming toe-tapping, familiar sounding thumper that sports sans lyric choral chants. The other end's a sparkling rock reffing of Claude Debussy's "Afternoon Of A Fawn" that features some happy shouts along the way. Take your pick. Both are winners.

Best Bets

THE CAPTIVATIONS
 (Gaepax 44179)

• "RED HOT SCRAMBLER—GO!" (2:21) [Maverick BMI—Biglow, Paxton] The Captivations could cross the winning line in high style with this rapid-fire hot rod opus. It's a handclappin' pulsator with broad appeal. The deejays can send it on its way with just a few spins.
 (B+) "SPEEDSHIFT" (1:31) [Maverick BMI—Nuckles, Paxton]

FRANK IFIELD (Capitol 5170)

• "SWEET LORRAINE" (2:11) [Mills ASCAP—Burwell, Parish] The oldies have been good for Ifield in the past and this updating of "Sweet Lorraine" by the singer merits plenty of attention from the spinners and buyers.
 (B+) "YOU CAME A LONG WAY FROM ST. LOUIS" (2:15) [Jewel ASCAP—Brooks, Russell]

ANGELO'S ANGELS (Ermine 2229)

• "SPRING CLEANING" (1:54) [Venetia BMI—Angelo] Angelo's Angels lash out with a timely seasonal offering in a hard-driving manner the kids'll dig. A speeded up Chipmunk-like background gimmick is effective in the backdrop. A dance delighter that can take off.
 (B+) "TOMORROW" (1:55) [Venetia BMI—Angelo]

JERRY GOLDSMITH (Epic 9680)

• "THEME FROM LILLIES THE FIELD" (1:49) [Unart BMI—Goldsmith] Jerry Goldsmith could very well reap some loot via this top-notch instrumental read of the main theme from the highly touted flick. Side is culled from label's soundtrack LP.
 (B+) "THE CONTRACTOR" (2:05) [Unart BMI—Goldsmith]

BYRON LEE (Capitol 518)

• "SAMMY DEAD" [Bena BMI—Morris, Lee] The next dance craze is a Jamaican im-dubbed The Ska, and the Byron Lee ork, with Eric Morris on the vocal, serves up a delightful sampling. Capitol. It's a Calypso type affair that could catch on.
 (B+) "SAY BYE BYE" [Bena BMI—Morris]

DEAN PARRISH
 (Warner Bros. 5436)

• "COME ON DOWN (TO THE WORLD'S FAIR)" (2:05) [Unbelievable BMI—Anastasi-V] This timely ditty uses the World's Fair to attract attention, but once the turntable the infectious melody and danceable beat speaks for Dean Parrish has a good chance of bringing the Fair to the charts.

(B+) "THE PAVILLION" (2:05) [Unbelievable BMI—Van]

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AMERICAN ARTISTS
ON BRITISH HITS AND SELL
AMERICAN RECORDS!**

**BOBBY
RYDELL**

sings

**“A WORLD
WITHOUT LOVE”**

C 320

*The Flip Side, A Beautiful Lyric Version
of the equally beautiful summer instrumental*

“OUR FADED LOVE”

THE BIG ONES ARE ON CAMEO/PARKWAY



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

JOHNNY PRESTON (Hall-Way 1201)

● "JUST PLAIN HURT" (2:43) [Marty Tree BMI—Crutchfield McAlpine] Preston, who numbers "Running Bear," among others, as proof of his commercial appeal, has another good chance of making the charts with this smooth ballad. The catchy melody is sure to attract attention, so watch it.

● "ALL AROUND THE WORLD" (2:38) [Clifton BMI—Turner] Look for big action on this end, too! Songster wails out this old Titus Turner hit with feeling. The up-tempo lindy makes for a potent dance record.

ROBERT GOULET (Columbia 43029)

● "CHOOSE" (2:37) [Gil BMI—Bart] Lionel (Oliver!) Bart has devised a potent melody for the wide-range vocal artistry of Robert Goulet. The songster's power-packed reading of these meaningful lyrics makes the tune an early candidate for airtime.

● "THE NAME OF THE GAME" (2:34) [Morris ASCAP—Wells, Segal, Ramin] Here's an easy-paced, slightly uptempo, romantic ballad by Goulet that should do well with the soft music PD's. Plenty of coin to be made with both ends.

CATERINA VALENTE (London 9667)

● "WITH A SONG IN MY HEART" (2:30) [Harms ASCAP—Rodgers, Hart] The girl of many languages and big voice gives new freshness to this Rodgers & Hart oldie. Backed by a powerful Peter Matz arrangement, the lark gives her all on this top-flight rendition. This could be her strongest since "Mala-guena."

● "WHEN IN ROME" (2:44) [Sunbeam BMI—Bock] This original by Jerry Bock is a melodic sparkler that deftly showcases the lark's potent vocal talent. Could be a two-sided moneymaker for Caterina.

JOYCE PAUL (Imperial 5797)

● "A PAINTED SMILE" (2:32) [Painted Desert BMI—Ross Crane] The lark presents this contagious melody in a smooth styled delivery. This pretty number should get play on the Top 40 as well as the good music stations, so watch the action on this one. Strong follow-up to her "Don't Send Flowers" chart-rider.

(B+) "LASTING LOVE" (2:27) [Painted Desert BMI—Sharp]

JERRY WALLACE (Challenge 59246)

● "IN THE MISTY MOONLIGHT" (2:42) [4 Star Sales BMI—Walker] Wallace serves up a pleasant rock-a-cha session on this deck cut during his days with Challenge. The chanter has a good product here and should get plenty of air exposure.

● "EVEN THE BAD TIMES ARE GOOD" (2:52) [4 Star Sales BMI—Pitts, Belew] Backside is a strong country-flavored ballad in which the artist can score big in both the country and pop fields.

BILL DOGGETT (King 5878)

● "NIGHT TRAIN — PART ONE" (2:26) [Frederick BMI—Washington, Simpkins, Forrest] Bill Doggett might get some sales anew with this top-drawer re-working of the years-back Jimmy Forrest hit. The instrumentalist treats the "classic" in an infectious, swingin' funky danceable style. Plenty of potential here.

(B+) "NIGHT TRAIN — PART TWO" (2:26) [Frederick BMI—Washington, Simpkins, Forrest]

TY HUNTER (Chess 12760)

● "BAD LOSER" (2:45) [Chevis BMI—Davis] Ty Hunter, who has had some territorial successes previously is making a strong attempt to ride the Top 100 charts. The r&b-pop styled number should excite the slop set. Watch the action on this one. "Loser" could be a winner.

(B+) "SOMETHING LIKE A STORM" (2:35) [Chevis BMI—Clarke McKinley]

LEN BARRY (Cameo 318)

● "HEARTS ARE TRUMP" (2:35) [Wyncote ASCAP—Broisoff, Wisner] The songster, formerly of the Dovells, turns in an impressive solo on this up-tempo rocker, supported in strong ork-chorus fashion. The outing can make it up the success path.

(B+) "LITTLE WHITE HOUSE" (2:11) [Cameo, Parkway ASCAP—Broisoff, Alexander]

THE CHARTBUSTERS (Mutual 3495)

● "SLIPPIN' THRU YOUR FINGERS" (2:38) [Liphilben-Chartbuster BMI—Flowers, Manning, Harlow] A catchy harmonica opening leads into a real good rocker that should get the attention of the R&R set. The jumper has the commercial ingredients to send it to hitsville.

(B+) "SHE'S THE ONE" (2:18) [Eastwick-Chartbuster BMI—Dubas]

JIMMY PARKER (Herald 1568)

● "THEY SAY" (2:37) [Hill & Range BMI—Byers] Jimmy Parker has a real beaut here for Herald. The Freddy Cannon-flavored jumper has a feeling about it that makes you want to clap your hands. Eye this one for spins and sales.

(B+) "EVERYBODY'S LAUGHING AT ME" (1:47) [Hill & Range BMI—Byers]

THE BROOKS (London 9668)

● "ONCE IN A WHILE" (2:32) [Miller ASCAP—Edwards, Green] The group, from England, makes its U.S. debut with this evergreen. Here, the number is rendered in modern rock sound that's geared for quick sales action.

(B+) "POOR POOR PLAN" (2:48) [Cambell, Connelly ASCAP—Brooks]

LOUIS JORDAN (Tangerine 942)

● "THE TROUBADOUR" (3:02) [American Academy ASCAP—Mills] The vet blues songster could go the hitsville route with this hard-swingin' pop-r&b lament all about a poor guy who gets rejected by the gal of his dreams. Watch it.

(B) "TIME IS RUNNING OUT" (2:55) [Mac-A-Del BMI—Roberts]

B+ REVIEWS

THE ALLEN SISTERS (Shell 314)

(B+) "LARRY" (1:59) [AMETROP BMI—Hoffman, Klein]

(B+) "NEVER ON SATURDAY" (2:03) [AMETROP BMI—Hoffman, Klein]

THE FOUR CASTS (Atlantic 2228)

(B+) "STORMY WEATHER" (2:20) [Arko ASCAP—Arlen, Koehler]

(B) "WORKIN' AT THE FACTORY" (2:20) [Poster, Cotillion BMI—Weaver, Drucker]

RANDY PAIGE

(20th Century-Fox 465)

(B+) "THAT'S MY DESIRE" (2:24) [Mills ASCAP—Love-day, Kresa]

(B) "DOWN ON THE CORNER" (2:07) [Johnstone, Montel BMI—Upp, Paige]

LITTLE MR. LEE & CHEROKEES

(Sure-Shot 5002)

(B+) "PARTY TIME" (2:20) [Don BMI—Hightower]

(B+) "WILL MY BABY COME BACK" (2:30) [Don BMI—Hightower]

CHLOEE HARRIS (Hickory 1253)

(B+) "LITTLE PEOPLE" (2:21) [Fred Rose BMI—Rainwater, Stough]

(B+) "MAMA, I'LL BE GOOD" (2:34) [Fred Rose BMI—Rainwater]

KAYE SISTERS (Philips 40193)

(B+) "THAT LITTLE TOUCH OF MAGIC" (2:20) [E. B. Marks BMI—Raleigh, Barkan]

(B+) "KEEP ON LOVING ME" (2:26) [MRC BMI—Hawker, Raymonde]

GLENN CAMPBELL (Capitol 5172)

(B+) "LET ME TELL YOU 'BOUT MARY" (2:03) [Central Songs BMI—Bare]

(B) "THROUGH THE EYES OF A CHILD" (2:40) [American BMI—Campbell Capehart]

THE MOMENTS (Era 425)

(B+) "IN THE PHONOGRAPH BOOTH" (2:16) [Pattern ASCAP—Howard]

(B) "BLUES AT SANDY COVE" (2:23) [Bamboo BMI—Wilson]

RUTH McFADDEN (Recona 3503)

(B+) "HE HURT ME AGAIN" (2:35) [I.P.G. BMI—Newmark]

(B+) "IT COULD BE SWEET AGAIN" (2:45) [I.P.G. BMI—Laurie]

DAVE BERRY (London 32396)

(B+) "MY BABY LEFT ME" (1:59) [Elvis Presley BMI—Crudup]

(B) "MEMPHIS, TENNESSEE" (2:30) [Arc BMI—Berry]

ANITA WOOD (Santo 608)

(B+) "DREAM BABY" (2:05) [Combine BMI—Walker]

(B) "THIS HAS HAPPENED BEFORE" (2:18) [Triumvirate BMI—Williams Lichterman]

RAY ALLEN & TRENDELLS

(Cuca 63104)

(B+) "WHO'S GONNA CRY" (2:06) [Kirchstein BMI—Harbach]

(B) "GO ON (PLAY YOUR GAME)" (2:16) [Kirchstein BMI—Harbach]

MIKE SHELDON

(20th Century Fox 484)

(B+) "BRING BACK THE GIRL THAT MADE ME CRY" (2:20) [Silver Dollar BMI—Sheld]

(B) "OH, YOU BEAUTIFUL DOLL" (1:49) [Remick CAP—Ayer, Brown]

LEFTY LOUIE (Capitol 5167)

(B+) "ONZY MATTKIEWS" (2:20) [Valando ASCAP—Jacc]

(B) "BLUES NON STOP" (2:20) [Sherryvale BMI—Matthe]

PEREZ PRADO (RCA Victor 881)

(B+) "CARAVAN" (2:25) [American Academy of Music ASCAP—Mills, Ellington, Tizol]

(B+) "PARA MI" (1:52) [Sittler ASCAP—Severinsen, Miller]

BEL-AIRES (Token 107)

(B+) "CHARLIE CHAN" (2:20) [Vendo BMI & Welton BMI—Lo Schneider]

(B) "BAGGIES" (1:59) [Vendo & Welton BMI—Johnson]

PREMIERS (Leo 501)

(B+) "RUN ALONG BABY" (2:20) [Waygate ASCAP—Gillard]

(B) "BACK AGAIN R.I. ALONG BABY" (2:00) [Waygate ASCAP—Gillard, Gilmer]

RESONICS (Token 108)

(B+) "I'M REALLY IN LOVE" (2:20) [Vendo BMI—Higgins, Wall]

(B) "THINK RIGHT" (2:20) [Vendo & Welton BMI—Evans]

COBRAS (Monogram 519)

(B+) "DON'T EVEN KNOW YOUR NAME" (1:45) [Monogram BMI—Cato]

(B+) "THUMPIN'" (1:45) [Monogram BMI—Torres]

ARTHUR & CORVETS

(Na-R-Co 203)

(B+) "POOR GIRL" (2:28) [D & W BMI—Conley]

(B) "DARLING I LOVE YOU" (2:44) [Tune Glo BMI—Conley]

MEL WILLIAMS (Bit 4164)

(B+) "SECRET LOVE" (2:20) [Remick ASCAP—Webb]

(B) "EASY TO SAY" (2:20) [Lem BMI—Williams]

KAVETTES (Okeh 7194)

(B+) "YOU BROKE YOUR PROMISE" (1:58) [Jalyne BMI—Tarleton]

(B) "I'M SORRY FOR YOU" (2:30) [Tree BMI—Willis]

PAULA LAMONT (Loadstone 14)

(B+) "GREATEST LOVER UNDER THE SUN" (2:20) [Stonebess BMI—Stone]

(B) "A BEATLE MEET A LADYBUG" (2:25) [Stonebess BMI—Stone]

ALAN GARI (Catch 105)

(B+) "THE GIRL IN THE WINDOW" (1:45) [Sherman, Vorzon BMI—Gershowitz]

(B) "IN MY DREAMS" (2:20) [Bamboo BMI—Gershowitz]

NEW

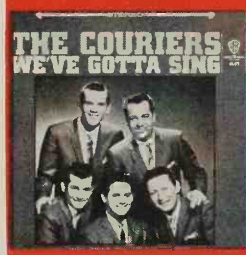
An enormous grosser in the art houses, and now just about to go into national release:



"YESTERDAY, TODAY AND TOMORROW"
ORIGINAL SOUND TRACK • W/WS 1552

The movie trades think this picture will be in the same groove as "Never on Sunday," "La Dolce Vita," and "Divorce—Italian Style." We agree. Starring Sophia Loren, Marcello Mastroianni, and a sound track filled with variety: memorable songs, plenty of vocals, bossa nova, the works.

A MODERN CONCEPT IN ART FILM MUSIC, BY INTERNATIONAL MUSIC'S FOREMOST ARRANGER: WERNER MÜLLER'S "INTERNATIONAL FILM FESTIVAL" (W/WS 1548)



"we've gotta sing"
THE COURIERS
W/WS 1547

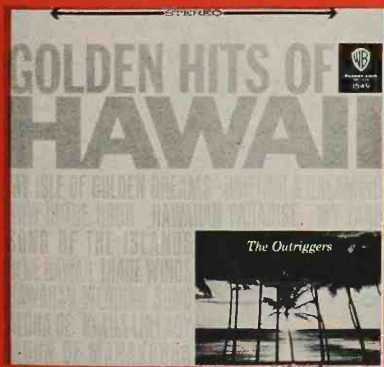


CHANGES

THE MODERN FOLK QUARTET

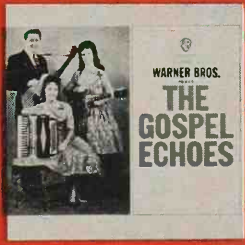
Currently, they're on tour with the Ford Hootenanny Show. Since their first album, they've made over 250 smash personal appearances. The answer is that these guys can sing, fantastically. Quite an earful.

(W/WS 1546)



The Most Hawaiian Hite to Fit Into One Album. Should Be a King on the Racks Soon.
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THE OUTRIGGERS • W/WS 1549

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W/WS 1545



The Couriers and the Gospel Echoes are major forces in Protestant gospel music. They have enormous audiences. We think they'll be pleased by the fervent, moving gospel in these 2 albums.

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THE MAILE SERENADERS
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W/WS 1550

What sells this LP is that each LP comes with a big illustrated instruction book showing, phrase-for-phrase, photos of how to hula. Perfect for snowy evenings at home. The ideal item for every Hawaii-bug, potential and actual. Has to be big.

FROM WARNER BROS. RECORDS

THE FIRST NAME IN SOUND



RECORD REVIEWS

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

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

B+ REVIEWS

WILLIS JACKSON (Prestige 303)
(B+) "TROUBLED TIMES" (3:00)
[Jackson, Marcus]
(B) "AS LONG AS SHE NEEDS
ME" (3:00) [BMI—Bart]

PIERRE LALONDE (Decca 31619)
(B+) "LOUISE" (2:35) [Famous
ASCAP—Whiting, Robin]

(B) "IT'S GONNA BE CLOUDY"
(2:18) [Northern ASCAP—
Keller, Goodis]

THE WEST WINDS (Kapp 588)
(B+) "OOWEE, OOWEE, OOWEE,
OOWEE" (2:14) [Lansdowne,
Winston ASCAP—Donato, Andre]
(B+) "YOU'RE LOOKIN' AT MY
GUY" (2:14) [Lansdowne,
Winston ASCAP—Donato, Andre]

SOL KAPLAN (Columbia 43038)
(B+) "YOUNG LOVERS" (2:25)
[Jonoma ASCAP—Kaplan]
(B+) "TANGO DE VALENTINO"
(3:04) [Jonoma ASCAP—
Kaplan]

THE DYNELS (Natural 7001)
(B+) "JUST A FACE IN THE
CROWD" (2:13) [Delancey
ASCAP—Mincy, Mincy]
(B+) "C'MON LITTLE DARLIN'"
(2:17) [Ardmore ASCAP—
Mincy, Mincy]

THE PIROUETTES (Diamond 165)
(B+) "IF YOU SEE MY BABY"
(2:22) [Rittenhouse BMI—
Meade, Raleigh]
(B+) "THE WRANGLER
STRETCH" (2:25) [Ritten-
house BMI—Meade, Raleigh]

THE AMES BROS. (Epic 9530)
(B+) "LOVE IS AN OCEAN OF
EMOTION" (2:30) [Bennie
Benjamin ASCAP—Benjamin, Mar-
cus]
(B+) "LOVE ME WITH ALL
YOUR HEART" (2:03) [Peer
Int'l BMI—Vaughn, Rigual, Rigual]

THE ORIGINAL SURFARIS
(Surfari 301)
(B+) "GUM DIPPED SLICKS"
(2:05) [Movin BMI—Weed]
(B) "HIGH TIME" (2:10) [Mov-
in BMI—Weed]

THE BEL-AIRS FIVE (USA 764)
(B+) "THE TIME HAS COME"
(2:30) [Rickliffe] World BMI
—Briggs]
(B+) "BRING BACK MY BABY
TO ME" (1:35) [Rickliffe]
World BMI—Glatky, Korradi]

THE WILD ONES (S.P.Q.R. 3316)
(B+) "I'VE BEEN CRYING" (2:17)
[Rockmasters, Beechwood BMI
—Williams]
(B+) "A LITTLE BIT O' SOUL"
(2:18) [Rockmasters BMI—
Guida, Royster]

TERRY SISTERS (Utona 101)
(B+) "GOLDEN MORNINGS &
SILVERY NIGHTS" (3:01)
[Main Event BMI—Pratt]
(B) "WHEN I STOP LOVING
YOU" (1:50) [Main Event
BMI—Pratt]

LIONEL HAMPTON
(Glad-Hamp 2019)
(B+) "MIDNIGHT SUN" (3:45)
[Crystal ASCAP—Hampton,
Mercer, Burke]
(B) "INSIDE OUT" (2:45)
[Swing] Tempo BMI—Mc-
Ghee, Hampton]

LES BAXTER'S BALLADEERS
(Link 313)
(B+) "LININ' TRACK" (1:45)
[Bax BMI—Neil]
(C+) "BAHION" (2:10) [Bax BMI
—Baxter]

SONNY STITT (Prestige 304)
(B+) "SOUL SHACK" (2:50)
[Pres BMI—Stitt]
(B) "SHANGRI-LA" (3:00)
[Maxwell, Malneck]

JACKIE VERDELL (Peacock 1930)
(B+) "COME LET ME LOVE
YOU" (2:22) [Don BMI—
Tucker, Scott, Malone]
(B) "Y. K. W." (2:11) [Lion BMI
—Malone]

BIG JOE TURNER (Coral 62408)
(B+) "I WALK A LONELY MILE"
(2:20) [Premier BMI —
Weeks]
(B) "I'M PACKIN' UP" (2:30)
[Premier BMI—Carroll, Har-
rell]

SOCIETY HILL SEVEN
(Swan 4179)
(B+) "SAX SOUFFLE" (2:00)
[Debbie Anne ASCAP—Fos-
ter, Gates]
(B) "HOME GROWN" (2:15)
[Debbie Anne ASCAP—Fos-
ter, Gates]

THE LIFE GUARDS (Reprise 0277)
(B+) "SWIMTIME U.S.A." (2:08)
[Screen Gems-Col BMI—Sloan,
Barri]
(B+) "SWIM PARTY" (2:08)
[Krasnow - Sepe - Al - Mar -
ASCAP—Krasnow, Sepe, Al-Mar]

DICK HAFNER (Valiant 6044)
(B+) "GO 'WAY TEARS" (2:42)
[Vine St. ASCAP—Coe, Tip-
ton]
(B+) "WAKE UP SILLY BOY"
(2:17) Vine St. ASCAP—
Coe, Tipton]

WALTER GATES (Swan 4180)
(B+) "MY MAN" (2:28) [Fesit
ASCAP—Yvolin, Willemetz,
Pollock]
(B) "ROSE OF WASHINGTON
SQUARE" (1:56) [Shapiro-
Bernstein ASCAP—Hanley]

BOBBY LEE (Falew 102)
(B+) "WOULD YOU BELIEVE
ME" (2:53) [Knick Knack,
Backus BMI—Lee, Harper]
(B+) "TELL IT LIKE IT IS" (1:38)
[Knick Knack, Backus BMI—
Davis]

MARGIE HOBBIIE (Teron 777)
(B+) "CHOO CHOO SAFARI"
(1:52) [Earthquake BMI—
Pratt]
(C) "GROWN UP BLUES" (2:20)
[Earthquake BMI—Pratt,
Johnson]

B+ REVIEWS

EDDY JACOBS (Kiss-Kiss 222)
(B+) "FRIDAY NIGHT GET-TO-
GETHER" (2:11) [Semitone
BMI—Jacobs]
(B) "WAS I SO YOUNG" (2:08)
[Semitone BMI—Jacobs]

THE APPLEJACKS (London 9658)
(B+) "TELL ME WHEN" (2:16)
[Southern ASCAP — Reed,
Stephens]
(B) "BABY JANE" (2:00) [Apol-
lo ASCAP—Dello, Cane]

BO RHAMBO (Imperial 66031)
(B+) "DIANE" (2:55) [Miller
ASCAP—Pollock—Rapee]
(B) "BLUE MIST" (2:34) [Cash
BMI—Gray-Sanford]

PETE CANDOLI (Nan 3004)
(B+) "YOU MADE ME LOV-
YOU" (1:53) [Broadwa
ASCAP—Monaco, McCarthy]
(B) "BEETLE BUG" (1:57)
[Tara Claire BMI—Candoli]

TONY DE FRANCO (Galiko 1802)
(B+) "CUORE" (2:25) [Mia, T
City BMI—Verroca]
(C+) "THE TOUCH OF YOU
(2:15) [Loena ASCAP—
Litkei, Litkei]

CAROLE FORREST (Atco 6295)
(B+) "HE'S AWFUL NICE T
ME" (2:25) [Claridge ASCA
—Boulanger]
(B+) "MY GIRLFRIEND ASKE
ME" (2:42) [Chicory BMI—
Ricci, Storace]

B REVIEWS

SHIRLEY SCOTT (Prestige 305)
(B) "OUT OF IT" (3:00) [Pres
BMI—Scott]
(B) "THE SECOND TIME
AROUND" (3:00) [ASCAP—
Van Heusen, Cahn]

JOHNNY ACEY (Falew 105)
(B) "AT THE SAME TIME"
(2:14) [Knick-Knack & Back-
us BMI—Harrier, Taylor]
(B) "DON'T DECEIVE ME"
(3:00) [Progressive BMI—
Willis]

JOHNNY PATE (Argo 5468)
(B) "BLUESETTE" (2:17)
[Duchess BMI—Thielemans]
(B) "DEENO DANTAY" (2:23)
[Yvonne BMI—Pate]

PHYLISS LYND (Conrose 502)
(B) "SPIN ME A RIDDLE"
(1:46) [Contree ASCAP—
Salpeter, Habash]
(B) "THE WIND AND THE
WAVES" (2:00) [Contree
ASCAP—Habash]

ARITE & PHARAOHS (Cuca 1162)
(B) "I'LL TAKE CARE OF
YOU" (2:35)
(C+) "FOXY DEVIL" (2:00)

JIMMY RUSSELL (Cuca 1167)
(B) "GOTTA FIND ME A JOB"
(2:00) [Kirchstein BMI—Rus-
sell]
(C+) "SOMEWHERE THERE'S
AN ANGEL" (1:50) [Kirch-
stein BMI—Russell]

DOLORES O'CONNELL (Utona 100)
(B) "SWEET SOMEWHERE"
(2:55) [Main Event BMI—
Pratt]
(C+) "YANKEE SOLDIER
HELLO" (2:45) [Main Event
BMI—Pratt]

BILLIE DUNCANS (Cuca 1169)
(B) "SEPTEMBER SONG"
(2:30)
(B) "SLOW WALK" (2:58)

DICK BUSCHER (Cuca 1168)
(B) "BLUE HEART" (2:35)
[Kirchstein BMI—Buscher]
(B) "BABY (COME ON HOME)"
(2:39)

THE DEL 4s (Zenith 250)
(B) "DARE ME" (3:05) [Kar
BMI—Cittadino]
(B) "THE BEATLE SON"
(2:05) [Kama BMI—Kelley]

GEMINI TWINS (Harco 100)
(B) "JUDY & LARRY" (2:0)
[Regan BMI—Hemingwa
Schaffner]
(B) "LIVIN' DOLL" (2:07) [F
gan BMI—Hemingway, Scha
ner]

LORDS OF THUNDER (Davis 106)
(B) "WORK IT OUT AGAI
(2:40) [Lobe BMI—Harris
Smith]
(B) "DON'T YOU EVER" (2:4
[Lobe BMI—Harrison, Smit

FRENCHY & THE CHESSMEN
(Temple 2081)
(B) "BEETLE BEBOP" (2:
[Demoristic BMI—Hamilt
b]
(C+) "EL TACOS" (2:20) [Der
ristic BMI—Germain]

C+ REVIEWS

JOAN SMALLWOOD (Wedge 101)
(C+) "NUTTY AS A FRU
CAKE" (2:14) [Big We
BMI—Smallwood]
(C) "NO SWEAT" (2:30) [
Wedge BMI—Smallwood]

C REVIEWS

JERRY GILBERTSON ORCH
(Cuca 1170)
(C) "LITTLE TIGER" (2
[Kirchstein BMI—Gilberts
on]
(C) "DREAM TIME" (3
[Kirchstein BMI—Gilberts
on]

RELIGIOUS

LAWSONAIRS
(Davis BD-101)
"Time Is Marching On"/"Call Go
"
EVELYN GAY
(Davis BD-104)
"All Around"/"Shine On Me"
THE HOLY TRAVELERS
(Davis BD-103)
"Every Night I Pray"/"Search
Lord"
MIGHTY POWER OF FAITH
(Davis BD-102)
"When Darkness Gathers"/"J
Rolls All Burdens Away"

THE J'S WITH JAMIE



1964 National Academy of Recording Arts and Sciences Nominees:

Best New Artists of 1963

Best Performance by a Vocal Group for an Album in 1963



CL 2005/CS 8805*



CL 2149/CS 8949*

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"WRONG FOR EACH OTHER"

4-43015

ANDY WILLIAMS

"Three Window Coupe"

4-43035

THE RIP CHORDS

"PEOPLE"

4-42965

BARBRA STREISAND

"TODAY"

4-43000

NEW CHRISTY MINSTRELS

"THE WORLD OF LONELY PEOPLE"

4-43037

ANITA BRYANT

COLUMBIA RECORDS



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RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO APR. 22ND)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
36%	Walk On By—	Dionne Warwick—	Scepter	99%
30%	Love Me Do—	Beatles—	Capitol of Canada/Tollie	30%
29%	Viva Las Vegas—	Elvis Presley—	RCA Victor	29%
28%	The French Song—	Lucille Starr—	Almo	28%
27%	Across The Street—	Lenny O'Henry—	Atco	33%
26%	Every Little Bit Hurts—	Brenda Holloway—	Tamla	26%
25%	Kiss Me Quick—	Elvis Presley—	RCA Victor	25%
24%	Chapel Of Love—	Dixiecup—	Red Bird	63%
23%	A World Without Love—	Peter & Gordon—	Capitol	23%
22%	Caravan—	Perez Prado—	RCA Victor	22%
21%	Wrong For Each Other—	Andy Williams—	Columbia	86%
20%	Heigh Ho—	Big Dee Erwin—	Dimension	20%
19%	Blowin' In The Wind—	Stan Getz—	Verve	19%
18%	Three Window Coupe—	Rip Chords—	Columbia	33%
17%	Once Upon A Time—	Mary Wells & Marvin Gaye—	Motown	17%
16%	Donnie—	Bermudas—	Era	16%
15%	It's Over—	Roy Orbison—	Monument	79%
14%	Love Me With All Your Heart—	Ray Charles Singers—	Command	72%
14%	Diane—	Bachelors—	London	54%
14%	Today—	New Christy Minstrels—	Columbia	25%
13%	I Rise, I Fall—	Johnny Tillotson—	Cadence	13%
13%	P.S. I Love You—	Beatles—	Tollie	39%
12%	Whenever He Holds You—	Bobby Goldsboro—	United Artists	65%
12%	One Way Love—	Drifters—	Atlantic	57%
12%	Do You Love Me—	Dave Clark Five—	Epic	12%
11%	Tea For Two—	Nino Tempo & April Stevens—	Atco	34%
10%	Caldonia—	James Brown—	Smash	53%
10%	The Very Thought Of You—	Rick Nelson—	Decca	32%

LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Gonna Get Along Without You Now	Tracey Dey (Amy)	59%	Good Bye Baby (Baby Goodbye)	Solomon Burke (Atlantic)	33%
Skeeter Davis (RCA Victor)		50%	One Girl	Garnett Mimms (United Artists)	7%
If You Really Love Me	Jackie Trent (Kapp)	37%	Fall Of Love	Johnny Mothis (Mercury)	32%
Good Golly Miss Molly	Swingin' Blue Jeans (Imperial)	8%	Be My Girl	Four-Evers (Smash)	7%
Gonna Get Along Without You Now	Tracey Dey (Amy)	59%	Little Children	Billy Kramer—Dakotas (Imperial)	67%
			I'm Confessin'	April Stevens & Nino Tempo (Atco)	24%
			Swing Tokens	(B. T. Puppy)	6%
			Cotton Candy	Al Hirt (RCA Victor)	63%



"ON TARGET"

JUST RELEASED . . .

KITTY WELLS

SINGS

"I'VE THOUGHT OF LEAVING YOU"

C/W

"PASSWORD"

31622

ERNEST TUBB

SINGS

"THINK OF ME,
THINKING OF YOU"

C/W

"BE BETTER TO YOUR BABY"

31614

BILLY GRAMMER

SINGS

"I SAW YOUR FACE IN THE MOON"

C/W

"DON'T DROP IT"

31618

WEBB PIERCE

SINGS

"MEMORY # 1"

C/W

"FRENCH RIVIERA"

31617

MARGIE BOWES

SINGS

"UNDERSTAND
YOUR GAL"

31606

LORETTA LYNN

SINGS

"WINE WOMEN
AND SONG"

31608

NOW AVAILABLE AT ALL DECCA BRANCHES



GREASE MONKEY

by Brother Jack McDuff
45-299

on the Billboard bubbling under
and it's happening in . . . Det.
. . . SF . . . LA . . . Chi & DC.

AND . . .

it's from Jack McDuff's latest
spotlight album
"LIVE"
alb #7286
PRESTIGE RECORDS
203 So. Washington
Bergenfield, New Jersey

NEW GOSPEL LP JUST RELEASED!!

THE CONSOLERS'
"JOY IN THE MORNING"
Nashboro 7019

3 NEW R&B HITS!!

"I QUIT KNOCKIN' "
b/w
"CAN'T YOU SEE"
THERESA BLAKE
Excello 2247

"I'M SO GLAD"
b/w
"I'M NOT WORRIED"
LEON AUSTIN
Excello 2248

"I GOT A BROKEN HEART"
b/w
"I HAD A DREAM LAST NIGHT"
LONESOME SUNDOWN
Excello 2249

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

SUBSCRIPTION
TO CASH BOX \$15



TOP 50 IN R&B LOCATIONS

	Pos.	Last Week
1	MY GUY	6
	Mary Wells (Motown 1056)	
2	SHOOP SHOOP SONG	1
	Betty Everett (Vee Jay 585)	
3	YOU'RE A WONDERFUL ONE	3
	Marvin Gaye (Tamla 54093)	
4	THE WAY YOU DO THE THINGS YOU DO	2
	Temptations (Gordy 7028)	
5	I'M SO PROUD	9
	Impressions (ABC Paramount 10544)	
6	ROMEO & JULIET	11
	Reflections (Golden World 6008)	
7	WISH SOMEONE WOULD CARE	24
	Irma Thomas (Imperial 66013)	
8	THE MATADOR	4
	Major Lance (Okeh 7191)	
9	EBB TIDE	7
	Lenny Welch (Cadence 1422)	
10	MY GIRL SLOOPY	10
	Vibrations (Atlantic 2221)	
11	HEY BOBBA NEEDLE	8
	Chubby Checker (Parkway 907)	
12	SLIP-IN MULES	13
	Sugar Pie DeSanto (Checker 1073)	
13	AIN'T NOTHING YOU CAN DO	5
	Bobby Bland (Duke 375)	
14	IN MY LONELY ROOM	17
	Martha & Vandellas (Tamla 7031)	
15	NADINE	20
	Chuck Berry (Chess 1883)	
16	I DON'T WANT TO BE HURT ANYMORE	19
	Nat Cole (Capitol 5155)	
17	CAN YOU DO IT	22
	Contours (Gordy 7029)	
18	BABY, BABY, BABY	15
	Anna King & Bobbi Byrd (Smash 1884)	
19	CASTLES IN THE SAND	12
	Little Stevie Wonder (Tamla 54099)	
20	SOUL SERENADE	27
	King Curtis (Capitol 5109)	
21	MONEY	14
	Kingsmen (Wand 150)	
22	THAT'S WHEN IT HURTS	23
	Ben E. King (Atco 6288)	
23	GIVING UP ON LOVE	26
	Jerry Butler (Vee Jay 588)	
24	GOODBYE BABY (BABY GOODBYE)	39
	Solomon Burke (Atlantic 2226)	
25	HI-HEEL SNEAKERS	16
	Tommy Tucker (Checker 1067)	
26	COME TO ME	29
	Otis Redding (Volt 166)	
27	I CAN'T STAND IT	21
	Soul Sisters (Sue 799)	
28	I'M LOVING YOU MORE EVERY DAY	32
	Etta James (Argo 5465)	
29	T'AIN'T NOTHING TO ME COASTERS	25
	Coasters (Atco 6278)	
30	BOOK OF LOVE	18
	Raindrops (Jubilee 6469)	
31	OUR EVERLASTING LOVE	28
	Ruby & Romantics (Kapp 578)	
32	SOUL HOOTENANNY	41
	Gene Chandler (Constellation 1141)	
33	WHERE DOES LOVE GO	30
	Freddie Scott (Colpix 724)	
34	WALK ON BY	44
	Dionne Warwick (Scepter 1274)	
35	SHA-LA-LA	31
	Shirelles (Scepter 1267)	
36	OUR FADED LOVE	43
	Royaltones (Mala 473)	
37	GOOD NEWS	34
	Sam Cooke (RCA Victor 8299)	
38	YOU LIED TO YOUR DADDY	36
	Tams (ABC Paramount 10533)	
39	EVERY LITTLE BIT HURTS	—
	Brenda Holloway (Tamla 54094)	
40	HAND IT OVER	33
	Chuck Jackson (Wand 149)	
41	ONCE UPON A TIME	—
	Marvin Gaye & Mary Wells (Motown 1057)	
42	HURT BY LOVE	49
	Inez Foxx (Symbol 20-001)	
43	ROCK ME BABY	—
	B. B. King (ABC Paramount 393)	
44	CALDONIA	—
	James Brown (Smash 1898)	
45	HELLO WALLS	47
	Little Esther (Atlantic 2223)	
46	ONE WAY LOVE	—
	Drifters (Atlantic 2225)	
47	GIVING UP	50
	Glady's Knight & The Pips (Maxx 326)	
48	WHO'S AFRAID OF VIRGINIA WOOLF	—
	Jimmy Smith (Verve 10514)	
49	AGAIN	—
	James Brown (King 5876)	
50	THAT'S WHAT MAMA SAY	46
	Walter Jackson (Okeh 1789)	



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

MEXICAN DRUMMER MAN	AGAIN
Herb Alpert's Tijuana Brass (A&M 732)	James Brown (King 5876)
MOONGLOW/THEME FROM PICNIC	I'M THE ONE
Baja Marimba Band (Almo Int'l 203)	Gerry & The Pacemakers (Laurie 3233)
HERE'S A HEART	EASY TO LOVE
Diplomats (Arock 1004)	Chiffons (Laurie 3224)
LOOK WHO'S BLUE	OH BOY
Etta James (Argo 5465)	Jackie DeShannon (Liberty 55678)
TEA FOR TWO/I'M CONFESSIN'	WEE JEE WALK
Nino Tempo & April Stevens (Atco 6294)	Rivingtons (Liberty 55671)
HELLO WALLS	NOT FADE AWAY
Little Esther (Atlantic 2223)	Rolling Stones (London 9657)
WISE GUYS	GIVING UP
Shirley Matthews (Atlantic 2224)	Glady's Knight & Pips (Maxx 326)
ONE WAY LOVE	BUTCH BUBARRIAN
Drifters (Atlantic 2225)	Ray Stevens (Mercury 72255)
CAN HEAT/MATILDA, MATILDA	THE FALL OF LOVE
Jimmy Smith (Blue Note 1905)	Johnny Mathis (Mercury 72263)
THE NEARNESS OF YOU	I'M WATCHING MY WATCH
Three Sounds (Blue Note 1898)	Johnny Tillotson (MGM 13232)
SWING	BE ANYTHING (BUT BE MINE)
Tokens (B. T. Puppy 500)	Connie Francis (MGM 13237)
MY HEART SKIPS A BEAT	RED RYDER
Buck Owens (Capitol 5136)	Murry Kellum (M.O.C. 657)
BURNING MEMORIES	ALL YOU HAD TO DO
Ray Price (Columbia 42971)	Chris & Cathy (Monogram 51)
LOUIE—GO HOME	THE LONLIEST NIGHT
Paul Revere & Raiders (Columbia 43008)	Dale & Grace (Montel 928)
MY HOME TOWN/A ROOM WITHOUT A WINDOW	NEVER LEAVE ME
Steve Lawrence (Columbia 42952)	Stratford's (O'Dell 100)
NOMAD	THAT'S WHAT MAMA SAY
Louis Prima & Dave Brubeck (Columbia 43032)	Walter Jackson (Okeh 7189)
SHY ONE	YO ME PREGUNTO
Shirley Ellis (Congress 210)	Valrays (Parkway 904)
THE WORLD I USED TO KNOW	THE CLOSEST THING TO HEAVEN
Jimmie Rodgers (Dot 16595)	Neil Sedaka (RCA Victor 8341)
STOCKHOLM	WALKIN'
Lawrence Welk (Dot 16582)	Al Hirt (RCA Victor 8346)
WALK, WALK	PRECIOUS WORDS
Freewheelers (Epic 9664)	Wallace Bros. (Sims 174)
I ONLY HAVE EYES FOR YOU	CALDONIA
Cliff Richard (Epic 9670)	James Brown (Smash 1898)
I'VE HAD IT	SOMEBODY STOLE MY DOG
Lonnie Mack (Fraternity 925)	Rufus Thomas (Stax 149)
FIRST CLASS LOVE	HURT BY LOVE
IF YOU LOVE ME	Inez Foxx (Symbol 20-001)
Little Johnny Taylor (Galaxy 729)	KIKO
BAD NEWS	Jimmy McGriff (Sue 10-001)
Trashmen (Garrett 4005)	HENRY'S INN (PART 1)
I'LL FIND YOU	Sam Kimble (T.O.F. 728)
Valerie & Nick (Glover 3000)	WHO'S AFRAID OF VIRGINIA WOOLF
THE FILE	Jimmy Smith (Verve 10314)
Bob Luman (Hickory 1238)	LITTLE TRACEY
IF YOU LOVE ME, (REALLY LOVE ME)	Winton Kelly (Verve 10316)
Jackie Trent (Kapp)	MONDO CANE #2
WINKIN', BLINKIN' AND NOD	Kal Winding (Verve 10313)
Sloman Sisters (Kapp 586)	OUT OF THIS WORLD
	Gino Washington (Wand 147)
	VANISHING POINT
	Marketis (Warner Bros. 5423)
	TELL ME MAMA
	Christino Quaito (World Artists 1022)
	YESTERDAY'S GONE
	Chad Stuart & Jeremy Clyde (World Artists 102)

NEW ADDITIONS TO TOP 100

57—P.S. I LOVE YOU	92—DO YOU LOVE ME
Beatles (Tollie 9008)	Dave Clark Five (Epic 9678)
60—THREE WINDOW COUPE	93—ONCE UPON A TIME
Rip Chords (Columbia 43035)	Marvin Gaye & Mary Wells (Motown 193)
76—KISS ME QUICK	94—I KNEW IT ALL THE TIME
Elvis Presley (RCA Victor 447-0639)	Dave Clark Five (Congress 212)
79—CHAPEL OF LOVE	98—THE WONDER OF YOU
Dixie Cups (Red Bird 10-001)	Ray Peterson (RCA Victor 8333)
85—I RISE, I FALL	99—ROCK ME BABY
Johnny Tillotson (MGM 13232)	B. B. King (Kent 393)
87—EVERY LITTLE BIT HURTS	100—LITTLE BOXES
Brenda Holloway (Tamla 54094)	Womenfolk (RCA Victor 8301)
90—I'M THE LONELY ONE	
Cliff Richard (Epic 9670)	

OVER 500,000 sold in
England . . . Breaking
in U.S.A.

THE BACHELORS "DIANE"

#9639

LONDON
RECORDS



Two From Top Albums
BEE - BOM
"The Shelter Of Your Arms"
SAMMY DAVIS JR.

(Reprise)
CARAVAN
"The Many Moods Of Tony"
TONY BENNETT

(Columbia)
MILLS MUSIC, INC.
NEW YORK, N.Y. 10019

The Overlanders YESTERDAY'S GONE

HICKORY 1258
 REPORTED PICKS AND PLAYS AS OF APRIL 20, 1964

- | | | | |
|------------------------------|----------------------------|---------------------------------|---------------------------|
| ALLENTOWN, PA.
WHOL | DALLAS, TEX.
KLIF | WMAK
WSM | SAN BERNARDINO,
CALIF. |
| ATLANTA, GA.
WFOM | HARTFORD, CONN.
WDRG | NEW ORLEANS, LA.
WNOE | KFXM
KMEM |
| WPLO | HOUSTON, TEX.
KNUZ | WTIX | SAN DIEGO, CALIF.
KCBQ |
| WQXI | KANSAS CITY, MO.
KDUL | NORRISTOWN, PA.
WNAR | KDEO |
| ATLANTIC CITY, N. J.
WMID | KNOXVILLE, TENN.
WNOX | OKLAHOMA CITY,
OKLA.
KOMA | SEATTLE, WASH.
KJR |
| BALTIMORE, MD.
WCAO | MINNEAPOLIS, MINN.
KDWB | WKY | SHREVEPORT, LA.
KEEL |
| WITH
WMBD | NASHVILLE, TENN.
WKDA | PHILADELPHIA, PA.
WIBG | ST. LOUIS, MO.
WIL |
| BIRMINGHAM, ALA.
WGSN | | PLEASANTVILLE, N. J.
WOND | KXOK |
| WVOK | | SACRAMENTO, CALIF.
KROY | TRENTON, N. J.
WAAT |
| WYDE | | SAN ANTONIO, TEX.
KONO | WASHINGTON, D. C.
WWDC |
| CHICAGO, ILL.
WIND | | KTSA | WORCESTER, MASS.
WORC |

SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

THE OVERLANDERS—YESTERDAY'S GONE (Unart, BMI)
 (2:08)—This is a British record originally recorded by Pye.
 Group singing with up-tempo sound, strong beat and fine band
 backing. Flip: "Gone the Rainbow" (Pepamar, ASCAP) (2:26).
 Hickory 1258

COMING UP STRONG!

Dean & Mark
 THERE OUGHTA
 BE A LAW

c/w
 When I Stop Dreaming
 HICKORY 1249

Sinx Mitchell
 LOVE IS ALL I'M ASKING FOR

c/w
 THIS WEIRD SENSATION
 HICKORY 1248

Hickory

RECORDS, INC.
 2510 Franklin Road Nashville 4, Tennessee
 HOME OF THE NASHVILLE SOUND

**IT'S
ALL
IN THE
NAME**

**RCA CAMDEN
RCA CAMDEN
RCA CAMDEN**



Well-known favorites that have made sales history! Includes "Sabre Dance" and "Greensleeves." CAL/CAS-810



Music to fit the festivity of any fair: world's, county or state. Favorites like "Fair Is Fair." CAL/CAS-812



3 family sacred groups on one album! Songs like "Old Time Religion" and "Travel On." CAL/CAS-816(e)



A lush and lovely set of pickings on proven hit tunes like "Java" and "My Heart Belongs Only to You." CAL/CAS-827

**RCA CAMDEN
AMERICA'S GREATEST ENTERTAINMENT VALUE**



TOP 100 Albums



TOP 50 STEREO

MONAURAL

MAY 2, 1964

Pos. Last Week

Pos.	Album	Label	Pos. Last Week	Album	Label	Pos. Last Week
1	THE BEATLES' SECOND ALBUM (Capitol T 2080)		1	35 THERE I'VE SAID IT AGAIN Bobby Vinton (Epic LN 24081)		17
2	HONEY IN THE HORN Al Hirt (RCA Victor LPM 2733)		3	36 PACKAGE OF 16 HITS Various Artists (Motown 614)		35
3	HELLO DOLLY Broadway Cast (RCA Victor LCO 1087)		4	37 BELAFONTE AT THE GREEK THEATRE (RCA Victor LSO 6009)		31
4	MEET THE BEATLES (Capitol T 2047)		2	38 SWEET & SOUR TEARS Roy Charles (ABC Paramount ABC 480)		26
5	INTRODUCING THE BEATLES (Vee Jay LP 1062)		5	39 THE SECOND BARBRA STREISAND ALBUM (Columbia CL 2054)		48
6	GLAD ALL OVER Dave Clark Five (Epic LN 24093)		6	40 NAVY BLUE Diane Renay (20th Century Fox TFM 3133)		34
7	BARBRA STREISAND/THE THIRD ALBUM (Columbia CL 2154)		7	41 LIVING A LIE Al Martino (Capitol T 2040)		23
8	KISSIN' COUSINS Elvis Presley (RCA Victor LPM 2894)		9	42 THE TIMES THEY ARE A CHANGIN' Roy Dylan (Columbia CL 2105)		51
9	CHARADE Henry Mancini (RCA Victor LPM 2755)		8	43 THE WONDERFUL WORLD OF ANDY WILLIAMS (Columbia CL 2137)		29
10	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)		12	44 HER JOY HER SONGS Singing Nun (Philips PCC 609)		69
11	SHUT DOWN VOL. II Beach Boys (Capitol T 2027)		13	45 ITALIAN VOICE OF AL MARTINO (Capitol T 1907)		52
12	PINK PANTHER Henry Mancini (RCA Victor LPM 2894)		15	46 GENE PITNEY'S BIG SIXTEEN (Musicor MM 2008)		33
13	SERENDIPITY SINGERS (Philips 200 115)		10	47 MOVIN' Peter, Paul & Mary (Warner Bros. WB 1437)		56
14	DAWN (GO AWAY) Four Seasons (Philips PHM 200-124)		11	48 JOAN BAEZ IN CONCERT VOL. II (Vanguard VSD 2123)		28
15	TODAY New Christy Minstrels (Columbia CL 2159)		30	49 MANHATTAN TOWER Robert Goulet (Columbia OL 6050)		82
16	WEST SIDE STORY Filmtrack (Columbia OL 5670)		18	50 TIME TO THINK Kingston Trio (Capitol T 2011)		47
17	LOUIE, LOUIE Kingsmen (Wand 657)		16	51 FOLK SONGS AROUND THE WORLD Mantovani (London LL 3360)		38
18	EARLY HITS OF 1964 Lawrence Welk (Dot DLP 3572)		20	52 KIND OF LOVE Lettermen (Capitol T 2013)		45
19	FUNNY GIRL Original Cast (Capitol VAS 2059)		99	53 DAYS OF WINE AND ROSES Andy Williams (Columbia CL 2015)		44
20	TOM JONES Soundtrack (United Artists UAL 4113)		49	54 THE VENTURES IN SPACE (Dolton BLP 2027)		43
21	JOHN GARY ENCORE (RCA Victor LPM 2084)		22	55 CURB YOUR TONGUE, KNAVE Smothers Brothers (Mercury MG 20862)		55
22	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson (Capitol T 2012)		25	56 TILL THE END OF TIME Jerry Vale (Columbia CL 2116)		46
23	TENDER IS THE NIGHT Johnny Mathis (Mercury MG 20890)		14	57 RAMBLIN' New Christy Minstrels (Columbia CL 2055)		50
24	ALLEN IN WONDERLAND Allen Sherman (Warner Bros. WB 1539)		21	58 WHO'S AFRAID OF VIRGINIA WOOLF Jimmy Smith (Verve 8583)		87
25	SHANGRI-LA Robert Maxwell (Decca DL 4421)		60	59 SUNDAY IN NEW YORK Peter Nero (RCA Victor LPM 2827)		62
26	MEET THE SEARCHERS/NEEDLES AND PINS (Kapp KL 1363)		36	60 FIRST HURRAH Clancy Bros. & Tommy Makem (Columbia CL 2165)		63
27	PURE DYNAMITE James Brown (King K 883)		24	61 MOON RIVER Andy Williams (Columbia CL 1809)		53
28	WHAT MAKES SAMMY RUN Original Cast (Columbia KOL 6040)		19	62 THE MANY MOODS OF TONY Tony Bennett (Columbia CL 2141)		41
29	REFLECTIONS Chad Mitchell Trio (Mercury MG 20891)		27	63 THE SOLID GOLD STEINWAY Roger Williams (Kapp KL 1354)		54
30	SHELTER OF YOUR ARMS Sammy Davis, Jr. (Reprise R 6114)		37	64 THE GOLDEN HITS OF JERRY LEE LEWIS (Smash MG 27047)		58
31	WIVES & LOVERS Jack Jones (Kapp 1352)		40	65 AIN'T THAT GOOD NEWS Sam Cooke (RCA Victor LSP 2899)		74
32	PETER, PAUL & MARY (Warner Bros. WB 1449)		32	66 I'LL SEARCH MY HEART Johnny Mathis (Columbia CL 2143)		78
33	CATCH A RISING STAR John Gary (RCA Victor LPM 2745)		42	67 ON THE MOVE Trini Lopez (Reprise RS 6112)		57
34	DAYS OF WINE AND ROSES AND OTHER ACADEMY AWARD WINNERS Frank Sinatra (Reprise IF 1011)		39	68 BACH'S GREATEST HITS Swingle Sisters (Philips PHS 600 097)		61
				69 HEY LITTLE COBRA Rip Chords (Columbia CL 2151)		73
				70 TALK BACK TREMBLING LIPS Johnny Tillotson (MGM E 4188)		75
				71 APOLLO SATURDAY NIGHT Various Artists (Atco 159)		59
				72 UM, UM, UM, UM, UM, UM Major Lanco (Okeh OKM 12106)		65
				73 THE SINGING NUN Sour Sourie (Philips PCC 203)		64
				74 LITTLE DEUCE COUPE Beach Boys (Capitol T 1998)		67
				75 KISMET Mantovani & Orch. (London PM 55001)		68
				76 THE WOMENFOLK (RCA Victor LPM 2832)		85
				77 SOMETHING SPECIAL FOR YOUNG LOVERS Roy Charles Singers (Command RS 866 SD)		—
				78 I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869)		66
				79 I WISH YOU LOVE Gloria Lynne (Everest 5226)		—
				80 COUNTRY PIANO, CITY STRINGS Floyd Cramer (RCA Victor LPM 2800)		70
				81 WE SHALL OVERCOME Pete Seeger (Columbia CL 2101)		79
				82 THE FALL OF THE ROMAN EMPIRE Soundtrack (Columbia OL 6060)		—
				83 FUNNY HOW TIME SLIPS AWAY 4 Freshmen (Capitol T 2067)		86
				84 FROM RUSSIA WITH LOVE Soundtrack (United Artists UAL 5114)		91
				85 YOU MAKE ME FEEL SO YOUNG Roy Conniff (Columbia CL 2148)		83
				86 DRAG CITY Jan & Dean (Liberty LP 7339)		71
				87 ROY ORBISON'S GREATEST HITS (Monument M 8000)		76
				88 THE BEATLES WITH TONY SHERIDAN AND GUESTS (MGM E 4215)		80
				89 FUN IN ACAPULCO Elvis Presley (RCA Victor LPM 2756)		72
				90 LOVE HIM Doris Day (Columbia CL 2131)		77
				91 WONDERFUL, WONDERFUL Lawrence Welk (Dot DLP 3552)		81
				92 THE BROTHERS FOUR—SING OF OUR TIMES (Columbia CL 2128)		84
				93 LONELY GUITAR Duane Eddy (RCA Victor LPM 2798)		89
				94 I'M THE GREATEST Cassius Clay (Columbia CL 2093)		88
				95 GREAT FOLK THEMES Percy Faith (Columbia CL 2108)		100
				96 THE BARBRA STREISAND ALBUM (Columbia CL 2007)		90
				97 LAWRENCE OF ARABIA Filmtrack (Colpix CP 514)		92
				98 ROME 35/MM Enoch Light (Command RS 863)		95
				99 OUT OF LIMITS Markettes (Warner Bros. WB 1537)		96
				100 OUT ON A LIMB Moms Mabley (Mercury MG 20889)		97
				4 CHARADE Henry Mancini (RCA LSP 2755)		5
				5 MEET THE BEATLES (Capitol ST 2047)		4
				6 SERENDIPITY SINGERS (Philips PHS 600-115)		7
				7 IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)		10
				8 KISSIN' COUSINS Elvis Presley (RCA Victor LSP 2894)		6
				9 EARLY HITS OF 1964 Lawrence Welk (Dot DLP 25572)		11
				10 TODAY New Christy Minstrels (Columbia CS 8059)		20
				11 JOHN GARY ENCORE (RCA Victor LSP 2084)		9
				12 BELAFONTE AT THE GREEK THEATRE (RCA Victor LSO 6009)		13
				13 SHANGRI-LA Robert Maxwell (Decca DL 7421)		24
				14 WEST SIDE STORY Filmtrack (Columbia OS 2070)		16
				15 YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson (Capitol ST 2012)		12
				16 SHUT DOWN VOL. II Beach Boys (Capitol ST 2027)		21
				17 WHAT MAKES SAMMY RUN Original Cast (Columbia 6040)		16
				18 DAYS OF WINE AND ROSES AND OTHER ACADEMY AWARD WINNERS Frank Sinatra (Reprise R9 1011)		26
				19 TENDER IS THE NIGHT Johnny Mathis (Mercury SR 60890)		17
				20 DAWN 4 Seasons (Philips 600-124)		19
				21 THE WONDERFUL WORLD OF ANDY WILLIAMS (Columbia CS 8937)		18
				22 TOM JONES Soundtrack (United Artists UAS 4113)		41
				23 GLAD ALL OVER Dave Clark Five (Epic BN 26093)		31
				24 LIVING A LIE Al Martino (Capitol ST 1975)		23
				25 WIVES & LOVERS Jack Jones (Kapp KS 1352)		25
				26 PETER, PAUL & MARY (Warner Bros. WB 1449)		22
				27 FUNNY GIRL Original Cast (Capitol SVAS 2059)		—
				28 SHELTER OF YOUR ARMS Sammy Davis Jr. (Reprise R9 6114)		39
				29 ITALIAN VOICE OF AL MARTINO (Capitol ST 1907)		29
				30 SWEET & SOUR TEARS Roy Charles (ABC Paramount ABCS 480)		27
				31 SUNDAY IN NEW YORK Filmtrack (RCA Victor LSP 2827)		36
				32 MANHATTAN TOWER Robert Goulet (Columbia OS 2450)		—
				33 THERE I'VE SAID IT AGAIN Bobby Vinton (Epic BN 26081)		30
				34 I'LL SEARCH MY HEART Johnny Mathis (Columbia CS 8943)		42
				35 REFLECTIONS Chad Mitchell Trio (Mercury SR 60891)		28
				36 HER JOY HER SONGS Singing Nun (Philips 600-609)		43
				37 TILL THE END OF TIME Jerry Vale (Columbia CS 8916)		33
				38 WHO'S AFRAID OF VIRGINIA WOOLF Jimmy Smith (Verve 6 8583)		—
				39 TIME TO THINK Kingston Trio (Capitol ST 2011)		32
				40 KISMET Mantovani & Orch. (London SP 44043)		37
				41 JOAN BAEZ IN CONCERT VOL. II (Vanguard VS 2123)		34
				42 SOLID GOLD STEINWAY Roger Williams (Kapp KS 1354)		35
				43 FOLK SONGS AROUND THE WORLD Mantovani (London SP 360)		38
				44 THE MANY MOODS OF TONY Tony Bennett (Columbia CS 8941)		40
				45 FROM RUSSIA WITH LOVE Soundtrack (United Artists UAS 5114)		—
				46 MOVIN' Peter, Paul & Mary (Warner Bros. WB 1473)		46
				47 TCHAIKOVSKY "1812" OVERTURE Robert Sharples (London SPC 21001)		47
				48 VENTURES IN SPACE (Dolton BST 8027)		44

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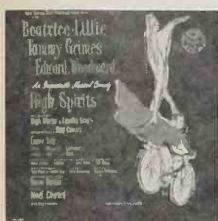
ALBUM REVIEWS

POP PICKS



"JUST FOR OPENERS"—Judy Garland—Capitol DW2062

Here's a bag of vocal beauties by Judy Garland taken from the soundtrack of her recent weekly TV'er on CBS. The best-selling lark runs the gamut of melodic goodness here as she lends her distinctive brand of vocal artistry to such old and new favorites as "It's A Good Day," "More," "As Long As He Needs Me" and "I Wish You Love." Regiments of Garland admirers should come out in force for this one.



"HIGH SPIRITS"—Original Cast-ABC-Paramount ABC-OC-1

Since it's doubtful that any recording of "If I Gave You," a beautiful folk-flavored ballad, could do more for the song than its portrayal here by Edward Woodward and Louise Troy, this fact alone is worth the price of the LP. But, happily, the bright vocal cavorting of Beatrice Lillie and Tammy Grimes and gay, pertinent tunes by Hugh Martin and Timothy Gray also help make this cast one of the better entries of the nearly-concluded Broadway season. The recorded sound is excellent. Show, a musical version of Noel Coward's "Blithe Spirit," is a fair-sized hit. The LP should do well.



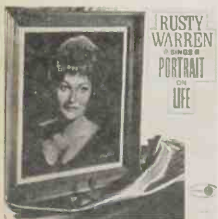
"GOING BAROQUE"—Swingle Singers—Philips PHS 600 126

The Swingle Singers, first LP entry, "Bach's Greatest Hits," developed into one of last year's biggest left-field hits, and this new set which spotlights some baroque items should go a like success route. The group offers some inventive jazz-oriented arrangements of various selections from Handel, Vivaldi, Bach, etc. Disk should reach the charts in no time flat.



"JUST FOR A THRILL"—Earl Grant—Decca DL 74506

Part of Earl Grant special talent is delivering off-cut evergreens in a fresh, inventive manner of which he gets ample opportunity to do in this sparkling set of studies. While backed by a swingin' orchestral combo, the organist comes up with outstanding versions of such old favorites as "Without A Song," "Stardust" and "The Sweetest Sounds." Superior listening enjoyment throughout.



"RUSTY WARREN SINGS PORTRAIT ON LIFE"—Jubilee JGM 5025

Laugh-gal Rusty Warren makes a departure from her previous yock-filled vein and displays a fine, rich, wide-range singing voice on this sans-comedy set from Jubilee. While backed by an appropriate lush ork, the lark turns in first-rate renditions of "Make Someone Happy," "You're Nobody Till Somebody Loves You." All of the artist's many fans should come out in force for the album.



"AMERICA, I HEAR YOU SINGING"—Frank Sinatra, Bing Crosby & Fred Waring—Reprise FS 2920

Here's a flag-waving, patriotic package which teams-up Frank Sinatra, Bing Crosby and Fred Waring and his Pennsylvanians offering a fine program of evergreens associated with America. Although the material here (i.e. "This Is A Great Country," "The Hills Of Home," etc.) might have become maudlin in different hands, the artists underplay enough to make all the selections moving tributes to their own perspectives. A stand-out achievement.



"MY LAST NIGHT IN ROME"—Buddy Greco—Epic LN24088

Buddy Greco, who made the trip to hitsville with his "Soft & Gentle" and "Buddy & Soul" entries on Epic, comes up with another album geared for the same sort of acceptance. The songster aims his warm and feelingful delivery at a dozen Italian-flavored tunes that aptly showcase his vocal artistry. Best bets here are "More," "Mala Femmina," "Ciumachella" and "It Had Better Be Tonight." Top-drawer sales are indicated.



"THE REMARKABLE J'S WITH JAMIE"—Columbia CL 2149

For their second Columbia album entry, the J's With Jamie offer a top-rung program of chestnuts and newies all rendered in their distinctive, easy-going style. The group's original brand of harmony and counterpoint is effectively showcased on "My Cigarette And I," "The Ole House" and "Let There Be Love." Album should score nicely in the coin department.



"FROM RUSSIA WITH LOVE"—Si Zentner—Liberty LRP 3353

The big, lush Si Zentner ork goes the musical adventure route on this new Liberty set tagged after the current James Bond flick, "From Russia With Love." In addition to two other Bond themes, the Zentner swings up a storm on a bevy of other crime-associated selections culled from TV and films including "Mr. Lucky," "Charade" and "The Man With The Golden Arm." One of the best albums that the orkster has cut in quite a while.



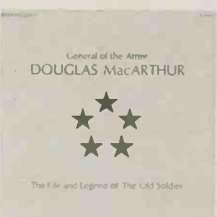
"STAY AWHILE"—Dusty Springfield—Philips PHS 600-133

Dusty Springfield, who is currently riding the charts with "Stay Awhile," tags this new Philips album date after the chart-rider and includes eleven other potent, teen-angled items. The lark's rich, wide-range voice and lyrical delivery carries her in fine stead on top-notch renditions of "24 Hours From Tulsa," "Anyone Who Ever Had A Heart" and "Mocking Bird." Loads of sales potential here.



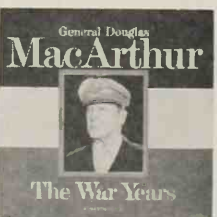
"JIMMIE McGRIFF AT THE ORGAN"—Sue LP 1020

Jimmy McGriff, who has earned many laurels in the past for his distinctive, swinging keyboard talents, unleashes his accomplished bag of musical inventiveness full-blast on this hard-driving instrumental set from Sue. McGriff's funky, bluesy, rhythmic variations are spotlighted on a host of originals and studies including "Kiko," "Jumpin' At The Woodside" and "Close Your Eyes." Eye the package for rapid consumer acceptance.



"GENERAL OF THE ARMY DOUGLAS MacARTHUR"—MGM E 4245

This fine MGM tribute to the late general appropriately sub-tagged "The Life And Legend Of 'The Old Soldier'" spotlights the highlights of MacArthur's life by utilizing speeches by the general as well as other world-famous leaders. In addition, narration and sound effects offers a moving historical backdrop of the times that molded and conditioned the onetime chief-of-staff. A remarkable achievement.



"THE WAR YEARS"—Gen. Douglas MacArthur—20th Century Fox TFM 3148

From the soundtracks of Fox Movietone News comes this album of MacArthur speeches on 20th Century Fox. This album is aimed at the years between the General's escape from the Philippines and the cessation of hostilities and the surrender of the Japanese in 1945. The LP is one of several recent issues, and like the others is of historical significance.



"THE FAREWELL ADDRESS OF GENERAL DOUGLAS MacARTHUR"—RCA Camden SPC100

Two of General Douglas MacArthur's most poignant and eloquent speeches are included in their entirety on this two-pocket set from RCA Camden. The General's address to the cadets of West Point (Duty, Honor, Country) upon receiving the Sylvanus Thayer medal and his farewell address to the Congress in 1951 are spiced with memorable quotes. A timely package of historical importance.

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ALBUM REVIEWS

POP BEST BETS



"CABIN IN THE SKY"—New York Cast Production—Capitol SW 2073

The revival of the classic 1940 musical didn't make the Off-B'way grade in its recent revival, but that certainly wasn't the fault of the engaging Vernon Duke-John Latouche score. The show music coterie will be grateful to Capitol for making a post-run release of the revival cast album, even if "Cabin in the Sky" in a recording studio is not quite the spirited household it was on stage. The great songs: "Cabin in the Sky," "Do What You Want to Do," "We'll Live All Over Again," "Not a Care in the World" and "Taking A Chance On Love."



Tony Mattola and his orchestra

Sentimental Guitar

"SENTIMENTAL GUITAR"—Tony Mattola—Command RS 864 SD

Tony Mattola scored a substantial chart success with his while-back offering, "Romantic Guitar," and this new issue on Command is loaded with the same good listening ingredients. With some moodful and litting backdrop accompaniment, the guitarist takes a smooth lyrical approach on the melodies on such old favorites as "In A Sentimental Mood," "If I Had You," "In The Wee Small Hours Of The Morning," and 9 other equally melodic items. Eye it for brisk sales.



White Lightning!

"WHITE LIGHTNING!"—Jerry White—Monument MLP 8016

Here's a bright and bouncy package of evergreens plus one recent item served up in tinkling razzmatazz style by Jerry White on Monument. The 88'er injects plenty of that "old barroom" flavor as he lashes out with a nimble-fingered talent that proves a natural for "Sweet Georgia Brown," "Bill Bailey," "Maple Leaf Rag," and seven other equally melodic tunes. Lots of nostalgia to be had here.



"THE WHISTLER & HIS GUITAR"—Toots Thielemans—ABC Paramount 482

Toots Thielemans displays a whole lot of instrumental talent on this new offering from ABC Paramount as he whistles to the accompaniment of his own guitar. The guitarist, who made a bit of noise with a recent single tagged, "Bluesette," includes it in this set of mood melodies served up in pop-jazz fashion. Superb listening throughout as the whistler reads "Wives And Lovers," "It's Only A Paper Moon" and "Deep Purple."



"50 FABULOUS HAWAIIAN FAVORITES"—Leroy Holmes—United Artists 6353

Here's another from UA's "50 Fabulous Favorite" series, this time featuring the talents of Leroy Holmes and the Southwinds. The orkster and his crew briefly breeze through a host of Island melodies spiced with throbbing rhythms and swaying guitars. Included here are "Hawaiian War Chant," "It Happened In Kaloha," "My Little Grass Shack," "Down Along The Sheltering Palms" and many others. Much pleasant listening to be had here.



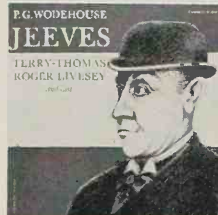
"LIL' DARLIN'"—Neal Hefti—20th Century-Fox TFM 3139

The multi-talented Neal Hefti displays the composing side of his versatile musical coin on this top-drawer set of originals from 20th Century-Fox. Hefti has also arranged all the jazz-flavored selections here and has presented them in a lush strings-oriented orchestral setting. Standout tracks here include "Should I Or Shouldn't I," "Late Date" and "Nice To Be With You." Deejays should find loads of programmable material on the disk.



"FLAMENCO CONCERT"—Carlos Montoya—RCA Victor LSP 2846

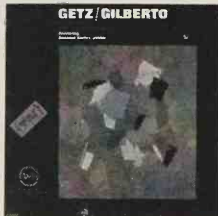
The rare, distinctive flamenco artistry of Carlos Montoya is superbly showcased here in a delightful program of familiar guitar classics. Montoya's personal brand of musicianship blends different style into one cohesive musical element. The artist shines on "Farruca," "Jota," and as extra treat, "Blues In The Night" played in the flamenco style. A magnificent achievement.



"JEEVES"—Terry-Thomas & Cast—Caedmon T 1137

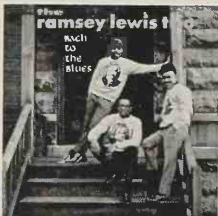
P. G. Wodehouse' immortal fictional butler, Jeeve comes to life on this superb spoken-word offering from Caedmon featuring English thespian Terry Thomas as "Bertie," Roger Livesey as "Jeeve" and a top-notch cast of performers. All of the author's cuttings, satire is captured on the disk and presented in play-like exchanges between the characters. A wonderful entertainment.

JAZZ PICKS



"GETZ/GILBERTO"—Stan Getz, Joao Gilberto—Verve 8545

Stan Getz and Joao Gilberto are joined by Anton Carlos Jobim for this session of Brazilian-flavor tunes in the bossa nova vein. This is a purposeful fusion of talents resulting in a rejuvenation of the bossa nova. Gilberto and his wife share the vocal spotlight with the saxist and pianist providing smooth, mood-setting accompaniments. Still tracks here are the popular "Desafinado," "The Girl From Ipanema" and "Corcovado."



"BACH TO THE BLUES"—Ramsay Lewis Tr—Argo 732

The Ramsay Lewis Trio comes up with one of its most potent jazz packages to date on Argo with this session of ear-delighters, five of which are based on classical themes. The group's handling of these classical melodies is imaginative as straight-forward—never colored by music tricker or gimmickry. The jazz purist will find this set bears repeated listening. Bright ban here are "For The Love Of A Princess," "Miss Days, Lonely Nights" and "Dance Mystique."

JAZZ BEST BETS



"ANIMAL DANCE"—John Lewis & Albe Mangelsdorff—Atlantic 1402

Here's a delightful wax marriage combining the distinctive talents of 88'er John Lewis and trombone artistry Albert Mangelsdorff. Surprisingly, neither man attempts to grab spotlight for himself. Instead, the jazzmen compliment each other on swingin' renditions "Animal Dance," "Monday In Milan" and "The Sheriff." In addition one track boasts the talents of a fine Yugoslavian group, the Zagreb Jazz Quartet.



"EVOLUTION"—Grachan Moncur III—Blue Note 4153

If this Blue Note disk is any indication of the talents jazz trombonist Grachan Moncur III has, a promising future indeed. The newcomer has distinctive, lyrical avant-garde style of blowing which is firmly spotlighted on this date which also boasts the talents of such jazz luminaries Jackie McLean, Bobby Hutcherson, etc. Grach swings superbly on "Air Raid," "Evolution" and "The Coaster." A talent to watch.

CLASSICAL PICKS



"VIRTUOSO FAVORITES"—Leonard Pennario—RCA Victor LM2714

Leonard Pennario takes the solo spotlight on the program of "Virtuoso Favorites" from RCA Victor. The pianist, sans accompaniment, performs eight well-known compositions which have been transcribed for a solo piano. To each one the pianist gives the full measure of his artistry, he executes them with authority and sensitivity. "Danse Macabre," "Love For Three Oranges March," "La Valse (Ravel)" and "Waltz for Faust by Gounod" are superb listening.



RAVEL: Music For The Dance; Bernard Haitink conducting the Concertgebouw Orchestra of Amsterdam—Philips PHS 900-015

The lush, romantic strains of Ravel are superbly read by Bernard Haitink conducting the Concertgebouw Orchestra of Amsterdam on this flight classical offering from Philips. Haitink dishes-up a varied program of Ravel ballet music here including such well-known selections "Daphnis Et Chloe," "Pavane Pour Une Infante Defunte" and "Rapsodie Espagnole." The conductor's deep understanding of the music is evidenced by firm treatment of even the complex portions of the music. Classical buyers should come out and droves for the set.

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JACK NITZCHE BOBBE (FROM WHO DO YOU LOVE)
IT'S A MAD, MAD, MAD, MAD WORLD (FROM THE WORLD)
MARIO BARTALONE (FROM AMERICA AMERICA)
LOVE THEME (FROM CLEOPATRA) GEESE QUARTET
THE GREAT ESCAPE (FROM THE GREAT ESCAPE AMERICA)
SUNDAYS & CYBELLE (FROM HOW THE WEST WAS WON)
LEO BARTON HOW THE WEST WAS WON
Directed by JOHN JONES and others

JACK NITZCHE
RAY HEINDORF
WERNER MUELLER
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ALL NIGHT SINGERS

REMARKABLE NEW

FOLK GROUP

THE ALL NIGHT SINGERS



WHITE ON WHITE SHANGRI-LA
CHARADE (MAY 1964)
Directed by NELSON RIDDLE

REPRISE RECORDS

JAVA I WISH YOU LOVE
I WANT TO HOLD YOUR HAND
MY TRUE CARRIE LOVE
BEAUTIFUL OBSESSION
KISSIN' COUSINS
THE SHELTER OF YOUR ARMS
MY HEART CRIES FOR YOU

Hits of 1964 NELSON RIDDLE!





RECORD RAMBLINGS

NEW YORK:

Colpix hosted a gala evening at the Steak Pit in Paramus, N.J., last week (17) in honor of Rip Taylor's opening. Taylor, recently added to the label, was a smashing success, both as singer and comic. On hand to lend support to Rip were reps of the trade and consumer press, execs from Colpix, Joe Sherman and Geo. D. Weiss who wrote Rip's debut tune, "How Does It Feel." . . . Bobbi and Lynn, Epic wax artists appearing nightly at the Village Purple Onion are drawing applause from such ringers as Alex Freeman, Ken Greengrass, Bill Hartack, Danny Meehan and Elfe Palais. . . . Vaughn Meader has signed Joe Sherman and Geo. D. Weiss to write special material for his ABC-TV show to be taped on May 10. WINS' Stan Z. Burns will make his acting debut on the Meader special. . . . Thelma Carpenter being paged for a summer tour of "Member Of The Wedding," which would mark her acting debut. . . . Reports from the Connie Francis office indicate another smash for the lark with her latest dishing, "Be Anything." Connie will be seen on the Bell Telephone Hour May 5. . . . Al Martino, riding the LP charts with a pair of best-sellers tagged, "Living A Lie" and "The Italian Voice Of Al Martino," post cards from the Mardi Gras supper club in Baltimore. . . . Robert Goulet will etch a new single, "Choose," for Columbia. The tune was written by Lionel Bart. Goulet is currently on his first niterly tour since completing screen chores in two new flicks. . . . MGM's Johnny Tillotson has been tapped to preside as judge and parade marshal at the beauty pageant in Johnson City, Tenn. on May 2, and

he'll also sing at the big musical show that winds up the affair. . . . "Kind Of Love," by the Lettermen, is the fifth straight LP by the crew to have passed the half million mark in sales, according to Capitol execs. . . . Andy Williams, who performed the Oscar-winning "Call Me Irresponsible" on the Academy Awards presentations, has tagged his new Columbia album after the winner. . . . Stevie Wonder, currently appearing in "Muscle Beach Party," set for the May 3 Sullivan show. The Barry Sisters to go before the cameras on the Johnny Carson Tonight show of Apr. 29.

Bobby Hatfield, one of Moonglow's Righteous Brothers, has been recuperating in Anaheim, Calif., following emergency abdominal surgery. The songster is mending slowly but surely according to latest reports. Our best wishes for a speedy recovery to Bobby. The Brothers are currently clicking with their recent waxing of "Try To Find Another Man," backed with "I Still Love You." . . . Paul Burke of Grenadier Records up to tell us of Stella Marrs' initial release of "Anyone Can Whistle," from the recent Broadway show. . . . Fred Weintraub, who is producing the new off-Broadway show, "Gogo Loves You," a new musical by Anita Loos with lyrics by Gladys Shelley and music by Claude Leveille, reports that four major diskeries are bidding for the original cast rights. Fred, owner and impresario of the Village's "Bitter End," remarked that it is rare for a record company to show any interest in an off-Broadway musical before it has opened. . . . From the Lee Magid office comes word that Lou Rawls taped the Steve Allen show and plugged his new Capitol single,

"The House Next Door" and that Clyde McPhatter is breaking house records at the Apollo Theater with his new revue, "Songs Of The Big City." . . . Howard Keel and Constance Towers back together again in the upcoming "Kiss Me Kate" production skedded for Milwaukee and Chicago. . . . Congrats to Enoch Light who's been honored by his home town of Canton, Ohio—they've named the street on which he was born after him. . . . Leo Fuld, who operates the Cafe Sahrba niterly, has penned the ballad, "Where Can I Go?" recently waxed by Johnny Mathis, Ray Charles and Miriam Makeba. . . . Gene Krupa and his crew back into the Metropole May 4 for a two week stand. . . . Bernadette Castro joins

Also from Capitol, the word is on that the newest dance craze is Jamaica import dubbed The Ska. sample of the new rhythm can be heard on Capitol's etching of "Kit Of Kings" by Ezz Reco. . . . Pe Hess of Cadence called to tell us that Julius LaRosa may have his best shot to date in "Je." Julie's just back from Florida where he hosted a cocktail bash for the deejays to plug the new deck. Lenny Welch still climbing with his latest, "Ebb Tide." . . . Danny Winchell dropped by the CB office last week with a copy of Earl Bostic's latest entry on King, "Let's Dance Little Girl" backed with "Summe time." Danny sez this one could go all the way. . . . Atlantic's Bob Kor heiser infos the label is issuing a ne



CONNIE FRANCIS



JULIUS LA ROSA



JACKIE DESHANNON

Jackie Mason at the Queens niterly, the Boulevard. . . . Nancy Wilson, Cannonball Adderley, Joe Williams and Billy Taylor with a 40-piece band to concertize at Carnegie Hall May 8 on behalf of United Cerebral Palsy and the Interdepartmental Neighborhood Service Center of Harlem. . . . Super Attractions Inc., has been signed to book all the Moon Bowl entertainment for Freedomland this season. . . . Liberty's The Ventures have been signed for two appearances on the BBC during their tour of British Isles this summer.

DISK DOINGS: Capitol's smiling man about town, Roy Batachio, buzzes that the hottest new single around is "A World Without Love" by Peter and Gordon. Roy sez the Lennon-McCartney penned ballad is a gas.

Bobby Darin deck on Atco tagged "Milord." It's the Piaf oldie who the chanter delivers in French. The other end is "Golden Earrings." A other biggie for Bob K. is Solomon Burke's newie. . . . Earl Washington owner and president of the new formed Bombay Records, paid a visit to bring us a copy of the label's first album, "Ten Minutes To Midnight" by a new singing discovener named Vera Sanford. According to Earl, local deejays are already on. . . . MGM-Verve's Mickey Walla very excited about the heavy sales of Wynnton Kelley's "Little Tracy" and Connie Francis' "Be Anything." Others looking up for Mickey are Stan Getz' "Blowin' In The Wind" and Chris Crosby's "Tomorrow." Garden City Music Center's Pe Meyer buzzed to tell us a perso

2 RELEASES



A New 14 Year Old Sensation
With A National Smash In Only 3 Weeks

CHRISTINE QUAITE

"TELL ME MAMA"

WA 1022

EAST COAST PROMOTION: Jerry Simon—RSVP

World Artists Records, Inc.

550 GRANT St., Pittsburgh, Pa. PHONE: 412-281-1110



RECORD RAMBLINGS

appearance by the Valrays sparked plenty of sales for their "Yo Me Pre-nto," on Parkway. . . . Narissa Fickel, former PR gal with Columbia records, now heads her own indie public relations-publicity firm. Narissa's currently busy in a variety of areas, including Little Egypt and Joe ardi's Cinta's II, a popular restaurant for music biz people. . . . Morty ax tells us that Bob Considine recently paid tribute to the tune, "Three Hallowed Words," written by idet Earl Robert Kelton for Gen. acArthur. . . . Carl Jones of C&J records wrote that his label has a potential noisemaker with Little ack's etching of "Come Back" uppled with "My Walking Blues." rank LaRocca at London Records is ppin' over the sales activity on Bill ack's Hi disking of the oldie, "equila," and a newie tagged, "Kick at Little Foot, Sally Anne" by ound Robin on Domain. Also at Lon-n, Jack Welfeld predicts top-drawer les and airplay for Ace Cannon's w LP on Hi, "Aces High." eorge Kelley of Zenith Records fos that his label has released, "A ayer For John F. Kennedy," the ofits from which, will go to the anedy Foundation. . . . Mr. & Mrs. Silver (Herald-Ember) celebrated air 24th wedding anniversary last ek (21) by quietly making the unds. . . . Jerry Simon (RSVP) d Lou Guarino (World Artists) opped by the CB offices last week to l us the English masters recently quired are getting national activity. e possible clicks are Christine aite's "Tell Me Mama" and Chad Jeremy's "Yesterday's Gone," both W. A. . . . George Hoch (co-owner NAM Records) and his wife are e happy parents of a new daughter

born last week (20) at Queens General. . . . Neil Gallagher and Dennis Gannim of Congress Records, just back from a whirlwind promo jaunt on behalf of "I Knew It All The Time" by the Dave Clark 5, and "Shy One" by Shirley Ellis. The boys hit Philly, Detroit, Cleveland, Boston, and Pittsburgh to plug the decks.

CHICAGO:

Chuck Dallis was up for a CB visit last week with a copy of his latest Glenn single "Good Show, But No Go." Chuck told us his local p.a. tour was sparked by an appearance at Budland where he performed the deck to a most enthusiastic teen audience. . . . Songster Nick Noble began a 3 weeks engagement at the Playboy 4/19. . . . Danny Secunda gave us the word—via long distance from Louis Prima's Las Vegas headquarters—that Sam Butera and Sammy Davis Jr. waxed an album together for release on Reprise. Butera records for Prima Magnagroove but got leave to cut this session at United Studios in Vegas. Package is tagged "Sam Meets Sam." . . . An announcement from Frank Fried to the effect that TV's Beverly Hillbillies' stars Irene Ryan (Granny), Max Baer Jr. (Jethro) and Donna Douglas (Ely May), join Homer & Jethro and Spike Jones & company for a show at the International Amphitheater 5/23. . . . Freelancer Paul Gallis was on the local promo move with singles "I Don't Care Who Knows It" by Ray Lanay, "So She Took A Ring" by January Star (Tuff) and "Happy Days Are Here Again" by Bobby Christian (Mal). . . . Polka maestro Li'l Wally, who's been dishing out his specialty in a string of one-nighters across the

country, comes in for an LP waxing session—his 35th—on the Jay Jay label. Title is "Here Comes Li'l Wally." . . . It's about that time of year when a familiar sight along record row is Liberty's Harvey Goldstein, whizzing about his promo chores perched atop his bright red motorcycle! Hary's high-powered singles of this week are "Ruby Red, Baby Blue" by the Fleetwoods (Dol-ton), "Sugar And Spice" by The Searchers (Liberty) and "Just One Look" by The Hollies (Imperial).

Dick Schory records a new album for RCA-Victor on stage at the Chicago Auditorium 4/27-28. . . . Swan's Bernie Binnick came to town last week to expose "My Man" by Walter Gates and follow-up "I've Got Mine

Irv Brusso boasts a winning pair in RCA-Victor singles "Takin' The Long Way Home" by Peggy March and "Have I Stayed Too Long" by Bobby Bare. . . . Vicki Carr made a Chi stopoff last week and guested on Sig Sakowicz's show (WTAQ) from Drake's Mayor's Row Restaurant. . . . Barney Fields urges us to give a listen to the new Earl Bostic effort on King tagged "Let's Dance Little Girl." . . . Among the hot items at Garmisa Dist. are Alan Dale's "If You Want To Leave Me" (ABC), "Time Is Running Out" by Louis Jordan (Tangerine), "Don'tcha Quit School" by The Messengers (Beam) and "It's Alright Partner" by Little Herman (Arien). . . . Cortland's Earl Glicken got the word that "Spring Cleaning" by Angelo's Angels is sweeping the



BOBBI & LYNN



EARL BOSTIC



STELLA MARRS

You Better Get Yours" by The Sapphires. . . . Larry Lubliner is pluggin' away on singles "Try To Find Another Man" by The Righteous Bros. (Moonglow), "Loving You More Every Day" by Etta James (Argo), "Donnie" by The Bermudas (Era) and "I'm Confessin'" by Nino Tempo & April Stevens (Atco). Larry made the promo scene with Chi visitor Julius LaRosa in behalf of the songster's new Cadence offering "Je." . . . Richard Stams, vice-pres. of the R&B Disc Jockeys Assn., is convalescing in Michigan Ave. Hospital after an auto accident. He, Dave Dixon and Anne DuConge have been at work planning for the upcoming deejay convention in the Ascot Motel, Aug. 19-22. . . .

Milw-Peoria-Minn markets; and that "Kissin' Time" by The Thunderbirds and "Mo' Gorilla" by The Ideals are definitely showing signs. Latter group tours Pittsburgh and Cleveland this week.

Publicitor John Quinlan will be on hand when WSBC spinner Jimmy Dunlap, assisted by Earl Shipp, begins a series of celeb interview shows from the southside's Lucky's Inn. . . . Bill Casady's working on a pair of newies from the Warner Bros-Reprise stable. Sides are "A Fool For A Fool" by Ike & Tina Turner (WB) and "Swim Time USA" by The Lifeguards (Reprise). . . . The golden voice of Jack Karey will be heard (Continued on page 36)

= 2 HITS

The "OXFORD SOUND"

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(Stewart)

(Clyde)

"YESTERDAY'S GONE"

WA 1021

As Seen On The Hollywood Palace Show April 25, And To Be Seen On The Steve Allen Show May 7, And Soon On The Ed Sullivan Show And The Tonight Show . . .



EAST COAST PROMOTION: Jerry Simon—RSVP

World Artists Records, Inc.

550 GRANT St., Pittsburgh, Pa. PHONE: 412-281-1110





RECORD RAMBLINGS

(Continued from page 35)

throughout the New York World's Fair, guiding visitors through the various exhibits. . . . Jim Scully's concentrating on "Tell Me Mama" by Christine Quate (WA), "All The Colors Of The Rainbow" by Mike Clifford (UA), "Yesterday's Hero" by Gene Pitney (Musicor) and "Avec Toi (With You)" by Seouir Sourire (Philips). . . . The Midwest-Mercury plug list spotlights "Butterfly" by Jerry Wallace, "I Believe" by C. Henry Hall, "Another Cup Of Coffee" by Brook Benton and "Barry's Voice" by Chad Mitchell Trio. . . . United Record Dist., reportin' progress with "Do The Mosquitoe" by J. L. Smith (Friendly Five) and "Prove It" by Sandra Lynn (Lemay), announced the addition of the Word and Sacred lines to its roster. . . . Erwin Barg points to Dot movers "The World I Used To Know" by Jimmie Rodgers, "Rosemarie" by Pat Boone, "Hello Dolly" by Lawrence Welk and LP "Forever" by Billy Vaughn.

HOLLYWOOD:

Chad Stuart and Jeremy Clyde, from London, in town with Stan Ediss of World Artists Records and making the rounds of the stations plugging their chart-climbing record, "Yesterday's Gone." While here, the boys will appear on the Hollywood Palace TV show, and tape two Steve Allen shows. . . . Reprise Records releasing an album of songs created by Frank Sinatra, Bing Crosby, and Fred Waring titled "America, I Hear You

Singing." . . . Columbia Records hosted deejays and press for Tony Bennett's opening at The Cocoanut Grove and a cocktail party and reception after the show. . . . Stan Bly happy with his KFWB Discovery on "Chapel Of Love" by The Dixie Cups on Redbird Records. . . . Jack Jones in town and recording the title song from the new motion picture, "Where Love Has Gone," which he sings over the titles in the picture. . . . The Limelighters recording this week at RCA's new Sunset Blvd. studios. . . . The Los Angeles area will finally get The Beatles sometime in August. Bob Eubanks, owner of the Cinnamon Cinder teen clubs, and Reb Foster, KRLA disk jockeys, announced they have signed the British group after several months of negotiating. The concert will be held in conjunction with KRLA radio.

Valiant Records has purchased the master of "Go 'Way Tears" by Dick Hafner. Disk will be distributed through Warner Bros. Records. . . . Liberty recording star, Jackie DeShannon has been added to the Bob Hope All-Star Radio Show for Viet Nam airing April 26th. In addition to a roster of top recording names, tape also features a speech by President Johnson. . . . Challenge Records releasing a Wayne Newton single on "Little White Cloud." . . . Rica Owen Moore nominated for a grammy award for her children's album, "Addition and Subtraction" on Disneyland Records. . . . Rich Little, Capitol artist from Canada guested on "The Hollywood Palace," KPWB "Teen Topics," "The Bob Crane Show," and

two Steve Allen Shows while in L.A. on a recent visit. . . . Sidney Sheldon has penned lyrics to new song, "Open Your Heart," which previews on the April 29 "Patty Duke Show." Tune will be released by UA Records. . . . John Andrea has been set to headline the entertainment at the LA State College Graduation Ball at the Huntington Sheraton Hotel in Pasadena. . . . Candy Johnson, whose Canjo wax of "Hound Dog" is breaking on the Coast, is scheduled to dance-act-sing in her next motion picture, "Bikini Beach." . . . Frankie Laine is currently on a four week personal appearance tour of the Orient. . . . "Tonight We'll Get Married" by Sugar & Sweet on the S.S.J. label, breaking in Southern Calif.

Jo Ann Castle, Dot records artist,

Damito, JO who is currently on tour of Japan. . . . Cliff Aronson, manager of The Lancers, is spotlighting "He Gives" from the group's new album.

HERE AND THERE:

PHILADELPHIA—Cameo-Parkway's Harry Chipetz buzzed that the label has a trio of possible blockbusters with, "Hearts Are Trump" by Ler Barry (former Dovell lead), "Copy Cat" by Plato, and the Orions newest pair, "Rules Of Love" coupled with "Heartbreak Hotel." Bobby Rydell's newest is the Beatle-cleffed ballad, "A World Without Love" backed with "Our Faded Love." The fastest climbing disk for Harry these days is the Valrays' offering of "Yo Me Pregunto." . . . Matty "The Humdring



RICIA OWEN MOORE



RIGHTEOUS BROS.



JOHNNY TILLOTSON

and star of the Lawrence Welk TV Show, has been set thru the Lutz & Loeb office to entertain at 21 fairs this summer. . . . Skip Ferderber reporting increasing air-play on Andy Williams' Columbia disk of "Madrigal," from the new film "Chalk Garden." . . . The 1,000 voice Youth Choir singing at the Los Angeles Shrine Auditorium for the John F. Kennedy Memorial Tribute, recorded live "The First Lady Waltz" dedicated to Mrs. John F. Kennedy. Century Records of Los Angeles will release the recording. . . . Lee Young, president of Melic Records, circulating gun-shaped cigarette lighters to 'spark' interest in "It Kills Me," by

Singer of ABC-Par. tells us the Frannie Murphy, formerly with Ed Barsky, is now with Harry Rosen & David Rosen Inc. Matty sez his new action side is, "Got To Get Used To Broken Heart," by the Tams. The tune is included in their new album of ABC-Paramount tagged, "Presenting The Tams." Mary Picano of I. J. Morgan One Stop sez Kapp has a winner with "If You Love Me, Really Love Me" by Jackie Trent.

MISHAWAKA, IND.—Juanita Heaton, manager of the Delcos, has been busy sending out deejay copies of the group's newie, "Still Miss You So" and "Just Ask."

Alto ejecutivo del NUCLEO RADIO MIL designado por prestigiada revista norteamericana

Cash Box
April 11, 1964
Vol. XXV—Number 31

FOUNDED BY BILL GERSON

Cash Box
1780 Broadway
New York 19, N. Y. 10019

OPPORTUNITY KNOCKS IN MEXICO CITY

When the business talks internationally, comments are usually directed towards the traffic that exists in dealings between America and Europe. And certain current events (e.g. Beatlemania) have put even more emphasis in this direction.

Since the origin of counterfeiting in Latin America, development of legislation regarding copyright, rights in Latin America; among others.

But the two-way flow of information between the Old and the New World is not only a part of the life and blood of the world.

A trip to Mexico City for the meeting can prove a highly worthwhile endeavor. Segments of the trade, particularly record men and publishers, should be able to gain great insight into what makes the Latin-American tick as regards the mechanics of the trade itself and in the music industry.

Cash Box, as noted before, will be on hand at the convention in the person of Miguel Smirnoff, the publication's Latin-American director, and Enrique Ortiz, our man in Mexico.

Between North and South, we invite all who attend the gathering to reach either man so that he can offer his services, whether it be to arrange contacts or act as translator.

El Sr. Enrique Ortiz Sub-Gerente de Radio Mil, ha sido designado por la prestigiada revista norteamericana THE CASH BOX, especializada en informar acerca del ambiente musical en el mundo entero, para que junto con el Sr. Miguel Smirnoff, de Argentina, cubra toda la información acerca del Tercer Congreso Latinoamericano de Productores Fonográficos, que se lleva a cabo en la Ciudad de México del 13 al 15 de abril y a la cual asisten los más importantes ejecutivos de las distintas fábricas disqueras de Latino América que tratarán importantes temas acerca de la producción musical en sus países.

LATIN RADIO
(As Well As The World-Wide Music & Record Industry)

ALSO RECOGNIZES CASH BOX AS THE SPOKESMAN FOR THE RECORD-MUSIC BUSINESS INTERNATIONALLY!!

The advertisement (on the left) placed by NUCLEO RADIO MIL in Mexico appeared in all Mexican newspapers during last week's Third Convention of the Latin American Federation of Record Producers.

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FOR AWHILE**

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SIMS 177

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Eddie Powers

SIMS 167

**THE FIRST STEP
DOWN**

Bob Jennings

SIMS 161

Above songs published by the ENGLISH MUSIC GROUP

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ALBUM PLANS

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

AUDIO FIDELITY

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

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-600 billing. No expiration date.

COLPIX

8 Nina Simone albums on a buy-4-get-1-free deal. Expires: May 15; new Chad Mitchell on a buy-3-get-1-free basis. Expires: June 26. Rest of catalog offers 20 free for every 100 purchased. Expires: June 26.

DECCA-CORAL-BRUNSWICK:

"V.I.P." incentive program for April. Expires: April 30.

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS

10% discount on all product. Expires: Apr. 30.

PRESTIGE:

10% discount on all Prestige labels. In effect until further notice. Special artist program buy-6-get-2-free on all Willis Jackson Prestige 7000 albums. Expires: April 30.

REQUEST

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

ROULETTE

"World's Fair of Entertainment:" 15% discount in free merchandise. Expires: April 30.

SIMS

3-free-on-10 albums. Expires: April 30.

TAMLA-MOTOWN-GORDY

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

VEE JAY

10% discount on LP's.

Kingsmen Get Gold Disk For "Louie, Louie"



NEW YORK—Wand Records recently hosted a cocktail party for the Kingsmen at which the group was presented a gold record for their million-selling "Louie, Louie" disk. Standing (left to right) in the back row behind the group are label veeq Marvin Schlacter, Bob Levinson of Bay State Distributors, Boston, who first broke the record, Florence Greenberg, president of the Wand label, Pete Garris, national promotion director, and Luther Dixon, A&R director. The Kingsmen group is currently clicking in both the pop and r&b departments with "Mama

European Junket For Lengsfelder

NEW YORK—Request Records' head H. J. Lengsfelder has just left for an extensive trip to Portugal, Spain, Germany, Austria, Greece, Turkey, Israel, Great Britain and Ireland.

This trip, Lengsfelder reported, will lead to a "very large" increase in the international catalog of original

authentic recordings at Request. In addition to the new recordings being prepared, Lengsfelder will also visit with foreign associates of Request to open up new outlets for the expanded their album line.

Lengsfelder will also finalize negotiations in many countries for sub-publishing rights of the works of his publishing firm, Pleasant Publishing Corp.

Here they are...RCA Custom's new Hollywood Studios



Symphony size

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(32' x 22' x 15')

CA Victor's new West Coast headquarters offer you the ultimate in custom recording facilities—the threefold advantages of site, sound and service. Here—in the heart of Hollywood's music industry—ultra modern studios combine years-ahead concepts in sound recording with fast, flexible and efficient custom service. Two large studios will accommodate assignments of any size—from a soloist to a 100-piece symphony—and the smaller studio is ideal for voice narration or more intimate musical recording. Modern equipment includes multi-channel console positions and virtually unlimited miking facilities.

Skilled and imaginative engineers will help you achieve precisely the sound you want—including a variety of special effects—and will give your session the careful supervision and extra effort that guarantees complete satisfaction. Complete tape and lacquer mastering facilities... tape storage vaults with controlled temperature and humidity... full service resources—all within a few blocks of RCA's own record manufacturing plant. Contact us for all your recording needs. Call HOLLYWOOD 1-9171, in New York: MURRAY HILL 9-7200, Chicago: WHITEHALL 4-3215, Nashville: ALPINE 5-5781 • **RCA CUSTOM RECORD SALES**



"Hamlet" & "Homage" Bring More Of The Bard To Columbia



(Richard Burton, Hume Cronyn and Goddard Lieberson, president of Columbia Records, talks over a scene from "Hamlet," whose current Broadway version has been recorded by Columbia.)

—NEW RELEASES—

"Y K W"
AND
"COME LET ME LOVE YOU"
JACKIE VERDELL
PEACOCK 1930

"PARTY TIME"
AND
"WILL MY BABY COME BACK"
LITTLE MR. LEE &
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RIK

NEWS FLASH

Recording Industries Corporation is now settled in its New York and Nashville offices. Joe Caida, President of R.I.C. reports that brand new New York offices are being constructed to R.I.C.'s specifications on the 12th floor. Present temporary quarters are on the 21st floor.

N.Y.C.: 295 Madison Ave., MU 9-0810
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BREAKING OUT FROM COAST TO COAST!

"RUN LITTLE GIRL"
sung by Donnie Elbert
b/w "Who's It Gonna Be?"
Gateway #731

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"Wild Cat" Red Pyscock
"Tarrytown" Liz Saneff
"Blue Grass Breakdown" Dixie Travelers

G **GATEWAY RECORDING, INC.**
234 Forbes Ave., Pittsburgh, Pa. 15222

NEW YORK—The sound of Shakespeare is filling Columbia Records' studio these days.

Label, ever-increasing its drama recordings, cut Richard Burton's "Hamlet" on Sunday, April 19, for a 4-LP release due this week. Two days before, the diskery had waxed "A Homage to Shakespeare," which was presented on Mar. 15 and 29 at Philharmonic Hall by the Lincoln Center World's Fair Festival.

Burton's well-received "Hamlet" is currently playing on Broadway, with a supporting cast that includes Hume Cronyn, Alfred Drake, Eileen Herlie, William Redfield, George Rose and others, all of whom are heard on Columbia original-cast presentation. Dame Edith Evans, John Gielgud and Margaret Leighton are heard on the "Homage" release.

Both LP's come, of course, in the midst of the 400th celebration of the Bard's birth.

Hi Pacts Gene Simmons

MEMPHIS—Gene Simmons, nitery singer, has been signed to a three-year wax pact with Hi Records, according to an announcement made last week by label prexy Joe Coughi.

The chanter's debut single, "Haunted House," coupled with "Hey, Hey Little Girl," was released concurrently with the signing of the contract. The label has concentrated on instrumental combos in the past and has had considerable success with the diskings of the Bill Black and Ace Cannon groups.

B. H. Horowitz Named Dawn Board Chairman

NEW YORK—Bernard H. Horowitz has been named chairman of the board of Dawn Records, to be in charge of development planning and the financial structure of the firm.

Harold Fogelson was named advertising manager, and Sid Ascher public relations director. Horowitz is also national sales manager for the Congress Inns Motels.



TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bullet		Little Boxes	81
Across The Street	74	Little Children	79
Ain't Nothing You Can Do	35	Little Donna	74
Ain't That Just Like Me	74	Look Homeward Angel	74
All My Lovin'	31	Love Me Do	31
Baby, Baby, Baby	65	Love Me With All Your Heart	65
(Best Part Of) Breaking Up	64	Loving You More Every Day	64
Bits & Pieces	4	Make Me Forget The Matador	64
Can You Do It	68	Money	68
Can't Buy Me Love	73	My Girl Sloopy	73
Carol	73	My Guy	73
Chapel Of Love	77	My Heart Belongs To Only You	77
Charade	36	Nadine	32
Cotton Candy	32	Needles And Pins	53
Down (Go Away)	53	New Girl In School	53
Dead Man's Curve	11	Once Upon A Time	11
Diane	50	Our Faded Love	50
Dannie	89	People	89
Do You Love Me	92	P.S. I Love You	92
Do You Want To Know A Secret	3	Please, Please Me	3
Don't Let The Rain Come Down	5	Rock Me Baby	27
Ebb Tide	27	Roll Over Beethoven	87
Every Little Bit Hurts	87	Romeo & Juliet	87
From Russia With Love	87	Ronnie	87
Forever	23	Shangri-La	54
Fun, Fun, Fun	54	She Loves You	80
Gee	80	Shoop Shoop Song	66
Giving Up On Love	66	Slip In Mules	67
Glad All Over	67	Soul Hootenanny	67
Goodbye Baby, (Baby Goodbye)	61	Stay	70
Gonna Get Along Without You Now	70	Stay Awhile	2
Hello Dolly	2	Sugar & Spice	26
Hey, Babba Needle	26	Suspicion	26
Hey Mr. Sox Man	96	Tall Cool One	96
High Heel Sneakers	96	Thank You Girl	49
Hippy Hippy Shoke	49	That's The Way Boys Are	78
I Can't Stand It	78	That's When It Hurts	47
I Don't Want To Be Hurt Anymore	47	Three Window Coupe	94
I Knew It All The Time	94	Think	85
I Rise, I Fall	85	Today	34
I Want To Hold Your Hand	34	Twist & Shout	18
I'm So Proud	18	Very Thoughtful Of You	90
I'm The Lonely One	90	Walk On By	52
In My Lonely Room	52	Way You Do The Things You Do	69
It's Over	19	Whenever He Holds You	69
Java	69	White On White	76
Just One Look	76	You're A Wonderful One	30
Kiss Me Quick	30	Wish Someone Would Care	84
Kiss Me Sailor	84	Wonder Of You	84
Kissin' Cousins	84	Wrong For Each Other	84

Coral Inks Joe Turner

NEW YORK—Vet blues singer "Big" Joe Turner has joined the talent roster of Coral Records, according to Leonard W. Schneider, exec vp of Decca Records' parent company. Negotiations for the performer were handled by Award Music, Inc.

Turner's first sides for Coral, just released, are "I'm Packin' Up," and "I Walk A Lonely Mile." His hits over the years have included "Chains Of Love," "Honey Hush," "Still In Love," "Sweet Sixteen" and "Shake, Rattle & Roll."

Mercury Gives No "Damn" On Chad Mitchell Deck

CHICAGO—After numerous requests from the radio stations, Mercury Records has agreed to issue a non-swearing version of the Chad Mitchell Trio's etching of "Barry's Boys." The original version included the word "damn."

The new issue replaces the profanity with a "beep" sound. According to label execs, the disk is getting plenty of airplay despite the controversy, and that WNE in New York is playing the political satire disk, too, offering equal time to the Republican cans.

Sue Pacts Glenn & Fabulous Imperials



NEW YORK—Juggy Murray (seated), president of Sue Records, records inked Tyree Glenn Jr. and the Fabulous Imperials to an exclusive recording contract. Standing (left to right) around Murray are Steve Shedan, Tyree Glenn Jr., Charles Hughes, Wayne Bartlett, Tony Bartlett, booking agent Hal Malitz and Martin Otelsberg, the group's personal manager.



TOP 100 LABELS

ABC-Paramount	18, 73	Kent	99
my	70	Liberty	11, 46, 83
go	88	London	50
co	62, 81	Mala	97
lantic	37, 61	Mercury	14, 30
idence	27	MGM	85
imea	59	Monument	19, 96
ipital	1, 34, 47, 54, 67	Motown	8, 93
ipital of Canada	25, 31, 77	O'keh	21
ecker	55, 86	Parkway	26
ess	45	Phillips	5, 9, 42, 53
lumbia	38, 60, 75	Philles	64
mmand	33	RCA Victor 32, 69, 70, 72, 76, 84, 98, 100	79
ngress	94	Red Bird	91
nstellation	95	Riviera	56
osader	6	Scepter	23, 65
cca	12, 36, 40, 48	Smash	58
lton	12	Soundstage 7	78
ke	35	Sue	29
c	4, 7, 44, 82, 90, 92	Swan	20, 87
	89	Tamla	10, 25, 57
lden Crest	71	Tollie	30
lden World	24	20th Fox	15, 63, 82
rdy	28, 52, 68	United Artists	3, 13, 39, 41, 43, 66
erial	22, 49, 51	VeeJay	17
pp	2, 16, 74	Wand	

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

Atco Fills A Void: Releases Darin Single

NEW YORK—Atco Records has filled Bobby Darin's vacuum left by the singer's recent departure from Capitol. Label, which cut the former prior to his deal with Capitol, has just released a Darin single, sung in French no less. Side "Milord," which is one of the songs associated with the late Edith Piaf.

Coffee House Adds Folksters

NEW YORK—Coffee House Records, a folk-field subsid of the Carlton label, has inked two new attractions. Signed to term pacts by topper Joe Hilton are Murv Shiner, a baritone troubadour who has been playing the folk circuit in recent years formerly recorded for several labels, including Decca as a country star, and folk lark Beverly Wright, who has appeared at various folk-cafes and has been seen several times on the ABC Hootenanny TV'er. She was recently cut for ABC-Paramount. Shiner, currently on a folk-cafe tour, is out with his first sides, "Orkin' It Out" and "Cumberland e." A promo drive is scheduled and the release via a tie-in by Coffee House and the publisher of "Orkin' It Out," Howie Richmond's Body Trails, Beverly Wright's first single is due in a few weeks.

Royalty To See Beatles' Film Premiere; Transatlantic Press Conference Held In N.Y.

NEW YORK—HRH Princess Margaret and the Earl of Snowden have accepted an invitation to attend the World premiere of "A Hard Day's Night," the United Artists flick which marks the film debut of the Beatles. The first showing will be held July 6, at the London Pavilion.

During the final week of shooting of the picture, the Beatles took time out from their chores to attend a reception in their honor at Australia House where they were the guests of the Australian Consul. During their reception, the hot British group participated in an international press conference at which they fielded questions from newsmen, deejays and fans who were gathered at U.A.'s New York offices. The transatlantic hook-up was engineered by the Bell Telephone Co. and AT&T, with the questions and answers relayed over a loudspeaker system.

Correction

NEW YORK—Last week's story on the earnings of Paramount Pictures incorrectly associated the pic company with ABC-Paramount Records. Actually, the Dot label is an affiliate of Paramount.

Big Picture Window



NEW YORK—Ed Slattery of the Big 3 and Bob Pearce of G. Schirmer are in front of "The Fall of the Roman Empire" record and music display at Schirmer's Gotham store. The Big 3 is currently promoting the film's soundtrack and single waxings of the main theme, "The Fall of Rome." Dimitri Tiomkin composed the music score of the Samuel Bronston production.

Reprise Stars Sinatra, Crosby & Waring In Patriotic LP



Frank Sinatra and Fred Waring go over the arrangements for the new Reprise LP, "America, I Hear You Singing."

NEW YORK—Reprise Records does some musical flag-waving in a new special-project LP release, "America, I Hear You Singing."

The package features Frank Sinatra, Bing Crosby and Fred Waring and His Pennsylvanians in a program of patriotic oldies and originals that tie-in with the promise of America.

LP, which Reprise says will budget out at about five times the cost of an average pop album, was cut over a period of several weeks in Hollywood, due to the difficulties involved in bringing the three star attractions on the album together.

Sammy Cahn and Jimmy Van Heusen, who have written a number of hits (e.g. "All the Way") for Sinatra, wrote a new tune "You Never Had It So Good," which is joined on the LP by such favorites as "The House I Live In," introduced by Sinatra back in 1945 via a special film short, "This Land Is Your Land," "A Home in the Meadow" and "The Stars and Stripes Forever."

The talents of seven arrangers were employed, including Nelson Riddle, Roy Ringwald, Waring's longtime arranger, Tom Scott, Hawley Ades, Dick Reynolds, Jack Halloran and Harry Simeone.

A singles release from the LP contains Frank Sinatra & Fred Waring's "You're a Lucky Fellow, Mr. Smith" and a Waring solo, "The Hills of Home."

Reprise is making a special mailing of the LP to selected Government figures, both state and national, including President Johnson and his cabinet, all members of Congress, and the Governors of the 50 states.

Hall Brings 2 Labels Under Single Roof

BEAUMONT, TEXAS—Bill Hall, indie producer and owner of Big Bopper Music, has announced the formation of Tracie Music Corp to handle two disk firms, Hall and Hall-Way. Hall-Way was formerly distributed by the Smash label.

With national distribution already set, each label has issued its first product. Hall's first two entries are Tony Borders' "Soft Wind, Soft Voice" and Rod Bernard's "Lonliness" and "Boss Man's Son." Hall-Way debut under the new set-up is Johnny ("Running Bear") Preston's "Just Plain Hurt" and "All Around the World."

In addition to Preston, Borders and Bernard, the labels also will cut Jivin' Gene and Albert Collins.

Heading up sales and promo for the two diskeries will be Bob West, a 10-year disk industry vet. Further artists and exec personnel will be added, Hall said.

Hall stated that this new venture would in no way affect the indie production agreements he has with various labels, which include the production of masters on Dickey Lee, Allen Reynolds and others.

3rd Smash Single In A Row

THE LONELIEST NIGHT

b/w

I'M NOT FREE

DALE AND GRACE

MONTEL 928



JAMIE, GUYDEN DIST. Phila. 21, Pa.

THE STARS SHINE ON COLPIX



JANE MORGAN "FROM RUSSIA WITH LOVE" CP 727



A DIVISION OF COLUMBIA PICTURES CORPORATION

PAULA LAMONT

THE GREATEST LOVER UNDER THE SUN

b/w

A Beatle Meets A Ladybug LOADSTONE #1605

LOADSTONE RECORDS

163 Orizaba Avenue San Francisco 27, Calif. Code 415 Delaware 4-2247

Going All The Way

WHENEVER HE HOLDS YOU

BOBBY GOULDSBRO

UA 710

UNITED ARTISTS 729 7th AVE. N.Y. 19, N.Y.



COMING SOON—5th IN A ROW

"LETS GO TOGETHER"

RAINDROPS

JUBILEE 5475

Natl. Dist. By

JAY-GEE RECORD CO., INC.

318 W. 48th St., N.Y. 36, N.Y.

MAXINE BROWN

"LITTLE GIRL LOST"

WAND 152

WAND RECORDS

**Trinity Distrib Charged
With Failure To Pay Overtime**

HARTFORD—"Big" Ed DiNallo's Trinity Record Distributors, this city, has been charged in U.S. District Court with failure to pay overtime wages to 16 employees.

The court also cited the firm and DiNallo with three other charges: falsification of records, failure to keep records of interstate shipment of goods produced without payment of overtime wages.

The violations reportedly took place between Jan. 27, 1962 and Jan. 25, 1964. The charges did not delineate the amounts in the overtime wages the government claims were due to 16 employees.

**Mayfield Is Okeh's
A&R Man In Chicago**



CARL DAVIS CURTIS MAYFIELD

NEW YORK—Curtis Mayfield has been appointed to the post of associate producer of A&R for Okeh Records in Chicago, according to an announcement by Carl Davis, manager of Okeh A&R. The Okeh label is the R&B subsidiary of Epic Records.

Mayfield will be responsible to Davis for recording artists as assigned. He joins Okeh with seven years of experience as a song writer and performer. He began writing songs for The Impressions and Jerry Butler when he was 16 years old. He wrote three of Major Lance's hits as well as played guitar on them.

Mayfield currently lives in Markham, a suburb of Chicago, with his wife and infant son.

**Beauchamp Exits Garmisa
To Open New Chi Distrib**

CHICAGO—Kent Beauchamp has left Garmisa Record Distributors in Chicago to form a new distrib outlet in the Windy City.

The new firm is Royal Disc Dist. Co. at 1239 South Michigan Ave., in the heart of record row.

Beauchamp's aid at Royal Disc is Richie Kudolla, formerly of Eagle Sales Co.

Beauchamp joined the Lennie and Bobby Garmisa distrib and retail operations in Chicago in 1958 as a shipping clerk and promo man and by 1963 he was named president of Garlen Dist. Co., a Garmisa subsid that was formed in 1960. In the latter post, he headed the Garmisa retail firms, Eagle Sales Co. and Pioneer Sales Co., two rack-jobbing and lease-holding companies. In 1963, when Eddie Yalowitz resigned the presidency of the Garmisa firm to join Pickwick Int'l as sales director, Beauchamp was placed in charge of all Garmisa distrib operations—Garmisa, Inc., Mid-West Mercury Dist. and Big Town (formerly Garlen Dist.).

**Shapiro, Bernstein Sets-Up
Indie Producing Firm**

NEW YORK — Shapiro, Bernstein Music has moved into the indie production arena with the formation of S.S. Talent Production Co., according to Emil La Viola, S-B's general manager.

La Viola said that the move was deemed "essential" in light of the trend of more and more indie producing dates.

Some of the artists already signed to the new operation are: Joyce Paul, pop-country lark whose latest release is "A Painted Smile" on Imperial; Eddie Rabbit, the first country artist on the 20th Century-Fox label whose new release is "Six Nights and Seven Days;" and Starr Lee, an R&B performer on the Sue label, and Jean Thomas, whose new label affiliation will be announced shortly.

Shapiro, Bernstein and its affiliate, Painted Desert, are currently active with such items as Danny Williams' "White on White" (UA), Connie Francis' "Be Anything (But Be Mine)" (MGM), the Fleetwoods' "Ruby Red, Baby Blue" (Dolton) and Tommy Hunt's "You Made a Man Out of Me" (Scepter).

**Le-Bo Bows New
Accessories At
NARM Confab**

NEW YORK—Le-Bo Products Co., Inc., a leading record rack and accessories supplier, introduced new accessory items at the NARM convention in Miami Beach last week. Leslie Dame, vp, also announced plans to offer special free goods for the first time at the confab. Firm's home-offices are in Long Island City.

Ford Issues "Fair" Deck

NEW YORK—Ford Records is getting into World's Fair disk competition with a new single tagged, "See The Fair From The Air." On one end the tune is sung by tenor Lanny Ross, and on the other played instrumentally by the Billy Mure ork.

The deck will get national distribution and promotion and will be made available at the Fair via Florida Systems of Ft. Lauderdale. The tune was written and published by Wiljam Martin.

Matt Parsons Joins DeJac

NEW YORK—Matt Parsons, formerly with a number of labels, has joined DeJac Records, based in Hewlett, Long Island. He'll be responsible for sales and promo and will report to Sandy Berkowitz, owner of the label. DeJack is currently putting its sales-promo efforts behind Tommy Navarro's "I Cried My Life Away."

Yarborough Signs For Mgt.

HOLLYWOOD—Glenn Yarborough, former Limeliter, has signed with Kragen-Carroll, Inc., for personal management. The folkster left the Limelitters last year to strike out on his own, and recently completed his first album for RCA Victor, "Time To Move On." Yarborough's second LP for Victor will be released in Aug.

Ken Kragen and Tom Carroll were formerly associated with the Limelitters, with Kragen handling their West Coast concert operations and Carroll the East Coast production office. Kragen-Carroll also manages the Smothers Brothers and the J's With Jamie.

Smash Hot Rod



HOLLYWOOD—It was a dream come true to thousands of teenagers who visited the recent Teen-Age Fair at the Hollywood Palladium. Stepping right out of the Smash LP cover of "Kustom City, U.S.A." was the display of "the world's most beautiful hot rod." In the top pic is one of the George Barris-designed customized cars which was on display at the fair. Pictured in the bottom shot is an attractive display of Smash hot rod albums featuring the Kustom Kings.

C. J. RECORDS PRESENTS:
BETTY EVERETTE
"HAPPY I LONG TO BE"
B/W
"PLEASE COME BACK"

AND INTRODUCING
SONNY VON
"HANDS OF TIME"
B/W
"WITH SOUL"
Deejays, Distribs Write

C. J. RECORDS
4803 Indiana Ave. Chicago 15, Ill.

**Vee Jay Says It'll
Be "Only" 6 By Dec.**

LOS ANGELES—Vee Jay Records, which says that its only eighth in disk sales, hopes to move up two buttons by Dec.

The label is currently hot with singles and LP's, and the way things look at the present time, the label has its eye on becoming the country's sixth largest seller of records.

Progress, the label asserts, is a result of the new management set-up that went into effect seven months. Along with this came studies of all phases of the operation, new packaging, advertising ("we're only #8") and distrib and dealer relationships, and a drastic cut back on discounts—the money earned going into new product and merchandising. From the standpoint of sales and promo, extensive training programs have been initiated for field men with pinpoint activity reports flowing to Vee Jay's national offices, which made the move from Chicago to Hollywood some months ago.

Vee Jay's click artists include Betty Everett, The Beatles, The Four Seasons and Jerry Butler.

**Window Display Contest
For New Roulette Product**

NEW YORK—Adam Distributing is putting on a dealer window display contest in the New York area for its new Roulette LP program theme, "World of . . ." which ties-in with the New York World's Fair.

Norma Dorfman, branch manager, will photograph all the display windows on a new Poloroid, which will be given to the winning display. Contest ends Sunday, May 31.

Cuttin' 'N Shootin' Session



ETROIT—Liz Lands, whose current Gordy release is "Keep In," recently took part in a simultaneous record and filming session at Motown Records's motor city headquarters. The Temptations, presently riding the Top 100 with "The Way You Do The Things You Do," also on Gordy, backed up Liz on the date. All of the artists were included in a documentary flick for West Germany TV showing.

THE REMENDOUS REACTION!
WATCH IT CLIMB!
"MY MAN"
WALTER GATES
& ORCHESTRA
SWAN 4180
SWAN RECORDS
Cor. 8th & Fitzwater Sts.
Philadelphia, Pa.

"TROUBLE
I'VE HAD"
CLARENCE ASHE
J & S 1466
DIST. Nationally By
CHESS PRODUCING
COMPANY
2120 Michigan Ave., Chicago 16, Ill.

While Cutting "Funny Girl"



NEW YORK—Barbra Streisand's somewhat theatrical hands-on-hips pose might well suggest a modern-day Fanny Brice, the role which the lark-theatrical is currently creating in the click Broadway musical, "Funny Girl," the Jule Styne-Bob Merrill vehicle in which Barbra is co-starring with Sidney Chaplin (left). The above pic was taken during Capitol Records' original cast waxing of the show.

NARAS Ballots Due This Week

HOLLYWOOD—Monday, April 27, is the deadline date for active members of the National Academy of Recording Arts & Sciences to submit their ballots for this year's "Grammy" Awards winners.

Haskins and Sells accountants will again handle the tabulations, and a representative of their firm will hand the sealed envelopes containing the winners' names to the awards presenters at the Sixth Annual Achievements Awards presentations of the record academy on May 12 in chapter cities of Los Angeles, Chicago and New York.

TERRY STAFFORD	SUSPICION	CRUSADER
	Elvis Presley Music, Inc.	
THE BEATLES	TWIST AND SHOUT	VEE-JAY
	Progressive Music Inc./Robert Mellin Music, Inc.	
ANDY WILLIAMS	WRONG FOR EACH OTHER	COLUMBIA
	Valley Publishers, Inc.	
ELVIS PRESLEY	KISSIN' COUSINS	RCA VICTOR
	Gladys Music, Inc.	
BILLY J. KRAMER	LITTLE CHILDREN	LIBERTY
	Rumbalero Music, Inc.	
THE RONETTES	BREAKIN' UP	PHILLES
	Hill & Range Songs, Inc./Mother Bertha Music	
ELVIS PRESLEY	SUSPICION	RCA VICTOR
	Elvis Presley Music, Inc.	
ELVIS PRESLEY	KISS ME QUICK	RCA VICTOR
	Elvis Presley Music, Inc.	
THE SEARCHERS	AIN'T THAT JUST LIKE ME	KAPP
	Progressive/Trio	
JOHNNY CASH	UNDERSTAND YOUR MAN	COLUMBIA
	Johnny Cash Music, Inc.	
ELVIS PRESLEY	IT HURTS ME	RCA VICTOR
	Elvis Presley Music, Inc.	
THE SAPPHIRES	I FOUND OUT TOO LATE	SWAN
	Hill & Range	
THE SAPPHIRES	I'VE GOT MINE, YOU BETTER GET YOURS	SWAN
	Hill & Range	
ACE CANNON	SEARCHIN'	HI
	Tiger Music, Inc.	
THE SEARCHERS	SWEETS FOR MY SWEET	MERCURY
	Brenner-Progressive-Trio	
BOBBY DARIN	MILORD	ATCO
	Alamo Music, Inc.	
FREDDY CANNON	IT'S BEEN NICE	SWAN
	Rumbalero Music, Inc.	
FREDDY CANNON	THE UP'S AND DOWN'S OF LOVE	SWAN
	Rumbalero Music, Inc.	
	THE ABERBACH GROUP	
	1619 Broadway, New York, N. Y.	

Deutsche Grammophon Sets 5 Albums For May Release

NEW YORK—Deutsche Grammophon, the MGM-distributed classical line, has set five albums for its May release, three of which feature famed maestro Rafael Kubelik.

The new albums are: Handel's "The Water Music" (complete) with Rafael Kubelik conducting the Berlin Philharmonic; Beethoven's "Symphony No. 7 in A Major, Op. 92" with Herbert von Karajan conducting the Berlin Philharmonic; Mozart's "Serenade No. 7 in D Major, K. 250" featuring Kubelik conducting the Bavarian Radio Symphony; Greig's "Piano Concerto in A Minor, Op. 54" and Schumann's "Piano Concerto in A Minor, Op. 16" read by Geza Anda, pianist, and Kubelik conducting the Berlin Philharmonic; and Mozart's "Cosi Fan Tutte" (highlights) with Eugene Jochum conducting the Berlin Philharmonic.

NARM Jobbers Mum On Capitol Policy

(Continued from page 7)
It was too late to bring the comments made in this letter to the floor that same day, but there was an opportunity the next day when Schlang referred to it as the Capitol "White Paper" and showed dissatisfaction with the Capitol plan during his panel forum. But it was also obvious that no-one wanted to pick up and elaborate on Schlang's comments about the Capitol move. Even the firms which Capitol "cut-off" as customers (three were present) didn't raise the subject when the opportunity was there.

And the opportunity was very much there, having been laid right at the jobbers' feet with one of the few stimulating questions on the program: "In seeking a reaffirmation of faith" in the record industry various record companies have sought their own individual solutions to industry problems, and have come up with several different answers. Having worked with both the new Columbia and Capitol programs, introduced in the latter part of 1963 and the early part of 1964 respectively, how do you evaluate them?" Comment on the question was insignificant.

Whether the silence was because of the advice of legal counsel Carretta or whether the jobbers feared that by speaking about it they might jeopardize their status with Capitol was impossible to determine. Some said that the silence was designed to avoid making a martyr of Capitol. Others felt that the silence was a sign that NARM was maturing as an organization and rowdy blasts from the floor would not help the NARM cause and definitely would not cause Capitol to change its policy. The silence was deafening.

Dot Bows New Budget Line At NARM Convention

NEW YORK—Rack men attending the NARM convention were introduced to a new low-priced LP line from Dot Records. Label, called Hamilton, is making its debut with 15 mono (\$1.98) and stereo (\$2.98) albums.

The new line, Dot prexy Randy Wood emphasized, will have no discount programs and will remain a one-price line at the manufacturer's level.

Hamilton will be operated completely by Dot personnel, with sales under the direction of Dot's senior vp, Christine Hamilton.

It was also noted that new artists will be developed expressly for Hamilton. Dot artists will be restricted to not more than LP per year on Hamilton.

The first release contains dates by the Andrew Sisters, Pat Boone, Jo Ann Castle, George Cates, the Lennon Sisters, Johnny Maddox, Eddie Peabody, Jimmie Rodgers, Six Fat Dutchmen, the Royal Tahitians, Billy Vaughn, Lawrence Welk, Dr. Norman Soreng Wright and Dr. Charles S. Kendall and George Wright.

Named as quality features of the line were shrink-wrapped, full four-color covers, virgin vinyl pressing, inner sleeve and first-line recording, engineering and mastering.

Geo. Simon Hosts Ch. 13 "Jazz Scene"

NEW YORK—George Simon, jazz commentator for the New York Herald Tribune and executive director of the NY chapter of the National Academy of Recording Arts and Sciences, last week assumed the role of host on Channel 13' Jazz Scene, an hour show to be shown Apr. 28 from 9 to 10 PM.

Appearing with Simon on the show were the Clark Terry-Bob Brookmeyer Quintet and Ben Webster. The jazz program will be repeated on Ch. 13 on May 9.

L.A. NARAS Meet To View Sounds That Sell

HOLLYWOOD—"What Are the Sounds that Sell Records?" will be discussed and demonstrated at a membership meeting of the Los Angeles Chapter of NARAS (National Academy of Recording Arts & Sciences) this Wednesday (29). Program chairman Dave Pell, who will moderate the panel discussion for the record academy, announced that panelists will be Perry Botkin, Jr., Jim Bowen, Jim Economides, Jimmie Haskell, Ken Nelson and Joe Reisman.

The "Sounds" will be demonstrated by recordings, and include the Teen Sounds, California Sound, the Nashville and New York Sounds. Meeting will begin at 8:30 PM in the new RCA Victor studios.

Can-Am Pacts Guion



NEW YORK—Canadian-American Records has signed vet clarinetist-orkster King Guion to a long-term recording contract. Label has already released Guion's initial single date, "Monte Carlo." In the above pic Gene Malis (left), general manager of the label, is shown with the artist.

Stanley Adams Honored At Bedside Network Ball

NEW YORK—With Stanley Adams, president of ASCAP, as guest of honor, over 700 entertainment world figures met in the grand ballroom of the New York Hilton on Fri., April 17, to celebrate the Veterans Hospital Radio and TV Guild's 16th year of "Bedside Network" activities in over 1000 vet hospitals. Adams is on the Guild's board of advisors.

Proceeds will help expand the volunteer service's recreation-rehabilitation activities in which members help men and women veterans to tape record their own music and drama programs which entertain other hospitalized patients.

Mrs. Hyman A. Melzer was chairman of the dinner-dance and Mrs. Oscar Hammerstein II, Robert F. Hurlough and Saul J. Turell were co-chairmen.

Patrons and Patronesses included Mr. and Mrs. Richard Adler, Miss Barbara Cavanagh, Dr. and Mrs. Eugene J. Czukur (Barbara Britton), Mr. and Mrs. Harry E. Gould, Mrs. Oscar Hammerstein II, Mr. and Mrs. Robert F. Hurlough, Mr. and Mrs. William C. Jackson, Mr. and Mrs. Lawrence Kerstein, Mr. and Mrs. Alex Kramer, Mr. and Mrs. Charles Passantino, Mr. and Mrs. Sidney Pine, Mr. and Mrs. Howard Reinheimer, Mr. and Mrs. Richard Rodgers, Mr. and Mrs. Harry Salter, Mr. and Mrs. Samuel E. Seaver, Mr. and Mrs. Dan Seymour, Mr. and Mrs. Paul Taubman, Monroe Greenhalp Co., Inc., Movielab, Inc. and Chappell & Co., Inc.

Among the guests who attended were Mrs. Perle Mesta, Mark Goodson, Mr. and Mrs. Samuel Peabody, Mr. and Mrs. Harold Arlen, Dorothy Fields, Gwen Verdon, Joseph Martinson, Oliver Smith, Mr. and Mrs. John Randolph Hearst, Jr., The Marquise de la Passardiere, Virgil Thomson, Senator Kenneth B. Keating and Sally Ann Howes. Bud Collyer, TV personality, was Master of Ceremonies for the entertainment and distribution of special prizes in which Florence Henderson, Beatrice Lillie, Allan Sherman, Carol Knox, Barbara Britton and Al Kelly participated.

Grand prizes and table gifts included a 1964 Rambler Ambassador V8 990, vacation trips to the Americas Hotel, San Juan, and Paradise Island, furs by Nat Beinhorn, perfumes and toiletries by Lanvin, Pottery, Coty and Arden for Men, cases of champagne and scotch as well as donations made by After Six Formals, Lucie Ann of Beverly Hills, Baba Originals, Grolier Publishers. WHN Radio, ABC Radio and WNEW Radio.

Sponsors for this fund-raising event included American Broadcasting Company; American Federation of Television and Radio Artists; American Society of Composers, Authors and Publishers; Columbia Broadcasting System; Metropolitan Broadcasting Television; Mutual Broadcasting System; National Broadcasting Company; Pittsburgh Charter VHRG; SESAC, Inc.; Walter Reade-Sterling, Inc.; WBN Radio; Young & Rubicam, Inc.; and Harold Arlen.

CMA Detroit Meet

(Continued from page 10)
Fame rules was also adopted at the Detroit meet. In the past, in order to gain entrance a candidate requires 75% of the one-hundred-member committee plus a vote of not less than sixty. From now on, candidates will be elevated to the Hall of Fame at a point system which allows members to vote for several people simultaneously.

In conclusion directors mapped out plans for another CMA-sponsored entertainment package which will be presented on Aug. 6 for the Canadian Radio and Television Society in Toronto. A guest speaker and talent line-up will be announced at a later date. CMA directors will hold their third quarterly meeting in conjunction with the show.

Promo Man Charges Payola in W. Coast Legal Action

HOLLYWOOD — Sweeping payola charges on the west coast music scene have been made in a suit filed in Los Angeles Superior Court by Al Husky, a longtime disk promo man in Calif.

In his suit, Husky maintains that radio stations, deejays, record companies, distributors and others have taken part in a number of illegal incentives to gain radio exposure of disks, and they have misled the public into believing that the records heard have been aired as a result of honest selection.

Charged in the suit are: Crowell-Collier Broadcasting Corp., its Los Angeles radio station, KFWB, and personnel Jim Hawthorne (program director), Joe Bernard (general manager), Don Anti (record librarian), deejays Wink Martindale, Roger Christian, Gene Weed, Bill Angel, Sam Riddle, Bill Ballance, James Neil; radio station KGFJ jocks Edman Griffith, Hunter Hancock, Andy Harvey and Bill Mercer; MEN-San Bernardino deejay Brian Ford; KDAY deejay Tommy Smalls; and WEO - San Diego deejay Brian Dougherty; KRLA - Pasadena program director Reb Foster and deejays Charles Quillan and Casey Kasem; Park Records, Garex Records, Peter Gram, Gram Bros. Automotive Service, Liberty Records, Swingin Records, Roger Davenport, Linda Reed, Edward Davis, Dorothy Freeman, Buckeye Distributing, Record Sales Co. and Al Sherman.

In addition, the suit names 25 Johnnies who are unknown to the plain-people, but represent individuals, corporations or associates involved in his charges.

Husky's charges cover a period of about three years, during which he contends that the following "inducements and enticements" have been employed: payment of cash, furnishing of automobile repairs, payment of doctor and dentist bills, the furnishing of prostitutes and female company, the furnishing of use of apartments and hotel suites, alcoholic beverages, clothing and wearing apparel, participation in royalties and profits from publication and exploitation of music as well as records, participation in ownership of recording companies, participation in artists' management fees, delivery of commercial quantities of records without their charge, radio, TV and other alliances, the services and appearances of performing artists at so-called "hops" or shows presented by defendants and from which theyaped" substantial benefits and fits by reason of the appearance services of such artists without appropriate compensation.

Husky claims in the suit that he never offered payola in the conduct of his business, and the acts he has caused him to suffer financial losses due to inability to gain prominence in the field. The alleged, he contends, have "foisted upon public by broadcast and otherwise, and misleading information of concerning records, the desirability and popularity thereof, and decided therefor, all to (the defendant's) own personal gain and benefit." For loss of income, Husky asks damages of \$30,000 and general damages amounting to \$200,000. He also asks the court to enjoin and restrain defendants from conduct tending to perpetrate unfair business and practices or tending to mislead public and the trade.

The original complaint, Dot Records Distributing was also listed as one of the defendants, but last Thursday, Husky filed, in Superior Court, a motion for dismissal so that the defendant would be stricken from the action. It was understood that Husky would file a complaint against Dot Records and its distributors.

Epic Signs Michele Lee



NEW YORK — Epic Records has inked musical comedy-TV thrasher Michele Lee to an exclusive disk pact, according to Bob Morgan, the label's exec producer.

The performer, a native of Los Angeles, is currently the femme lead in "How to Succeed . . ." which followed her Broadway debut opposite Cesare Siepi in "Bravo, Giovanni!"

Other legit credits include "Vintage 60," "Parade" and "Point of View." On TV, she's appeared on the "Tonight," "Jerry Lester," "Dr. Kildare," "Danny Kaye" and "Dobie Gillis" shows. Club appearances include Dino's in Hollywood, Ben Blue's in Santa Monica and Harrah's in Lake Tahoe.

Shown at the signing that brings Michele Lee to Epic are (left) Stanley Kay, her manager, and Len Levy, general manager of Epic.

Victor's New Coast Studios

(Continued from page 6)
configurations coupled with the oak parquet flooring have been engineered to produce a designed reverberation time and assure maximum fidelity.

The sound can be "sculptured" through the use of the latest design and most modern technological advances in the audio field which enables absolute control of each microphone channel for separation and identification of sound entering microphones. Each studio control room is equipped with ultra-modern multi-channel mixing consoles and monitoring facilities, incorporating the Dynagroove recording system. The viewing window between the control room and studios consists of three glass panels with air separations to prevent transmission of sound.

The open house was held on the roof of the studios, an area to serve the structure as parking space in the future.

Muller, landlord of the edifice, was born in a house formerly situated on the site of the building, and many of his family and personal mementos are housed in the lobby.

Breaking It Up On KDKA



PITTSBURGH — ABC-Paramount's Frank "Crazy Guggenheim" Fontaine assumes his famed TV role on the Gleason show for Clark Race of KDKA during a recent visit to the deejays' Saturday afternoon bandstand. Frank is currently riding high with his third LP for the label, "How Sweet It Is."

George Marek's NARM Address

(Continued from page 8)

hope of the record business becoming simpler. It is today complex and will become perhaps even more complex. It's all very well to say "let's produce less product"; but you can't and you shouldn't want to prevent the industry from trying to produce the juicy fruit.

"The record merchandisers' second function is obviously the task of making the good fruit available—and in sufficient quantities and at a time when it is good.

"When I say that I believe in the record merchandiser I am not trying to flatter. I shall at once add that the record merchandiser must improve. How? First, the drive for volume cannot become hysterical. Hysterics kill profits. No manufacturer can or should keep an undisciplined record merchandiser in business. Second, both of the functions I mentioned above must be improved. New ideas must be developed by YOU (don't leave it all to us). For example, in my opinion the self-service idea has rather been overdone. I think it would be wonderful if in the future the public were given a little intelligent guiding help in the person of live, honest-to-God informed sales persons added to the bloodless browser box or the mute metal fixture. Even if this could only be done in a few of the highest traffic locations, it could have a considerable influence on the development of your business.

"My first prediction or wish has been, in a sense, all-embracing and rather lengthy. Let's go on to my second prediction."

Here Marek delved into the international market and the rack jobbing concept's potential abroad:

"2. I believe that records will shortly be sold—and to a significant extent—in supermarkets, variety stores and other non-record outlets abroad.

"I believe that the United States pattern of distribution will develop in other countries, including England, which is the second biggest, and Japan, which is the third biggest record market. Evidence is accumulating that this will be so—and that is why I have stressed this morning the worldwide aspect of our business.

"My second wish, therefore, is that the NARM become an international association.

"3. I hope that in the next ten years the industry will produce an even better LP, one totally free of ticks, pops and scratches. Maybe you think the LP is good enough today. I do not think so.

"4. I don't wish anybody any harm, but I hope monarcal will die soon. It's half dead now, and I do predict that within the next five years it will die, as the 78 has died. And what a relief that will be!

"5. I hope that the industry will come through with some new ideas for new phonographs—machines which are (a) cheaper; (b) better able to get off a record what we put on a record in beauty of sound and in ex-

citement of presence, and (c) are smaller and weigh less.

"6. I believe that if that happens most homes will have not one but at least two phonographs. My wish is for a two-phonograph home.

"7. I believe and suspect that either in the form of tape or in the form of a new kind of record player we will have music available in automobiles. I have witnessed some experimental installations and I assure you that the effect of listening to recorded music while you are driving (and of course I don't mean those junky little radios) is just marvelous. The music surrounds you and bathes you in its glow. Car music may offer a new opportunity to the NARM.

"8. See-and-hear tape may become a commercial reality within the next ten years. This may double our business, though it will quadruple our union problems.

"9. I believe that exciting new artists will come along to interpret for us both new music and old music in new ways. What makes our business fascinating is, I think, its kaleidoscopic quality, the fact that fortunately there is not one taste—but many tastes ranging from the Beatles to Bach. So will there be many new artists. When there are exciting artists in the world, then our business becomes exciting and people go to the stores.

"Underlying and enveloping these nine wishes is one strong belief: that is, that the interest in, the enthusiasm for, the understanding of music will grow in the next ten years.

"My tenth wish is that we—the NARM and the record manufacturer—match the consumer's enthusiasm with our own."

Marek concluded with a slide of a chart which predicts that the population in the 18 to 24 age group will increase between 1964 and 1970 by almost 50% making America a younger nation. "And we have the opportunity," said Marek, "to serve these young people better." "Their increase," said Marek, "is a promissory note for our future."

NYU-NARAS Course Ends '64 Sessions

NEW YORK—The closing session of this year's NYU-NARAS course, "Recording and Music: Culture, Commerce and Technology," was held last week (22) at the Hotel Lancaster.

Panelists for the final session were Milton Babbitt, composer and professor of music at Princeton University; Phil Ramone, Tom Dowd, Jack Somer and moderator Billy Taylor, in a discussion of the "Creative Use of Technology and the Future of Recording."

Some of the conclusions arrived at by the panelists were: the need for engineers to better understand music as well as engineering; performers should try to develop a better understanding of the recording instrument; and a plea for greater excellence in recording to stimulate artists and engineers to greater achievement.

ACADEMY AWARDS
IN JAZZ
featuring on two pianos

ROBERTA COMO

George Duvivier/bass

JEAN CHEATHAM

Jo Jones/drums

Days of Wine And Roses
Moon River
Over The Rainbow
etc.

GLP 100 (Mono) GSLP 100 (Stereo)

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Gallagher Addresses NARM Conclave

(Continued from page 8)

vince you of the manufacturer's faith in the future of this industry. We don't need re-affirmation . . . we put our money where our faith is!

Then Gallagher traced the product on its trip to the market place showing the tremendous cost and creativity that the manufacturer supplies to the product before he has sold one record. He also pointed to the 1963 figure of \$14 Million spent by the record industry on advertising in both local and national media to help pre-sell the product. Then he drove his point home:

"Gentlemen, that's the exciting saga of how a record gets to the market place . . . and it's at this point where your job really begins! That gets me back to your eloquent statement referring to a NARM statement issued in 1958 which I read at the beginning of my remarks; some of the basic elements in your definition were as follows:

"1. The Rack Merchandiser helps manufacturer plan for the orderly distribution of products.

"This is certainly your basic role and a role which many of you perform efficiently but unfortunately too few of you focus your selectivity on the needs of your customers. Again I urge you to plan your business from the needs of the market place . . . not the market place from the bins of your warehouse! Accurate buying is more essential than ever before in rack merchandising . . . the consumer has little concern for the state of your inventory . . . he knows what he wants and it's your job to buy what he wants and service your outlets accordingly! This will guarantee turnover for you and your retail customer . . . and turn-over is your only guarantee toward mutual prosperity! I urge you also to institute an accu-

rate system of cost analysis so that you can properly appraise what it costs you to "orbit" merchandise—the type that goes out the front door and returns via the back door. Price alone has never been at the core of the rack merchandiser's success . . . you can afford to pay an equitable price for merchandise that turns . . . you cannot afford to stock your racks with "price" merchandise that re-turns!

"2. The Rack Merchandiser stimulates demand.

"This is a role that you apparently accept but too few of you do anything about. The rack merchandiser in order to assure maximum market penetration must be aware of the need to stimulate consumer demand. If you're servicing a major chain in your community that buys radio time—and you know that you have a hot album on the racks—encourage the advertising people with the chain to have the album played during spots, etc.—window streamers, artist appearances, tie-in promotions with theatres and concert promoters all contribute to maximum market penetration. You must learn to live up to your responsibility of creating and fulfilling the demand of the consumer!

"3. The Rack Merchandiser provides sophisticated merchandising programs.

"Here's a step in the sale of a record that challenges every manufacturer, rack merchandiser and retailer in this industry. We provide expensive point of sale material designed to meet your exacting requirements yet we find these valuable sales tools taking up valuable space in your warehouse instead of being in position to perform the selling role on your racks—which is what they were designed for. May I suggest that you discuss your point of sale merchandising ideas and needs with the manufacturers represented here at this meeting—your efforts toward improving our merchandising techniques will prove much more valuable for all than any price concession you can imagine!"

Gallagher concluded with a suggestion that rack jobbers demand adequate compensation for the services they render and that they keep in mind that it is not over-production but "under demand" that lies at the heart of the problem! Over-production is unknown in companies whose products have continually stayed a step ahead of competition—whose A&R forces have successfully produced what the customer wanted—or better still, what he didn't realize he wanted!

Jack Jones To Sing Grammy Nominees At Awards Fete

BEVERLY HILLS — Jack Jones, boasting two NARAS Grammy nominations, will sing the five songs nominated for Best Song at the awards' dinner to be held in the Main Ballroom of the Waldorf Astoria on May 12.

With the backing of Sy Zentner and his ork and arrangements by Quincy Jones, Jones will sing "I Wanna Be Around" "Days of Wine & Roses," "Call Me Irresponsible" and "Wives & Lovers." Latter is involved in Record of the Year Best Vocal Performance by a Male Singer via Kapp dates by Jones. Songster won a 1962 Grammy—best male vocal—for "Lollipops & Roses."

Atlantic, Atco & Stax Hitting With 9 Singles

NEW YORK—Atlantic Records and its subsid labels Atco and Stax are enjoying a run of chart prosperity with four sides on the Top 100 and five on Looking Ahead.

On this week's Top 100 Atlantic is represented with the Vibrations' etching of "My Girl Sloopy" (37) and Solomon Burke's "Goodbye Baby" (61). Atco shows two more with "That's When It Hurts" (62) by Ben E. King, and "Across The Street" (81) by Lenny O'Henry.

The current Looking Ahead shows the diskery clicking with five disks, including "Somebody Stole My Dog" (48) by Rufus Thomas, and "Big Party" (45) by Barbara and the Browns on Stax, "Tea For Two/I'm Confessin'" (10) by April Stevens & Nino Tempo on Atco, and "One Way Love" by the Drifters (16) and "Hello Walls/Double Crossin' Blues" by Little Esther on Atlantic.

Plans Set For Judy To Play Australia

MELBOURNE—Cash Box has been advised of plans for an Australian concert tour by Judy Garland; the visit will be under the control of Pan Pacific Promotions. The concerts will be entitled "An Evening With Judy Garland" and she will be the only artist on the bill along with a 30-piece orchestra. The playing dates are May 13 and 16 at Sydney Stadium and May 20 at Festival Hall, Melbourne. There will be one show each night commencing at 8:30 P.M.

The signing of the deal by Pan Pacific Promotions to bring the performer to Australia ends one of the longest and hardest battles between promoters to win her services for an Australian season. There has been talk of her coming to Australia for a couple of years now but until now nothing has ever eventuated. Now at last her thousands of devoted followers in Australia will be able to see and hear the star in person.

W-P Rushing Clifford Scott LP

HOLLYWOOD—Clifford Scott is getting a rush-release LP from World-Pacific, thanks to his noise-making singles release, "Lavender Sax." Latter tune is somewhat similar to his successful 1963 side, "Sax Fifth Avenue." The single is available on W-P's R&B affiliate, Aura, but the LP will be released on W-P.

Carretta NARM Speech

(Continued from page 8)

thought by everyone who hopes the Trade Practices Rules will solve the industry's problems:

"For an effective program in a sick industry, plagued especially by discriminatory pricing practices, three steps must be taken:

(1) The promulgation by the Federal Trade Commission of Trade Practice Rules for the particular industry. In this connection, it should be emphasized that it is desirable to have as many examples as possible included in the Trade Practice Rules. These would constitute examples of violations of law. For the Commission merely to publish the words of the statute in another pamphlet would be of no help whatsoever to an industry.

(2) Subsequent to the publication of the Trade Practice Rules by the Federal Trade Commission, the trade association should undertake an educational program for the purpose of explaining the Rules to all industry members. This is an absolute necessity so as to prevent any industry member from later saying that he did not understand a particular Rule.

(3) The trade association should adopt a compliance program through which industry members may cooperate with the Federal Trade Commission by calling violations of the Rules to the attention of the Commission.

Unless all three steps are taken, see no benefit to any industry having Trade Practice Rules.

Carretta suggested the formation of a committee for the effective third step:

"The third step which I have referred to as a compliance program can be most effective through the establishment of a private trade practice committee. The prime function of this committee would be to cooperate with the Federal Trade Commission as to perform such acts as may be legal and proper in furthering fair and competitive practices and promoting the effectiveness of the Trade Practice Rules."

And in his closing remarks the attorney offered the following:

"This three-part program can be and has been successful whenever the industry members involved demonstrated a sincere desire to make the program work. The end result is a "healthier" industry because self-businessmen are made to stop those unfair and illegal practices which normally demoralize an industry.

"This program is not an easy one because it means that each member of the industry becomes a "private detective" of the Federal Government—without pay. Your gratuitous service to your government is for your personal benefit as well as for the common good."

Together Again



NEW YORK—Cash Box editor-in-chief Marty Ostrow toasts Goodman and Lionel Hampton at recent press party announcing duo's reunion for a one-night concert at Carnegie Hall on May 6. Hampton will headline and conduct a piece symphony at the benefit concert for the Wiltwyck School, advised Goodman to join him with Gene Krupa and Teddy Wilson to recreate the original Benny Goodman Quartet on that evening. In the photo Goodman is holding the quarter-note RCA Victor "Together Again" LP.

TOMMY ROE
HITTING AGAIN WITH
"CAROL"
C/W
"A GOOD LITTLE GIRL"
ABC-10543

ABC-PARAMOUNT
FULL COLOR FIDELITY

GOING ALL THE WAY!
"EVERY LITTLE BIT HURTS"
BRENDA HOLLOWAY
TAMLA 54094

TAMLA, MOTOWN, GORDY RECORDS
2648 W. Grand Blvd., Detroit, Mich.

VALERIE & NICK
"I'LL FIND YOU"
GP 3000

GLOVER RECORDS
1631 B'way, N. Y., N. Y.

"Sammy" Promo



NEW YORK—Columbia Record Distributors of New York has devised a new promo poster for original casters of "What Makes Sammy Run?" starring Steve Lawrence.

The posters have been placed at restaurants in the Broadway area to call attention to the LP and the show.



COUNTRY TOP 50



COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
1		26	
UNDERSTAND YOUR MAN	1	ALONE WITH YOU	32
(Johnny Cash Music—BMI)		(Lancaster—BMI)	
Johnny Cash (Columbia 42964)		Rose Maddox (Capitol 5110)	
2		27	
BURNING MEMORIES	3	PETTICOAT JUNCTION	22
(Cedarwood—BMI)		(Carolin Tone—BMI)	
Roy Price (Columbia 42971)		Flett & Scruggs (Columbia 42982)	
3		28	
WELCOME TO MY WORLD	2	THAT'S WHAT MAKES	
(Tuckahoe & Nola—BMI)		THE WORLD GO AROUND	33
Jim Reeves (RCA Victor 8289)		(Al Gallico—BMI)	
4		29	
MY HEART SKIPS A BEAT	5	WINE, WOMEN, AND SONG	43
(Bluebook—BMI)		(Sure Fire—BMI)	
Buck Owens (Capitol 5136)		Loretta Lynn (Decca 37608)	
5		30	
SAGINAW, MICHIGAN	4	FIVE LITTLE FINGERS	25
(Tree Music—BMI)		(Moss Rose—BMI)	
Lefty Frizzell (Columbia 42924)		Bill Anderson (Decca 31577)	
6		31	
TOGETHER AGAIN	8	THERE'S A FRIEND IN	
(Central—BMI)		THE WAY	37
Buck Owens (Capitol 5136)		(Glad—BMI)	
7		32	
TIMBER I'M FALLING	6	NIGHT PEOPLE	20
(Husky—BMI)		(Mansion Music—ASCAP)	
Ferlin Husky (Capitol 5111)		Leroy Van Dyke (Mercury 72232)	
8		33	
BALTIMORE	11	LONG GONE LONESOME	
(Acuff-Rose—BMI)		BLUES	27
Sonny James (Capitol 5129)		(Acuff-Rose—BMI)	
9		34	
THIS WHITE CIRCLE	7	THAT'S ALL THAT	
ON MY FINGER		MATTERS	41
(Sure-Fire—BMI)		(Pamper—BMI)	
Kitty Wells (Decca 31580)		Roy Price (Columbia 42971)	
10		35	
LOVE IS NO EXCUSE	12	BEGGING TO YOU	29
(Tree—BMI)		(Marty's Music—BMI)	
Jim Reeves & Dottie West		Marty Robbins (Columbia 42890)	
(RCA Victor 8324)		11	
11		36	
SORROW ON THE ROCKS	19	THE FIRST STEP DOWN	39
(Soren Gems Col.—BMI)		(Red Seal—BMI)	
Porter Wagoner (RCA Victor 8338)		Bob Jennings (Sims 161)	
12		37	
BLUE TRAIN (OF	14	BREAKFAST WITH	
HEARTBREAK LINE)		THE BLUES	31
(Acuff-Rose—BMI)		(Moricana—BMI)	
John D. Loudermilk (RCA Victor 8308)		Hank Snow (RCA Victor 8334)	
13		38	
THE GIRL FROM SPANISH	9	GONNA GET ALONG WITHOUT	
TOWN		YOU NOW	—
(Marty's Music—BMI)		(Reference—ASCAP)	
Marty Robbins (Columbia 42968)		Skeeter Davis (RCA Victor 8347)	
14		39	
EIGHT YEARS	15	I WANT TO HOLD YOUR	
(Tree—BMI)		HAND	49
Claude Gray (Mercury 72236)		(Duchess—BMI)	
15		40	
KEEPING UP WITH THE	10	LOOKING FOR MORE IN '64	34
JONES		(Yonah-Peach—SESAC)	
(Tree—BMI)		Jim Nesbitt (Chart 1065)	
Margie Singleton & Faron Young		41	
(Mercury 72237)		THE WHEEL SONG	—
16		42	
I CAN STAND IT (AS MUCH	16	MEMORY #1	—
AS SHE CAN)		(Cedarwood—BMI)	
(Big "D"—BMI)		Webb Pierce (Decca 31677)	
Bill Phillips (Decca 31584)		43	
17		43	
CHICKASHAY	23	WALKIN', TALKIN', CRYIN',	
(Al Gallico—BMI)		BARELY BEATIN' BROKEN	
David Houston (Epic 9658)		HEART	47
18		44	
EASY COME, EASY GO	13	NO, THANKS, I JUST	
(Moss Rose—BMI)		HAD ONE	36
Bill Anderson (Decca 31577)		(Moss Rose—BMI)	
19		45	
FOLLOWED CLOSELY BY	21	CIRCUMSTANCES	—
TEARDROPS		(Champion—BMI)	
(Northern—ASCAP)		Billy Walker (Columbia 43010)	
Hank Locklin (RCA Victor 8318)		20	
20		46	
MY TEARS ARE OVERDUE	17	KEEP THOSE CARDS AND	
(Glad—BMI)		LETTERS COMING IN	48
George Jones (United Artists 683)		(Pamper—BMI)	
21		47	
MOLLY	30	UNDERSTAND YOUR GAL	—
(Col. Screen Gems—BMI)		(Johnny Cash—BMI)	
Eddy Arnold (RCA Victor 8296)		Margie Bowes (Decca 31606)	
22		48	
INVISIBLE TEARS	28	YOUR HEART TURNED LEFT	44
(Central Songs—BMI)		(Glad—BMI)	
Med Miller (Fabor 128)		George Jones (United Artists 683)	
23		49	
THE VIOLET AND A ROSE	24	THE FILE	38
(Cedarwood—BMI)		(Acuff-Rose—BMI)	
Wanda Jackson (Capitol 5142)		Bob Luman (Hitkory 1238)	
24		50	
LINDA WITH THE	26	NOT MY KIND OF PEOPLE	—
LONELY EYES		(Cedarwood—BMI)	
(Acuff-Rose—BMI)		Stonewall Jackson (Columbia 43011)	
George Hamilton (RCA Victor 8304)			
25			
MILLER'S CAVE	18		
(Lack Music—BMI)			
Bobby Bare (RCA Victor 8294)			

National Country Music Cavalcade of Stars, the country and western spectacular set for Madison Square Garden May 16 and 17, is being offered in a close-circuit television network covering 50 cities west of the Mississippi. Vic Lewis, producer of the spectacular, and Theater Network Television, have completed blue printing the operation and have now

master of ceremonies and will introduce his fellow air personalities Smokey Rogers, Earl Wright, Mike Larsen and Ed Thomas.

KRIK-Roswell, New Mexico is on the air programming country music on an exclusive basis. Owner and program director, "Cheyenne Kid" Neil Levitt, sez that the reception



HANK THOMPSON



ERNEST ASHWORTH



MARTY ROBBINS

opened it for sponsorship by radio and TV deejays and theatres. The multi-staged spectacular is being offered for four performances at the Garden, but it has not yet been determined which of these will be televised. "Our early contacts would indicate a preference for Sunday evening," Lewis said, "But this is not final. We have had some requests for Saturday evening television. The matter is being kept open."

Hot on the heels of a whopping 40 thousand gate at Detroit's Cobo Hall, Sunday, April 5, seven days later saw Indianapolis promoters Dick Blake and Jim Peachy of Sponsored Events, Inc. pack the Coliseum at Indianapolis twice Sunday, April 12. This twice in a week country music package grossed over \$25 thousand in Indianapolis making it a smashing 65 thousand dollar gross for two dates. Heading this giant package was Ferlin Husky, Skeeter Davis, Ernest Tubb, Roy Drusky, Sheb Wooley, Johnny Tillotson, Hank Williams, Jr. and a host of others. This was packaged and produced by the Hubert Long Talent Agency.

Capitol's Hank Thompson has been set to guest on the Johnny Carson "Tonight" NBC-TV'er on April 20. The response to the chanter's recent appearance on the Jimmy Dean ABC-TV stanza on April 9 has been reflected in a tremendous demand for his current single release, "Just To Ease The Pain."

Another star-studded cast of the Grand Ole Opry stars will perform at the Russ Auditorium in San Diego on April 26 for two shows—2:00 PM and 8:00 PM. This is the second time this year that country and western music station KSON-San Diego has sponsored one of these gigantic shows. The last show, in Jan., marked the first time the auditorium had been sold out twice in one night in its history. Included in the talent line-up will be: George Jones, Carl Smith, Roger Miller, Grandpa Jones, Ernest Ashworth, Collins Kids and Bonnie Owens. The outlet's program director and spinner, Chuck Owens, will be

has been positively overwhelming. At this time the station is highlighting golden oldies and newies. All artists, publishers and distributors are invited to send their releases to the station.

Buck Owens is currently playing to full houses at Las Vegas' Golden Nugget. In addition to his club date the chanter is riding the charts with both sides of his Capitol release, "My Heart Skips A Beat" and "Together Again."

A canny Seattle deejay is tapping a new mother lode which may be as rich as Tom Swifties, or elephant jokes. A week or so ago Bashful Bobby Wootton, whose rich Paris (Arkansas) accents go out over KAYO-Seattle, mused about "down home" words and phrases and asked his listeners to send in folk sayings they remembered. The action was spectacular as a mountain lion in a threshing machine. Before you could whistle up a gum stump, folk sayings poured in thicker'n fleas on a coon dog's back. Wootton's sidekick on the outlet, B. Buck Ritchey, joined with his gang of listeners and directly everybody was having more fun than a centipede at a foot-ticklin' contest.

They seated 4,600 in the Wichita City Auditorium, stood 600 more in the aisles and turned away hundreds more for lack of room when one of the country's top country music packages—Kitty Wells, Johnnie Wright, Bill Phillips, Mother Maybelle and June Carter and Johnny Cash played the Kansas City Auditorium.

Hard-working Bill Anderson has a host of key dates lined up for the rest of April including appearances in Virginia, North Carolina, Indiana and Canada.

Kenny Roberts, formerly on Coral and King Records, has signed a recording pact with Kingston Records with his first session set for May immediately after his stints at the Country Music Cavalcade in Madison Square Garden.

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TOP COUNTRY ALBUMS

	Position Last Week		Position Last Week
1	RING OF FIRE Johnny Cash (Columbia CL 2953/CS 8853)	16	MORE HANK SNOW SOUVENIRS (RCA Victor LPM/LSP 2812)
2	LORETTA LYNN SINGS (Decca DL 4457/DL 74457)	17	NIGHT LIFE Ray Price (Columbia CL 1971/CS 8771)
3	GUITAR COUNTRY Chet Atkins (RCA Victor LPM/LSP 2783)	18	ERNEST TUBB PRESENTS HIS TEXAS TROUBADORS (Decca DL 4459/DS 74459)
4	SAGINAW, MICHIGAN Lefty Frizzell (Columbia CL 2169/CS 8969)	19	FLATT & SCRUGGS AT VANDERBILT UNIVERSITY (Columbia CL 2134/CS 8934)
5	RAILROAD MAN Hank Snow (RCA Victor LPM/LSP 2705)	20	BILL ANDERSON SINGS (Decca DL 4499/DS 74499)
6	GEORGE JONES SINGS MORE NEW FAVORITES (United Artists UAL 3338/UAS 6338)	21	WHAT'S IN OUR HEART George Jones And Melba Montgomery (United Artists UAL 3301/UAS 6301)
7	I LOVE A SONG Stonewall Jackson (Columbia CL 2059/CS 8859)	22	ALL TIME GREAT HITS Faron Young (Capitol T/TD 1876)
8	LOVING ARMS Carl & Pearl Butler (Columbia CL 2125/CS 8925)	23	LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL (Columbia CL 2045/CS 8845)
9	HANK WILLIAMS, JR. SINGS HANK WILLIAMS, SR. (MGM E/SE 4213)	24	TWO SIDES OF WANDA JACKSON (Capitol T/ST 2030)
10	BUCK OWENS SINGS TOMMY COLLINS (Capitol T 1989/ST 1879)	25	ESPECIALLY FOR YOU Kitty Wells (Decca DL 4493/74493)
11	ON THE BANDSTAND Buck Owens (Capitol T 1879/ST 1879)	26	SONGS OF THE CITIES Roy Drusky (Mercury MG 20883/SR 60883)
12	GOOD 'N COUNTRY Jim Reeves (RCA Victor CAL/CAS 784)	27	KIMBERLY JIM Jim Reeves (RCA Victor LPM/LSP 2078)
13	RETURN OF THE GUNFIGHTER Harty Robbins (Columbia CL 2072/CS 8872)	28	500 MILES AWAY FROM HOME Bobby Bare (RCA Victor LPM/LSP 2835)
14	FOLK SONG BOOK Eddy Arnold (RCA Victor LPM/LSP 2811)	29	COUNTRY PIANO—CITY STRINGS Floyd Cramer (RCA Victor LPM/LSP 2800)
15	KITTY WELLS STORY (Decca DXD 174/DXS 7174)	30	HITS OF TODAY & TOMORROW Ernest Ashworth (Hickory LPM 118)



COUNTRY D.J. REGIONAL RECORD REPORTS

JOHN EUSTACE
WTID
Newport News, Virginia

- Let's Go All the Way (Norma Jeon)
- Burning Memories (Ray Price)
- Keeping Up With The Joneses (Margie Singleton & Faron Young)
- Understand Your Man (Johnny Cash)
- My Heart Skips A Beat (Buck Owens)
- The White Circle On My Finger (Kitty Wells)
- Pittcoat Junction (Lester Flatt & Earl Scruggs)
- My Party's Over (Gail Kneener)
- Blue Train (John D. Loudermilk)
- Baltimore (Sonny James)

DON MACLEOD
KVCC
San Luis Obispo, California

- Timber I'm Falling (Fetlin Husky)
- Blue Train (John D. Loudermilk)
- Chickadee (David Houston)
- Understand Your Man (Johnny Cash)
- Baltimore (Sonny James)
- Walkin', Talkin', Cryin', Barfly Beatin' (Broken Heart (Johnny Wright))
- Keep Those Cards And Letters Coming In (Johnny & Joanie Mosby)
- Breakfast With The Blues (Hank Snow)
- Walkin' (Pee Wee King)
- Quadrant Roses (Four Roses) (Bobby King Rio)

SINGING CHEROKEE
KBUB
Sparks, Nevada

- Love Across The Tracks (Singing Cherokee)
- Double Life (Joe Carson)
- Pretty Little Gal (Doye O'Dell)
- Cold Cup (Buddy Cagle)
- Long John (Tex Williams)
- I'm In The Back (Gene Davis)
- Don't Take Advantage Of Me (Bonnie Owens)
- Temptation (Roy Coats)
- Chin Up, Chest Out (Skeets McDonald)
- I've Got Mine (Tommy Collins)

PETE BARRETT
WRWH
Cleveland, Georgia

- Looking For More In '64 (Jim Nesbitt)
- You Took Her Off My Hands (Marion Worth)
- Love Is No Excuse (Jim Reeves & Dottie West)
- Understand Your Man (Johnny Cash)
- From Brown To Blue (Frank Taylor)
- Pillow That Whispers (Carl Smith)
- The First Step Down (Bob Jennings)
- Pick Of The Week (Roy Drusky)
- Forever (Pete Drake)
- Burning Memories (Ray Price)

JIM NESBITT
WJOT
Lake City, South Carolina

- Looking For More In '64 (Jim Nesbitt)
- The First Step Down (Bob Jennings)
- Wine, Women And Song (Loretta Lynn)
- From Brown To Blue (Frank Taylor)
- Circumstances (Billy Walker)
- The Wheel Song (Gary Burck)
- You Took Him Off My Hands (Marion Worth)
- Pillow That Whispers (Carl Smith)
- Pick Of The Week (Roy Drusky)
- Dust (Cain Grant)

HAPPY WILSON
WENO
Madison, Tennessee

- Chin Up, Chest Out (Skeets McDonald)
- Understand Your Man (Johnny Cash)
- Looking For More In '64 (Jim Nesbitt)
- You Took Him Off My Hands (Marion Worth)
- The Wheel Song (Gary Burck)
- The First Step Down (Bob Jennings)
- Together Again (Buck Owens)
- Saginaw, Michigan (Lefty Frizzell)
- Circumstances (Billy Walker)
- The Life Of The Party (Porter Wagoner)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"IT'S A GIRL" (2:10) [Sure Fire & Window BMI—Shook]
"PUT YOUR ARMS AROUND HIM" (1:59) [Four Star BMI—Morris]
BOBBY HELMS (Columbia 43031)

Bobby Helms can score heavily in the coin department with this new hitsville candidate from Columbia. The top side here, "It's A Girl," is a medium-paced, easy-shufflin' chorus-backed ditty all about what every guy needs to make his world go around. Eye it. On "Put Your Arms Around Him" the artist dishes-up an appealing, high-powered tale of rejection with all of his expected sincerity.

"THAT SON OF A SAGINAW FISHERMAN" (2:47)
[Tree BMI—Wayne, Anderson, Ripley]

"THE GALLOW'S POLE" (2:29) [Vidor EMI—Howard]
TEX RITTER (Capitol 5159)

The vet country songster can quickly strike paydirt with this novelty take-off of Lefty Frizzell's big chart-rider tabbed "That Son Of A Saginaw Fisherman." The tune is a medium-paced, easy-going chorus-backed ode about an ole miner who finally gets lucky. The flip, "The Gallow's Pole," is a hard-driving folk-flavored singing-and-recitation affair with a contagious, spinnable melody.

"STAY ON THE BALL" (2:05) [Western Hills BMI—Williams]
"I'M NOT HERE" (2:35) Western Hills BMI—Williams]
LAWTON WILLIAMS (RCA Victor 8359)

Lawton Williams has enough things going for himself in this new self-penned Victor release called "Stay On The Ball" to zoom up the charts in no time flat. The song is a rousing, high-powered rhythmic item which offers some fine advice on "how to live" in the Atomic Age. The coupler, "I'm Not Here," is a tender, slow-moving tradition-oriented country lament essayed with poise and authority by the chanter.

"WAKE ME 100 YEARS FROM NOW" (2:10)
[Samos Island BMI—Zenetti]

"NEVER NEVER LAND" (2:15) [Pamper BMI—Howard, Lewis]
TERRYS (RIC 101)

The Terrys could get the new Joe Csidá label off to a flying start in the country field with this first-rate Alex Zanetti-penned tune tabbed "Wake Me 100 Years From Now." The tune's a lively, chorus-backed item about the pain one experiences after a broken romance. The attractive undercut, "Never Never Land," is delightful, lyrical hillbilly treat-jerker with some interesting counterpoint portions.

Looks like Bobby Bare's new Columbia release and Freddie Hart's Monument stand can do big pop-country business. See Pop Reviews.

PATSY CLINE (Decca 31616)
(B+) "LOVE LETTERS IN THE SAND" (2:25) [Bourne ASCAP—Coots, N. & C. Kenny] The fans of the late Patsy Cline should come out in droves for this top-notch country-oriented re-working of the years-back Pat Boone hit. Side's a natural for heavy airplay.

(B+) "THAT'S HOW A HEARTACHE BEGINS" (2:22) [Pamper BMI — Howard] Medium-paced, shufflin' chorus-backed weeper in the traditional country vein. Also merits a close look.

RAMSEY KEARNEY (Hickory 1251)

(B+) "GOOGLE EYE" (2:32) [Acuff-Rose BMI — Loudermilk] The chanter could very well achieve chart status with this infectious, hard-driving, chorus-backed nonsense novelty with an infectious, listenable beat.

(B+) "TAKE A WALK (IN MY SHOES)" (2:20) [Fred Rose BMI—Kearney, Stouch] On this end Kearney offers a pretty, slow-moving honk tonkish ballad.

RED SOVINE (Starday 672)

(B+) "OLD PIPELINER" (2:37) [Starday BMI — Hill, King] Sovine utilizes an appealing swing-styled approach on this top-drawer, chorus-backed happy folkish item which spotlights some exceptional keyboard work.

(B) "PEACE OF MIND" (2:12) [Starday BMI—Bishop] The chanter's rich, wide-range baritone voice is effectively displayed on this plaintive side complete with a mid-deck recitation and a moral.

JUDY LYNN (United Artists 723)

(B+) "MY TEARS ARE ON THE ROSES" (2:38) [Glad BMI—Lynn, Kennedy] The lark seems destined to create a sales stir with this beautiful, slow-moving lyrical weeper about a gal whose guy wants her to set him free. Plenty of potential.

(B+) "ALMOST OUT OF HAND" (2:34) [Glad BMI—Ballman] More fine country sounds. This one a medium-paced affair about a love-sick gal who spends her days looking for a solution to her romantic problems.

WILLIE NELSON (Liberty 55697)

(B+) "RIVER BOY" (2:25) [Acuff-Rose BMI — Carter] Willie Nelson has had hits in the past, and he can score again with this folksy easy-going lament about a poor lad who has real trouble making his way in the world. Watch it.

(B) "OPPORTUNITY TO CRY" (2:27) [Pamper BMI — Nelson] Slow-moving, pop-styled ballad read with feeling by Nelson.

JIM & JESSE (Epic 9676)

(B+) "COTTON MILL MAN" (2:45) [Screen Gems-Columbia BMI—Langston] The vet performers open their potent vocal and instrumental guns full-blast on this extremely fast-moving bluegrass-styled ode about the hardships of working the cotton fields.

(B) "IT'S A LONG, LONG WAY TO THE TOP OF THE WORLD" (2:32) [Tree BMI—Wayne] Plaintive, medium-paced tear-jerking country bluser with some mighty fine lyrics.



GERMANY

Spring is here and the German record industry is now set for its big "German Pop Music Festival!" The jury has chosen the 18 songs for the festival and the record companies have recorded the songs and set the artists due to appear. Here's how the lineup looks artist wise. Ariola is represented with Flotter Franz and his Bier Brummer, Liane Augustin and Nieký & Hero. Electrola will send Vittorio, Gitte & Rex Gildo and Paul Kuhn while Deutsche Grammophone will have Trude Herr, Margot Eskens and Mariona at the festival. Metronome is set with Siw Malmkvist, Peter Fritsch and Dorthe, Philips has Peter Beil, Nana Mouskouri and Esther & Abraham Ofarim and Teldec will be represented by Violetta Ferrari, Annamarie and Lys Assia. The first step of the Festival will be the preliminaries on May 9 in Berlin. All 18 songs will be presented live on nationwide TV and 12 of the 18 songs will be chosen for the finals held at Baden-Baden on June 13. The last two years have seen huge hits coming out of the festival. The first place winners of the last 2 years each went over the 1/2 million mark in sales here and several other entries passed the 100,000 mark.

The English group sound is sweeping Germany and Electrola Records reports that over 750,000 Beatles records have been sold here. At present, The Beatles hold down 7 of the top 10 best selling records for the firm and The Swinging Blue Jeans also have a top 10 disk. Two German records make up the remaining places.

The important Frankfurt Radio Hit Parade reports that "She Loves You" sung in German from The Beatles took over 4000 votes and won first place this month ahead of "Gib Mir Dein Wort" by Freddy with 2,400 votes, "Wenn Die Cowboys Traumen" by Marika Kilius with 2,150 votes and "Oh My Darling Caroline" with 1,650 votes.

Gerd Hammerling of Edition Nero reports that he is swinging with both sides of the Alain Barriere disc sung in German. The top deck is the number one song from France "Elle Etait Si Jolie" in German. He's also got a hit on his hands with "Manana, Manana, Manana" by the Tahiti Tamoures and "Come On Let's Go" by Drafí Deutscher. The original German tune "Teenager Waltz" has been picked up for recording in France and Italy. German Vogue has released the answer record to "I Want To Hold Your Hand" called "I'll Let You Hold My Hand" sung from the female group The Bootles. Vogue also is set with a new LP called "This Is Liverpool" recorded live in Liverpool by Vogue A&R man Larry Yaskill.

Buddy Kaye writes that his new lyric to "Non Ho L'Eta" the European festival winner is called "This Is My Prayer."

Siegfried E. Loch, Philips exports and A&R man reports that The Angels were recorded in German during their recent visit to U.S. military bases here. The record will be released soon. Jerry Lee Lewis did a recent concert in Berlin to a standing room crowd of 12,000 people at the Deutschlandhalle and went to the Star Club in Hamburg where he also performed to packed houses. While in Hamburg, Philips did a "Jerry Lee Lewis Live at the Star Club" LP.

Deutsche Grammophone and the Vienna newspaper Express are holding opera singer competition in May in Vienna for local and foreign singers. The singers must be under 32 years of age and have no steady job with theatre as soloist in order to compete. Each contestant must sing two arias or operetta songs from Johann Strauss of Franz Lehár for the preliminaries held on the 11th of May in Vienna. The finals will be held on May 27 in the Vienna concert house. First prize of money will be given by G.G. and a possible 2 year record contract is also in the offing. Six prizes will be given for men and for women.

Gerhard Mendelson, Polydor A&R man, reports that the new Connie Francis record in German will be released here in a few days. An LP by American star Gus Backus who is originally an American was done in Nashville recently. That's it for this week in Germany.

Germany's Best Sellers

Week	Last Week	On Charts	Title	Artist
1	1	6	"Oh My Darling, Caroline (Clementine)—Ronny—Telefunken—Edition Marbot	
2	3	4	"Wenn Die Cowboys Traumen (When The Cowboys Dream)—Marika Kilius—CBS—Melodie Der Welt/Michel	
3	2	6	Komm, Gib Mir Deine Hand (I Want To Hold Your Hand)—The Beatles—Odeon—Edition Accord	
4	9	2	"Gib Mir Dein Wort (Give Me Your Word)—Freddy—Polydor—Edition Esplanade	
5	4	13	Das Kannst Du Mir Nicht Verbieten (You Can Never Stop Me Loving You)—Bernd Spier—CBS—Edition Accord	
6	6	3	Zwei Auf Einer Bank (Two On A Bench)—Gitte & Rex Gildo—Columbia—Hans Gerig Music	
7	5	4	"Lady Music—Little Peggy March—RCA Victor—Rolf Budde Music	
8	—	1	"Am Lagerfeuer (At The Camp Fire)—Martin Lauer—Polydor—Hans Gerig Music	
9	10	3	Sole, Sole, Sole (Sun, Sun, Sun)—Siw Malmkvist & Umberto Marcato—Metronome—Hans Gerig Music	
10	7	3	"Baby Sonnenschein (Baby Sunshine)—Pat Boone—London—Karlheinz Busse Music *Original German Copyright.	

Germany's Top Ten LP's

Month	Last Month	On Charts	Title	Artist
1	1	4	With The Beatles—The Beatles—Odeon (Electrola)	
2	2	4	Trini Lopez At P.J.'s—Trini Lopez—Reprise (Ariola)	
3	3	4	"Die Spitzenreiter 1963 (The Top Hits Of 1963)—Various Artists—Polydor (D.G.G.)	
10	2	2	West Side Story—Original Soundtrack—CBS	
8	2	2	Play Bach I, II, III, IV—Jacques Loussier—Decca (Teldec)	
9	2	2	More Trini Lopez At P.J.'s—Trini Lopez—Reprise (Ariola)	
—	1	1	The Beatles (Please Please Me)—The Beatles—Hoei Zu (Electrola)	
7	3	3	"Freche Chansons Aus Dem Alten Frankreich (Spicy Chansons From Old France)—Helen Vita—Vogue	
5	2	2	Die Grosse Star & Schlagerparade (The big star and hit parade)—Various Artists—Decca (Teldec)	
—	1	1	"Sweets For My Sweet—The Searchers at the Star Club—The Searchers—Philips *German productions	



ITALY

Cash Box had the pleasure of meeting Stanley West, CBS coordinator of European operations during his short stay in Milan. He reported to us about the satisfying operation CBS is conducting on the Italian market, too, and he announced that CBS wants to start in Italy a strong promotion on its American artists. West talked with us in this regard about the great problem involving the personal appearances of such artists in our country. As we noted many times, the Italian market is becoming even more interesting, and the sales potential of our country is ever increasing. To have a good part in this natural process, it is necessary to conduct a strong promotion and such a promotion can be strongly aided through personal appearances of the principal artists in our territory.

West also talked about the CBS Convention of European representatives, which will be held in Torremolinos (Spain) on May 20, 21, and 22. Italy will be represented there by Guido Rignano, (general manager of Dischi Ricordi/CBS) Enzo Micocci (A/R Manager) Paolo Ruggeri (Coordinator) and Lucio Salvini (Head of Promotional Office).

Also we had a long conversation with Lucio Salvini: he announced the next visit in Italy of the following CBS artists: Dave Brubeck, Mahalia Jackson, The Brothers Four, during June, while Maestro Andre Kostelanetz will be in Italy at the end of October.

On the Ricordi side, Lucio Salvini emphasized that participation in a contest called "A Record For The Summer," organized by our Radio and TV Company: three Ricordi artists will be presented at such event: Ornella Vanoni, presenting the new song "Poco Sole," Don Powell, who returns on the record scene with "Come E' Grande Questa Casa Senza Te," and Franco De Bellis, who makes his debut with his first recording entitled, "E' Perché Ti Amo." The three songs are all published by the Ricordi pubbery.

Three Phonogram artists also will take part to the RAI-TV contest "A Record For The Summer:" these are the names of these singers: Carla Boni, presenting "Piccola Spiaggia," Jo Fedeli with the song "Sei Come Una Luercitola" (both under the Polydor label) and Elsa Quarta singing the composition "Prego Non Piangere" under the Philips mark.

As we reported some weeks ago, and as we noted above, the contest "A Record For The Summer" is organized by our sole Radio & TV Company, in connection with our record industry, as represented by A.F.I. (Italian Phonographic Association). This is a fact that must be stressed, because we hope that it represents the first step towards a more intimate and profitable cooperation between our music industry and Radio & TV in our country. To organize such a contest our Radio & TV responsables have invited the record companies to present one or three artists of their cast (according, of course) to the importance of each company) who have prepared a song to be promoted during the summer season. The recordings of these songs as performed by the various artists will be broadcast by the Radio stations for two months. The public is invited to vote only for one artist of each record firm, and all the artists voted will present their songs on the final night's event, to be held in Saint Vincent (on the Alps) and televised. We have been informed that all songs presented are of very high quality, and this, of course, will assure a strong success for the competition. Next week we will give the complete list of interpreter and songs presented: 42 in all.

Another great TV show that will have strong promotional power, has been also announced from Pesaro, (a sunny beach on the East coast of Italy) with the participation of 12 Italian and 12 foreign artists: Since the list of the entrants is not yet complete, the organizers have not yet announced them, but as for the Italian singers we are sure of the participation of such names like Michele, Betty Curtis, and Mina, among others. While foreign artists list is more secret, we can only indicate the name of Francoise Hardy. Note that all these artists did not take part in the San Remo Festival, and they are taking the occasion to present in Pesaro their new summer productions. It seems, therefore, that this contest will have great importance and artists presented will enjoy a very strong promotion through TV exposure.

Decca has released on 45 singles all the recordings of the top Kapp artist Jack Jones. Included are the songs from motion pictures, "Call Me Irresponsible," "Love With The Proper Stranger," "Wives And Lovers," and "Toys In The Attic." Decca has also announced that Jones will record his first Italian version of the hit-motiv of the film, "From Russia With Love" under the Italian title "Ritorna Da Me." This record will be strongly promoted: this represents the first Kapp release published by Decca in an Italian version.

Decca further announced the next release of the successful song "Non Ho L'Eta' Per Amarti," as performed by the well known Kapp artist Roger Williams.

Italy's Best Sellers

Week	Last Week	On Charts	Title	Artist
1	1	11	"Non Ho L'Eta' Per Amarti: Gigliola Cinquetti/CGD Published by Sugarmusic	
2	2	11	"Una Lacrima Sul Viso: Bobby Solo/Ricordi Published by Ricordi	
3	3	11	"Ogni Volta: Paul Anka/RCA Published by RCA	
4	4	11	La Citta' Vuota: Mina/RI.FI Published by Aberbach	
5	6	8	Please Please Me: The Beatles/Carisch Published by Cielo Video	
6	5	11	Quando Vedrai La Mia Ragazza: Gene Pitney/CGD Int.—Little Tony/Durium Published by Durium	
7	10	2	Cin-Cin (Cheat-Cheat): Richard Anthony/EMI Published by Southern	
8	9	2	Sabato Sera: Bruno Filippini/MRC Published by Southern	
9	7	4	"Che M'Importa Del Mondo: Rita Pavone/RCA Published by RCA Italiana	
10	8	8	"Pieta': Vasso Ovale/EMI Published by Southern *Denotes Original Italian numbers	

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SCANDINAVIA

DENMARK

The Beatles are coming to Copenhagen for two concerts at the KB-Hall on June 4. They are the most expensive artists ever presented in Denmark, but the arranger refuses to say how expensive. The KB-Hall is the biggest spot in Scandinavia for such events, taking 4400 people at each performance.

The Danish Music Dealers' Association celebrated its 60th birthday on April 13. A reception was held at Hotel Richmond in Copenhagen.

"Sangen Om Dig," this year's Danish Eurovision Song Festival entry, recorded by Bjorn Tidmand, has been released on Parlophone in Great Britain.

Dansk Gramofonpladeforlag (Sonet, among others) has taken over Supraphon for Denmark, Karl Emil Knudsen, head of the company, told Cash Box. The Czech label has a very strong catalog of classic recordings, of which there is a great demand in Denmark with an estimated sale of 30 to 35% of all records being sold belonging to the classical category.

Poul Bundgaard has recorded two of this year's Eurovision songs for Tono, both in Danish. It is "Sporg Ikke, Hvorfor..." the Austrian entry "Warum, Nur Warum," and "Den Forbudne Frugt" being Monaco's "Ou Sont-Elles Passees." Inge Ostergaard, a new name on Tono, has done the French entry, "Sangen Om Mallory" (Le Chant De Mallory), in Danish, b/w "Jeg Vil Danse" (Bright And Shiny), Erik Ollgaard of Tono told Cash Box.

Ester Ofarim and Abraham came to Copenhagen for radio and p.a. April 17 and 18. Of other artists from the Philips stable who have been in Copenhagen recently can be mentioned Anita Lindblom who came here to make a TV show that will represent Denmark at this year's Montreux TV Festival. Johnny Griffin, recording for Riverside, has done very well at Copenhagen's jazz spot Montmartre. Modern Jazz Quartet has just been in Copenhagen, so has Charlie Mingus. Of recent releases, Ove Wiisholm of Nordisk Polyphon Nkst (NPA) particularly mentioned "Move Over Darling" with Doris Day on CBS and "I'm On Fire" with Jerry Lee Lewis on Philips. On Mercury has just been released the album "Roland Kirk Quartet meets the Benny Golson Orchestra."

H. Rosenlow Jensen, label manager of Decca at NPA told Cash Box that Jørn Graeugaard has just signed a contract with NPA and will be recording for the Decca label, where a serial of Danish recordings has just started. Katy Bodtger has made the French "Le Chant De Mallory" in Danish on Polydor. Terry Stafford's "Suspicion" on London and Dana Valery's English language version of this year's Eurovision Song Contest winner, the Italian "Non Ho L'Eta" (This Is My Prayer) on Decca are recent releases from which the company expects a lot in the next weeks.

Decca in Denmark has a very strong catalog of classic music this spring, it was learned. Also on the jazz field, NPA has a strong position, among others at the Verve label with Ella Fitzgerald's album "These Are The Blues," and a series of ten EPs with top names in jazz.

Imudico A/S is Danish publisher of Monaco's Eurovision entry this year, "Ou Sont-Elles Passees," in Danish titled "Den Forbudne Frugt" (The Forbidden Fruit) with Danish lyrics by Ase Gjodsbo-Krogh. Another Imudico release, "I Only Want To Be With You" has been recorded in Danish by Guitarperne (The Guitar Girls) at Columbia.

NORWAY

Coming up very strong here now is Gigliola Cinquetti on Triola with the winning Eurovision Contest song "Non Ho L'Eta," this week entering the charts in the tenth spot. Local talent Wenche Myhre continue topping the chart with her Triola recording of "La Meg Vaere Ung" (Let Me Be Young).

Iversen & Frogø A/S, the EMI distributor in Norway, is expecting a lot from a religious record, "It's An Open Secret"/"We're Going To Set The World A Singing" with The Joy Strings, a Salvation Army Band, on the Regal label.

Arne Bendiksen, who recently took over Egil Monn Iversen A/S, is planning to change the name of the company to Arne Bendiksen A/S, it was reported to Cash Box.

SWEDEN

American entertainer and Mercury recording artist Oscar Brown Jr., top attraction at the Berns Restaurant for one month starting April 15. Latest releases from Sonet Grammofon AB includes a single, "Down By The

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	2	Non Ho L'Eta (Gigliola Cinquetti/Triola)	Stockholm Musikproduktion
2	3	3	Can't Buy Me Love (The Beatles/Parlophone)	Multitone A/S
3	4	5	Det Er Nerver (Who's Gonna Take Care Of The Caretaker's Daughter...)	(Osvald Helmuth/Philips) Musikproduktion Winkler
4	3	5	I Saw Her Standing There (The Beatles/Parlophone)	Multitone A/S
5	5	2	Viva Las Vegas (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
6	6	6	Sangen Om Dig (Bjorn Tidmand/Odeon)	Imudico A/S
7	9	5	Det Er En Forskel (Vivian & Berit/Polydor)	Multitone A/S
8	7	5	Swinging On A Star (Big Dee Irwin/Colpix)	Morks Musikforlag
9	10	7	Hippy Hippy Shake (The Swinging Blue Jeans/HMV)	Imudico A/S
10	8	9	Secret Love (Kathy Kirby/Decca)	Dacapo Musikforlag

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	4	Can't Buy Me Love (The Beatles/Parlophone)	Sonora Musikforlags AB
2	2	6	Bonnie B (Jerry Lee Lewis/London)	Belinda (Scandinavia) AB
3	4	4	California Sun (The Rivas/RCA Victor)	Robert Mellin (Scandinavia) AB
4	3	8	All My Loving (The Beatles/Parlophone)	Sonora Musikforlags AB
5	6	2	Viva Las Vegas (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
6	5	8	Surfin' Bird (The Trashmen/Stateside)	Edition Odeon
7	7	4	The Harem (Mr. Acker Bilk/Metronome)	Reuter & Reuter AB
8	—	1	Good Golly Miss Molly (The Swinging Blue Jeans/HMV)	—
9	8	8	Needles And Pins (The Searchers/Pye)	No publisher
10	—	1	Little Children (Billy J. Kramer/Odeon)	Belinda (Scandinavia) AB

*Local copyright

SWEDEN (Continued)

Riverside/"Hello Love" with Suzie on Sonet, the single "Heigh-Ho" with Dee Irwin on Colpix, and the EP including among others "Forever," "Have You Ever Been Lonely" and "Half As Much" with The Carvelles on Sonet. Gazzel Grammofon AB expects a lot from trumpeter Jan Allan, who is almost the whole summer, and Gazzel has just got his name on a record contract. More private, Jan Allan is busy searching and teaching at University of Stockholm.

Local Stockholm daily evening paper Aftonbladet recently gave a page to describe the situation in record biz vs. Swedish Broadcasting Co. Very critical article noted that since about three years, all record sales in Sweden is more or less dictated by about 400 youths, many of which are teenagers, some of them being only nine years old. Every Saturday SBC has a program in which these 400 vote about "most popular records" not necessarily the same as "most sold records." However, since it's the popular program among teenagers, the tendency among record retailers in Sweden is that if a record is not appearing among the ten or 15 played on program, no retailer keeps it in stock "it is useless since no one will ever buy it." The program, "Ti O Topp" (Ten In The Top) has been aired 130 times in 127 times produced and guided by Klas Burling, who no doubt knows a lot about music and pop records, but also a person who has his own favor among pop artists. Judging from his programs, an artist has to be British, he has any chance to be aired on Burling's programs. There are some stipulations for the Ti-O-Topp programs. Among others it is stipulated that one under 12 shall appear as a jury member (Aftonbladet lists three who are only nine and ten who were only eleven years old); it is also stipulated that no one shall be allowed to be a jury member more than maximum four times; this to avoid that too much of one person's individual taste shall dominate the program (Aftonbladet list names of several teenagers who have appeared as jury member between 30 and 55 weeks).

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	2	4	World Without Love	Peter & Gordon (Columbia) Northern Songs
2	1	5	Can't Buy Me Love	The Beatles (Parlophone) Northern Songs
3	4	4	I Believe	The Batchelors (Decca) Cinephonic
4	3	7	Little Children	Billy J. Kramer (Parlophone) Belinda
5	8	5	Tell Me When	The Applejacks (Decca) Southern
6	7	6	I Love You Because	Jim Reeves (RCA) K.P.M.
7	15	3	My Boy Lollipop	Millie (Fontana) Chappells
8	6	8	Not Fade Away	The Rolling Stones (Decca) Southern
9	—	1	Don't Throw Your Love Away	The Searchers (Pye) back
10	5	7	Just One Look	The Hollies (Parlophone) T. S. Music
11	16	2	Move Over Darling	Doris Day (CBS) California
12	9	7	That Girl Belongs To Yesterday	Gene Pitney (Columbia) Artists) Pakkamak
13	19	3	Everything's All Right	The Mojos (Decca) West One Southern
14	11	4	Good Golly Miss Molly	Swinging Blue Jeans (HMV) back
15	20	2	Mocking Bird Hill	The Migil Five (Pye) Southern
16	10	9	Bits And Pieces	Dave Clark Five (Columbia) Ardmore Beechwood
17	13	6	Theme For Young Lovers	The Shadows (Columbia) back
18	—	1	Don't Let The Sun Catch You Crying	Gerry & Pacers (Columbia) Pacer
19	12	11	Anyone Who Had A Heart	Cilla Black (Parlophone) Aberbach
20	14	11	Diane	The Batchelors (Decca) K.P.M.

*Local copyrights

The European smash !!!

DRINA

Instrumental recordings:

- | | |
|---|----------------|
| 1) ENSEMBLE UROSEVIC (Jugoslavian original) | Jugoton |
| 2) JORGEN INGMANN | Metronome |
| 3) THE SPOTNICKS | Swe-Disc |
| 4) LILL-JORGEN PETERSEN | Swed. Columbia |
| 5) ROBERTO DELGADO | Polydor |
| 6) CHERRY WAINER | Polydor |
| 7) LEON YOUNG STRING CHORALE | Brit. Columbia |
| 8) WILL GLAHE | German Decca |
| 9) THE JOKERS | Intervox |
| 10) JACK BULTERMAN | Philips |
| 11) BEALE STREET SEVEN | RCA |

Vocal recordings:

- | | |
|---------------------------------|----------|
| 1) LES COMPAGNONS DE LA CHANSON | Polydor |
| 2) MARIE LAFORET | Festival |

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GREAT BRITAIN



AUSTRALIA

After a gap of twelve months, Cliff Richard, accompanied by The Shadows, is reported to be playing to capacity on his current 22-day tour for promoter Arthur Howes. Cliff and The Shadows are all set for a continental tour playing Holland (May 5), Belgium (May 8), Germany (May 11) and The Olympia, Paris (May 18) with further dates in Scandinavia. In spite of The Beatles and the group influx Cliff still remains one of the most popular stars in Britain and has just collected his fourth Gold Disk for million sales of "Lucky Lips." As well as topping British and world popularity polls he has firmly established himself in the film world having been voted No. 1 Film Star for his performance in the box office success "Summer Holiday." The premiere of his latest picture "Wonderful Life" is eagerly awaited. Cliff's current Columbia single "Constantly" is a ballad of Italian origin.

Gerry And The Pacemakers just back from a triumphant tour of Australia will visit America for the first time on May 1. Two Ed Sullivan TV's have been booked for May 3 and May 10 plus a concert in Baltimore May 8. It is hoped that some Canadian dates can be negotiated. Gerry and the boys will be accompanied by manager Brian Epstein, who will also be arranging dates for Billy J. Kramer's intended visit in June. So far an Ed Sullivan show has been booked for June 7.

American r&b singer Chuck Berry is to make his first British tour for promoter Don Arden on May 9. Karl Perkins will also be coming over and the three-week tour will also feature the Swinging Blue Jeans and The Animals—a new British group whose debut disk "Baby, Let Me Take You Home" is now entering the charts. Brenda Lee has also been booked for Arden for a return visit in September to be followed by a tour of the Continent.

Arden recently visited America and in Nashville he entered into a reciprocal agreement with Dub Allbritten of One Neters Inc. for the promotion and exploitation of Anglo-American talent. It is hoped that some time in the future a country & western package tour can be arranged.

Starting May 3 for an indefinite period, Brian Epstein is to present a series of pop concerts every Sunday evening from London's Prince of Wales theatre. D.J. Alan Freeman will be the compere of "Pops Alive!" and as well as booking top names in British pop music Epstein plans to engage the services of American artists who are in Britain. The first American singer to be booked is Roy Orbison who heads a concert on May 17. The Searchers kick off the series on May 3 to be followed by Billy J. Kramer, Freddie And The Dreamers, The Beatles, Gerry And The Pacemakers and Dusty Springfield.

Six current pop titles selling as a single at 6/8d (94¢) and issued on the Regal-Zonophone label is the latest EMI venture. To be known as "Hot Six" the label will credit the artists and the first release features The Leroy's and The Innocents. Earlier this year Pye Records started its "Top Six" label which also retails at 6/8d.

The Rolling Stones make their LP debut this month for Decca with "The Rolling Stones." Material is performed in the group's usual r&b idiom and on some tracks American singer Gene Pitney plays piano while record producer Phil Spector takes over on the moraces. How's that for Anglo-American co-operation. Two of The Rolling Stones recently penned "That Girl Belongs To Yesterday" for Pitney which gave him a resounding success on both sides of the Atlantic.

The Merseybeats, who scored a hit with "I Think Of You," have waxed the number in German for release in that territory. They plane to Dusseldorf on May 24 to represent British Pop Music during the U.K. week of the Dusseldorf Fair.

Paul Kapp of General Music, America flew into London recently and called at the Cash Box office. Kapp, who is on a five-week European tour will be visiting Munich, Milan, and Brussels seeking repertoire for his standard catalogue.

Heinz, who first hit the charts with "Just Like Eddie," has expanded his musical tribute to the late Eddie Cochran into LP proportions with his first album "Heinz—Tribute To Eddie." Title track penned by recording manager, Joe Meek. Released on the Decca label.

First disk by new group, Me And Them entitled "I Think I'm Gonna Kill Myself" attracted so much adverse criticism that Pye withdrew the record. They now make their second bow with "Show You Mean It Too," which has no macabre undertones.

Quickies: Cassius Clay's "I'm The Greatest" album issued on CBS... . Donna Kane, having made a come-back with "Boys Cry" follows it with new LP "Rain, Rain, Go Away."... . Top German singer Rex Gildo takes "Strange But True" in English on Columbia. . . . Cliff Richard on "Thank Your Lucky Stars" April 25. . . . The Searchers booked for TV and concert dates in America at the end of May by agent Tito Burns. . . . The erendipity Singers make themselves known to us in Britain via their Philips sk "Crooked Little Man." . . . Dimitri Tiomkin score "The Fall Of The Roman Empire" soundtrack released here on CBS. . . . New Petula Clark single "In Love" on Pye. . . . New Black and White Minstrel Show album by the eorge Mitchell Singers on HMV. . . . "Never Love A Stranger" latest Acker ilk-Leon Young Chorale single on Columbia. . . . On the fourth anniversary of Eddie Cochran's death Liberty issued "Skinny Jimmy" from "Cherished memories" LP. . . . Lesley Gore, who hit here with "It's My Party," and then led to click has new release on Mercury "That's The Way Boys Are." . . . la Black's new Parlophone single "You're My World" an Italian original. . . . ew Formost single on Parlophone "A Little Lovin'" published by Jaep Music.

It has come to the notice of Cash Box again over recent weeks that there are thousands of ridiculously low-priced fully-imported albums being offered to leading dealers in major cities throughout Australia. When we say ridiculously low-priced, we mean it! These albums are being offered to dealers at prices that would allow dealers to sell them at much less than EP retail level and still make a handsome profit. How these albums can be recorded, pressed, packaged and shipped to Australia and retailed in accordance with Government regulations (import duty, copyright, sales tax) is something of a puzzle. This is unfair competition in the true sense of the phrase because it is economically impossible for local manufacturers to get anywhere near the price structure of these imported products. It must surely be the time for the whole industry to take some definite action to prevent this import business growing to the stage where perhaps it will be difficult to suppress. Now is the time for an approach to be made to the Federal Government to at least put a temporary halt to low-price importing pending a full and thorough investigation into the matter. The longer this type of importing is allowed to go unquestioned the more difficult it will be to stop and that is why some urgent action is needed before the local manufacturers find themselves in some real trouble.

Peter, Paul & Mary whose Australian visit has been on and off several times during the past couple of months, are now certain to arrive here on May 28. The group's concert manager, Ed Sarkesian, who was in Australia recently has finalized details for P, P & M to give concerts in Melbourne, Brisbane, Sydney and Adelaide. At present the trio's new Warner Bros. single "Tell It On The Mountain" is doing good business.

Two local groups have new releases out on the Leedon label through the Festival Records group. The Rajahs have "Kiss Me Now" c/w "You'll Get Over It" and The Nocturnes have "Sitting Pretty" c/w "Storm Warning." Other new singles through Festival are Betty Everett with "The Shoop Shoop Song" (shaping like a real smash); Moe Koffman with "Coffee House" and "Flotenanny"; The Caterpillars with "Hello Happy Happy Goodbye" c/w "The Caterpillar Song"; Herbie Mann has "Harlem Nocturne" and "Not Now—Later On" and Lena Horne's new single carries "Blowin' In The Wind" c/w "The Eagle And Me."

We goofed in the column a couple of weeks ago when we reported that Tony Doherty was doing the national disk-jockey sessions during the absence of John Laws through illness. For sure—Tony is doing some of the shows but John's station mate Ken Sparkes is also handling some of the big national programs. Both Ken and Tony are doing the shows over the Macquarie Broadcasting Network and they're doing them in a truly national style by including records by artists from as many States as possible.

EMI has released—on the Decca label—a single featuring Sounds Incorporated from England with "Keep Moving" and "Order Of The Keys"; the former title is from the film "Live It Up." The record is of more than usual interest due to the fact that Sounds Incorporated will tour Australia with The Beatles in June.

Local singing star and television personality Johnny O'Keefe is scoring fairly well with his current single on the Leedon label "She Wears My Ring." Once again—as in many cases in the past—Johnny's record seems to be hotter in Melbourne than in any other city at the moment.

At the time of going to press with this column, the release of "Can't Buy Me Love" by The Beatles is still one week away but we are prepared to wager that within a couple of days of release it will become the No. 1 record across the nation. EMI has made elaborate plans to ensure that all its distribution offices have ample stock ready for the release date. One thing for sure—when "Can't Buy Me Love" becomes the No. 1 single in Australia it will displace another record by the Beatles. These guys are competing with themselves—they have the singles market completely bottled up and looks like holding it for a while yet.

The one disturbing feature about the fantastic sales of the Beatles is that they have spelt doom to many, many fine singles which would under different circumstances have become top sales items.

Australia's Best Sellers

- 1 All My Loving (The Beatles—Parlophone) Leeds Music
- 2 Roll Over Beethoven (The Beatles—Parlophone) Leeds Music
- 3 The Harem (Acker Bilk—Columbia) Pincus-Gil
- 4 Needles And Pins (The Searchers—Astor) Metric Music
- 5 Dawn (Four Seasons—Festival)
- 6 I Saw Her Standing There (The Beatles—Parlophone) Leeds Music
- 7 Bits And Pieces (Dave Clark Five—Columbia) Castle Music
- 8 I Love You More And More Every Day (Al Martino—Capitol)
- 9 Diane (The Bachelors—Decca) Albert
- 10 California Sun (The Riverias—W & G) Planetary-Nom

Great Britain's Top Ten LP's

- 1 With The Beatles—The Beatles (Parlophone)
- 3 West Side Story — Sound-track (CBS)
- 2 Please Please Me—The Beatles (Parlophone)
- 4 Stay With The Hollies—The Hollies (Parlophone)
- 6 Meet The Searchers — The Searchers (Pye)
- Session With The Dave Clark Five—Dave Clark Five (Columbia)
- 5 How Do You Like It—Gerry & Pacemakers (Columbia)
- Blue Gene — Gene Pitney United Artists
- 7 Elvis' Golden Records Vol. 3 — Elvis Presley (RCA)
- 10 — A Girl Called Dusty—Dusty Springfield (Philips)

Great Britain's Top Ten EP's

- 1 All My Loving—The Beatles (Parlophone)
- 2 The Rolling Stones — The Rolling Stones (Decca)
- 3 Twist And Shout—The Beatles (Parlophone)
- 4 The Bachelors—The Bachelors (Decca)
- 5 Hungry For Love — The Searchers (Pye)
- 6 The Dave Clark Five—Dave Clark Five (Columbia)
- 7 The Merseybeats On Stage—The Merseybeats (Fontana)
- 8 I Only Want To Be With You — Dusty Springfield (Philips)
- 9 The Beatles Hits—The Beatles (Parlophone)
- 10 Peter Paul And Mary—Peter Paul And Mary (Warner Bros.)

Norway's Best Sellers

Week	Last Week	Title	Artist
1	1	La Meg Vaere Ung	(Wenche Myhre/Triola) Egil Moan Iversen A/S
2	4	I Love You Because	(Jim Reeves/RCA Victor) Reuter & Reuter AB
3	2	All My Loving	(The Beatles/Parlophone) Edition Lyche
4	3	Can't Buy Me Love	(The Beatles/Parlophone) Edition Lyche
5	4	Skona Mitt Hjärta	(Pick Up The Pieces) (Siv Malmkvist/Metronome) Imudico A/S
6	2	Viva Las Vegas	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
7	12	Hippy Hippy Shake	(The Swinging Blue Jeans/HMV) Imudico A/S
8	7	I'm The Lonely One	(Cliff Richard/Columbia) Bens Music AB
9	7	Beautiful Dreamer	(John Leyton/HMV) Southern Music AB
10	1	No Ho L'Eta	(Giigliola Cinquetti/Triola) Stockholm Musikproduktion



BRAZIL

Important news from RCA: Douglas Reid, former manager of that company, became the first Brazilian President of the diskery in this country. This is considered a very wise move, since Reid is not only one of the well liked professionals in this country, but also a competent one and with perfect knowledge of the problems relative to the Brazilian music business. The new president of RCA has been receiving sincere congratulations from everyone connected with the record world, and a well deserved homage is being prepared. Sergio Endrigo, exclusive artist of that label who, in spite of having announced personally to us his voyage back home, remained incognito under-water-fishing on the Brazilian coast, was one of the first to congratulate Reid.

Ramallo Neto, head of the promo and art departments, is busy preparing with enthusiasm the material about the young Italian singer Rita Pavone, who is due in Brazil in the next months. Other info, same source: Sergio Murilo, teen idol singer, after a successful tour in Argentina and Chile, signed with this label. Another new contract with the instrumental combo Os Poligonais, five college boys who will record their first LP in bossa-nova and "balanco." The man who actually started the BN move—Johnny Alf—some ten years ago, is cutting a new LP for RCA called "Diagonal." H. Gastaldello, of the International Dept. is preparing a new LP on the same line as two others, with numbers by several Italian artists whose recent releases—"Italia Moderna" and "Alta Pressione"—were very well accepted in the market; name is "Gioventù!" Elvis Presley's single "Suspicion" will have an extra special promotion: with each record a calendar with the artist's photo for his fans' delight!

J. Rahmi, general manager of Chantecler, announced that the waxing of the label's exclusive artist, Gianna, of the world success "Dominique" is reaching the 150,000 mark. Another LP with a quite interesting career on the market is the "Hully Gully" waxing by the local group The Jet Black's. The popular Brazilian songstress Martha Mendonça's rendition of the bolero "Foi Contigo" is making an interesting career as well. Rahmi is also proud of the position of this company as far as the classical Brazilian releases are concerned: During 1963 the following albums have been released with great success—"Ouro Sobre Azul," works by Ernesto Nazareth, interpreted by one of the top names of the concert pianists in the country, "Eudoxia De Barros," a serious challenger for the recently created award for "National Prize of the Record." Two LP's by the young guitar soloist Antonio Carlos Barbosa Lima—"Villa-Lobos" "Bachianas No. 4, and Concerto Para Viola Brasileira." Also "Lia Salgado E A Canção Brasileira." All these releases have had good reception by public and critics. As great a novelty Rahmi announced that Chantecler will release this month a waxing by the Italian songster Bobby Solo, with the great success "Una Lacrima Sul Viso," it is said that this record sold on its first week of its release in Italy the impressive amount of 250,000 and became Italy's first million seller. The publisher, Ricordi, says that although the song couldn't be duly presented during the San Remo Festival of '64, because Bobby had a throat ailment, it is considered to be the real winner of the contest. Rahmi just left for Mexico, where he will attend the Convention of the Latin American Federation, will then proceed to the United States, Colombia, Venezuela and Peru, on a professional visit.

Enrique Lebendiger of Fermata informs that the pubbery has lately released 15 Italian songs of several publishers. Fermata records one of the most famous conductors and arrangers in the country, Luiz Arruda Pais. He's preparing an LP with 12 compositions of the British maestro, Donald Philips, a famous name in the whole world. Other items of interest: Few people know that Jack Mills (Mills Music) is a talented composer! His first creation—"I'll Buy The Ring For Your Wedding Day"—never recorded in the States, was finally "discovered" by the Brazilian band leader Osmar Milani . . . after 40 years; he liked it so much that he will cut an arrangement for Fermata in Brazil. Juvenal Fernandes is very excited about the great movement on the market with the two vocal and instrumental groups, exclusive of the company, The Vikings and The Rhythm Killers.

One of the most interesting, talented and internationally famous music personalities of the present day is currently in Brazil, namely São Paulo: the Austrian pianist Friederich Gulda. This great artist is not only a great interpreter of the erudite music—not only the classics but also the modern symphonic—but also one of the most important promoters of real jazz as a serious manifestation of art. Gulda is in São Paulo, on his way to Argentina and gave a concert of symphonic music at the "Teatro Municipal" and was quite disappointed with the management of that theater: this is one of the only such places where Fritz did not succeed to do the very interesting programming that he has been doing all over the world including the Viennese Music Hall, which consists of a mixed program of a first part classical and second jazz. He will now go to Buenos Aires, where he will perform in 10 to 12 such concerts and hopes to be able to do it here when he will return which will be very soon. Let us hope! When we had the opportunity to meet Gulda in Vienna some 10 years ago, he was only, at least officially, a classical concertist; however he was already enthusiastic about jazz and would perform for his friends whenever he could. Now, he doesn't have a minute free, because he rehearses the whole day, either in one or in the other activity. Here in SP he is preparing his jazz concerts, with two North American boys—James Rowser, bass, and Albert Heath, drums—who came all the way from NY with him. Fritz Gulda's immediate plans are interesting and "different": middle of May—"Wiener Fest Woche"—one recital and one jazz-concert with some of the big names in Europe and some Americans (15 pieces in all), among whom Mel Lewis, Benny Bailey, Idrees Suleiman, Sahib Shihab, Tubby Hayes. This concert will be cut by US Columbia (CBS), under the supervision of John Hammond. As a matter of fact, CBS has already an LP with the artist, called "Music For Piano And Band." Classical records were cut by the genial pianist for Decca and Deutsche Gramophon. In June, Gulda will perform at a whole Beethoven Night at the world famous "Salzburger Festspiele." Then, in August, he will be at the Music Festival of Santander, in Spain, with another of his favorite personal appearances: one part Classic, one part jazz. The great Friederich Gulda will cut an LP during his next stay in Brazil for RGE—a wise promotion of Scatena!

And . . . The Beatles are coming to Brazil at the end of this month!!! Note that it is spelled B-E-E . . . Yes, the American version of the Beatles will do some TV shows and personal appearances!

Brazil's Top Five EP's

This Last
Week Week

- 1 Rita Pavone—Rita Pavone RCA Victor
- 2 Roberto Carlos—Roberto Carlos/CBS
- 3 Doce Amargura—Moacyr Franco/Copacabana
- 4 Dominique—Sœur Sourire Philips
- 5 Samba, Esquema Novo—Jorge Ben/Philips



ARGENTINA

The information for this column has been compiled by Jorge Llobera, due to Miguel Smirnoff's absence because of his trip to Mexico and the United States.

Odeon has organized a party celebrating the big sales attained by tropical music Los Wawanco through their "cumbia" music releases, which include two LP's and several singles. The group plans to start a trip very soon, covering several Latin American countries and maybe the States. And speaking about Odeon, the label has inked Hernan Figueroa Reyes, formerly with Los Huanca Hua, as a soloist. His first record is "Samba De Usted" and "Chacarera Del Soltero." On the international side, Odeon's label London has contracted tango songstress Susy Leiva for a series of waxings that will be released in other countries as well as Argentina.

Stanko Jerebic of CBS reports the start of a new pubbery, controlled by the diskery, according to its international policy. The name will be Melograf, and it will publish mainly the tunes written by local singers and composers recording for CBS. First name to work for Melograf is Leo Dan, who's riding the charts with his new title "Lita" and "Como Te Extraño Mi Amor." Larry's "Beatriz," also on the charts, is also a Melograf item.

More about diskery pubberies: RCA's Relay Music is also gaining force; it has been announced that it will represent in Argentina the works published by RCA Italiana, which are currently taking a good share of the market. Relay will have an option to the tunes published by RCA Italiana, which include many Rita Pavone and other well known artists.

Daniel Blanco of Sicanamericana reports that the diskery is expecting the arrival of the new stereo equipment very soon. The label's plans are to start operating its studios with the new machines in a few months. Tango star Jose Basso is already back from Europe, where he negotiated a tour to be started next June. Basso and his orchestra will visit Spain, France, Italy and some other countries, and the trip will last several months. Folk artist Rodolfo Zapata has just returned from the province of Cordoba, where he made a series of p.a.'s. His latest waxings are "La Electronica" and "El Cuchi Cuchi."

News from Fermata: Juan Ramon (Disc Jockey) has recorded "No Es Facil Tener 18 Años" and "No Te Vayas." Sonia (Philips) has cut also the latter, coupled with "La Ultima Cita," while Los Tammys have waxed "Hey, Ni Lo Digas." Don Pipo (CBS), recorded "Dame Dame Tu Amor," while Roberto Yanas has cut "Cuando Sonries Asi" and "Yo Te Amo Solo A Ti."

On the Producciones Fermata side, the news are "Hey Bobba Needle," by Chubby Checker, under the Cameo Parkway label, and an EP by Bernie Lowe.

Mario Kaminsky of Microfon reports about a very interesting album to be released by his label, in cooperation with the Friends of Tango Music Association. The LP will feature several top names in the field, like Atilio Stampone, Eduardo Rovira, Alberto Caracciolo, Reinaldo Michele, and, through RCA permission, Anibel Troilo. Six different orchestras will be featured, and thus the LP may become a nice sample of Argentine music. Kaminsky plans a heavy promotion campaign for this release, and expects it will sell very well.

Argentina's Best Sellers

This Last
Week Week

- 1 *Sabor A Nada (Korn) Palito Ortega, Los Cava Bengal (RCA); Siro San Roman (Music Hall)
- 2 *Mary Isabel (Mundo Musical) Leo Dan (CBS)
- 3 *El Patio (Korn) Chicote Lopez (Odeon Pops)
- 4 14 *Como Te Extraño Mi Amor Lita Leo Dan (CBS)
- 5 4 *O Mio Signore (Cicero-Fermata) Edoardo Vianello (RCA); Blanquita Silvan (CBS); Juan Ramon (Disc Jockey)
- 6 15 *Es Un Secreto/Es Hermoso Vivir (Korn) Palito Ortega (RCA)
- 7 5 Dominique (Primavera-Fermata) Sœur Sourire, Sonia (Philips) Hermana Alegria (CBS); Angelica Maria (Odeon Pops)
- 8 13 *Que Suerte (Korn) Violeta Rivas (RCA)
- 9 6 Beatriz (Melograf) Larry (CBS)
- 10 7 En La Cima De La Montaña (Fermata) Rita Pavone (RCA); Ricky Gianco (Fermata); Blanquita Silvan (CBS); Juan Ramon (Disc Jockey)
- 11 — If I Had A Hammer (Fermata) Rita Pavone (RCA); Trini Lopez (Reprise); Village Stompers, Brothers Four (CBS). Lalo Franses (RCA)
- 12 9 America (Korn) Trini Lopez (Reprise)
- 13 12 Kansas City (Korn) Trini Lopez (Reprise)
- 14 10 Love Me Do (Korn) The Beatles (Odeon Pops)
- 15 11 *Amarraditos (Korn) Los Nocturnos, Siro San Roman (Music Hall); Luis Ordoñez (CBS); Fulvio Salamanca (London); Argentina Ledesma (Odeon); Fetiche (Philips)

Brazil's Best Sellers

This Last
Week Week

- 1 10 Che Amo Solo Te (Fermata) Sergio Endrigo/RCA-Victor
- 2 3 Rua Augusta (Vitale) Ronnie Cord/RCA-Victor
- 3 2 Dominique (Fermata) Gianna/Chantecler; Sœur Sourire/Philips; Trio Esperanza/Odeon; Poly Continental
- 4 4 Ritmo Da Chuva (Rhythm Of The Rain) (Fermata) Demetrio Continental
- 5 4 Parei Na Contra Mão (Mundo Musical) Roberto Carlos/CBS
- 6 6 Roberta (Fermata) Peppino di Capri/Odeon
- 7 9 Sapore Di Sale (Fermata) Gino Paoli/RCA Victor
- 8 De Joelhos (Embi) Carlos Alberto/CBS; Lucho Gatica/Odeon
- 8 Acorreatados—Encadenados (Vitale) Agnaldo Rayol/Copacabana
- 10 7 Sabe Deus—Sabrá Diós (Embi) Carlos Alberto/CBS; Lucho Gatica/Odeon

Brazil's Top Five LP's

This Last
Week Week

- 1 1 Samba, Esquema Novo—Jorge Ben/Philips
- 2 2 O Jovem Dr. Kildare Canta—Richard Chamberlain Philips
- 3 3 Sergio Endrigo—Sergio Endrigo RCA Victor
- 4 4 Moacyr Franco—Moacyr Franco/Copacabana
- 5 — S Rhythm—Ray Conniff CBS



CANADA

More British product is beginning to happen on the Canadian record scene. In both Montreal and Vancouver action has been noted on a new London side by femme singer, Antoinette. "Jenny Let Him Go" is getting concentrated air exposure at Vancouver's CFUN and Montreal's CKGM. The vocal version of "Shangri La" by Vic Dana is also coming in for its share of spins, leading to steady sales in Canada. "Look Homeward Angel" continues to show well on station lists, particularly in eastern Canada. A strong up and comer for the London people appears to be the newbie by the Bermudas, "Donnie." At long last, the Jillianne Harris folk album has been completed. Final masters were played for your reporter recently and it stacks up as one of the best folk-oriented sets heard in some time. Hal Ross indicates that London will pull out all the stops to promote the new set to be released shortly on the Melbourne label. Hal is in the process of arranging an American release for the folk package by Jillianne. Guitarist on the second half of the session is Gerry Goodfriend, a truly talented, young Canadian.

Wilf Gilmeister sends word from RCA Victor that the label is about to debut a new series of LP's under the "Vintage" banner. First releases in the new series are due in June. According to Wilf, the series will feature the consumer a specially selected assortment of collectors' items. Expect a fair amount of action on Tommy Leonetti's newest for RCA Victor, "Three Heartaches For A Quarter." Tommy did well in several Canadian centres with his last outing, "Soul Dance." Also on a new RCA singles release are Peggy March with "Takin' The Long Way Home" and Bobby Bare's latest, "Have I Stayed Away Too Long." Both sides mentioned are in for some strong plugging from the RCA folks. Meanwhile, Paul Anka makes good headway with his latest effort, "My Baby's Comin' Home." Duane Eddy is appearing on chart after chart with "Guitar Child," and Skeeter Davis is doing really fine chart business with her revival of "Gonna Get Along Without You Now."

Happiest sound in a month of Sundays is Dick Williams' pick at London's CFPL. It's the latest offering by the Dovells, "One Potato," could be a big mover.

The good fathers from Aylmer, Quebec billing themselves as Les Alleluias seem to have a hit on their hands. Buster Munro, producer of the session for Loma Records, tells us that demand for the French-language outing increases daily. It's "Alleluia." Whitey Haines drops a line to say that BMI Canada are the publishers of both sides recorded by the priests, and written by Roland Trembley. This could become a real sleeper in both Canada and the U.S. Label is distributed by Bill Fisher's Allied firm in Montreal. Whitey calls attention to a new quality outing by the Al Martin Six, entitled "The Baby Beatie Walk." It's happening in several key areas.

Al Albut, the Leeds Music man, has good reason to be excited over a new Kapp album release by the great French entertainer, Gilbert Beaud. It offers the singer doing English renditions of many of the great standards. Al is particularly happy about "Let It Be Me" which is shortly to be lifted from the set and released as a single.

Big move currently for Paul White and his Capitol gang is the Billy J. Kramer outing of "Little Children." Fitting into all broadcast formats, the side is getting heavier than usual air exposure. Paul claims that "Krameritis" is setting in, in several Canadian centres. Oh Dear! Just when we were beginning to recover from beatlemania. The Joy Strings continue to be the talk of the wax world with their happy sound, "It's An Open Secret."

The Freewheelers are big in Montreal with their great Epic outing, "Walk Walk." The disk could well happen in other major Canadian markets. Paul Brown, the top notch indie promo man in Manhattan, is working on this great thing by the newcomers to the nation's turntables. According to Paul, the group is currently working Fazio's in Ft. Lauderdale, Fla.

T. St. Clair Low writes about a new Bravo release that his Canadian Music sales firm is distributing in this country. It's the winning song by the winning singer at the recent San Remo Festival that went on to take top honors even more recently at the European TV Contest in Amsterdam.

Radio types on the move include Brian Litman who has located in Winnipeg to handle the all night segment on the city's latest AM outlet, CJQM. Also on the move, but this time it's a vacation is the popular deejay at CFOX, Pointe Claire—Montreal, Don Passerby. He and his charming wife, Karen, spent most of April in Germany.

Julius La Rosa's latest Cadence outing, "Je," could develop some real hit muscles in short order. Early reaction to the side has been encouraging, particularly in French speaking areas of Canada.

New Decca album packages that rate the adjective "outstanding" are sets by Robert Maxwell and Bobby Gordon. Both are instrumental sets that offer great programming material.

Sicamericana Execs Make Plans



BUENOS AIRES—Nestor Selasco (left), president of Sicamericana, discusses future releases with the label's vice president Luis Celvo, just before Selasco's departure for a business jaunt to Mexico and the U.S.

The Best in Benelux Bens



HOLLAND

The Hawkins-Ramblers Decca LP we wrote about some time ago, met with quite unsuspected success. The first batch of records Phonogram imported was sold out in less than a week. Ramblers leader Theo Uden Masman, who recorded for almost 25 years for Decca and Philips, left show-business after 38 years on Monday April 6. He was guest of honor at a cocktail party and dinner offered by Phonogram. Several "old hands" were present: sound-engineer Us van der Meulen, who made the first Ramblers-records, Theo's first vocalist Annie de Reuver, drummer Kees Kranenburg (who, in his 60's, is still one of Holland's foremost percussionists), first Decca-director Henk van Zoelen, who started it all in 1932.

Famous father-and-daughter vocalists Willy and Willeke Alberti made a fine record on Philips of the winning songs of the San Remo Song Festival 1964. Willeke is doing very well (after she got the Golden Record for "Spiegelbeeld") with her new recording "De Winter Was Lang" (Dutch version of "Blue Winter"): it is roaring to the top and it is expected to gain her a second Golden Record before long.

The Bach-singing Swingle Singers, French vocal octet with bass and drums, met with tremendous success in Holland. They appeared on AVRO television, which created new demands for their records. Just now Philips released the long-player "Dizzy Gillespie and The Double Six of Paris," on which Diz, James Moody, Bud Powell, Kenny Clark and other Jazzmen played with Les Double Six, being the original name of the Swingle Singers before they turned to Bach.

Making himself quite a name in Holland is singer Don Mercedes, who recorded with his own group The Improvers. Their record of "Willie and the Hand Jive" and "Don't Know What to Do" on Philips is doing very well. Don shows personality and vocal quality and everybody expects him to stay on the scene of the Dutch show business.

Belgian singer Robert Cogo's record "Pres de ma riviere" (the tune he sang at the Eurovision Song Festival in Kopenhagen) is played very much in Dutch radio. The beautiful melody is becoming a hit and the sales of Robert's Philips record are very promising.

Pretty Dionne Warwick is becoming quite a name to Dutch record-buyers. "Anyone Who had a Heart" is now appearing on a Fontana-EP, together with three other Warwick-hits. Teeners are writing to top-disc-jockeys to let them have more and more of Dionne.

His Master's Voice's Johnny Jordaan will celebrate his 25th jubilee as an artist and singer of Amsterdam folksongs. Jordaan, causing festive mass meetings and traffic jams in his heydays, received his many friends on April 17 in his Rotterdam-cabaret. At the same time, he presented his new recording, "Toon Mij Je Hart"/"Al Mijn Tranen."

Bovema's Imperial-artist and cabaretsinger Henk Elsink will receive the Dutch music press on April 9 on an Amsterdam-spot where his own cafe-chantant will be opened in the near future. Elsink will also introduce his "Vrij Entree" album on the occasion. Bovema's Imperial-label also reports to Cash Box that Henk Elsink recently waxed two Dutch-translated items by popular Adamo, ao. the nr. 1. Hitparader "Vous Permettez Monsieur."

Gramophonehouse's sales promotion dept. announced that Adamo is now nr. 1 on the Dutch Hitparades in all districts of the country. Adamo was seen and heard in Eindhoven on Sunday April 12.

AVRO's busy filming the liverpool-sound in England, starring Tommy Steele, The Swinging Blue Jeans and The Dave Clark Five.

Bovema's Columbia-label manager Cees Pompe confirmed that famous conductor George Szell will appear in the Holland Festival this year; Szell will lead performances of R. Strauss' "Don Quixote."

Warner Bros rush released Peter-Paul & Mary's latest recording "Tell it on the Mountain" in Holland.

Jan Burgers' New Orleans Syncopators made a new recording on the Philips label; "Come Friends" (in "Washington-Square"-style) and a terrific slow number recorded with strings "Lilly Ann." World copyright of both songs are with Les Ed. Int. Basart N.V. After the world successes of this orchestra with "Midnight in Moscow" and "Washington Square" we expect this record becoming another hit record on the international market.

Holland's Best Sellers

This Week	Last Week	Title
1	1	Vous Permettez Monsieur (Adamo/Pathé) (Anagon/Heemstede)
2	2	I Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basart/Amsterdam)
3	—	Non Ho L'Eta (Gigliola Cinquetti/Show Records) (World Music/Brussels)
4	5	De Winter Was Lang (Willeke Alberti/Philips) (Les Ed. Int. Basart/Amsterdam)
5	—	La Mamma (Corrie Brokken/Philips, Charles Aznavour/Barclay) (Editions Altona/Amsterdam)
6	6	Glad All Over (Dave Clark Five/Columbia) (Les Ed. Int. Basart/Amsterdam)
7	—	Hippy Hippy Shake (Swinging Blue Jeans/H.M.V.) (Anagon songs/Heemstede)
8	—	Can't Buy Me Love (Beatles/Parlophone)
9	—	Anyone Who Had A Heart (Dionne Warwick/Fontant) (Belinda/Amsterdam)
10	—	Tombe La Neige (Adamo/Pathé) (Anagon Songs/Heemstede)

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Industry Growth

It's Up To The Operator

Operator reaction to the editorial which appeared in the April 25 issue of *Cash Box* entitled "The New Blood" has not been entirely favorable. As a matter of fact, several outspoken coinmen went so far as to deny that the need for new blood in the coin machine industry is as essential as our editorial inferred. There was the hint also that operators could do without any more competition than they are already faced with. We are inclined to disagree with this opinion since a newcomer to the business of coin machine operating would find himself up against some mighty strong competitors in the form of top-flight operating companies who have long since learned the tricks of the trade. Perhaps the operators who are not in favor of a steady flow of new blood to this industry, in order to bring about the new ideas necessary to keep an industry healthy, do not qualify as top-flight operators.

Take a look around your territory. Then take a second look at the major operating companies in your area. It is possible that a newcomer, ignorant to the ways of the business, although fully equipped with the intangibles plus enough money to begin, could penetrate the armor of an established operating company? There is always the possibility of course. But the chances would be slim, indeed. Against an operator who is not in as strong a position is another question entirely.

The operator of a route not noted for the newness of its equipment—machines which do not offer the comparative merits of today's late model phonograph and amusement and vending machines—may very well be a sitting duck for the newcomer. And should this same operator be over-extended on loans and bonuses, the replacement job would be easier. Now that competition is greater between the cigarette operator and the music operator, especially when both coinmen must vie for the one operator location, the weak operator must be finding it more difficult to keep his average up. Like the man who let's his wardrobe slip, the periodic style changes eventually require a complete overhaul, and an operator can buy only so many machines at one time. Better he bought the new equipment periodically.

Speaking with operators around the country, it is apparent that many would be in a vulnerable position should that newcomer we spoke about come on the scene with the necessary determination to establish himself. We have heard distributors remark that some veteran operators would leave the office to attend a new equipment showing. Can any businessman be so sophisticated?

More than one wholesaler has studied the problem of the decreasing number of operators in the market. In some instances, such as the two mentioned last week, newcomers have stepped in to try their hand at this business of operating equipment, and they have done so with success. If today's established operator cannot or will not participate in the growth of this industry then someone else will.

NYC Ops Schedule Monthly Meets

■ First Of Series In Brooklyn, April 29

NEW YORK—Ben Chicofsky, business manager of the Music Operators of New York, announced last week that a dinner-forum meeting of both MONY members and their invited non-association guests will be held at Michel's Restaurant, 346 Flatbush Ave., Brooklyn, on Wednesday evening, April 29, at 6:00 P.M. sharp. The purpose of the meeting will be to discuss legislative and local operator problems.

Chicofsky said that the Brooklyn meeting will be the first of five which are planned—one for each of New York City's boroughs. He said that the new program will give operators more of a chance to discuss their individual and collective problems with each other. The next borough meeting will be held in Queens for operators located in Queens and Nassau Coun-

ties. The time and place will be announced shortly. President Al Denver will attend the Brooklyn meet and will be on hand at most of the meetings to follow.

The meeting will be the first of a series of regular monthly meetings which will be held in Brooklyn, Bronx, Manhattan and Queens. The purpose of the meetings, according to Manager Chicofsky, is to enable ops to discuss problems more often, and at times when discussions might prove more fruitful. Heretofore, MONY held periodic meets but the association did not meet regularly each month. Non-members have been invited as a means of permitting potential operator-members the advantage of observing the favorable points of being a dues-paying member.

NJ Council To Combat Location Sales, Count 96 Firms As Members

EAST BRUNSWICK, N.J.—The New Jersey Council of Coin Machine Operators held a special meeting to formulate policy and plans of action to improve the position of the New Jersey operator within the industry, with the state government and with their customers, William Cannon, council president announced.

Cannon said, "We now represent ninety-six operating companies, all of which belong to local organizations, and eight distributing companies doing business in New Jersey." Cannon added, "We are now seeking memberships of New Jersey operators who do not belong to local associations but who would like to support their state council."

At the meeting, the council decided to pursue a program of service to the operator, especially in the area of direct sales to locations. They also decided to investigate the possibility of legislation in New Jersey similar to that introduced in New York State.

Cannon stated that the members agreed to continue their program of public relations via communications with all those engaged in the coin machine industry in New Jersey and



BILL CANNON

with all New Jersey newspapers. The meeting was held at the Brunswick Inn, East Brunswick, on April 15. The council's next meeting will be held at the same place, on Wednesday, May 27, at 12:30 P.M.

IZ Vending Hosts Nebraska Ops

MAHA—Sunday, April 12, was a day of festivities and gaiety for Hyie and Eddie Zorinsky, of H. Z. Vending & Sales Company, of this city, and their guests. The occasion was highlighted by a showing of Rock-Ola's new "Grand Prix" Model 55, coin-operated phonograph, and "phonette" remote speaker-selector.

Hynie Zorinsky referred to the affair, which was held in the Diplomat Hotel in this city, as a "friendship and preview showing of Rock-Ola's new music equipment." The gala program called for cocktails, dinner, swimming (in the Diplomat's heated pool), and dancing.

Prominent guests were Dr. David Krola and Jack Barabash, representing Rock-Ola Mfg. Corp.; and the Hon. Jim Dworak, Mayor of Omaha. Among the guests who signed in were: J. E. Paska, Omaha; Noel and Elaine Anderson, North Platte; Mr. Mrs. Don Ries, Des Moines, Iowa; Mr. & Mrs. Ken Ries, Ames, Iowa; Mr. & Mrs. John McCarthy, Ames; Mr. & Mrs. David H. Johnson, Sioux Falls, Iowa; Dan Van Dyke and George Hardt, Alma, Nebraska; Marion Cernko, Omaha; Harry Abramson, Mr. Mrs. Walt Schab all from Omaha.

Also, E. E. Cleveland, Margaret Wilkie and Victor Wilkie, Albion, Nebraska; Ed Farrell, Mr. & Mrs. Harold Klein, Mr. & Mrs. George R. Anthony, and Mr. & Mrs. Ed Hatfield, Omaha; Mr. & Mrs. Julius Epstein, Des Moines; Mr. & Mrs. George E. Bouck, Omaha; Mr. & Mrs. Roy Foster and Rosemary Foster, Sioux City; Mr. & Mrs. Abe Slusky, Omaha; Howard Slusky, Mr. & Mrs. Joe Roth, Omaha; Mr. & Mrs. Jay Hasenplug and Mr. & Mrs. Doug W. Johnson, Omaha; Mr. & Mrs. Joe Rothkop, Sioux City; Mr. & Mrs. Jerry Witt, Omaha; Miss Janice Paska; Mr. & Mrs. William Searest, Lincoln.

Others included, Mr. & Mrs. Bruce M. Gould, Vince Jorgensen, Mr. & Mrs. Alfred Allen, Mr. & Mrs. Steve Novak, Mr. & Mrs. W. Gabriel, Mr. & Mrs. Earl Porter (Mitchell, So. Dakota), Mr. & Mrs. John Trucano, Deadwood, So. Dakota, Mr. & Mrs. Ted Nixon, Jack D. Nixon, Mr. & Mrs. Bill Stroud, Boyd Mullins, Ted Welch, Mr. & Mrs. R. E. Taylor, Mr. & Mrs. Clarence Jackson, Ed Kort, Mr. & Mrs. Chris Gugas, Mr. & Mrs. James Dworak, Howard Ball, Mr. & Mrs. James Van Sant, Mr. & Mrs. Omer Johnson, Ted Dutton, Norman Gefke and Mr. and Mrs. Bob Slepto. (See pictures elsewhere in this issue.)

Unofficial Report From Albany

Rockefeller Vetoes NYS Free Play Pingame Bill

ALBANY, N.Y.—Unofficial reports here late Thursday, April 23, indicated that Governor Nelson Rockefeller had vetoed the much publicized free play-licensing bill as proposed by members of the industry and submitted by Senator Thomas Laverne and Assemblyman Richard Lounsbury. There was no authorized report available from the State capitol nor was there any information as to the reason why the bill was not approved.

The proposed legislation would have approved the free-play pinball machine in territories where pingames are now allowed, and would have licensed amusement machine operators of one or more games, throughout the entire State.

No word was forthcoming as to the status of an amendment to an alcoholic control bill which would alleviate payment of a \$100 fee for installation of equipment.

An Eye Toward October Convention

MOA-Games Factories Meet

CHICAGO—Fred Granger, managing director of Music Operators of America, announced last week that there will be a meeting of MOA officers with amusement games manufac-

turers, thus far culled from the list of exhibitors at last year's convention. Purpose of the session, according to Granger, is to discuss ways and means of making the 1964 convention a much better drawing show, etc. Emphasis is definitely on methods of building greater attendance among the nation's operators. The meeting will be in the Sherman House, Thursday, May 7.

Among the amusement firms invited, thus far, are: American Shuffleboard, Americana Billiards Corp., Bally Mfg., Chicago Dynamic Industries, Duncan Sales Co., Fischer Sales & Mfg. Co., J. F. Frantz Mfg. Co., Irving Kaye & Co., Inc., J. H. Keeney & Co., Midway Mfg. Co., L. T. Patterson Dist. Co., Southland Engineering Co., United Mfg. Co., U. S. Billiards, Inc., Valley Sales Co., Williams Electronic Mfg. Corp.

MOA Officers on hand will be Lou Casola president, who will chair the meeting; Clint Pierce, vice president, who is co-chairman of the Convention Committee; and Fred Granger.

Beatles' 2nd Album On Seeburg LP

CHICAGO—Headlining this week's releases of 'Little LP' material by the Seeburg Corporation are the Beatles and their Capitol recording, "The Beatles' Second Album." The album has the added feature of riding the current LP chart in the No. 1 position, according to the Cash Box survey.

Sharing in the 'Pop Vocal' slot with the Beatles are the Impressions and their ABC-Paramount album, "The Never Ending Impressions." In the 'Pop Instrumental' category, Seeburg offers two selections—"Honky Tonk Hootenanny" by 'Big' Tiny Little, on Coral, and "The Dancin'est Band Around" by Leon McAuliffe, on Cap-

One, Two . . . oomph!

It was teamwork all the way last week (CB April 25) as Seeburg Board Chairman Del Coleman and Chicago Mayor Richard J. Daley, broke ground in preparation for the construction of The Seeburg Corporation's new plant which will be situated in the heart of Chicago following agreement between Seeburg execs and City officials during discussions late last year.



Ross Holds Midwest Service Classes



NORTH TONAWANDA, N. Y.—C. B. Ross, newly appointed Service Manager for the Wurlitzer Phonograph Division, is not resting on his laurels. He continues working in the field with distributors and holding Service Schools to completely familiarize operators and servicemen with Wurlitzer products.

On March 26th, he completed a school at Sandler Distributing Company, 236 Girard Avenue North, Minneapolis, Minnesota. Eighteen servicemen from the area attended this schooling and rated it tops. Included in the attendance were: Al Huppert, Red Wing, Minnesota; Duane Reiners, Milbank, South Dakota; Hugh May, Eau Claire, Wisconsin; Rod Czerniak, Duluth, Minnesota; Armand Paulson, Mankato, Minnesota; Earl Ackley, Trego, Wisconsin; Ron McCarthy, Waterloo, Iowa; Dennis Weber, Blue Earth, Minnesota; Matt Huppert, Red Wing, Minnesota; Darryl Weber, Blue Earth, Minnesota; Nels Nelson, Alexandria, Minnesota; Jack Godfrey, Chaska, Minnesota; Leonard Dzieweczynski, Swanville, Minnesota; Bill Wiebe, Chaska, Minnesota; Urban Gass, Cornell, Wisconsin; and Bob Crosby, Bill Percy and Jan Strauch of Sandler Distributing Company.

Another school for the Mid-West is being planned in Chicago for early May. Distributors and operators have already been asked to select the servicemen who will attend this week-long seminar. In this effort, Mr. Ross will be assisted by Mr. H. W. Peteet, Service Manager for Northeastern United States.

California Clippings



Spring business trend continues upward sparked by the introduction of new games and phonographs. . . . At the R. F. Jones Co., Chuck Klein looking forward to receiving the first shipment of Gottlieb's. Chuck had just returned from a very successful trip through the state of Arizona. Ralph Phipps, Rowe field service engineer conducted schools for the operators in the San Diego and Long Beach areas. Next week he will be in the Jones offices in San Francisco assisting the operators in the Bay area. Virginia Sargent received an achievement award for the greatest average increase in the Petersen Point Ladies Bowling League. New employee, Noboru Katsuhira has joined the staff in the parts department.

Jack Leonard at Advance Automatic Sales Co. reporting excellent response from the operators to Southland Engineering's "Little Pro" game. Bob Portale said business at Advance this month has been "very gratifying." . . . In the City Council election in Banning, Calif., with eight running and three elected Joe Tamulomis, long-time operator in the Banning area received the second highest vote in winning election. Tamulomis ran on a platform of better and equal city improvements. . . . His many friends in the business extending sympathy to Marshall Ames at Vendart Distributing Co. on the death of his father who passed away last week. New employee at Vendart is secretary/bookkeeper, Cyrlle Phull.

At Duarte International Sales Co., shop manager Enrique Ventura and painter, Nelson Bonilla are both on vacation. . . . Friends receiving word that Herman Bied of Associated Coin Amusement Co. is enjoying his trip around the world and is currently visiting countries in the Orient.

Amco Music and Vending now covering the field with five phonograph salesmen with the addition of new employees. In the vending division, George Smith has been hired as a new salesman. Bill Happel reporting the new Fischer 'Regent' series pool tables in both the six foot and seven foot sizes were receiving an enthusiastic reception from the operators. Mercury artist Jerry Wallace in visiting the Solle Sisters at Leuenhagen's Record Bar checking on the operator sales on his new Mercury disk, "Let The Tears Begin."

At Simon Distributing Co., George Muroaka sporting a brand new Pontiac Grand Prix. Frank Mencuri busy opening mail orders from the European market and also preparing orders for export to the Far East. . . . Nino Tempo and April Stevens in calling on Buddy Robinson at California Music Co. to check the action on their new Atco single, "I'm Confessin'." . . . Ken Siller at the Wurlitzer Factory Branch, transferring from manager of the parts department to the sales division where he will be working the local Los Angeles territory. Johnny Norris will be taking over Ken's former position. Visiting operators seen on Pico this week included: S. L. Griffin, Pamonia, Jerry Graves, El Monte; Jerry Druker, Upland; Harry Graham, Anaheim; Harold Lieberman, Grand Hills; and Gordon LeSever, Twenty-Nine Palms.

Midwest Musings



Stanley Woznak and his daughter are in California for a few weeks stay and plan to return around May 1st. . . . Mr. and Mrs. Vince Wagner will be leaving very shortly for their two week vacation. They will travel by automobile, will visit Las Vegas, and expect to visit friends in Denver on the way back. . . . Mrs. Marcy Bruns, Fargo, spent a few days in Minneapolis when she entered in the W.I.B.C. Bowling Tournament. Mrs. Gwen Hefte, Grand Forks, was also in the tourney. . . . Bun Couch, Grand Forks, suffered a mild stroke last March 5, and was laid up in the hospital for eight days. Bun came out of it just fine and is now up and around, though taking it easy. . . . Morris Berger, Duluth, was in town for the day making the rounds. . . . The 10 Follies in Minneapolis is playing to capacity crowds nightly. Dates are from April 14th through the 26th. . . . Jimmy Rodgers, Gale Garnett, the Yeoman and the Countrymen are at Minneapolis Auditorium. . . . The Smothers Brothers packed them in at the auditorium of the University of North Dakota, Grand Forks. . . . Lorando Olson was in the cities for the day. . . . Harold Egan, McLaughlin, was in town taking in the Sportsmen Show. . . . Darwell Maxwell, Pierre, So. Dakota, was in town for the day. . . . Ronnie Manolis and Mr. and Mrs. Tony Ratchford, Huron, were in the cities for a few days. Mrs. Ratchford was entered in the W.I.B.C. Tournament.

Happy Birthday This Week To:

Carl L. Albert, Greeley, Colo. . . . R. M. Sparks, Soperton, Ga. . . . Arnold A. Lee, Ft. Wayne, Ind. . . . Jay D. Miller, Crowley, La. . . . Curtis L. Stephen, Macon, Ga. . . . Howard F. Barton, Norfolk, Va. . . . Joseph A. Ferris, Madison, Maine. . . . E. J. Bruington, Onamia, Minn. . . . Leonard Schneller, Phila., Pa. . . . Arthur J. Dausey, Munising, Mich. . . . Herb Oettinger, Chicago, Ill. . . . Earl F. Palmer, Chgo, Ill. . . . Max Roth, Wilkes Barre, Pa. . . . Otto F. Wissner, Mt. Clemens, Mich. . . . Robert E. Farrell, Oak Harbor, Wash. . . . A. S. Graves, Tifton, Ga. . . . Manning Whitbeck, Schenectady, N.Y. . . . Chas. Aronson, Bklyn, N.Y. . . . Otis C. Wood, Andalusia, Ala. . . . Otto Gage, Fayetteville, Ark. . . . Arlie Vincent, Owensboro, Ky.

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Record Canteen 6-Mos. Net

CHICAGO—Automatic Canteen Company of America recorded all-time highs for both sales and earnings from operations for the first six months ended March 14, 1964, Patrick L. O'Malley, President, announced last week.

Sales reached \$120,512,412 for the first half. Net earnings from operations were up 22% over last year and, after taxes, amounted to \$2,240,739 or 33¢ per share.

These figures compare to first-half 1963 sales and income of \$117,017,918 and earnings, after taxes, of

\$1,843,119 or 27¢ per share. (Non-recurring income of \$905,000 after taxes or 10¢ per share, resulting from sale of the Company's Plastics Division, brought total earnings in that period last year to 37¢.)

Second quarter 1964 sales and operating revenues amounted to \$58,714,174, compared to corresponding 1963 revenues of \$57,861,296. Net earnings for the second quarter were \$919,606 or 13¢ per share, compared to earnings of \$658,598 or 10¢ per share in 1963.



SNAPSHOTS! The HZ Vending 'Grand Prix' showing (see story page 55) attracted a host of ops and guests. Pictured here, top left, Ed Zorinsky, Dr. David Rockola, two lovely models, Mayor James Dworak, and Hymy Zorinsky. Top right, Mr. and Mrs. Don Ries, Ed Zorinsky, and Mr. and Mrs. Ken Ries. Bottom row, left, Roy Foster, Mr. and Mrs. Earl Porter, Mr. and Mrs. Johnny Trucano, Mrs. Roy Foster, and Rosemary Foster. Center, Harry Abramson, Mr. and Mrs. James Van Sant, Ed Zorinsky (rear), Mr. and Mrs. Jerry Witt, Marion Cipinko, and Mr. and Mrs. Julius Epstein. Right, Eddie and Cele Zorinsky, Dr. David Rockola, Jack Barabash and Mr. and Mrs. Hymy Zorinsky.

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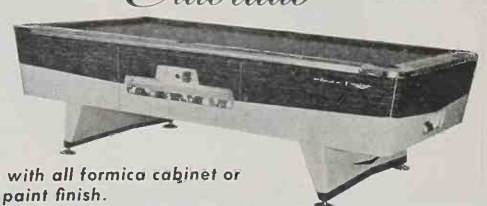
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Available with all formica cabinet or standard paint finish.

- NEW Streamlined, flush ball drawer. No underhang.
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Seeburg VL200		275.00
Seeburg V200L		250.00
Seeburg V200		195.00
Seeburg HF 100G		275.00
Seeburg W 100		250.00
Seeburg D-3WA (200 Sel. W.B.)		49.00
Seeburg 3W1 (100 Sel. W.B.)		25.00
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MILAN, ITALY — Bruno Dragoni, head of Bruno Dragoni Company, distributors for Rock-Ola Manufacturing Corporation in this territory, has been highlighting his displays in his showrooms (pictured here) with the all-new Rock-Ola "Grand Prix" (model 425) coin-operated phonograph, and the "Phonette" remote speaker-selector unit. With Dragoni (second from left) are his son, Bruno Dragoni, Jr., and a popular Italian RCA-Victor rock and roll recording artist.

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UJA-Coin Fete Sold Out

NEW YORK—If you don't have a ticket to the UJA-Coin Machine Division Victory Banquet set for June 6th at the Statler-Hilton Hotel here, forget it. That was the official word last week from Chairman Irving Holzman and Guest of Honor Harry Siskind as the Committee heard a report on the sale-to-date of no less than 714 tickets. In addition, approximately \$20,000 has been raised which makes the unofficial goal of \$30,000 a snap.

"All ticket holders should commit themselves on tickets they are now holding," said Holzman, who has chaired the last two drives. The meeting was held in the Astor Hotel, April 22.

Entertainment is almost guaranteed to be top-notch, with several big names being banded about as being available for the show that evening. Entertainment co-chairmen Stan Feldman and Sid Mittelberg are signing an emcee this month.

One minute's silence was called for by President Emeritus Albert Denver, in memory of the late Barney Sugarman, who passed away April 11th. At the close of the tribute, a spontaneous pledge of additional funds from the committee members and wives in attendance brought more than \$1000

more into the coffers of United Jewish Appeal. The event was a touching one. The Committee discussed the possibility of a double dais in order to hold the past Guests of Honor and the expected civic and political leaders expected to attend. NYS Secretary of State John Lomenzo is Guest Speaker. Republican party leader Richard Nixon will also attend. The next meeting will be held in the Astor Hotel, the Regency Room, on May 6th at 7 PM sharp.

Among those in attendance at the meeting were: Holzman, Denver, Siskind, Mrs. Denver, Mrs. Holzman, Mrs. Siskind, Meyer Parkoff, Teddy Blatt, Harry Brodsky, Carl Pavese, Max Klein, Nathan Sugarman, Louis Wolberg, Harold Kaufman, Gil Somin, Bernie Boorstein, Ed Barnes, Mike Munves, Mr. and Mrs. Al Cookler, Mr. and Mrs. Albert (Senator) Bodkin, Mr. and Mrs. Mike Mulqueen, Ted Seidel, Mr. and Mrs. Stanley Feldman, Mr. and Mrs. Sidney Mittelberg, Mr. and Mrs. Ben Chicofsky, and Mrs. Toohey.

Consolidated Cigar Sales Show Rise

NEW YORK—The Consolidated Cigar Corporation, makers of Dutch Masters, El Producto and Muriel cigars, enjoyed a first-quarter profit increase of 92% over 1963 and a sales gain of 18.7%, according to Samuel J. Silberman, Consolidated chairman.

Two of the most contributory factors to the increase in sales, according to Silberman, were a drop in Federal tax rates, and a demand for small cigars which followed the Surgeon General's report. Silberman said demand for the small cigar was great during the first quarter though even increased production and work shifts couldn't meet it.

Standard Financial's 1st Quarter Earnings Up

NEW YORK — Standard Financial Corporation's earnings for the first quarter of 1964 rose 18¢ a share over 1963, Standard's president, Theodore H. Silbert, announced at their annual meeting.

The diversified finance firm recently gained substantial interests in a new company, the Standard Prudential Corp., whose main concern will be to acquire operating companies in the U.S. and abroad.



Houston Happenings

Office manager H. O. Fredrick together with sales representative Ben Wells, Amusement Distributors, Inc., reported excellent reception of the "Grand Prix" phonograph, latest addition to Rock-Ola's current line of phonographs and supplementary operating equipment. More than one major operator appeared to favor apparent policy of a particular model to fit specific types locations.

Well known Viola Howell Lester, long time employee of United Record Distributors, expressed intentions of retiring from active service but hoped to be on "extra board" list and work vacation times and in case of emergencies.

Bob Davenport, record racker of some note and formerly head of Acton Amusement Co. here, recently signed up with the Bill Williams Distributors Co. (Wurlitzer) . . . Eddie Ischer, Sr., E & M Music Co., Bryan, and daughter, cute little blonde Mary Kosh, at Amusement Distributors looking over the Rock-Ola phonograph.

Jim McNeely, well known local coinmatic salesman, signed on April 1 sales representative for Central Sales (Rowe AMI) . . . Lengthy visit with A. H. Shannon and Hazel Turner, Coin Machine Sales Co. Shannon, pioneer Texas coinmatic distributor, appeared hale and hearty, apparently well recovered from a rather severe stroke suffered some years ago. Hazel, an old time secretary and treasurer of above mentioned firm, is well known to outdoor amusement fans of the southwest as arena secretary for big-time rodeos including nationally known Houston Fat Stock Show and Huntsville State Fair annual rodeos. She has served in that capacity maybe more consecutive years than she likes to admit.

Spokesman for Consolidated City Music Co., major operating firm here, said business was above average and predicted this year would set a new record . . . At least three large retail record stores here reported a sharp increase in LP and classical records.

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5 BALL PIN GAMES 4 Foot or 8 Foot EXTENSIONS for MOST UNITED BOWLERS \$25

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Coin Firms Show Interest In New 3-D Film Machine

Prod. & Distrib Plans To Be Announced Soon

NEW YORK—Mort Heilig, inventor of the Sensorama Simulator (CB April 25) multi-sense film machine, and president of the firm which controls it, announced last week that plans for the manufacture and distribution of the device should be completed inside of one month, and that some orders for the machine have already been taken.

Heilig has been conducting demonstrations of the Simulator for representatives of many industrial and coin-operated machine companies at his Greenwich Village apartment, and advised that he and his partner John B. Miller's plans for the future production of the device should be finalized quite shortly. The Sensorama Simulator is a new film system which incorporates those features originally presented in 3-D, Cinerama, and Smell-O-Vision, plus it offers an additional synchronized tactile vibrator.

Heilig's demonstration film is a 15-minute loop which is divided into three five-minute samples—from a breakneck motorcycle ride through Manhattan, to an aromatic belly dancer in a desert tent, to a tour through a soft drink factory. In each, Heilig's complete sensory system offers the sights, sounds and smells and often the vibrations to accompany the action on the film. Many who have experienced a demonstration have said it is the closest thing to reality they had ever seen on any film apparatus.

The inventor advised that one of the most attractive features of the Sensorama Simulator to operators of more than one amusement or music machine in the same location is that neither interfere with each other since the Simulator can only be heard by its customer, and conversely the customer hears nothing but the Simulator. This feature also requires the deposit of a coin for each person wishing to see the machine in action.

Heilig, a former NBC cameraman, said that whatever the production plans for his machine may turn out to be, it will be he who will make the films, and he will probably issue them on a leasing arrangement to operators. He has decided that a 35mm, 2-minute film, containing four three-minute programs, would be best for a coin-operated location, at a cost of 25¢ for each program. High traffic areas like terminals and airports would be the best locations for the simulator, according to Heilig.

The inventor says his machine is well patented and that plans for a two-hooded model (utilizing a split beam from the projector) which would accommodate two patrons, has also been patented.

Contrary to trade reports, the machine will not be exhibited at the World's Fair, according to company officials.

Miller-Newmark To Hold Session In Rowe 'Tropicana'

ETROIT—Jack Gallagher, president of the Miller-Newmark Distributing Company, announced last week that a session devoted to the more simple and expedient methods of servicing the Rowe AMI 'Tropicana' phonograph will be conducted at the Miller-Newmark showroom in Grand Rapids, on Tuesday evening, May 19th.

The purpose of the session, according to Gallagher, will be to equip a cent increase in the number of Rowe AMI operators in his area with the basic knowledge needed for servicing the 'Tropicana' juke box. The session, to begin at 6:30 P.M. will be conducted by a group of Rowe AMI engineers.

Box—May 2, 1964

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Cigar Shipments Rise 34% Over '62

NEW YORK—Shipments of cigars during the month of February, 1964 rose 34% above those of a year earlier, while at the same time, cigarette shipments declined 23% as compared with the previous year, according to a report by the Cigar Manufacturers Association based on Internal Revenue Service statistics, which was cited in the April 4th Wall Street Journal.

Kaufman Elected Milberg Senior V.P.

NEW YORK—Mark S. Kaufman has been elected Senior Vice President and Director of Milberg Factors Incorporated, it was announced here last week. The firm finances the purchase of coin-operated music, amusement and vending equipment.

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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

AMA Looks At The Shape Of Things To Come From Vendors

Packaging, the designer's contribution to a multi-faceted marketing program, which carries today's manufactured product into the hands of the ultimate consumer, took New York City by storm last week. The American Management Association sponsored an Exposition which occupied four floors of the hugh Coliseum. 453 exhibitors showed 15,000 items ranging from a disposable eye-dropper to

a paper bag capable of holding 25 tons. An AMA Conference conducted in conjunction with the Exposition, was held at the Hilton Hotel where Packaging executives listened to the experts. A small but important segment of the show centered on vending. A General Electric product planning specialist saw the microwave heating unit as a means whereby the vending industry may develop further into the hot food feeding business.

Later in the day a Macke Vending official outlined the point-of-purchase display ingredients necessary for a product to sell itself off the shelf of a vending machine. Both observations are reported on here, and in addition to several exhibits at the Exposition which offered various food and drink containers, represent the segment of the trade show which was a particular concern to the vending industry.

Microwave Heating Seen As Answer To Fast And Reliable Hot-Food Vending

■ Package Shape Important For Uniformity

NEW YORK—The day of economical, quality, and speedy hot food vending will shortly be dawning, according to Bruce Thatcher, Product Planning Specialist for the General Electric Co. He said that the "microwave" heating principle will be the responsible agent.

In an address to a large assemblage of packaging experts attending the American Managing Association's 33rd National Packaging Conference, held last week at the New York Hilton Hotel, Thatcher cited a growing cooperation among vending equipment manufacturers, food processors and packagers, and manufacturers of microwave heating equipment as a most encouraging development in the long discussed subject of hot food vending.

The planning specialist stated that the microwave principle of reheating single servings of pre-cooked foods by the use of high-frequency, hi-power electromagnetic energy "is almost perfect for reconstituting convenience foods, and the great advantage of this system is speed." The microwave principle induces a molecular, or atomic, or electronic agitation in the food, generating heat internally.

Microwave heating will allow the vending operator to expand his menu, make it longer lived and increase his meat turnover, Thatcher said. The resultant reduction of waste would allow the food portion of the automatic merchandising business to grow tremendously, he added.

However, heating by this adaptation of television-type energy is unsuitable for cooking foods from raw-to-done, Thatcher advised, as the end result is "usually unsatisfactory." But for the reheating of pre-cooked foods, the microwave system is perfect, he said, provided the size of the food package meets the specific standards of the particular model and wavelength frequency of the machine it is to be heated by. In all, there are seven frequencies to choose from, the most

common being 2450 and 915 megacycles.

To illustrate the importance of size and shape of the food package to be reheated by the microwave, Thatcher said that on certain machines, it has taken five minutes to cook one hamburger patty, one and a half minutes to cook two on a stack, but only forty seconds to cook three. When the operator added more than three hamburgers to the stack, the time was lengthened, he said.

Equally as important as size and shape are the materials and construction of the food package itself. Thatcher said that while some packages scorch or split in the microwave oven, food products cooked in their packaging are most often far superior to those that have been removed from their shells.

Thatcher revealed that food service—providing meals outside the home—is by most calculations the fourth largest industry in the nation, and in his opinion, "microwave heating is one on the technologies which promises to aid in the solution of one of the problems of this narrow-margin industry—hot food vending." He said the 6,000 plus automatic merchandisers in this country amount to twice the number of conventional food service operators who have the potential of dispensing convenience foods through microwave cooking. But in order for this technique to grow and function beneficially and economically, a quality end product in terms of appearance, temperature and flavor must be developed.

Eleven different manufacturers of commercial units exist and prices vary from \$700, to \$3,500, to as much as \$22,000, according to size.

As a specialist in product planning, Thatcher works for G.E.'s Commercial Equipment Dept. He also is editor of 'Current,' 'Gesco Digest,' 'Graybar Circuit' and 'Power Distribution News'—all General Electric house organs.

Macke Exec Asks Packagers To Heed Vending Industry's Special Needs

■ Gouled Lists Requirements For Vend Products

NEW YORK—William S. Gouled, Sales Promotion Manager of the Macke Vending Co., Washington, D.C., made a plea to the packaging company executives attending last week's 33rd National American Management Association Packaging Conference at the New York Hilton Hotel, to consider the vending industry as a market worthy of consideration separate and distinct from other avenues of distribution.

Gouled made this request because the vending industry, he said moved \$3.2 billion worth of goods in 1963, a 9% increase over 1962, and as such, is assuming an even larger role in the market place. A second and even more important reason why automatic merchandising should receive special consideration by the packaging industry is because products designed to be dispensed through vending equipment have very unique and definite qualifications since the machines themselves have certain capabilities and limitations.

Gouled said, "It is a sad commentary on the salesman who call on us that so few know anything about vending equipment." One of the prime requisites for those involved with proper packaging materials and marketing suggestions, according to Gouled "is to understand thoroughly the capabilities and limitations of our equipment—yet so few do."

The qualifications for vending products packages which Gouled cited were: the package must retain all the goodness of the product for the customer's enjoyment, it should be colorful and attractive to the eye and to the touch, its shape, finish and rigidity should resemble dinnerware, it must be free of odor and taste, and must be unaffected by the usual oils, greases, acids and alkalis.

Packaging today must stand up in a murderously competitive communications arena with visual attractions on every side, Gouled advised, and those requirements of vended products designed to be vend should not be



Macke's Gouled

understand the limitations . . . neglected. According to the Macke exec, "the package must really step out and speak up, must direct and induce impulse purchasing."

Gouled cited two examples of bulk packaging which affected the vending operator. The first was a candy company who increased the number of candy bars in the master package, and the added weight had a divergent affect on the operator who had to lug the carton around. The second example was one which benefited the operator—when a milk company decided to package their product in disposable plastic containers instead of unwieldy metal cans. According to Gouled, "the latter example saw the operator's service time cut by almost two-thirds and reduced storage space to half as no space was needed for empty cans."

Gouled stated that the radical technological changes taking place in the vending industry make for a complex situation, but that through the cooperation of the food processors and their package designers, keeping an eye on the limitations and also on the capabilities of automatic merchandising, the problems can be satisfactorily and lucratively overcome.

NAC Midyear Board Meeting To Discuss Trade Show & PR Plans

CHICAGO—Officers and Directors of the National Association of Concessionaires will hold their Midyear Board meeting May 28, at the Sheraton-Blackstone Hotel, Edward S. Redstone, Northeast Drive-In Theatre Corp., Boston, and NAC President announced last week.

The agenda of the meeting will include discussions on many industry matters and the Board will hear reports from various committee chairmen. High on the agenda will be such subjects as the 1964 NAC Convention and NAC-TOA Trade Show scheduled for September 28-October 1 at the Conrad Hilton Hotel, Chicago; the NAC Public Relations Program; plans

for staging future NAC Regional Meetings, and other pertinent topics.

The Nominating and Finance Committees of NAC will meet a day in advance of the Board meeting and the General Convention Committee will also hold a session, Friday morning, May 29. With many NAC directors planning to be in Chicago to attend the National Restaurant Show, May 25-28, a large and representative turnout is expected.

Laundry Ordinance To Be Reviewed

CHICAGO—The City Council finance committee approved three measures in an attempt to assure court approval of the city ordinance regulating automatic coin-operated laundries last Thursday, April 16.

The amendments, which go before the full council shortly would: (1) Remove a requirement that laundry attendants must be American citizens. (2) Require Building Department approval of plans only for the space occupied by laundries, not for the entire

building in which a laundry is located. (3) Require a certificate of fitness for attendants.

Corporation Counsel John C. Melaniphy said passage of these measures does not guarantee the city will win its case before Circuit Judge John J. Lupe, who is considering a suit filed by laundryowners.

However, the amendments will minimize possible defects in the ordinance if the case is appealed, Melaniphy said.

NVA Convention

ails To Draw

MIAMI BEACH — The Annual National Vendors Association (NVA) convention was held here last week at the Deauville Hotel (April 16-19) and reports from visitors and exhibitors at the trade show indicate that the Convention was attended by less than one hundred operators.

short, the show was termed a failure.

NVA membership consists of manufacturers, distributors and operators of bulk vending equipment which dispenses peanuts, ball gum, charms, and similar bulk items.

One exhibitor who displayed vending equipment and merchandise told the show box that attendance was "very low." He added, "we didn't sell a single machine." There were complaints from the exhibitors that the staff of a display booth was too high. Official reports from NVA indicated that next year the exhibitor fees would be increased.

NAMA Executive Says Proposed Silver Bill Won't Affect Vendors

CHICAGO—A proposal now before the U.S. Senate to reduce the silver content in half-dollars, quarters and dimes would not cause any problems with vending machines, according to Thomas B. Hungerford, executive director of the National Automatic Merchandising Association.

Hungerford gave this opinion in testimony submitted April 2, to the Senate Banking and Currency Committee which was conducting hearings on a proposed bill to change the silver content of coins to 80 per cent silver and 20 per cent copper for the half dollar and 10 per cent silver and 90 per cent copper for the quarter and dime.

Hungerford and representatives of principal manufacturers of vending equipment were among those invited to testify on the bill in Washington, D.C.

Hungerford pointed out that the 10,000 slug rejectors now in use in vending machines throughout the country would accept coins with a higher amount of silver. However, he added that "havoc would ensue if the slug rejectors were eliminated entirely from our coinage and if alloys with different characteristics were substituted."

He said that present equipment would reject drastically changed coins in the same way as slugs. Such a change would put the vending machine and other coin-operated devices out of business, he cautioned.

Hungerford further testified that a change in the coinage would cause confusion and irritate millions of consumers who would not understand their good money suddenly is rejected by machines. He reported that NAMA is undertaking a special study which will comprehensively determine the effect on the vending industry of a radical change in the metal composition of coins which is not compatible with the characteristics of current coins.



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"Easy Loading" Accessory Available. Only one partially filled tube to count for inventory. Only one screw to remove to lift unit out. Opens completely new vending fields and strengthens your present locations!

ACCEPTS HALF DOLLARS OR TWO QUARTERS AND RETURNS CHANGE IN NICKELS

Also accepts dimes and nickels

- Returns change in nickels with pack of cigarettes... For example: 30¢ price pack and 4 nickels; 35¢ price pack and 3 nickels, etc.
- Capacity in nickels: 690 (115 nickels per tube).
- When changer is empty — illuminated sign indicates: "USE CORRECT CHANGE ONLY."
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PLUS ENDLESS OTHER DESIRABLE FEATURES FOR THE CUSTOMER AND OPERATOR

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Now you can identify each location by inserting its name in a prominently displayed space. A feature that helps you acquire and keep locations . . . they'll love it!

NEW "SMOKESHOPPER" BRAND SELECTORS

Each a single unit with self-contained display label for simplified, individual selection of cigarette brands. Brand Selectors are enclosed in a compact eye level panel, well lighted for action!

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STARLITE "850" — The most versatile cigarette vendor on the market today! For prime locations where volume sales require extra capacity.

CAPACITY: 36 columns accommodating 850 packs: regular king size crushproof boxes. Regular and king size flat boxes. 27 selections. Plus 9 shift columns.

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State Sales Corp.
To Host Open House



SAM WEISMAN

BALTIMORE—Sam Weisman, president of State Sales and Service Corporation, has announced the opening of the company's new modern building here, at 1825 Guilford Avenue.

To celebrate the occasion, Weisman has announced that a gala open house will be held Saturday, May 2, starting at 10:00 A.M. Refreshments will be served and remembrances of the affair will be passed out to visitors.



Eastern Flashes

Harry Siskind may very well be responsible for a return of "the good old days" down at the Statler-Hilton Hotel. The former Pennsylvania Hotel, as it was known during and before the War, was the site of the Glenn Miller, Tommy Dorsey, Harry James dance bands. The Cafe Rouge (remember?) couldn't hold the crowds, the hotel was that popular. Well, on June 6th, the Grand Ballroom won't be able to hold the guests at Siskind's UJA Victory Dinner. The Coin Machine Division Committee reported a sell-out last week—714 tickets accounted for—and even with the usual last-minute cancellations, the affair will be SRO. Siskind is mainly responsible. The dynamic operator personally takes charge of ticket sales and fund raising programs and the results are proof that the man is relentless in his strive for perfection. Approximately \$18,000 has been pledged, another record for this time in the drive. The goal is usually \$30,000 and it looks like a breeze at this point.

A touching moment at the UJA meet last week when Al Denver, UJA Pres. Emeritus called for a minute's silence in memory of Barney Sugerman. And then the spontaneous pledges which came from the floor with additional donations of \$25, \$50, \$100 from all corners. More than \$1000 donated in memory of the late coinman, in less than five minutes, and from a handful of committee members and their wives. Quite a tribute.

Max Klein will bring his wife Elaine to the next UJA meet, he thought so highly of the Regency Room, the fine food, the service, the decor, and the mellow refreshments. Klein's route in Westchester is as usual a solvent one because of his rigid policy of doing business like a businessman.

Sid Mittelberg will deliver one of four top names to enceed the affair and it looks like either Jackie Mason, Jack Carter, Buddy Hackett or Johnny Carson will be on hand. Next meet is in two weeks. Same time, place, Astor Hotel, May 6th.

Mike and Mary Mulqueen attended. Drove back to Montgomery late Wednesday eve. . . . Fran and Al 'Senator' Bodkin, on hand as usual. Fran will head the gal's telephone brigade to raise additional funds next week. . . . A double dais will be needed to hold the larger and growing number of industry dignitaries. . . . Nate Sugerman received the sympathies of those in attendance, for the entire Sugerman Family. Mrs. Molly Sugerman is slowly recovering her well-being, according to Nate, and she will be in attendance at the UJA dinner.

Rockefeller's reported veto of the Laverne-Lounsberry amendment to Bill 982 which also included the proposed licensing of operators came as a blow to upstate coinmen as well as the industry in other sections. After having passed thru the Assembly and the Senate, people like Millie McCarthy were betting the Governor's signature was a sure thing. Word last week was that the State's number one exec turned down the bill but the specific reason was not known at press time.

Macke Vending's Bill Gouled, PR and Promo Chief, told AMA packaging experts last week that with their assistance the vending industry could double sales through machines. He said that those in the packaging business must first learn the vending business and then understand its limitations.

The Very Rev. Msgr. John P. Kelly, Exec Director of the Cardinal Spellman Service's Club, will celebrate holy mass on May 24th which will be followed by a Communion Breakfast at the Sert Room of the Waldorf-Astoria, at 10:00 A.M. 500 will attend and among them will be several coinmen who make the annual visit with Msgr. Kelly.

Irving Holzman busy with the new 'Pacer' shuffle now being shipped from United's Chicago plant. . . . Al Simon, shipping the 'Spotlite' shuffle, planned a visit to the packaging exposition at the Coliseum last week. Purpose was to view latest design for shipping pool tables. The US Billiards plant is turning 'em out at top speed and production is in full swing on all the Pro models.

Mike Munves delighted over the acceptance Southland's 'Little Pro' received from arcade owners. Shipped six last week and can't get enough from the factory.

Those who attended the NVA (Bulk Vendors) Convention in Miami's Deer-ville last week told us that it was a failure. Less than 100 'buyers' on the floor and the exhibit rates were reportedly high. From one exhibitor: no sales at all.

Joe Munves planning a New England trip after some local sales calls in this area. . . . Ted 'Champ' Seidel, looking trim as he downed that roast beef meal at the Astor last week.

Joe Ash got tired of holding the phone for busy Ed Doris and decided to get out to Rock-Ola where he could pressure Doris and the Rock-Ola execs for more 'Grand Prix' machines. Claims he's doing a bang-up job selling 'em in Pennsy and So. Jersey ops.

Reports from friends at the Eden Roc advise that the 'Scopitone' machine didn't stop playing for three days while they were down there. 'That's correct,' echoes Sales Director Jack Mitnick, who ought to know. 'We have placed the Scopitone in the eight most prominent locations in Miami Beach,' telephoned Mitnick last week. Prexy Alvin Malnik told us the Mitnick trailer will be leaving as you read this, carrying the tale of success from the Fountainbleau, the Americana, and the Miami Villas (King's Court) as far north as Mr. J's in NYC.

President Bill Cannon happy over the turnout and the accomplishments of the NJ Council of Coin Machine Operators during a meet last week. Next meet: May 27 (Wednesday) at The Brunswick Inn, East Brunswick, N.J. at 12:30 P.M. Take exit 9 off the N.J. Turnpike.

Chicago Chatter



The Spring season is well on its way to becoming a big one in coinbiz and in vending as is evidenced by the hefty action we are seeing on all fronts—manufacturing, wholesale, and operating. Everyone is smiling these balmy Spring days (despite the un-balmy rainy weather around Chi the past few days). . . . We got the word from Barry Mour, of L. T. Patterson Distribs, in Cincinnati, that "Foosball Match" amusement game is building sales throughout this country.

D. Gottlieb & Co's. big "World Fair" 'opening day' celebration has been a daily one ever since the "World Fair" single player flipper amusement game was shipped recently to all markets in this country and overseas, according to Alvin Gottlieb. . . . The Sports and Amusement Division of the 1964 Combined Jewish Appeal fund drive is gathering to plan the upcoming campaign. Chairman of the Coin Machine Division is Sam Stern, prexy of Williams Electronic Mfg. Corp. Co-chairmen are: Gil Kitt, and Joe Robbins, of Empire Coin; Herb Oettinger, United Mfg. Co.; Joel Stern; Nate Feinstein, World Wide Distribs; and Lee Brooks, of Cash Box.

Strong evidence that Spring is really here (at last!) is the action these days at First Coin Machine Exchange, where Joe Kline, Sam Kolber and Freddie Kline keep those doors swinging greeting local operators. . . . Among the visitors in Chi last week was William B. Stocksdales, chairman of a group of companies in England. Bill, a jolly, friendly Britisher, headquarters in Norfolk, England. He made the long journey to congratulate his friends at Seeburg: Del Coleman, Jack C. Gordon, Tom Herrick, Bill Adair, Ed Claffey and Stan Jarocki.

Reports from Rowe AC Mfg. Corp. definitely indicate that the firm is enjoying a banner season with Rowe AMI "Tropicana" phonos, and this makes vice president Fred Pollak mighty happy. . . . Among the Bally Mfg. amusement equipment listed as very popular everywhere of late, by Bill O'Donnell and Herb Jones, are: "Sky Divers," "Monte Carlo," "Hootenanny," "Bongo" and "Star-Jet."

Everything's comin' up roses at World Wide Distribs, according to Irv Ovitz, Harold Schwartz and Fred Skor. Sales are very heavy on Seeburg "LP Console" phonos, Seeburg vending machines, and ChiCoin amusement games. . . . Speaking of ChiCoin Mort Score and Ralph Wyckoff inform that the "Spotlite" shuffle alley, "Cadillac" big ball bowler, and "Champion" rifle-target range are continuing mightily to reap fine acceptance everywhere. . . . While Atlas Music prexy Eddie Ginsburg basks in Miami Beach's sunny clime the gang in Chi is having a ball selling equipment. Among those on hand were Sam Gersh, Stan Levin, Bob Fabian, Chuck Harper, Joe Klykun, and others.

Edward G. Doris, Dr. David Rockola, George Hincker, Rave Howle, Hugh Gorman, Les Rieck, Jack Barabash and Art Janacek just returned from a hectic tour of regional distrib showings of the new "Grand Prix" phono and "Phonette" remote speaker-selector unit, and are raving over the response they received in all sections of the country. . . . Chet Gore, prexy of Exhibit Supply Co. anticipated a fine summer arcade and amusement park season with Exhibit's "Vacuumatic" card vendors and plastic card sealer machine. He says now that sales are away ahead of his best expectations.

Art Weinand tells us since he returned from his European trip he and H. Keeney chairman Roy McGinnis are mulling over future amusement game plans in the factory. . . . One of the pleasantest (what a word!) tasks at Midway Mfg. in many a day is trying to keep production on a level with sales. Shipping is doing "okay," according to Hank Ross, "just as long as you get the 'Top Hit' baseball games rolling off the lines." Thus far, Hank, and "Iggy" Wolverton, indicate, production is excellent, thanks to "Big Bob" ones.

Billie Eichenbaum, Ross Scheer's secretary and office manager at Western Trails Amusements, headed out for her annual vacation last week, leaving trails and his staff with a multitude of additional chores. (Keep smiling, boss!). . . . A huge crowd turned out for Hymie and Eddie Zorinsky's (H. Vending & Sales Co.) big soiree in the Diplomat in Omaha, Sunday, April 2. Among the prominent guests were: Mayor Jim Dworkin, of Omaha; Dr. David Rockola and Jack Barabash, of Rock-Ola Mfg. Corp. And, long distance travelers included Mr. & Mrs. Johnny Trucano, of Deadwood, S. Dakota, r. & Mrs. Earl Porter, Mitchell, So. Dakota; and Norm Geflke, of Sioux Falls, S. Dakota.

It was nice hearing from Sam Berger, who is back in coinbiz, t'other day. . . . We're anxiously looking forward to resuming wallowing in the steamy team bath atmosphere shortly with Johnny Frantz and Don Congdon, of F. Frantz Mfg. Co. A hefty production schedule has kept Johnny on a ash for months.

Despite the fact that a heavy production activity is contemplated at arvel Mfg. Co. for quite a while yet prexy Ted Rubey and Estelle Bye are dreaming about vacations. . . . When we chatted with Herb Perkins, of Freyvor Distribs t'other day he asserted that this could very well be one his biggest Spring seasons. He's that optimistic.

Talking about busy people (coinpeople) Charles (Jimmy) Johnson, of Globe Distribs is a guy who's always on the go. Oh, well, we'd rather talk to rinne anyway! (Guess why!). . . . It's "World Fair" time at National Coin Machine (in Chicago), and the obvious reason is the action Joe Schwartz, ort Levinson and Ronnie Schwartz are having with Gottlieb's new single yer "World Fair" flipper amusement game.

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DUGRENIER K-14	95
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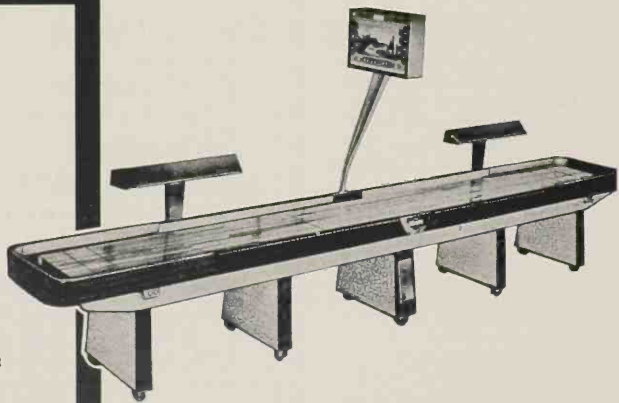
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London Corp. Opens New Florida Offices

CHICAGO—More than 400 guests helped Sam and Perry London celebrate the March 1 opening of London Distributing Corporation's new facility at Sunshine Industrial Park, Dade County, Florida, recently. London Corporation, exclusive distributors for all Seeburg products in Florida, Alabama, Puerto Rico and the Virgin Islands, will make Miami headquarters for the distributorship with regional offices in Jacksonville and San Juan.

Perry London, president, conducted guests around the showrooms which house the full Seeburg line of music and vending equipment. He told of plans for a special showroom to display games and pool tables. Used equipment is displayed in an area adjacent to the large, formal showroom.

In addition to offices and showrooms, the new London building has warehouse facilities, service shops and repair shops where a large spray booth streamlines procedures in refurbishing music and vending equipment. Future plans include complete one-stop service to supplement the Little LP and Artist of the Week service currently available.

Dinner time?

time for **ROWE AMI** music



Sam and Perry London (standing left and center in the above photo) treat Seeburg President Jack Gordon to a cup of coffee by the new Seeburg coffee machine.

Perry London (above, left) with guests Delbert W. Coleman, Seeburg president and chairman, and Gordon.



Sol Tab (above, left), president and founder of Mar Tab Vending, Miami, accepts keys from Perry London for the first of ten Seeburg Marquee Cold Drink Venders purchased from the London Corporation.

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-30, '51, 80 Sel.
 E-40, '53, 40 Sel.
 E-120, '53, 120 Sel.
 F-40, '54, 40 Sel.
 F-80, '54, 80 Sel.
 F-120, '54, 120 Sel.
 G-40, '55, 120 Sel.
 G-120, '55, 120 Sel.
 G-200, '56, 200 Sel.
 H-120, '57, 120 Sel.
 H-200, '57, 200 Sel.
 I-1000, '58, 100 Sel.
 I-2000, '58, 200 Sel.
 I-200E, '58, 200 Sel.
 J-100K, '59, 200 Sel.
 J-200M, '59, 200 Sel.
 J-210, '59, 120 Sel.
 K-200, '60, 200 Sel.
 K-120, '60, 120 Sel.
 Continental, '60, 200 Sel.
 Lyrac, '60, 100 Sel.
 Continental 2, '61, 200 Sel.
 Continental 2, '61, 100 Sel.

ROCK-OLA
 1436, '52, Fireball, 120 Sel.
 1436A, '53, Fireball, 120 Sel.
 1438, '54, Comet, 120 Sel.
 1446, '54, HiFi, 120 Sel.
 1489, '55, HiFi, 120 Sel.
 1492, '55, 50 Sel.
 1454, '56, 120 Sel.
 1455, '57, 200 Sel.
 1458, '58, 120 Sel.
 1465, '58, 200 Sel.
 415, '59, 200 Sel. Tempo I
 468, '59, 120 Sel. Tempo I
 485, '60, 200 Sel. Tempo II
 478, '60, 120 Sel. Tempo II
 495, '61, 200 Sel. Regis
 488, '61, 120 Sel. Regis
 496, '62, 120 Sel. Empress
 497, '62, 200 Sel. Empress
 493, '62, 100 Sel. Princess

SEEBURG
 4100A, '51, 100 Sel.
 4100B, '51, 100 Sel.
 4100BL, '51, 100 Sel.
 Light Cab
 4100C, '52, 100 Sel.
 4100D, '53, 100 Sel.
 4100E, '54, 100 Sel.
 4100F, '55, 200 Sel.
 4100G, '56, 200 Sel.
 4100H, '57, 200 Sel.
 4100I, '57, 100 Sel.
 4100J, '58, 200 Sel.
 4100K, '58, 160 Sel.
 4100L, '59, 100 Sel.
 4100M, '60, 160 Sel.
 4100N, '60, 100 Sel.
 Y1005, '61, 160 Sel.
 Y1005, '61, 100 Sel.
 S 160, '62, 160 Sel.
 S 100, '62, 100 Sel.

WURLITZER
 78 RPM
 400, '51, 48 Sel., 45 or 78 RPM
 400, '51, 48 Sel., 45 or 78 RPM
 400, '52, 104 Sel., 45 or 78 RPM
 400, '52, 104 Sel., 45 & 78 Intermix
 400, '53, 104 Sel., 45 & 78 Intermix
 400, '53, 48 Sel., 45 & 78 Intermix
 400, '53, 38 Sel.
 50A, '54, 48 Sel.
 00, '54, 104 Sel.
 00, '55, 104 Sel.
 00, '56, 200 Sel.
 00, '56, 200 Sel.
 00, '57, 200 Sel.
 00, '57, 104 Sel.
 00, '57, 200 Sel.
 00, '58, 200 Sel.
 00, '58, 200 Sel.
 00, '59, 200 Sel.
 00, '59, 104 Sel.
 00, '59, 104 Sel.
 00, '60, 200 Sel.
 00, '60, 104 Sel.
 00, '60, 104 Sel.
 00, '61, 200 Sel.
 00, '61, 104 Sel.
 00, '61, 104 Sel.
 00, '62, 200 Sel.
 00, '62, 100 Sel.
PINGAMES
BALLY
 Javelot-Fun (9/60)
 Javelot-Fun '61 (4/61)
 Javelot-Fun '62 (11/61)
 Javelot (6/59)
 Beach Beauty (11/56)
 Beach Time (9/58)

Beauty Contest (1/60)
 Big Show (9/56)
 Bounty (Bingo) (10/63)
 Can-Can (10/61)
 Carnival (11/57)
 Carnival Queen (11/58)
 Circus (8/57)
 Circus Queen (2/61)
 County Fair (10/59)
 Crossroads (1/56)
 Cue-Tease 2P (7/63)
 Cypress Gardens (6/58)
 Double Header (7/56)
 Funspot '62 (11/62)
 Flying Circus 2P (6/61)
 Golden Gate (6/62)
 Hootenanny (Pin) 1P (11/63)
 Key West (12/56)
 Laguna Beach (3/60)
 Lido (2/62)
 Lite-A-Line (2/61)
 Lotta-Fun (9/59)
 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., Trop.) (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)
 Star Jet (Pin) 2P (12/63)
 Sun Valley (7/57)
 Target Roll (1/58)
 3-In-Line 4P (8/63)
 Touchdown (11/60)
 Twist (11/62)
 U.S.A. (8/58)

CHICAGO COIN
 Sun Valley (8/63)
GOTTlieb
 Around Wild. 2P (7/59)
 Atlas 2P (5/59)
 Big IP (1/64)
 Brito Star 2P (4/58)
 Captain Kidd 2P (7/60)
 Contest 4P (10/58)
 Conit. Cafe 2P (7/57)
 Criss Cross 1P (3/58)
 Dbn. Action 2P (1/59)
 Egg Head 1P (12/61)
 Fair Lady (12/56)
 Falstaff 4P (11/57)
 Fantasy Show 2P (6/62)
 Flagship (1/57)
 Flipper 1P (11/60)
 Flipper Clown (4/62)
 Flipper Cowboy 1P (10/62)
 Flipper Fair 1P (11/61)
 Flpr. Parade (5/61)
 Foto Finish 1P (1/61)
 Flying Chariots 2P (10/63)
 Gigi 1P (12/63)
 Gondoller 2P (8/58)
 Hi-Diver 1P (4/59)
 Kerpio Doll 1P (10/60)
 Liberty Belle 4P (3/62)
 Ltng. Ball 1P (12/59)
 Ltng.-A-Card 2P (3/60)
 Mademoiselle 2P (11/59)
 Majestic (4/57)
 Melody Lane 2P (9/60)
 Merry-Go-Round 2P (12/60)
 Miss Annabelle 1P (8/59)
 Oklahoma 4P (2/61)
 Olympic 1P (9/62)
 Picnic 2P (10/58)
 Preview 2P (8/62)
 Qun. of Diam. (6/59)
 Race Time 2P (3/59)
 Rack-A-Ball 2P (12/62)
 Rocket Ship 1P (5/58)
 Roto Pool 1P (7/58)
 Royal Flush (5/57)
 Seven Seas 2P (1/60)
 Showboat 1P (4/61)
 Silver 1P (10/57)
 Sittin' Pretty 1P (11/58)
 Slick Chick 1P (4/63)
 Spot-A-Card 1P (3/60)
 Str. Flush 1P (12/57)
 Straight Shooter (2/59)
 Sunset 2-player (11/62)
 Sunshine 1P (10/58)
 Spr. Circus 2P (10/57)
 Sweet Hearts 1P (9/63)
 Sweet Sioux 4P (9/59)
 Swing Along 2P (7/63)
 Texan 4P (4/60)
 Tropic Isle 1P (5/62)
 Universe 1P (10/59)
 Wagon Train 1P (4/60)
 Whirlwind 2P (2/58)
 Wild Beauties 1P (2/60)
 World Champ 1P (8/57)

KEENEY
 Flash Back
 Old Plantation (2/61)
 Black Dragon

El Rancho Hacienda
 Rainbow (6/62)
 Go-Cart 1P (5/63)
 Poker Face 2P (9/63)
WILLIAMS
 Beat The Clock 1P (12/63)
 Big 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. Bella 1P (9/59)
 Gldn. Gloves 1P (1/60)
 Gusher 1P (9/58)
 Jig Saw 1P (12/57)
 Jumpin' Jacks 2P (4/63)
 Jungle 1P (9/60)
 Kingpin (9/62)
 Kings 1P (8/57)
 Mardi Gras 4P (11/62)
 Merry Widow 4P (10/63)
 Music Man 4P (8/60)
 Naples 2P (9/57)
 Naga 1P (3/60)
 Oh, Boy 2P (2/64)
 Reno 1P (10/59)
 Rocket 1P (11/59)
 Sallette 1P (7/58)
 Sea Wolf 1P (7/59)
 Serenade 2P (5/60)
 Skill Pool 1P (6/63)
 Space Ship 2P (12/61)
 Starfire (1/57)
 Steeplechase 1P (11/57)
 Swing Time 1P (5/53)
 10 Strike 2P (1/58)
 3-D 1P (11/58)
 Tic-Tac-Toe 1P (1/59)
 Tom-Tom 2P (1/63)
 Top Hat (10/58)
 Trade Winds (6/62)
 Turf Champ (8/58)
 Twenty-One 1P (2/60)
 Valient 2P (8/62)
 Vagabond (10/62)
 Viking 2P (10/61)

SHUFFLES—BOWLERS
BALLY
 Shuffles
 ABC Bowler (7/55)
 Jumbo Bowler (9/55)
 King Pin Bowler (9/55)
 ABC Spr. Del. (9/57)
 All-Star Bowling (12/57)
 All-Star Deluxe (2/58)
 Lucky Shuffle (9/58)
 Star Shuffle (10/58)
 Speed Bowler (11/58)
 Club Bowler (2/59)
 Club Deluxe (5/59)
 Monarch Bowler (11/59)
 Official Jumbo (9/60)
 Jumbo Deluxe (9/60)
Ball Bowlers
 ABC Bowl. Lane (1/57)
 ABC Tournament (6/57)
 ABC Champion (10/57)
 Strike Bowler (11/57)
 Trophy Bowler (4/58)
 Lucky Alley (8/58)
 Pan American (6/59)
 Challenger (9/59)
 Super Shuffle (12/61)
 Big 7 Shuffle (9/62)

CHICAGO COIN
 Shuffles
 Triple Strike (2/55)
 Arrow (2/55)
 Cr. Cross Targette (1/55)
 Bonus Score (4/55)
 Hollywood (5/55)
 Blinker (8/55)
 Score-A-Line (9/55)
 Bowling Team (10/55)
 Rocket Shuffle (3/58)
 Explorer Shuffle (6/58)
 ReBound Shuffle (12/58)
 Championship (11/58)
 Double Feature (12/58)
 Red Pin (2/59)
 Bowl Master (8/59)
 4-Game Shuffle (11/59)
 Bull's Eye Drop Ball (12/59)
 6-Game Shuffle (6/60)
 Triple Gold Pin Pro (2/61)
 Trilite (5/62)
 Citation (10/62)
 Strike Ball (5/63)
Ball Bowlers
 Bowling League (2/57)
 Ski Bowl 6 Plyr (11/57)
 Classic (7/57)
 TV Bowling Lg. (11/57)
 Lucky Strike (1/58)
 TV (with rollovers)
 Player's Choice (9/58)
 Twin Bowler (10/58)
 King Bowler (3/59)

Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
Official Spare Lite (9/63)
SHUFFLES—BOWLERS
UNITED
 Shuffles
 Clipper (5/55)
 5th Inning (6/55)
 Capitol (6/55)
 Super Bonus (9/55)
 Deluxe model
 Top Notch (10/55)
 Regulation (11/55)
 6-Star (10/57)
 Midget Bowling (3/58)
 Shooting Stars (4/58)
 Eagle (5/58)
 Atlas (8/58)
 Cyclone (10/58)
 Niagara (11/58)
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 Lancer (11/62)
 Sparky (12/62)
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 Crest (4/53)
 Rumpus Targette (5/63)
 Astro (6/63)
 Ultra (8/63)
 Skippy (11/63)
 Jill-Jill (11/63)
 Topper (2/64)
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 Bowling Alley (11/56)
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 Royal Bowler (12/57)
 Pixie Bowler (8/58)
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 Simplex (5/59)
 Advance (5/59)
 League (10/59)
 Handicap (11/59)
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 Falcon (4/60)
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 Bowly-A-Rama (9/60)
 Tip Top (10/60)
 Dixie (1/61)
 Cameo
 5-Star Bowling (5/61)
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 Ex "500" Shooting Gallery (3/55)
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BERBURG V200's \$150 OR FIVE FOR \$495; Wurl: 2204 \$345; 2510 \$645; AMI H20 \$275; 1120 \$325; 1120 \$325; Continental 1 200 \$695; Silver Spinner and Table Hockey, make offer; direct overseas shipment from Port of Detroit. CENTIN A. S. COIN MACHINE EXH. INC. 315 E. 5th AVE., COLUMBUS 1, OHIO. (Tel. 294-3529).

ALL LATE MODEL CHICAGO COIN, BALLY SHUFFLE ALLEYS. Call UNITED EAST COAST CORP., 585 TENTH AVENUE, NEW YORK, N.Y.

WURL: 1800 \$225; WURL: 2150 \$345; Wurl: 2200 \$495; Wurl: 2300 \$595; Wurl: 2400 \$695; Wurl: 2500 \$795; NORTH-WEST SALES CO. OF OREGON.—1040 S.W. 2nd Ave. PORTLAND 1, OREGON. (Tel. 228-5577).

UNITED 16' FALCON B.A. \$425; 16' Jumbo B.A. \$195; Silver Roll-Down \$550; Super Sluggo Baseball \$95; Shuffle Base-Base \$125; Home Run \$125; Con-Game Bowler S/A \$325; 6-P. Home Run Baseball \$95; WMS, Titan Gun \$325; Midway; Sluggo Baseball \$350; Deluxe Shoot-Target \$225; CENTIN A. S. COIN MACHINE EXH. INC. 315 E. 5th AVE., COLUMBUS 1, OHIO. (Tel. 294-3529).

BALLY BINGO GAMES, SILVER SAILS, Twists, Golden Gates, Lidos, Can Cans, Blinks, Acapulas, Circus Queens, Touchdowns, Roller Derby, County Fairs, Ballerinas, Sea Islands, Carnival Queens, Cypress Gardens, Beach Times, Miss America, Sun Valleys. STATE SALES & SERVICE CORP., 1005 E. BALTIMORE STREET, BALTIMORE 2, MARYLAND—CABLE ADDRESS, STASA

1000 NEW 78RPM RECORDS, POP, ARTISTS, TOP LABELS. MAKE OFFER. NEWS Bank Labels in orig. covers. Wms. Ten Strike Bally Benji Cakes, Wurl; Seaburg Mod. G. NOBRO NOVELTY—142 DORE STREET—SAN FRANCISCO, CALIF. (Tel. MA 1-5438)

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ATTENTION: WHOLESALERS AND EXPORTERS: Write for our prices on phonographs ready for export shipment. UNITED DIST. INC.—302 WEST STREET—WICHITA 3, KANSAS.

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ALL-TECH INDUSTRIES
Gold Crest (3 1/2 x 6) 6 Pkt. Table
Electra '77' (6 1/2 x 6) 6 Pkt. Table
Gold Crest (4 1/2 x 9) 6 Pkt. Table
Gold Crest (3 1/2 x 7) 6 Pkt. Table
Gold Crest (4 x 8) 6 Pkt. Table

AMERICAN SHUFFLEBOARD CORP.
Electra '69' (6' 6-pkt. table)
Electra '77' (6' 6-pkt. table)
Electra '77' (8' 6-pkt. table)
Classic '77' (6' 6-pkt. table)
Classic '77' (7' 6-pkt. table)
Classic '77' (8' 6-pkt. table)
Imperial Shuffleboard (16' to 22')
Imperial Cushion Model (12')
Bank Shot Model (9')

AUTOMATENBAU FOERSTER
Nat'l. Sales Agents, L. T. Patterson Distributors
Foosball Match
Europa Meister Eishockey
Muskrat 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

AUTO-PHOTO CO.
Model 12 Studio \$3,245.00
V-2 Auto-Voice Recorder

BALLY MFG. CO.
Sky Diver LP Pin (1/64)
Bongo 2 Pin (3/64)
Deluxe Bally Bowler 16' length (Jan. 1964)
Super 8 Shuffle (4/63)
Bucky Bronco Kiddy Horse \$995.00

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, Scopitone Inc., U.S.A.

COAN MFG. CO. CIGARETTE VENDORS
Model 74-MD: 74 sel., cap. 74
Model 74-AP: 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-WG: 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
Champion Rifle Range (1/64)
Cadillac Ball Bowler (1/64)
Firecracker 2P (1/63)
Spoolie Shuffle 11/63

CENTINENTAL APC, INC. CIGARETTE VENDORS
Continental "30": 30 sel., cap. 830
Tobacco Shoppe "30": 30 sel., cap. 830

CARWOOD METAL CO., INC. CIGARETTE VENDORS
El Dorado: 13, 16, and 21 columns
EXHIBIT SUPPLY CO.
Card Vender (Mechanical) Model 412 "Vacumatic" Vends Exhibit's Trading Cards. Capacity: 500 \$73.50
Card Vender (Mechanical) Model X500 (2 push buttons). Vends Exhibit's Trading Cards. Capacity: 1,000 Cards. (Including 1,600 FREE Cards) \$49.50
Post Card Vender (Mechanical) Model 444VP "Vacumatic" Vends Standard Scenic Post Cards. Capacity: 1,000 Cards. (Slug rejector) (Mechanical) Model 444VP "Vacumatic" Vends laminating material. Capacity: 800. \$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 Leader (12/62)
Double Header (12/62)
Save Our Business
Kicker & Catcher
ABT Challenge Pistol
ABT Gussler Scale
ABT Rifle Sport
Aristo Scale

D. GOTTlieb CO.
World Fair LP (5/64)

PAUL W. HAWKINS MFG.
Rodeo Pony \$ 845.00
Ben Hur Chariot 645.00
Twin Quarterhorse 59.00
Derby Pony Jr. 395.00
Sam The Clown

IRVING KAYE CO., INC.
Deluxe Continental (4 1/2 x 9)
Deluxe Eldorado 6 Pkt. Series
Mark I, 77x45
Mark II, 85x47
Mark III, 92x52
Mark IV, 106x58
Mark V, 113x63
Deluxe Satellite, 77x45
Deluxe Club 55x40
Jumbo 75x43

J. H. KEENEY & CO.
Colorama 2P Pin (12/63)

LEHIGH, INC. CIGARETTE VENDORS
"Smoke Center" M-156, M-220, M-220 AC: 16 or 12 sel., 166 and 220 caps. Model M-407-AC: 19 sel., cap. 402

MARVEL MFG. CO.
Sluggo-Counter Baseball (14, 56, 104)

MIDWAY MFG. CO.
Top Hit Baseball (3/64)

NATIONAL VENDORS, INC. CIGARETTE VENDORS
Series 113: 13 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. 860
Console-Series 150: 20 sel., cap. 670
Module-22M: 22 sel., cap. 616
Module-80M: 20 sel., cap. 860

REDD DISTRIBUTING CO.
Cinch Instant Sling Vender
Vender and packaged Cinch product
Giepen Coffee Vender (Nat'l. Agents)
Vend-A-Book Comic Book Vender

ROCK-OLA MFG. CO.
Caravelle (20 Col. 800 Packs) Model 3002
Cigarette Machine
Model 113: 13 column shifts, cap. 447
St. Mon. Model 414 100-Sel. (Capr. II) Cap. Optional
Model 403 100-Sel. Wall Phono (33-1/3 Optional) & 44
Model 1403-S-Coffee, Hot Chocolate, Soup Vender—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soap, fresh cream, with changer.

Model 1403-S-Coffee, Hot Chocolate, Soup—Single cup fresh brew, 600 cup capacity. Coffee 4 ways, extra cream and sugar, with sugar and cream buttons a standard feature. (Extra strong coffee button kit, Model 2021, available for Model 1403-S. Also available as Model 1403 without hot whipped soap feature).

Model 1200—Coffee, Hot Chocolate, Soup—single cup fresh brew, 600 cup capacity. Coffee 4 ways, extra cream and sugar buttons are standard.

Model 3402—Coffee, Hot Chocolate, Soup and Tea—(Compact Model) Single cup, fresh brew, serves coffee and tea 4 ways. Model 3403—as above, without 4 way tea feature.

Model 450 Book-O-Mat/Shop-O-Mat, all purpose visual merchandiser—General sundries and pocket books, 40-Selections—capacity variable on merchandise.

Model 3300 Can Soft Drink Vender, 4-flavors, 200-can capacity, 32-cans precool storage.

ROWE AC SERVICES
Rowe—AMJ M-200 Phonograph with Automatic Stereo-Round (Plays 33-1/4-45 stereo or monaural records, intermixed). Has three-in-one convertibility, 200 selections, 160 selections, or 160 selections. H&C-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-200 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play 4-coin Rejector. F-1045 Bar Grip, W.B. Mounting Bracket. EX-600 Cylindrical Wall Speaker. EX-700 Wall Speaker. L-2130 Ceiling Spkr., Choice of Grille. Type 445 L-2136 Random Pattern. L-2136 Uniform Pattern. L-2605 Circular Flush-Mount Grille. Riviera Cigarette, 20 sel. 800 pack. Cigarette Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line. Ambassador Cig. Vender 288: 14 sel., cap. 510. Celebrity Cig. Vender 260: 20 sel., cap. 800. Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular. 77 Candy Merchandiser, 11 sel., 360 cap. Tasty 20 Candy Merchandiser, 20 sel., 650 cap. Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular. Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular. Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular. Celebrity Fresh Brew Cigarette Merchandiser, 11 selection, 750 cup capacity, modular. Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular. Dollar Bill Changer, 10 change combinations, up to \$800 bank capacity. Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc. modular. Customic Background Music (Tape Cartridge)

THE SEEBURG CORP.
LPC-1B (Blonde Cabinet) Stereo LP Console, 100 Selection Phono.
LPC-1BR (Blonde Cabinet) Stereo LP Console, 150 Selection Phono, with remote control.
LPC-1—Stereo LP Console, 160 Selection Phono.
LPC-1R—Stereo LP Console, 160 Selection Phono, remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature. Plays 33-1/3 and 45 RPM records intermixed. Album Pricing and universal pricing system, Half Dollar, Income Totalizer.

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

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

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

3W100—Wall-O-Matic 100, Single Pricing TW1—Twin stereo wall speaker, 8 inch
TC1—Twin stereo corner speakers, 8 inch
TR1—Twin stereo recessed speakers, 8 inch
EBWQ1-12—Extended bass corner/wall speaker, 12 inch
PRVC-2—Powered remote volume control
CC-2—Coin control
BACKGROUND MUSIC

CIGARETTE VENDOR
4E3—Modular unit, 825 pack capacity.
4E3XM—Modular (less match unit) 825 pack capacity.
4E4—Free Standing, Personalized, 825 pack capacity.
4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity
4E5, 4E6M, 4E7 sel., cap. 825
COFFEE VENDORS

66C-2—Seeburg/Bally Coffee vender brews coffee cup at a time. Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5
664-D—Seeburg/Bally Modular Coffee Vender, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5
664-DS—Seeburg/Bally Modular Coffee Vender, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6
664-R—Seeburg/Bally Modular Coffee Vender, Coffee-Chocolate (refrigerated cream), 450 7 oz. cups. Selective: 5
667—Seeburg/Bally Coffee Vender—Fits any in-line modular installation. Coffee-Chocolate-Soup or Tea (dry ingredients), 650 cup capacity. Selective: 6

PIG-A-PC
All-Purpose Vender Model 15G: 15 selections; Up to 315 items

SHIPMAN MFG. CO. CIGARETTE VENDORS
Mark II: 18 or 17 columns

SOUTHLAND ENGINEERING CORP.
Little Frog (3/64)
Traveling Frog
Orbiting Gemini Ride
Traveling Dinosaur
Space Invader
Travel Pony (Adaptable to Other Rides)

UNITED MFG. CORP.
Tornado Bowler (3/64)
Tempest Shuffle (2/64)
Bank Pool (11/63)

URBAN INDUSTRIES
Movie Theaters
Model AP-10
Vandal
Kiddie Kolor Kartoon

U.S. BILLIARDS INC.
Model 1—78x46
Pro 2—88x61
Pro 3—93x58
Pro 4—103x58
Comet Billiard Series
Model 6700
Model 7700
Model 8200
Model 9100
Deluxe Rotation Bumper
Model 48
Model 67

VALLEY SALES CO.
Model 775—78x45
Model 875—88x60
Model 975—93x63
Regulation Bumper Pool

THE VENDO CORP. CIGARETTE VENDORS
CALA Console: 22 sel., cap. 850
C-23: 15 sel., cap. 520
429-Special: 11 sel., cap. 428

WILLIAMS MFG. CO.
Soccer Pl (8/64)
Grand Slam Baseball (2/64)

THE WURLITZER COMPANY
2700 Stereo-Mono, 200-sel. phono.
2710 Stereo-Mono, 100-sel. phono.
Wall Boxes
5121 Private Stereo Spkr. for use on WB 5200 and WB 5250 with Models 2300 thru 2700
5010 WB Ten Top Times set, 50¢
5250 WB 200-sel. 10-25-50¢
5207 WB 104-sel.
5200 WB 100-sel. 10-25-50¢
Speakers
5123 Stereo Convertible Console Spkr.
5128 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended Range
5125 Stereo Extender Spkr. (Packed in Pairs)
5126 Stereo Directional Spkr. (Packed in Pairs)
Hideaway Phonographs
2717 Stereo-Mono, 200-sel. phono.
2711 Stereo-Mono, 100-sel. phono.

1st Box—May 2, 1964

Dive into deeper collections with **Bally** Single
PLAYER

SKY DIVERS

**BIGGEST Extra-Balls Bargain
EVER OFFERED FLIPPER-JOCKEYS**



Double Skill-Selectable Carry-Over Feature is based on world's newest, wildest, thrilling sport... sky-diving.

Sky-divers A and B on backglass are both always "on the way" to Specials... a double light-up invitation to play... but player can skill-select "nearest-to-winning" sky-diver at start of each game. Result is long sessions of profit-boosting repeat-play.

NEW DIVIDED COIN-BOX separates coins by denominations, eliminates coin-sorting, cuts down collection time. **New E-Z-Out**

Backglass permits quick front-access lamp replacement. **New Universal Transformer** operates on either 115 volts or 220-240 volts. **New Universal Score-Motor** operates on either 50 cycles or 60 cycles current supply. **New All-Metal Back Door.** **New Improved** Flippers are built to take the punishment of frantic flipper-play. **New positive-action, jam-proof Rollovers** insure smooth profit-performance day after day, month after month.



Bonus-Balls

3 different skill ways to open Bonus-Ball Gate... to permit ball to be shot back into area above Top Rollovers for exciting repeat performance, picking up 100 points on the way and advancing Carry-Over Feature one step closer to Special Scores.

**ADJUSTABLE
5 OR 3
BALLS**
MATCH-FEATURE
**TUFF-KOTE
PLAYFIELD FINISH**

Free-Balls

Free-Ball Gate opened 2 different ways, allowing ball to be returned to plunger-tip. Player not only gets ball back for extra shot but also scores 100 on the way and advances sky-diver one step toward Special Scores.

Get Ballygames for highest earning-power, lowest operating costs, longest life on location. Get Bally SKY DIVERS busy for you now.

See your distributor or write **BALLY MANUFACTURING COMPANY** • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

UNITED'S

Pacer

SHUFFLE ALLEY

**NEW LOOK
CABINET DESIGN**

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Easier Installation



New, one-piece (top to bottom) back cabinet. One man and a "2-wheeler" can install it in a jiffy. No lifting.

**PLAYER'S FAVORITE
TYPES OF SCORING**

- **Flash-Bonus**
- **Bonus**
- **Dual-Flash**
- **Flash**
- **Regulation**

**BIG
4-Reel and 3-Reel
SCORE TOTALIZERS**

Handicap Feature
**EASY OR NORMAL
STRIKE OR STRIKE**

**1 to 6
Can Play**

Designed by the
ORIGINATOR
of Coin-Operated
SHUFFLE ALLEYS
and
BOWLING ALLEYS

**RUGGED
Pilfer-Proof
CONSTRUCTION**

8½ FT. LONG
2½ FT. WIDE

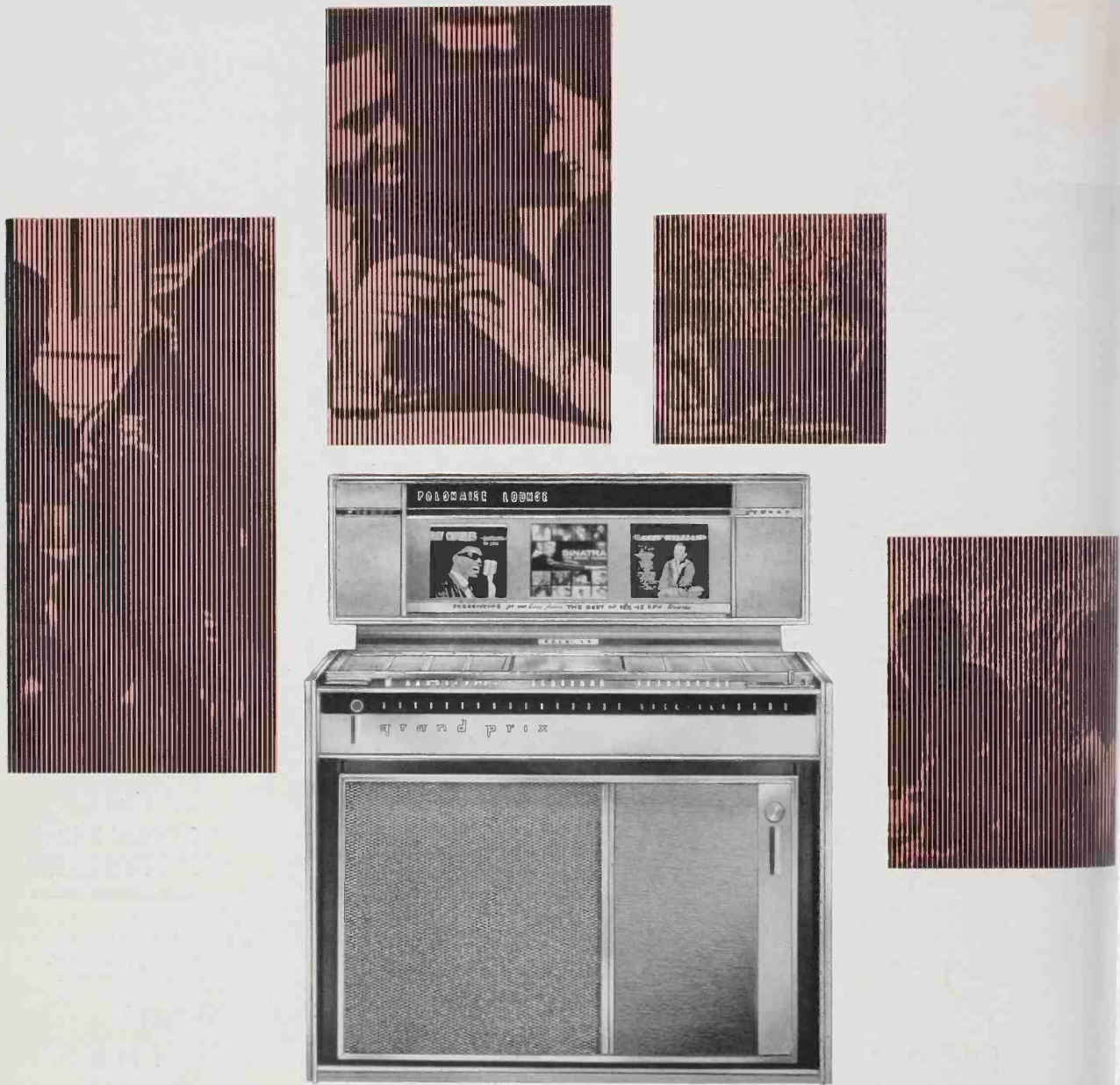
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(CRATED)
500 lbs.

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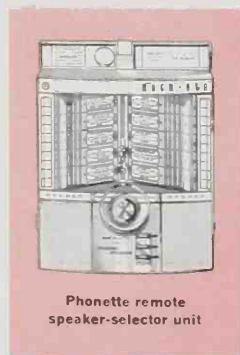
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 the 1964 **grand prix**...the prestige phonograph for all locations

160 PLAY STEREO MONAURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425

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NEW WAY TO PROFIT . . . Twin stereo speakers in the new coin-activated Phonette remote speaker-selector unit beam the music to booth or bar for private listening pleasure—and more profits for you. Simple selection panel and personal volume controls add play appeal. Use the Phonette with any current model Rock-Ola phonograph, and boost profits right down the line.

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