

Cash Box

AUGUST 1, 1964



Seeburg placed further emphasis on the seven-inch 33 rpm Little LP last month when the juke box manufacturer introduced its Model LPConsole-480 with a Spotlighted Album Award feature offering patrons "spotlighted" albums for half-price, after each record selection is made. Coral's Pete Fountain, who assists in the debut ceremonies, is one of the favorites in the Little LP field as well as the standard LP field and singles market. He is currently producing swinging sounds on the boxes with "Licorice Stick," his latest single and the name of his new LP which debuts this week.

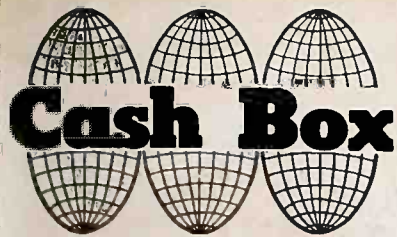
CHART HIT SINGLES CHECK LIST

Memo

- ✓ "Angelito" - Rene and Rene 4-43045
- ✓ "Invisible Tears" - Ray Conniff 4-43061
- ✓ "A Taste of Honey" - Tony Bennett 4-43073
- ✓ "Shrimp Boats" - Jerry Jackson 4-43056
- ✓ "Summer Means Fun" - Bruce and Terry 4-43055
- ✓ "I Want You to Meet My Baby"
Eddie Gorme 4-43082

They All Check Out
AS Columbia Records





FOUNDED BY BILL GERSH

Cash Box

Vol. XXV—Number 47

August 1, 1964

Cash Box

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

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THE FIRST HALF

The music industry has just completed its operations for the first six months of 1964, and in our view, it's been an incomparable period for the business.

With monumental, far-reaching irony, time is measured during this period by the Beatles. They, almost to the minute, opened 1964 under the Capitol banner, and proceeded to collect a quickie gold disk with "I Want To Hold Your Hand." From that time, the world of pop music set its eyes on England or, more precisely, the town of Liverpool, and thus began the historic rush of English names on the U.S. charts. Not content with one-at-a-time chart showings, groups like the Beatles, the Dave Clark Five, the Searchers were gaining chart runs with several releases, all of which were put to market by foregoing traditional follow-up release schedules. In many cases, product by the English crews was available under many label names, which had the business headquartering in various State and Federal Courts for awhile.

Now, after a slight layoff, the Beatles are starting things off in the second half of 1964 with not only new singles and LP releases, but with a feature film and a long U.S. tour to back them up.

What was the state of home-made U.S. product during the past six months? Groups like the Four Seasons and the Beach Boys were able to attain greater success while new arrivals such as the Dixie Cups and Johnny Rivers continued to capture the public's fancy.

But, whether in response to the English upsurge or not, there were some interesting developments on the U.S. scene. Outstanding among these was the first top show tune in almost a decade, "Hello, Dolly!"

Rich in melody and nostalgia, the song was performed with the natural ease of Louis Armstrong, with his rendition going to the top against those Kings of the Mountain. Show music continued to have chart success through the talents of Barbra Streisand, whose recordings of "People," from her show, "Funny Girl," took a leisurely, good-music climb to the Top 10. At one time, both "Dolly" and "People" were placed together in that charmed circle.

The sound of show music on original-cast LP's also enjoyed renewed vigor, including those of "Hello, Dolly!," "Funny Girl," "High Spirits" and "110 In The Shade."

Anything seemed to go when the Boston Pops, under elegant Arthur Fiedler, made singles sales hay with an adaptation of the Beatles, "I Want To Hold Your Hand." Never the twain shall meet for good-music and the Top 10 sound? The joke is on the fellows without a sense of humor or the creative sensibility to know that opposites attract!

The past six months have been historic ones for the business on other counts. Capitol Records attempted to take greater control of its product through its one-price-for-all "Stand for Stability" policy. Stability of another sort was sought under a set of trade practices rules sponsored by the Federal Trade Commission.

As the industry moves into the second half of 1964, we can safely predict that in years to come 1964 will be often referred to as the year the music business witnessed a number of fateful events—whether of its own choosing or despite them. The first six months have already taken care of that.



Cash Box TOP 100



AUGUST 1, 1964

	Position	7/25	7/18
1	A HARD DAY'S NIGHT	1	9
2	RAG DOLL	2	1
3	I GET AROUND	3	2
4	WISHIN' AND HOPIN'	8	10
5	THE LITTLE OLD LADY (FROM PASADENA)	5	7
6	EVERYBODY LOVES SOMEBODY	10	18
7	DANG ME	7	8
8	THE GIRL FROM IPANEMA	6	5
9	WHERE DID OUR LOVE GO	15	38
10	KEEP ON PUSHING	11	12
11	UNDER THE BOARDWALK	12	16
12	NOBODY I KNOW	13	14
13	MEMPHIS	4	3
14	CAN'T YOU SEE THAT SHE'S MINE	9	4
15	STEAL AWAY	23	30
16	PEOPLE SAY	48	70
17	I WANNA LOVE HIM SO BAD	18	23
18	(YOU DON'T KNOW) HOW GLAD I AM	26	41
19	FARMER JOHN	20	25
20	GOOD TIMES	17	17
21	SUGAR LIPS	27	50
22	HANDY MAN	33	48
23	TRY IT BABY	19	20
24	MY BOY LOLLIPOP	14	6
25	C'MON AND SWIM	34	71
26	DON'T LET THE SUN CATCH YOU CRYING	16	11
27	I LIKE IT LIKE THAT	30	42
28	PEOPLE	24	22
29	DON'T THROW YOUR LOVE AWAY	22	13
30	AIN'T SHE SWEET	59	81
31	MIXED-UP, SHOOK-UP GIRL	35	54
32	HOW DO YOU DO IT	53	72
33	AL DI LA	44	60
34	TELL ME	37	56

	Position	7/25	7/18
35	JUST BE TRUE	45	57
36	DO I LOVE YOU	38	51
37	I BELIEVE	43	53
38	WALK DON'T RUN '64	52	63
39	YOU'RE MY WORLD	42	49
40	SUCH A NIGHT	76	—
41	ANGELITO	49	61
42	NO PARTICULAR PLACE TO GO	25	24
43	ALONE	29	26
44	TENNESSEE WALTZ	39	40
45	BAD TO ME	28	21
46	HEY HARMONICA MAN	32	32
47	A WORLD WITHOUT LOVE	21	15
48	I'LL CRY INSTEAD	74	—
49	I'M INTO SOMETHING GOOD	57	78
50	LOOKING FOR LOVE	65	92
51	I SHOULD HAVE KNOWN BETTER	72	89
52	WHAT HAVE I GOT OF MY OWN	51	58
53	DON'T WORRY BABY	41	14
54	MAYBE I KNOW	84	—
55	LITTLE CHILDREN	36	27
56	CHAPEL OF LOVE	31	19
57	SHARE YOUR LOVE WITH ME	55	62
58	YOU'RE MY REMEDY	60	66
59	WORRY	67	77
60	NO ONE TO CRY TO	83	—
61	ANYONE WHO KNOWS WHAT LOVE IS	66	73
62	EVERYBODY NEEDS SOMEBODY TO LOVE	68	74
63	LOVE IS ALL WE NEED	64	85
64	SHE'S THE ONE	69	75
65	BECAUSE	—	—
66	I'LL KEEP YOU SATISFIED	94	—
67	AND I LOVE HER	—	—
68	REMEMBER ME	54	37

	Position	7/25	7/18
69	THE WORLD I USED TO KNOW	61	64
70	A HOUSE IS NOT A HOME	79	—
71	LITTLE LATIN LUPE LU	75	86
72	OH! BABY (WE GOT A GOOD THING GOIN')	73	89
73	HEY GIRL DON'T BOTHER ME	88	95
74	A TEAR FELL	78	79
75	I'VE GOT NO TIME TO LOSE	—	—
76	IT'S ALL OVER NOW	96	100
77	SELFISH ONE	100	—
78	AND I LOVE HER	85	—
79	IF I'M A FOOL FOR LOVING YOU	80	85
80	IN THE MISTY MOONLIGHT	92	99
81	SWEET WILLIAM	—	—
82	SAILOR BOY	77	80
83	HAUNTED HOUSE	86	94
84	INVISIBLE TEARS	97	84
85	THE GIRL'S ALRIGHT WITH ME	87	—
86	RINGO'S THEME (THIS BOY)	—	—
87	IT AIN'T NO USE	89	84
88	BABY COME HOME	91	96
89	IT'S A COTTON CANDY WORLD	90	93
90	SAY YOU	100	—
91	DARLING IT'S WONDERFUL	93	—
92	SUNNY	—	97
93	G.T.O.	—	—
94	SOLE, SOLE, SOLE	97	—
95	IT HURTS TO BE IN LOVE	—	—
96	THANK YOU BABY	—	—
97	MORE AND MORE OF YOUR AMOR	—	—
98	MEXICAN SHUFFLE	—	—
99	A TASTE OF HONEY	—	—
100	THE NEW "FRANKIE AND JOHNNY" SONG	—	—
100	DOWN WHERE THE FOUR WINDS BLOW (CHILLY WINDS)	—	—

★ SHARP UPWARD MOVE
BEST SELLING RECORDS
OTHER VERSIONS STRONGLY REPORTED
ALPHABETIZED, TOP 100 IN EACH ISSUE

Summer Suggestion from **LONDON** RECORDS

HITS THAT TRAVEL

(up the charts)

NO. 3 IN ENGLAND

JUST RELEASED P. J. Proby

HOLD ME

#9688

NO. 1 IN ENGLAND

The Rolling Stones

IT'S ALL OVER NOW

#9687

TRAVELING UP U.S.A. CHARTS

The Rolling Stones

TELL ME

#9682

TRAVELING UP U.S.A. CHARTS

The Bachelors

I BELIEVE

#9672

BREAKING BIG!!

#9670
LONDON
RECORDS

Bern Elliot
NEW ORLEANS

Epic Sales Meets Unveils "Hot Line" Of Fall Product



Leonard S. Levy, general manager of Epic Records, is pictured above addressing the label's distributors and salesmen at the firm's sales confab held last week at the Eden Roc Hotel. Epic also had a sales session during the week at the Sahara Hotel in Las Vegas.

LAS VEGAS—The impression that the Epic label had come of age hung handsomely over the label's to regional sales meets in Miami Beach and Las Vegas last week, where the label's new "Hot Line" product (see separate story) was unveiled.

The meets were addressed by Len Levy, general manager of Epic and Victor Linn, Epic's merchandising and administrative manager.

In his speech, Levy reminded the distributors of the diversification and depth of the Epic catalog, which has succeeded in making the label "The Hot Line" of the record industry. This phrase was the slogan utilized throughout the Epic Convention to demonstrate "an exciting dimension in music and sound."

Levy called on distributors to seek reasonable profits and sell on merit, not price or face going out of business (see text of Levy speech below).

Entertainment for Epic distributors was provided during the evenings by such Epic artists as Adam Wade, The Village Stompers, Godfrey Cambridge, The Back Porch Majority, Linda Brannon, Buddy Morrow and Bobby Vinton.

Attending the annual meetings from Columbia Records, the parent company, were Goddard Lieberman, president, Norman Adler, executive vice president and Bill Gallagher, vice president of marketing.

In his speech, Levy stated: "In October, 1961, a new regime took over Epic Records and a long-burning fuse was ignited, a fuse that was designed to kindle a re-birth, generate a growth pattern and produce an unprecedented sales explosion. In July of 1964, it's a source of great personal satisfaction to tell you that we have totally accomplished one third of our goals and made tremendous strides toward the fruition of the other two. The re-birth of Epic and Okeh Records is an undeniable fact! (These two labels) are recognized by all facets of the industry and, more importantly, by the consumer. I'd like to think that together, all of us in the room this

morning have developed Epic into "The Hot Line."

"This slogan was chosen because it has a dual meaning. . . . In New York our business is conducted via the long distance telephone lines and the teletype. . . . this is one form of 'The Hot Line.' Secondly, 'The Hot Line' pertains to Epic as a line of merchandise—merchandise that's in public demand.

"One of the most over-worked and misinterpreted words in the record business vocabulary is the word 'line.' Distributors, in particular, will refer to a 'line' in connection with a manufacturer who has one single record or album, or to Columbia with its vast selection and catalog. When you speak of the Epic line, we want you to speak and think in terms of the depth and variety of product which Epic represents. Think in terms of the classics, the popular category, the international catalog, the jazz albums and the tapes. All of these elements combined have made Epic into 'The Hot Line.'

"In the final analysis, it will not be one artist, one single record or one album that will be directly responsible for Epic's performance in 1964—a performance that will show the biggest dollar volume and highest net profit in the 11-year history of the label. This will be a direct result of selling the line, taking full advantage of its scope, versatility and variety.

"Our industry has changed con-

(Continued on page 38)

Epic Offers 13 LP's For August

NEW YORK—Epic Records introduced 13 new "Hot Line" albums for Aug. issue at its regional sales meets in Miami Beach and Las Vegas last week.

Topping the newcomers is the label's third Dave Clark Five album, "American Tour, The Dave Clark Five."

The other dates include: "Around the World" by the Village Stompers, "Oh, Play That Thing!" by Morath and the Jordanaires, "New Voice from Nashville," David Houston, "Straight Ahead" by the Goldebriars, "Outer West!" by the Honey Dreamers, "How to Keep Your Husband Happy. Look Slim! Keep Trim! Exercise Along With Debbie Drake," with original musical accompaniment by Frank Hunter, "The Guitar That Changed the World!" by Scotty Moore, guitarist on various Elvis Presley hits, "Tunes of Glory" by Andy Stewart, "Join Rolf Harris Singing the Court of King Caractacus & Other Fun Songs" and "Cliff Richard in Spain," with accompaniment by the Shadows and the Norrie Paramor Strings.

Vee Jay Sales Meet Displays 29 Aug.-Sept. LP's, New Goals

HOLLYWOOD—Vee-Jay Records, hosting more than 100 distrib reps and company field men at a convention at the Beverly-Hilton Hotel last Tuesday (21) launched the label's most ambitious release program (29 albums) and sales drive to date, highlighted by Vee-Jay's entry into several new facets of the record market.

President Randy Wood, welcoming the U.S. and Canadian distributors, emphasized the company's determination to capture an important share of the album market, which now accounts for 75 per cent of the record industry's sales, in the same kind of success pattern in singles that has seen Vee-Jay's growth and expansion since its management reorganization last September.

Crediting the new management team, which includes Jay Lasker, exec vice-president; Mark Sands, comp-

WB And Reprise Offer "Wonderful World Of Entertainment" In New Fall Push

LAS VEGAS—Warner Bros. Records unfurled "The Wonderful World of Entertainment" as the theme of the diskery's fall program last week at its 7th annual sales convention at The Sands Hotel in Las Vegas.

Attended by nearly 200 distributors, sales managers and sales personnel from each of the Warner Bros. and Reprise Records distributorships in

the U.S. and Canada, together with about 30 of the company's own personnel, the three-day conclave signaled the release of 24 albums by Warners and Reprise.

The meeting was highlighted by addresses by Warner Bros.' President Mike Maitland, Mo Ostin, general manager of Reprise, and guest speaker Bill Gallagher, vice president of Marketing of Columbia Records.

Maitland stressed to the convention the need for continued development of modern businesslike practices on the part of independent distributors, and also emphasized "the importance of the independent record distributor and Warner Bros.' pledge to remain with independent distribution."

Sighting Warner Bros.' accelerated automated accounting system, Maitland pointed out the developments in the record business will see the race for survival "going to the businessman who can compete not only in price but also in the adoption of modern inventory systems, IBM accounting programs, and aggressive sales, merchandising and promotion policies in any area of distribution."

Both Maitland and Ostin declared that the Warner Bros. and Reprise identities will be maintained separately as exemplified in the company's visual look, its advertising programs, as well as the maintenance of individual A&R staffs.

Participating in the three-day session were Warner Bros. director of merchandising, Joel Friedman; treasurer Ed West; national sales manager Bob Summers; chief of engineering Lowell Frank; artists & repertoire directors Jimmy Hilliard, Joe

(Continued on page 36)

20th-C-F Names Craft Creative Director, Lewis To Head Sales



MORTY CRAFT

NEW YORK—Trade rumors for the past several weeks became fact last week with the announcement from 20th Century-Fox Records that vet music man Morty Craft had been named creative director of the label. He'll supervise all the creative aspects of the label's operations.

In addition, it was announced that Lenny Lewis has been named sales manager, replacing Irv Trencher, who has left the company.

Craft, who gives the label a topper after several months of speculation on who would replace Norm Weiser, now head of Kapp's 4 Corners label, has had extensive disk industry experience, including stints with the Mercury and MGM labels. He also headed the Warwick label and was associated with various indie enterprises, most recently in the Miami Beach area. He has also appeared as a maestro on a number of albums and singles.

In his first assignment, Lewis, formerly with the Capitol and ABC-Paramount labels and with Jet Distributing in New York, will personally visit all of the label's distributors within the next few weeks.

Record Turnout Due At NARM's Mid-Year Meet

PHILADELPHIA—A record attendance of rack jobbers will be meeting at the mid-year meeting and person to person sales conference of the National Association of Record Merchandisers (NARM), this Tuesday, (28) at the Sheraton-Chicago Hotel in Chicago.

Before the opening of the Person to Person Sales Conference sessions on Tuesday afternoon, the regular members (rack men) will hold a closed meeting, during which time the NARM legal counsel Albert A. Carretta, will bring the members up-to-date on the Capitol Record Distributing Corporation's action of several months ago in "cutting off" certain record Merchandisers from buying Capitol product direct from CRDS. Carretta has been in contact with the Bureau of Restraint of Trade of the Federal Trade Commission on the matter.

At the Person to Person Sales Conference sessions, which will begin following an opening luncheon for all regular members and associate members (labels) in attendance, will feature twenty-minute appointments between every rack jobber and record manufacturer at the meeting. Person to person confabs will continue all day Wed., July 29. By adding appointments to the Tues. and Wed. schedules, person to person sessions will be completed on Wed.

In addition, there are eleven applications for regular membership in NARM. These applications will be presented for approval to the NARM board of directors the day before the Mid Year meeting begins, and these new rack members will also be participating in the person to person appointment schedule.

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Key Exec Shifts At Capitol



BROWN MEGGS



STEVE STROHMAN

HOLLYWOOD—Key exec responsibilities have been re-aligned at Capitol Records, according to an announcement from Glenn E. Wallichs, chairman of the board and chief exec officer.

Effective Aug. 1, Dan Bonbright, Capitol's vice chairman of the board, will become chief financial officer for the company. In his new capacity, Bonbright will supervise all treasurer and comptroller activities, including property management, purchasing and data processing. Bonbright, who joined Capitol in 1946 and who has been general executive for Capitol's record-club activities since their inception in 1957, will continue as a member of Capitol's management committee, finance committee and board of directors.

Simultaneously, Alan W. Livingston, president of Capitol Records, will assume responsibility for all of Capitol's record-club operations. Livingston will thus have general executive responsibility for all Capitol activities relative to the production and distribution of Capitol and Angel-label records. Additionally reporting to Livingston under the reorganization will be vice president and general counsel Robert E. Carp and Grant H. Kenyon, newly-appointed administrator of management services.

Livingston, who joined Capitol in 1945 and was elected president in 1962, continues as a member of the Capitol board of directors and, with Wallichs and Bonbright, the Capitol management committee.

As a further result of the re-alignment, Edward Nash has been appointed director of marketing for the Capitol Record Club, Inc. Nash joins the Club after a post as vice president of Marketing Services for LaSalle Extension University; as director of advertising and sales promotion for the Crowell-Collier Publishing Company; and as an employee of the Schwab Beatty advertising agency.

Commenting on the re-alignment, Wallichs stated:

"We are confident that these changes will give Capitol an improved basis from which to meet the complex challenges of today's record business. We are most enthusiastic about the outlook for the coming year."

HOLLYWOOD—Brown Meggs will take over a new post at Capitol Records Distributing Corp. on Aug. 1. He'll be vp for merchandising, advertising and public relations, according to Stan Gortikov, CRDC president.

Meggs will step down as director of eastern operations of Capitol Records in New York, a post that will not be filled. Instead, John Coveney, Capitol's coordinator of eastern activities for Angel Records, will add the post of New York office manager to his present responsibilities and will function as Capitol's senior administrative exec in the east.

Meggs, in New York since 1962, will return to the Capitol Tower in Hollywood to join Gortikov and W. B. Talant, Jr., CRDC's vp and sales manager, as a member of CRDC's senior management team.

In his new post, Meggs will handle all CRDC merchandising, advertising and publicity activities. Reporting to him will be Paul Russell, album merchandising manager. As a result of the move, the Capitol label's department of public relations has been discontinued and its functions transferred to CRDC's department of press and information services. Meggs ex-

(Continued on page 37)

Columbia Skeds 51 New LP's For Release In Aug.-Sept.

LAS VEGAS—Columbia Records will release 51 albums in Aug. and Sept. In Aug., the label will offer 14 pop albums, 11 Masterworks; in Sept. the label will market 15 pop LP's, 11 Masterworks. All of the upcoming product was unveiled at the label's sales convention in Las Vegas last week.

In addition, 15 of the new releases will be available in 4-track stereo tape versions.

Pop Aug. product includes dates by the New Christy Minstrels ("Land Of Giants"), Jerry Vale ("Be My Love"), Andre Kostelanetz ("I Wish You Love"), Trio Los Ponchos and Eydie Gorme ("Amor"), Robert Goulet ("Without You"), Steve Lawrence ("Everybody Knows"), Trio Los Ponchos ("By Special Request"), Percy Faith ("The Love Goddesses"), Miles Davis ("Miles Davis In Europe"), Thelonious Monk ("It's Monk Time"), Robert Horton ("The Very Thought Of You"), Marty Robbins ("R.F.D.") and Ray Price ("Love Life").

Sept. pop dates include: Barbara Streisand's "People," "Andy Williams Sings Songs From 'My Fair Lady,'" "Music From 'My Fair Lady'" by Percy Faith, "Another Side Of Bob Dylan," Dave Brubeck Quartet's "Jazz Impressions Of Japan," The Clancy Bros. and Tommy Makem's "Live & Lusty!," The Brothers Four's "More Big Folk Hits," The Jordanaires' "This Land," Ray Conniff's "Friendly Persuasion," "The Many Faces Of Lyn Roman," "Command Performance" by Les and Larry Elgart, "Square Dance Hootenanny" by Buddy Durham with Ben Smathers and the Stoney Mountain Cloggers.

Latin-American EX series albums include: "Muy Cerca De Ti-Near You" by Roberto Yanes, "Festival Of Overtures" by the Madrid Symphony Orchestras, Pablo Sorozabal, conductor, and "La Nueva Interprete De La Cancion Ranchera" by Irma Serrano.

The Masterworks product for Aug.-Sept. included 19 long-hair dates, two musical comedy re-creations and an LP, "Famous Scenes From Sir John Guitud's Production of William Shakespeare's 'Hamlet.'"

The musical comedy re-creations are two Rodgers and Hammerstein classics, "Oklahoma!," starring John Raitt, Florence Henderson, Phyllis Newman, Jack Elliot and Ara Berberian, with Franz Allers conducting, and "The King & I," with Barbra

(Continued on page 36)

COLUMBIA EXPANDS "AGE OF REASON"; OFFERS NEW DATED BILLING PROGRAM; AD ALLOWANCES 5% YEAR 'ROUND

LAS VEGAS—Columbia Records' first year of life in the "Age Of Reason" was an unqualified success. These were the words of Bill Gallagher, Columbia's VP of marketing, as he summarized the company's current position at a press conference held at the Sahara Hotel this city—site of the label's 1964 international sales convention.

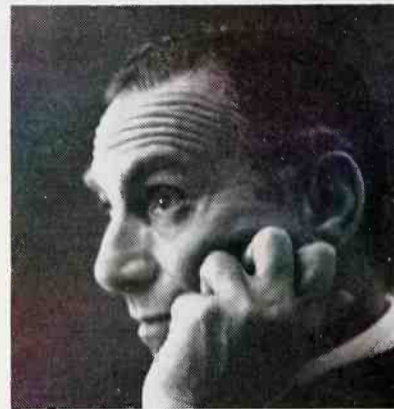
Although he would not reveal specific sales and profit figures, he did say that the label's unit sales at retail from July of '63 to July '64 were up more than 11%. However, it was clearly indicated that the label's profit picture in its first year under the "Age Of Reason" was sensational.

Gallagher admitted that the transition into the "Age Of Reason" program of last year was a very difficult one, and that for a few months after the introduction of the new plan, things were "pretty tough." But after a declining third quarter in '63 sales, the picture turned bright and the 4th qtr of '63 more than made up for the months when Columbia was put to the test to see if it would back down from its then stability policy. "From then on," said Gallagher, "it was easy."

In re-dedicating and extending the "Age Of Reason" for the new sales year, Gallagher introduced the slogan, "Stability in Action," a phrase designed to suggest "year round" stability. The major feature of the new year's plan, as compared with last year's, is what Gallagher called "a more realistic" dated billing program. Although he would not reveal complete details of this program, it was referred to as a "new year-round credit program." Gallagher described this program as one designed to help the dealer. Under the new program the dealer would pay his Columbia bills after he sold the merchandise, rather than before consumers had come in to purchase this new product.

The first phase of what Gallagher referred to as a three phase program for the upcoming July to July record year will see Columbia distributors and their dealers paying for their Aug.-Sept. releases as follows: 1/4th in Oct.; 1/4th - Nov.; 1/2 - Dec.; and 1/2 in Jan. '65. Gallagher refused to be specific about phases two and three in this credit program. However, it was quite evident that the second phase would deal with special billing arrangements on Xmas product and the third would deal with the new Jan.-Feb. product.

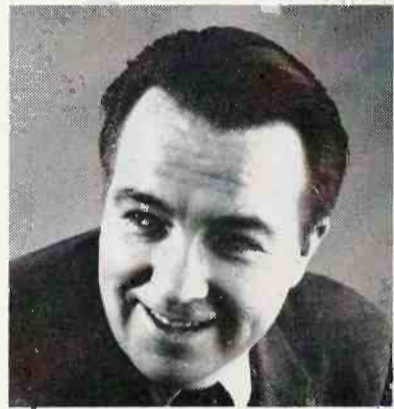
Other important factors of "Stability in Action" include continued consumer education through advertising the quality of Columbia product; more dealer aids; etc. Gallagher also pointed out that Columbia would assist RIAA and would work through its own promotion men in spearhead-



GODDARD LIEBERSON



NORMAN ADLER



BILL GALLAGHER

ing the education of radio stations as to the importance of recorded music to radio. A continued effort will be exerted on the part of Columbia to see that radio management understands the record industry and has a vested interest in its growth.

(Continued on page 38)

Eventful Col. Sales Confab: New Product, Policies & 2 Annys: Label's 75th, Lieberson's 25th

LAS VEGAS — Columbia Records, boasting Aug.-Sept. product and new merchandising concepts and two noteworthy anniversaries, moved into the Sahara Hotel last week (22-26) for its annual international sales convention.

Over 500 execs representing Columbia Records, Columbia Records Sales Corp. and Columbia Records Distributors throughout the U.S. gathered with execs of CBS' subsids and licensees.

As for the anniversaries, Columbia is celebrating its 75th year, marking 1889 as the year the label's name

first appeared on an entertainment disk, and Goddard Lieberson, president of the diskery, observes his 25th year with Columbia in Sept. Special ceremonies at the convention took note of both occasions.

Among the overseas delegates were reps from Australia, Canada and Japan, as well as from European and Latin American countries.

Among the many Columbia artists on hand were Johnny Cash, Jimmy Dean, Robert Goulet, Robert Horton, Mitch Miller, Andre Previn, Jerry Vale and Andy Williams plus such newcomers to the label as Johnny Carson, Jim Nabors and Lyn Roman.

MORE FEATURE NEWS ON PAGE 12

ONCE AGAIN,
COLUMBIA PUTS THE
Emphasis
WHERE IT
BELONGS...

COLUMBIA RECORDS

A Division of Columbia Broadcasting System, Inc.

799 SEVENTH AVENUE, NEW YORK, NEW YORK 10019 · CIRCLE 5-7300

WILLIAM P. GALLAGHER

*Vice President
Marketing*

July 27, 1964

To All Columbia Record Customers:

Last year when I called for an "Age of Reason" in the Record Industry, my plea was for more than just price stability. I asked for an intelligent appraisal of the industry's needs and for steps to convert its shortcomings. I asked for sane programs, saleable product, exciting merchandising and advertising promotions. I asked that our industry sell through, not just to the retailer, and move forward from chaos into an unparalleled cycle of growth.

Now, one year later, the success of "Age of Reason" is a source of pride and esteem. Columbia rededicates itself to the goals of Reason and Profit, with emphasis on year-round prices, year-round strong releases and year-round merchandising and advertising. These essential elements will continue to create the sound foundation for our success.

Further, Columbia dedicates itself to the evolving pattern of "Stability in Action" -- the dynamic forward movement of ideas, plans and product to match the needs of the market and stimulate its profitable growth.

This year, a planned month by month program will coordinate the total National and Local effort for maximum consumer impact and motivation.

This year, our financial program is geared to the cash flow of the retail market to give added emphasis to proper inventory levels and stock turnover. This relates buying, selling and financing directly to the seasonal needs of your business.

Columbia Records urges you to combine your finest creative efforts and most vigorous sales endeavors with ours to move forward to exciting new levels of profit and performance for stability in action in an Age of Reason.

William P. Gallagher
William Gallagher

Emphasis

YEAR-ROUND STRONG RELEASES

New For August

BE MY LOVE
JERRY VALE

CL 2181/CS 8981*

Miles Davis
in Europe

CL 2183/CS 8983*

IT'S MONK'S TIME/THELONIOUS MONK

CL 2184/CS 8984*

I Wish You Love
Andre Kostelanetz
 And His Orchestra

CL 2185/CS 8985*

THE NEW CHRISTY MINSTRELS
 Under the Direction of Randy Sparks
LAND OF GIANTS

CL 2187/CS 8987*

RAY PRICE
LOVE LIFE

CL 2189/CS 8989*

BY SPECIAL REQUEST
THE TRIO LOS PANCHOS
 sing GREAT LOVE SONGS IN ENGLISH

CL 2191/CS 8991*

ROBERT GOULET
WITHOUT YOU

CL 2200/CS 9000*

The Very Thought of You
ROBERT HORTON

CL 2202/CS 9002*

EYDIE GORME & THE TRIO LOS PANCHOS
 GREAT LOVE SONGS IN SPANISH

CL 2203/CS 9003*

The Love Goddesses
 Percy Faith

CL 2209/CS 9009*

Marty Robbins
R.F.D.

CL 2220/CS 9020*

Everybody Knows
 Steve Lawrence

CL 2227/CS 9027*

Leonard Bernstein
 New York Philharmonic
 Berlioz: Symphonie Fantastique

ML 6007/MS 6607*

Columbia Records presents
John Williams

ML 6008/MS 6608*

Leonard Bernstein New York Philharmonic
 Haydn
 Symphony No. 82 "The Bear"
 Symphony No. 83 "The Hen"

ML 6009/MS 6609*

Music of Jubilee
 Bach Favorites for Organ and Orchestra
 E. Power Biggs
 The Columbia Chamber Symphony
 conducted by Jolten Roggenputt

ML 6015/MS 6615*

SERKIN/BERNSTEIN
BEETHOVEN
THIRD PIANO CONCERTO
CHORAL FANTASY
NEW YORK PHILHARMONIC
 THE WESTMINSTER CHOIR
 WARREN MARTIN, DIRECTOR

ML 6016/MS 6616*

Three French Violin Favorites
ZINO FRANCESCATTI Plays
 Chausson: Ravel/Saint-Saens
LEONARD BERNSTEIN
 NEW YORK PHILHARMONIC

ML 6017/MS 6617*

Grofé
Grand Canyon Suite
Leonard Bernstein
 New York Philharmonic

ML 6018/MS 6618*

THE MORMON TABERNACLE CHOIR
AT THE WORLD'S FAIR

ML 6019/MS 6619*

Johannes Brahms
 Piano Quintet in F Minor
RUDOLF SERKIN
THE BUDAPEST STRING QUARTET

ML 6031/MS 6631*

THREE FAVORITE BALLETS
STRAVINSKY
CONDUCTS
FIREBIRD
PETRUSHKA
THE RITE OF SPRING
 COLUMBIA SYMPHONY ORCHESTRA

M3L 305/M3S 705*

OKLAHOMA
 JOE FLORES
RAITT HENDERSON
 Jack Elliott
 Orchestrations by Philip J. Lang
 under direction of **FRANZ ALLERS**
PHYLLIS NEWMAN
 by **Ado Rappa**

OL 8010/OS 2610*

The King and I
 BARBARA COOK THEODORE BIKEL
 JEANETTE SCOVOTTI
 Orchestra & Chorus under direction of
 LEHMAN ENGEL

OL 8040/OS 2640*

BILL PHILLIPS' BEST

HL 7309

CARL SMITH'S BEST

HL 7310

NEAR TO YOU!
MUY CERCA DE TI
ROBERTO YANES

EX 5124

Emphasis

YEAR-ROUND ADVERTISING



NATIONAL ADVERTISING



NEWSPAPER

Emphasis YEAR-ROUND

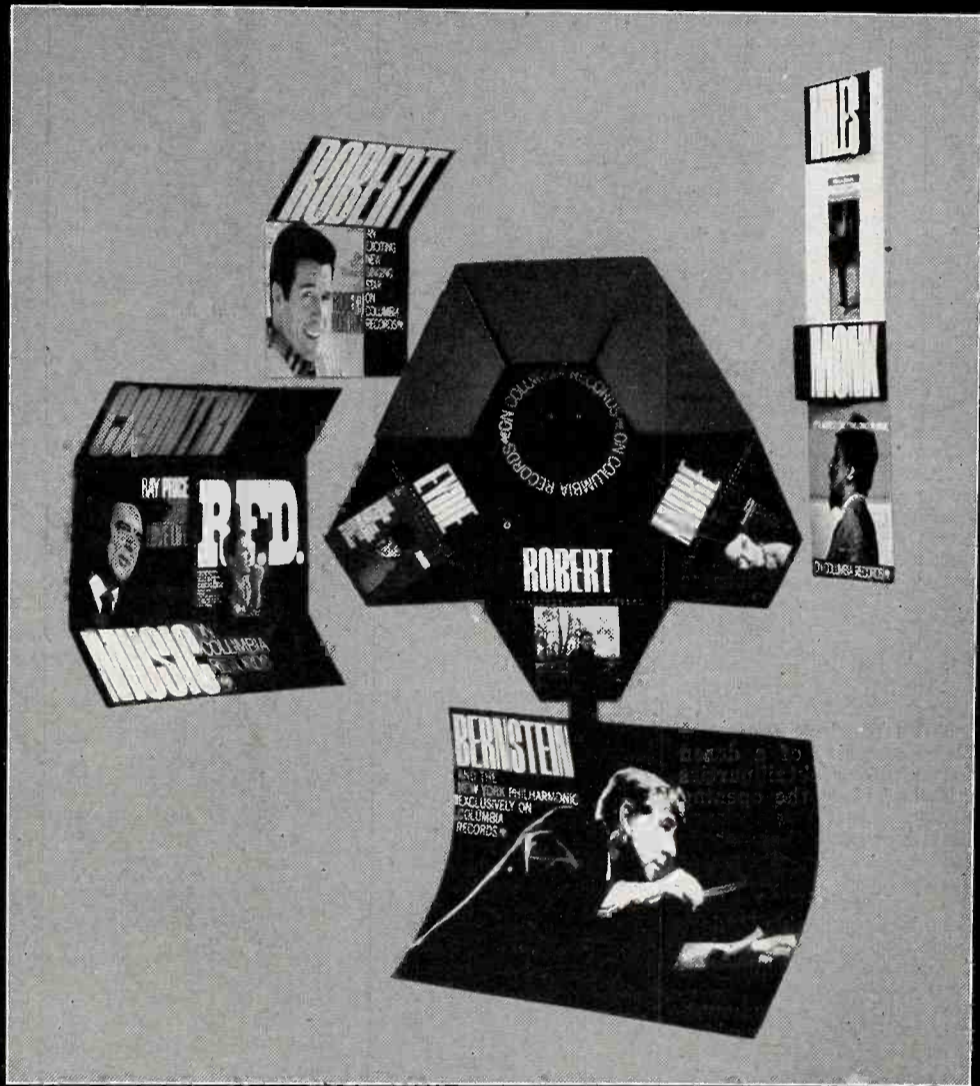
A unique payment plan realistically based on the actual cash flow of the retail market. This program will assist the dealer in planning his inventory requirements to take full advantage of the volume seasons.

COLUMBIA RECORDS STABILITY

AND MERCHANDISING



ADVERTISING



IN-STORE SALES PROMOTION

SOUND FINANCING

and, at the same time, is designed so that the dealer will not be overburdened with financial commitments until his cash flow is at a maximum. See your Columbia representative for complete details.

TION ACTION IN AN AGE OF REASON

Kapp & Paramount Pics In Powerful Promo Tie-In On "Where Love Has Gone"

NEW YORK—Kapp Records and Paramount Pictures are embarking on a potent promo for the new Jack Jones single and album on Kapp titled "Where Love Has Gone," from the Joseph E. Levine film of the same name.

Paramount Pictures, distributor of the movie, has appropriated budget of \$250,000 to buy radio spots to plug the picture, using the Jones recording of the title song as background music for the commercials. Kapp is launching a king-sized national promotion and newspaper advertising campaign on both the new single and album.

"Where Love Has Gone," based on the Harold Robbins best-selling book, stars Susan Hayward, Bette Davis, Michael Connors and Joey Heatherton. It is set for a late Sept. opening in major markets throughout the country. The title song, which was written by many-time Academy Award winners Sammy Cahn and Jimmy Van Heusen, is sung twice by Jones on the movie soundtrack.

The Kapp promo on both the single and LP recording of "Where Love Has Gone," will touch all promotional bases. For dealers and racks, there will be special poster and display material that can be used in windows and on counters. Also available will be easels featuring blowups of the attractive four-color cover of the album, and every single will be packaged in a bright color sleeve.

Kapp will also send out to dealers and disk jockeys informative and in-depth biographical material about Jones and Joseph E. Levine, along with copies of both the single and the LP for radio exposure. Kapp distributes in all markets will receive ad mats furnished to tie in with Kapp's national advertising on the Jack Jones LP.

To start this joint promotion, a representative of Paramount Pictures appeared at the Lake Tahoe Convention of Kapp Records' executives and distributors last week to explain the picture promotion. Distributors present at the sales meeting had the opportunity to see the movie, as the first of a series of special screenings.

There will be a series of a dozen local screenings and/or cocktail parties in major markets before the opening of the picture in Sept. Disk jockeys, dealers, distributors and their staffs will be invited to see the picture at this time. Now being planned is a party on board Joseph E. Levine's luxurious yacht in New York's Hudson River for disk jockeys and dealers from Boston to the Washington-Baltimore area.

The entire staff of Paramount-Famous Music, will also be working on getting exposure of the Jones single and LP of the title song from the movie, both on radio and TV shows.

Wherever Jack Jones schedule permits, he will personally attend cocktail parties to meet with disk jockeys and dealers to help promote the main-title recording.

Szell & Cleve. Orch. Switch To Columbia

LAS VEGAS—George Szell and the Cleveland Orchestra, longtime attraction on the Epic label, have switched over to Epic's parent company, Columbia Records. Szell is represented on two new Aug.-Sept. releases from Columbia (see release story).

Move makes Columbia the only label cutting three major American symphony orchestras, the other two being the New York Philharmonic with Leonard Bernstein and The Philadelphia Orchestra with Eugene Ormandy.

It's understood that the switch was made to fill the void at Columbia left at the death of Bruno Walter.

Epic had been releasing Szell-Cleveland Orch. product for the past eight years. Previously, he did some dates for Columbia, but at the helm of orchestras other than the Cleveland.

Roulette Visiting Distributors To Relay Fall LP's, Plans

NEW YORK—Roulette Records is taking its Fall Program of new releases to each distributor for its initial presentation.

Bud Katzel, general sales manager for the label, stated that this year the diskery would dispense with the usual annual distributors meeting and instead, bring its new line of album releases and the entire Fall Sales program story direct to each distributor.

In each area, he continued, the company will conduct sales meetings with the distributor and their entire sales force. At the sales meeting, the label will unveil some 20 new album releases on Roulette, as well as Tico, Roost, Squire and Kenwood. At the same time, the diskery will explain the sales and merchandising aspects connected with the release of these albums.

Both Katzel and Roulette sales field rep Ron Roessler, have already begun their tour of the distributors. The week before last, Katzel covered Washington, Baltimore, Detroit, Cleveland and Cincinnati, while Roessler hit St. Louis, Houston, Dallas and Denver. Last week, Katzel covered Philadelphia, Boston and Hartford while Roessler, out on the west coast, completed San Francisco, Los Angeles and Seattle. This week, both will converge on Chicago to cover the distributor there, as well as to attend the NARM Convention.

Based on the tour, Katzel reported that acceptance to the new release and the program has been "excellent." Also, he reported that the mechanics of bringing the program story to the distributors has been a "boon" to both the diskery, the distributors and their salesmen. To begin with, Katzel explained, the distributor, who this year has been confronted with manufacturers meetings from one end of the country to the other, greatly welcome not having to go out of town to one more manufacturers meeting.

Also, because the Roulette program is strongly oriented for the salesmen as well as for the distributor and his inventory position with the label, it is much more advantageous to be in the distributor's place to make the sales presentation.

Finally, Katzel pointed out, the program can be presented to some of the distributors key accounts while being presented to the distributor. As Katzel added, "you can no longer just present the program to the distributor and sit back to await results. Today you have to sell the program at the same time to the important large volume accounts, as well as to the distributor."

According to the schedule, the complete tour of the distributors will be made at the end of the month in time for the shipping of the initial orders of the new releases in the program. In the meantime, sales on catalog merchandise is being racked up as part of the new program.

It was noted that all the new album releases for the Fall, as well as the details of the program will be announced to the trade following the completion of the tour. Katzel concluded "we are extremely pleased by the reception we have received by the distributors and their salesmen. Bringing our story directly to them has infused them with an added enthusiasm for the merchandise and the program that we believe somehow would have been missing had we made the usual presentation at a distributors meeting in some city."

ABC-Par's Parent Firm Ups '64 1st Half Income

NEW YORK—American Broadcasting-Paramount Theatres, parent company of ABC-Paramount Records, had a rise in six month earnings for the first half of 1964 and record income for the second quarter.

Six month net rose to \$5,433,000, equal to \$1.19 a share, from \$4,219,000 and 93¢ a year earlier.

Net for the second quarter was up 40% from last year's period, coming to \$2,568,000 from \$1,830,000, or 56¢ a share from 41¢.

Imperial Names DeCaro A&R Chief

HOLLYWOOD—Nick DeCaro has replaced Eddie Ray as A&R coordinator of Imperial Records, according to Bob Skaff, the label's vp and general manager. DeCaro was formerly a publishing rep for Metric Music, publishing affiliate of Liberty Records, parent firm of Imperial. Ray recently moved over to Capitol's new indie label, Tower.

Col. Dealer Aids To Help Create Era Of "Professional Salesmanship"

LAS VEGAS—Part of Columbia Records' "Stability in Action" program (see separate story) is the creation of an era of "professional salesmanship." To institute this concept, John Wiley, the label's director of market research, announced two items which will be introduced to dealers.

They are a Market Research Book, which outlines the record business in the last 10 years and the growing future market, and the Concept Book, which will present merchandising and ad ideas to dealers, with suggestions on how to use them.

Behind "professional salesmanship" are attempts to promote greater dealer co-operation and participation by providing the salesmen with new merchandising and ad tools and techniques; demonstrating to dealers the theory of "More"—emphasizing the constant, ever-increasing growth in all facets of the record market, and the resulting need for matching advances in ideas, plans and product.

Riverside Files For Bankruptcy

NEW YORK—Riverside Records moved for bankruptcy proceedings last week. Several weeks ago, it was learned that the label was in financial difficulty, with creditors calling for a settlement of debts. In filing for Chapter 11 in New York Federal Court, the firm listed \$3,056,000 in liabilities and \$1,300,000 in assets.

RCA Victor Releases Lincoln Center Production Of "King And I"

NEW YORK—The Music Theatre of Lincoln Center production of Rodgers and Hammerstein's "The King And I" will be released this week as the first album of RCA Victor's Music Theatre series. The disk features Rise Stevens as Anna and Darren McGavin as the King.

Unusual to the recording of the "classic" musical is the inclusion of "The Small House Of Uncle Thomas" which has a playing time of eight and a half minutes. A highlight of the original Broadway production and the current Lincoln Center presentation, the segment features Lee Verona as the narrator of the ballet in this version.

"The King And I" which opened July 6 is the Music Theatre's first production and will have a run for five weeks ending August 8. In spite of the fact that July is traditionally the worst month in which to open a show in New York, the play grossed \$84,000 opening week. The gross for the week of July was \$88,000, believed to be the second highest on record for a legitimate production in New York.

The label, under the terms of its contract with the Music Theater, will record selected productions to be staged over an eight-year period.

New Sales Head For Motown's Subsid Labels



MELVIN DAKROOB

DETROIT—Melvin DaKroob has been appointed director of sales for the Motown subsidiary labels Melody, Soul and V.I.P., according to an announcement made last week by the firm's vice president, Barney Ales.

DaKroob will report directly to Ivy Biegel, national singles manager, and his duties will include calling upon racks and one stops to acquaint them with new product and insure servicing by local distributors.

The new sales head has had considerable experience in sales and promotion including two years with Aurora Distributors and the past three years with Arc Distributing in Detroit.

Darin Inks Melcher As Head Of TM's Indie Production

HOLLYWOOD—In a major expansion of his production dept., Bobby Darin has signed Terry Melcher as director of independent production for his T.M. Music, the performer's music publishing and record production firm.

Artists Melcher has produced include The Ripchords ("Here I Stand," "Gone," "Hey Little Cobra"—single & LP, "3 Window Coupe"—single & LP, "One Piece Topless Bathing Suit"), Doris Day ("Love Him" LP); Frankie Laine ("Don't Make My Baby Blue") plus Bruce & Terry ("Custom Machine" & "Summer Means Fun").

Melcher will headquarter in T.M.'s west coast offices, effective immediately, and his first assignment will be to record the Osmond Brothers (of NBC-TV's "Andy Williams Show") for MGM Records. T.M. is currently negotiating with a number of major labels for additional production assignments, according to Darin and Melcher.

Signing of Melcher swells the T.M. staff to 19, with the young firm having opened its doors 15 months ago with an initial staff of 4.

New Ideas Support Col's Fall Product

LAS VEGAS—Supporting plans for the Aug. and Sept. product (see separate story) will include new ideas in merchandising display material.

In addition, there will be an "ad profit" pattern which will provide the dealers with the necessary material for co-operative advertising.

Major illuminated and motion displays have been developed such as the future "My Fair Lady" display.

One of the most important elements of the plan is the "Name Power Concept" theory which incorporates large imprints of the artists' names on displays in all national advertising.

There will be a motion display by Percy Faith, Eydie Gorme, Robert Goulet, Andre Kostelanetz, The New Christy Minstrels and Jerry Vale. Country & Western displays of Ray Price and Marty Robbins; Jazz displays of Miles Davis and Thelma Houston; individual displays on artists Robert Horton (making his Columbia debut) and Steve Lawrence, plus a special dimensional display of Leonard Bernstein conducting the New York Philharmonic thus commemorating Aug. as Bernstein Month. In addition, there will be pop streamers on all the above mentioned artists.

**A GREAT
NEW SONG!**

NAT "KING" COLE—CAPITOL

BIG "TINY" LITTLE—CORAL

**4 WONDERFUL
RECORDS!**

SAM "THE MAN" TAYLOR—DECCA

ROLAND SHAW—LONDON

"MARNIE"

**THEME FROM THE
ALFRED HITCHCOCK PICTURE "MARNIE"**

A UNIVERSAL RELEASE



RECORD REVIEWS

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

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

Pick of the Week

CLINGING VINE (2:27) [Peter Maurice-ASCAP—Shuman, Carr, Lane]
 IMAGINATION IS A MAGIC DREAM (3:10)
 [Bob Hilliard-ASCAP—Hilliard, Green]
 BOBBY VINTON (Epic 9705)

Bobby Vinton's winning streak is sure to be compounded with this new offering, "Clinging Vine," another in the "Tell Me Why" vein which just saw top ten action. The songster exhibits plenty of warmth and feeling on this schmaltzy but lyrical gem. The reverse, culled from his current LP, "Tell Me Why," should not be overlooked—it also has strong possibilities. Should go up the chart path in leaps and bounds.

WHEN YOU LOVED ME (2:14) HE'S SURE TO REMEMBER ME (2:35)
 [Hill & Range, Ron Bre BMI—Byers, Tubert] [Metric BMI—DeShannon]

BRENDA LEE (Decca 31654)

Brenda comes up with two superb new entries that can ride side-by-side up the hit lists. One half, the extremely pretty "When You Love Me," finds the lark in her familiar warm ballad pose. The other, a change-of-pace for her, is a captivating cha cha beat thumper-with strings labeled "He's Sure To Remember Me." Excellent choral-ork support on this powerful double-decker.

SOME DAY WE'RE GONNA LOVE AGAIN (1:57)
 [McLaughlin-BMI—McMahan]

NO ONE ELSE COULD LOVE ME (2:12) [Toby-Curtis]
 THE SEARCHERS (Kapp 609)

The Searchers, who zoomed to the upper levels of the Top 100 with their current click, "Don't Throw Your Love Away," should make a quick return to top ten territory with this uptempo Mersey-beat opus. The lads are in top form on this close harmony affair with a catchy tempo. The undercut is a hushed-vocal item sure to come in for a fair share of spins and sales.

YOU NEVER CAN TELL (2:42) [Arc-BMI—Berry]

BRENDA LEE (2:13) [Arc-BMI—Berry]
 CHUCK BERRY (Chess 1906)

Following hot on the heels of his runaway bestseller, "No Particular Place To Go," is this new self-penned effort from Chuck Berry tabbed, "You Never Can Tell," and it's already a sales mover. It's a rock-a-rhythmic South of the Border-flavored item the wailer dishes up in a beatful manner. The flip, "Brenda Lee," is an uptempo happy-blues affair the teens can dance to. Looks like another rapid chart-climber for Berry.

WHERE LOVE HAS GONE (2:28)
 [Paramount ASCAP—Cahn, Van Heusen]

THE LORELEI (3:13) [Evergreen BMI—Allen]
 JACK JONES (Kapp 608)

Jack Jones is a solid bet to continue his winning ways with his newest Kapp issue. It's another pic-title tune, from the forthcoming "Where Love Has Gone," and it's a heartfelt ballad beaut that the smooth-toned song stylist and the Pete King full ork backing puts across with telling effect. "The Lorelei" makes for a hauntingly lovely ballad companion piece. Both cuts are in the soon-due LP tagged after the flick.

A SUMMER SONG (2:38) [Unart, Noble, Stuart]

NO TEARS FOR JOHNNIE (2:18) [Unart Weart BMI—Springfield]
 CHAD STUART & JEREMY STUART (World Artists 1027)

Chad & Jeremy, the English song stylists who are still riding the charts in the U.S. with their debut hit, "Yesterday's Gone," can score an even bigger success with "A Summer Song." Tune's an ultra-lovely, soft beat cha cha with a folk flavor that the boys deliver in their enchanting hush-voiced manner. Backing's a heart rending, up tempo tale of a soldier gone to war.

WHAT KINDA LOVE? (2:14) [Dundee BMI—Davis]

WISHING (2:14) [Nor Va Jak BMI—Holly, Montgomery]
 JIMMY GILMER (Dot 16642)

Gilmer can take another trip to chartsville aboard his latest Dot outing. The newbie, tagged "What Kinda Love?" is another one of his enticing, up tempo thumpers from the "Sugar Shack" groove. Kids'll dig it. "Wishing" is a complete change of pace, soft beat lilter. Pretty coupler.

SQUEEZE HER—TEASE HER (1:56) [Merrimac BMI—Tucker, Wilson]

GIVE ME BACK MY HEART (2:40) [Merrimac BMI—Tucker, Wilson]
 JACKIE WILSON (Brunswick 55269)

Wilson's latest for Brunswick generates the excitement of his "Baby Workout" and it could very well develop into his biggest outing since that chart date. It's a hard-driving steady beat affair, tabbed "Squeeze Her—Tease Her," that Jackie and the Gil Askey-led ork-choral group rock out with infectious glee. The crying towel, beat-ballad pleader, on the other end, finds Jack at his emotional best. Both ends are in the artist's "Somethin' Else" LP.

Pick of the Week

NEW FANGLED, JINGLE JANGLE SWIMMING SUIT FROM PARIS (1:55) [Suto BMI—Oliver]

MY LOVE IS HERE TO STAY (2:36) [Duchess BMI—Ross, Crane]
 FRANKIE AVALON (United Artists 748)

Avalon's first for UA could be the first of the topless swimsuit tunes to make the grade. Titled "New Fangled, Jingle Jangle Swimming Suit From Paris," is a contagious rock-a-rhythmic novelty delight that sports a bright Garry Sherman vocal-instrumental showcase. The lovely ballad is warmly handled by the songster.

A PRESENT FROM EDDIE (2:36)
 [Saturday ASCAP—Crewe, Rambeau, Rehak]

IT'S IN YOUR TEARS (2:27) [Saturday ASCAP—Crewe, Calello]
 DIANE RENAY (20th-Century-Fox 533)

Miss Renay can regain her winning touch with this new 20th-Fox offering. It's an attractive beat-ballad romantic package, labeled "A Present From Eddie," that the chorus-backed canary waxes in a tailored-for-teen-tastes manner. However, don't overlook the tender shuffle-ballad underlid, "It's In Your Hands." Strong arrangements supplied by Calello on both portions.

LOVER'S PRAYER (2:30) [English BMI—Wallace]

LOVE ME LIKE I LOVE YOU (2:00) [English BMI—Daniels]
 WALLACE BROTHERS (Sims 189)

The Wallace Brothers, who clicked last time out in both the pop and r&b departments with "Precious Words," can go the whole-distance with potent follow-up stanza tagged "Lover's Prayer." The tune is a slow-shufflin' funky pledge of romantic devotion essayed in a soulful, feelingful manner by the boys. Eye it. The attractive undercut, "Love Me Like I Love You," is a lively, high-spirited happy blueser with an infectious teen-angled danceable beat.

Newcomer Picks

HOLD ME (2:47)

[Ross Jungnickel, Robbins, World ASCAP—Little, Oppenheim, Schuster]
 THE TIP OF MY FINGERS (2:17) [Tree, Champion BMI—Anderson]
 P. J. PROBEY (London 9688)

P. J. Probey can make a solid impression on the wax map with this fantastic up dating of the oldie, "Hold Me." It's a pounding Beatles-like multi-track'er that's loaded with money-making potential, both vocally and instrumentally. Flipside is the recent Bill Anderson-penned, Roy Cark pop-country hit that P. J. renders with great feeling in a waltz-beat-ballad format.

I COULD CONQUER THE WORLD (2:10)
 [Unart BMI—Evans, Parnes]

HOW WOULD YOU LIKE ME TO LOVE YOU (2:23)
 [Leeds ASCAP—Weske]

THE CHEVELLES (World Artists 1025)

It's more than likely that another English group will be making the U.S. chart scene in the near future. This time it's the Chevelles and their steady, stomping beat rendition of the romantic-history tale, "I Could Conquer The World," could take the charts by storm. Potent Don Charles arrangement. Inviting cha cha-twist love affair on the flip.

A BOY LIKE YOU (2:14)

[Screen Gems-Columbia BMI—Wine, Kornfeld]

FUNNY LITTLE HEART (2:27)

[Screen Gems-Columbia BMI—Wine, Kornfeld]

TONI WINE (Colpix 742)

Chances are Toni Wine will be the next big star on the Colpix roster. The lark displays a winning teen approach as she multi-tracks a fetching rock-a-ska shuffle entry, tabbed "A Boy Like You." Toni, a co-cleffer of the tune, also arranged this chart contender. "Funny Little Heart," on the underlid, beats along at a pleasant cha cha pace.

DERN YA (1:55) [Tree BMI—Tubb, Miller]

SUCH A SILLY NOTION (2:09) [Acuff-Rose BMI—Boudleaux, Bryant]
 RUBY WRIGHT (Ric S126-64)

Ruby Wright has the 'right' answer to Roger Miller's current dual-market blockbuster, "Dang Me," with this humorous reply from Ric tagged, "Dern Ya." The lark's smooth, tongue-in-cheek handling of this pop-country novelty should guarantee plenty of activity at the marketplace. The lark shuffles through a potent straight country opus on the flip.



'CLINGING VINE'

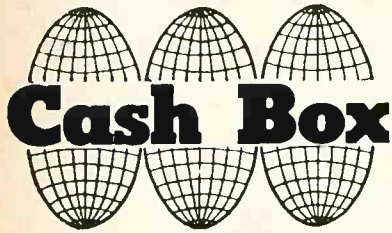
5-9705



STICK WITH VINTON...HE'S IRRESISTIBLE. HIS GREAT NEW SINGLE WILL SELL LIKE WILD. WATCH IT CLIMB THE CHARTS.



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RECORD REVIEWS

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

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

Best Bets

THE FASHIONS (Cameo 331)

• **BABY THAT'S ME (2:18)** [Metric-BMI — DeShannon, Nitzsche] The Fashions could come from left field to score in the coin department with this lilting Jackie DeShannon-Jack Nitzsche-penned romancer. Smoothly arranged and delivered.

NICK AND JOE CALLIN' (2:02) [Kalmann-ASCAP—Appell] Pleasant instrumental.

ANITA HUMES (Roulette 4564)

• **WHEN SOMETHIN'S HARD TO GET (3:00)** [Frost-BMI—Venet] Anita Humes (femme lead with the Essex) should capture solo honors with this new effort for Roulette. It's a big-beat opus the teens and spinners will give plenty of attention.

(B+) **DON'T FIGHT IT BABY (1:40)** [Blackwood—McCoy] More of the same. Could make it too.

THE MOJOS (Parrot 4500)

• **WHY NOT TONIGHT (2:25)** [Noma-BMI—O'Toole] The Mojos come on strong with a hard rocking frug. The group has a good Liverpool sound. This finger snapper has what it takes to attract loads of attention.

(B+) **DON'T DO IT ANYMORE (1:40)** [Valley-BMI—James] More rock on this end.

TOMMY LEONETTI (RCA Victor 8404)

• **DON'T STAND UP IN A CANOE (2:28)** [APT ASCAP—Vance, Snyder] Tommy can make a big summer splash with his delightful version of this happy-go-lucky novelty. Platter spinners oughta have a ball with this Sid-Bass-arranged cutie.

(B+) **DOWN BY THE OCEAN (1:57)** [Fred ASCAP—Bross, Blagman] Another pleasant summertime offering. Easy-on-the-ears style.

THE JEWELS (Dimension 1034)

• **OPPORTUNITY (2:27)** [Screen Gems-Columbia BMI—Evans, Stewart] The group can have a break-wide-open Dimension bow in this engaging thump-a-rhythmic cha cha. Side's loaded with pop-r&b chart ingredients. Keep close tabs on it.

(B+) **GOTTA FIND A WAY (2:36)** [McAllister BMI—McAllister] Bright, teen-styled jumper.

FRANCK POURCELL (Capitol 5237)

• **THIS IS MY PRAYER (2:20)** [Chappell ASCAP—Carli, Nisa, Panzeri] The much-recorded prize import can make a big showing under the expert guidance of Pourcell and his string-filled ork. Most attractive sans lyric choral chants round out the lovely deck.

• **THE UMBRELLAS OF CHERBOURG (2:12)** [BIEM—Legrand] This haunting newcomer can also step way out. Beautiful melody surveyed in first class fashion by Pourcell's instrumentalists and wordless choral group.

SPIKE JONES (Liberty 55718)

• **PARADISE (2:14)** [Feist-ASCAP—Brown, Clifford] Paradise is all a matter of bumps and on this sparkling Spike Jones stripper-fashioned arrangement of a melodic oldie. It's a spirited fun-listening affair the deejays will surely go for.

(B+) **I'M IN THE MOOD FOR LOVE (2:06)** [Robbins ASCAP—McHugh, Fields] Another "burlesque" beauty from Spike and crew.

ED FORSYTH (Jewel 734)

• **HOW OLD DO YOU HAVE TO BE TO LOVE SOMEONE (3:05)** [Chevis BMI—Paterson] Here's a pulsating teen-beat ballad by Ed Forsyth that could catch on in short order with spinners and kids across the country. The chanter has a big warm voice, and uses it well. A talent to watch.

(B+) **GOT A LOT LONGER TO GO (2:03)** [Arc-BMI—Forsyth, Lewis] A medium-paced rhythm opus that also merits special attention.

BANJO BARONS (Columbia 43097)

• **GOOD TIME CHARLEY (2:24)** [Berdoc-ASCAP—Canton, Belgin, Berger] The Banjo Barons shine brightly on this sing-along type charmer that couples a memorable melody with strong lyrics. Ops will like it.

(B+) **LET'S GET THE BANJO OUT OF THE ATTIC (1:41)** [Chesdal-BMI—Avayou] Another in the same happy vein.

AL CAIOLA (United Artists 747)

• **WHEELS WEST (2:05)** [Alpane ASCAP—Caiola, Romanis] Al Caiola, who struck gold with his "Magnificent 7" theme could repeat the success with this like-fashioned galloper that effectively showcases the guitarist's artistry. Top listening enjoyment.

(B+) **ON THE TRAIL (2:13)** [Robbins ASCAP—Grofe, Adamson] Pop treatment of "Grand Canyon Suite."

JERRY DAYTON (Epic 5-9703)

• **PLEASE DON'T HURT HER (2:24)** [Laddie BMI—Mandia, Gregory] Here's an unusual teen-oriented romancer from Jerry Dayton that could stir up plenty of sales and deejay excitement. Multi-track and strong beat are an added plus. Could happen.

(B+) **THREE LITTLE BOOKS (1:53)** [Bourne ASCAP—Deane, Thomas] Novelty romancer.

MARK DINNING (Cameo 313)

• **CALL HER YOUR SWEET-HEART (2:10)** [Fred Rose-BMI—Payne] Mark Dinning, who had a while back smash with "Teen Angel," could score a substantial noisemaker with this Cameo debut. It's an easy-goin' romancer with saccharine lyrics, but melodic.

(B+) **SHOULD WE DO IT (2:05)** [Acuff-Rose BMI—Dees, Watson] Ballad with beat.

Best Bets

JIMMY RUFFIN (Soul 35002)

• **SINCE I'VE LOST YOU (2:20)** [Whitfield] Ruffin can have his big chart break with this bow on the Tamla subsid. It's an infectious, shuffle-rock blueser that the artist and his combo-choral support serve up in ear-appealing fashion. Watch it.

(B) **I WANT HER LOVE (2:42)** Strong shuffle-thump dual-mart'er here.

JOHNNY RIVERS (Coral 62425)

• **YOUR FIRST AND LAST LOVE (2:20)** [Dolores ASCAP—Jones] Rivers, who currently has an Imperial smash in "Memphis," can also cash in with this date that Coral has latched onto. It's an appealing ballad-with-a-beat romancer that the chorus-backed Rivers delivers with sincerity.

• **THAT'S MY BABE (2:43)** [Dolores ASCAP] Also keep a close watch on this shufflin' blueser. It, too, can make noise.

THE CASCADES (RCA Victor 8402)

• **I DARE YOU TO TRY (2:09)** [Honeysuckle BMI—Gummoe, Stevens, Snyder] The group can have another chart item on their hands in this hard-hitting, rock-beat blueser. Side has the sounds, vocally and instrumentally that hits are made of.

(B+) **AWAKE (2:40)** [Honeysuckle BMI—Jackson] Pretty, soft beat cha cha wistful.

THE YOUNG VOYAGERS (Rust 5083)

• **BLUE EYES (2:35)** [Joli BMI—Asher] The artists display a warm and appealing pop-folk style as they softly caress this ultra lovely lilter. Deejay exposure can send it on its way. Eye it closely.

(B) **THE ANGRY SEA (2:02)** [Joli BMI—Asher] More fine folk stylings on this up temp entry.

DU-ETTES (One-derful 4827)

• **PLEASE FORGIVE ME (2:10)** [Va-Pac BMI—Rice, Williams, Kelly] The crew pulls out all the stops on this quick-paced, hard-driving hand-clappin' blueser with an interesting rapidly-changing beat. Side's a natural for heavy airplay.

(B) **LONELY DAYS (2:15)** [Va-Pac BMI—Rice, Flourney] Slow-moving watusi dance item.

THE BREAKAWAYS (Melbourne 1805)

• **THE FLIPPER (2:02)** [Beam, Jaspas-BMI—Turnbull] The Breakaways dish up a tasty instrumental in the tradition of the years-back hit, "Wheels" by the String Alongs. It's a captivating opus that could come from left field to score.

(B+) **GRANADA (2:12)** [Southern-ASCAP—Lara, Dodd] Bouncy arrangement of evergreen.

ANNA KING (Smash 1904)

• **MAKE UP YOUR MIND (2:46)** [Try Me BMI—Wright] The lark has had hits in the past and she can score again with this extremely slow-moving organ-backed funky pop-r&b affair all about a gal who wants her guy to decide if he wants her or not.

(B+) **IF YOU DON'T THINK (1:54)** [Try Me BMI—Brown] Lively, high-powered contagious blues item.

ROY CLARK (Capitol 5233)

• **IT'S MY WAY (2:35)** [Cedarwood BMI—Walker] Ray Clark can get back in his money-making ways with this lyrical, medium-paced bluesy full ork-backed ballad with a nostalgic while-backed sound. Plenty of potential here.

• **I'M FORGETTING NOW (2:30)** [Central Songs BMI—Taylor] Another first-rate side. This one's a slow-shufflin' country-flavored heartfelt tear-jerker sold with loads of poise and authority by Clark.

LOUISIANA RED (Glover 3002)

• **I'M TOO POOR TO DIE (2:17)** [Jon Ware & Frost BMI—Singleton, Wyche, Glover] Louisiana Red unleashes his potent, wide-range vocal talents full-blast on this swingin' low-down blues lament which boasts some clever, sure-fire lyrics. Deejays should really dig it.

(B) **SUGAR HIPS (2:15)** [Jon Ware & Frost BMI—Minter, Glover, Levy] Medium-paced, infectious instrumental stanza.

AL MARTINO (20th Century-Fox 530)

• **COME BACK TO ME (2:30)** [Porgie BMI—B.&A. Provenzano] This date, cut during the chanter's days with 20th-Fox, is a beautiful ballad lilter (done in part Italian) that could make its way to chartsville. Splendid all-around performance from Martino and the Aldo Provenzano ork.

(B+) **I CAN'T GET YOU OUT OF MY HEART (2:28)** [Southern ASCAP—di Minno, Crane] This is the lovely while-back hit for the songster. Can also make the grade again.

BOBBY MARCHAN (Dial 3022)

• **I'VE GOT A THING GOING (2:23)** [Tree BMI—Marchan, Riley] Bobby Marchan could well have a hit on his hands with slow-shufflin' chorus-backed happy blueser with a contagious 'Monkey' teen-angled danceable beat. Watch it closely.

(B+) **I GOTTA SIT DOWN AND CRY (2:43)** [Tree BMI—Marchan] Tender, soulful traditional r&b weeper.

MAXINE DAVIS (Guyden 2113)

• **I REALLY GOT IT BAD FOR MY BABY (2:10)** [Crazy Cajun BMI—Montalbano] Maxine Davis claims that she is really hung-up on her favorite guy on this easy-going pop-r&b chorus-backed tale of devotion. Deck could break rapidly.

(B+) **BEFORE I LEAVE YOU (2:27)** [Long Horn BMI—Stevens, Bilao] Pulsating-shufflin' blues weeper.

It's another "My Heart Skips A Beat" only—BIGGER!

BUCK OWENS

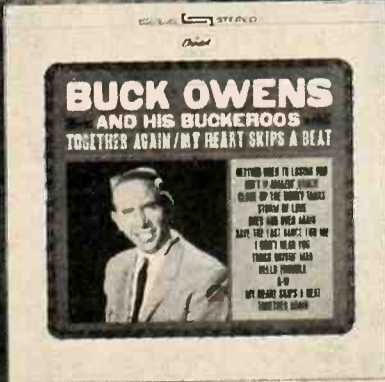
I DON'T CARE

(Just As Long As You Love Me)

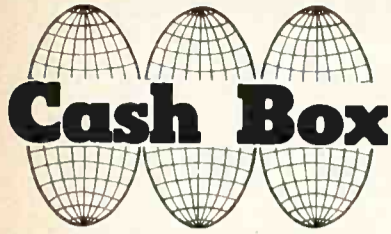
b/w DON'T LET HER KNOW #5240



*Hear Buck sing this brand-new hit
on the Jimmy Dean Show,
ABC-TV August 6th!*



Personal Management: Jack McFadden Sacramento, California YU 8-1189



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

DIANE PINE (Take 3909)
(B+) YOUR LOVE IS MINE (2:35) [Ripline, Doctor BMI—Bergen, Rick, Coburn] R&B ballad shouter.
(B) LUCKY GIRL (2:08) [Ripline, Doctor BMI—Bergen, Rick, Coburn] Tempo is speeded up on this side.

SUE THOMPSON (Hickory 1270)
(B+) BIG HEARTED ME (1:50) [Acuff-Rose BMI—Gibson] Pleasing up-dating of Don Gibson's country click.
(B) LOOKING FOR A GOOD BOY (2:20) [Acuff-Rose BMI—Boudeleaux, Bryant] Deck has a pop-rock beat.

THE FURYS (Liberty 55719)
(B+) IF I DIDN'T HAVE A DIME (2:20) [January BMI—Russel, Medley] Very strong pop-rock tune backed with excellent teen sound arrangements.
(B) DREAM (2:07) [Godsen ASCAP—Mercer] Fair revision job on the evergreen.

MARIAN MONTGOMERY (Capitol 5231)
(B+) SWEET TALK (1:55) [Notable ASCAP—Coleman, Huddieston] Good jazz-flavored sound.
(B+) THAT'S LIFE (2:36) [Four Star BMI—Kay, Gordon] Good pop programming material.

THE BOYS WITH THE BIG GUITARS (Ford 133)
(B+) THE BOYS WITH THE BIG GUITARS (2:27) [Merry-Go-Round BMI—Taylor, Darryl] Done in refreshing drag-sounding tempo.
(B) IF I COULD TELL HER (2:00) [Merry-Go-Round BMI—Taylor, Darryl] Coupler is a ballad via Everly Bros. sound.

JOE COSTA (RCA Victor 8403)
(B+) DON'T TRY TO CHANGE ME (2:12) [Hill & Range BMI—Pomus, Ponia, Andreoli] Songster ala Bobby Vinton's style with this presentation.
(B) TWO IS THE LONELIEST NUMBER (2:17) [Gil BMI—Perper] Sentimental tear jerker.

BARRY DARVELL (Providence 404)
(B+) IT'S RAININ', IT'S POURIN' (2:23) [Luristan ASCAP—Schatz] Top notch folk-rock ballad material.
(B) WHEN YOU'RE ALONE (2:25) [Davis BMI—Adessa] Hand-clap backing and rock beat give oldie a good up-to-date sound.

DAVIS & JONES & THE FENDERS (Derry 102)
(B+) BOSS WITH THE HOT SAUCE (2:00) [Lochmoor BMI—Davis, Jones] Powerful soul-twister.
(B) LOVE IS REAL (2:55) [Lochmoor BMI—Davis, Jones] Tempo is in lower gear but has the soul sound.

GERALD SIMS (Okeh 7199)
(B+) LITTLE ECHO (2:04) [Nicolet & Robert Carton BMI—Carton] High-powered pop-r&b lament.
(B+) MOTHER NATURE (2:45) [Shake BMI—Sims] Jazz-flavored twistable happy blueser.

SONNY BOY WILLIAMSON (Checker 1080)
(B+) I WANT YOU CLOSE TO ME (2:58) [Arc BMI—Dixon] Tender, after-hours bluesy tale of heartbreak.
(B) MY YOUNGER DAYS (3:08) [Arc BMI—Williamson] Shuffle-beat, earthy, funky lament.

EDDIE STAPLETON (Fortune 559)
(B+) WELL, I'M WEAK (2:15) [Trianon BMI—Stapleton] Pulsating, teen-angled pop-r&b twister.
(B) I WANT YOUR LOVE (2:45) [Trianon BMI—Stapleton] Medium-paced blues romancer.

DAVE HAMILTON (Fortune 861)
(B+) BEATLE WALK (2:40) [Trianon BMI—Hamilton] Swingin' low-key multi-danceable instrumental.
(B+) THE ARGENTINA (1:50) [Trianon BMI—Hamilton] Effective Latinish rhythmic item.

"BIG" TINY LITTLE (Coral 62424)
(B+) MARINE (2:35) [Hawaii BMI—Hermann, Jason, Shayne] Melodic, smooth reading of the flick theme.
(B+) I'LL REMEMBER APRIL (2:33) [Leeds ASCAP—Raye, Paul, Johnson] Pleasant, 'good music' affair.

THE SHERRYS (Mercury 72256)
(B+) NO NO BABY (2:22) [Merjoda BMI—Huff, Carl] Rocka-ballad vocal.
(B+) THAT GUY OF MINE (2:15) Another of the same, equally strong.

THE SCAVENGERS (Stars of Hollywood 1212)
(B+) DEVIL'S REEF (1:52) [Del-Pat ASCAP—Patton] Rocka-string with guitar lead instrum.
(B+) LITTLE ANNIE (1:50) [Signature BMI—Southard, Nelson] Similarly-styled opus.

MAMIE VAN DOREN/JUNE WILKINSON (Jubilee 5483)
(B+) BIKINI WITH NO TOP ON THE TOP (2:05) [Robin] Timely topic effort by the gals.
(B) SO WHAT ELSE IS NEW (2:07) [Jonie ASCAP—Robin] Novelty instrumental by combo.

ZACHERLY (Colpix 743)
(B+) HELLO DOLLY (2:09) [E.H. Morris ASCAP—Herman] The TV 'ghoul comic' hops on the bandwagon with a cute uptempo version of hit.
(B+) MONSTERS HAVE PROBLEMS TOO (1:54) [Screen Gems-Columbia BMI—Calcagno-Greco-Gore] A hard rocker with clever interjections by Zacherly.

WAYNE FONTANA & THE MIND BENDERS (Fontana 1917)
(B+) STOP, LOOK AND LISTEN (2:00) [Shapiro Bernstein ASCAP—Breedlove-Brown] A catchy rock-a-cha date.
(B) ROAD RUNNER (2:20) [Arc BMI—McDaniel] Infectious handclapper.

B+ REVIEWS

LONESOME SUNDOWN (Excello 2254)
(B+) YOU'RE PLAYIN' HOOKEY (2:08) [Excellorec BMI—Green] Raunchy, high-spirited happy blueser.
(B) PLEASE BE ON THAT "519" (3:02) [Excellorec BMI—Green] Traditional r&b weeper.

JOHNNY BURNETTE (Sahare 512)
(B+) WHAT A SUMMER DAY (2:15) [Sparrow BMI—Burnette] Fast-moving, danceable teen twister.
(B) FOUNTAIN OF LOVE (1:52) [Sparrow BMI—Burnette] Lyrical, slow-moving moody ballad.

ROAMERS (Appro 1890)
(B+) THE TIME OF MAN (3:45) [Brio BMI—Edmonson] Pretty, slow-moving pop-folk message-song.
(B) SHADY GROVE (2:30) [P.D.] Impressive feelingful reading of folk evergreen.

CHANTS (Interphon 703)
(B+) SHE'S MINE [Ardmore & Beechwood BMI—Schlaks, Weiss] Teen-angled rockin' blues-twister.
(B+) THEN I'LL BE HOME [Welbeck BMI—Amoo] Ditto.

LIGHTNIN' SLIM (Excello 2252)
(B+) SHE'S MY CRAZY LITTLE BABY (2:38) [Excellorec BMI—West] Low-down tradition-styled blues weeper.
(B) GREYHOUND BLUES (2:46) [Excellorec BMI] More of the same.

LES & LARRY ELGART (Columbia 43081)
(B+) BLUES IN THE NIGHT (2:45) [Remick ASCAP—Mercer, Arlen] Lush, big-band rendition of evergreen.
(B+) MY HEART BELONGS TO DADDY (1:55) [Chappell ASCAP—Porter] Ditto.

SANDY & SOPHOMORES (Columbia 43089)
(B+) WALK AWAY GIRL (2:21) [Tree BMI—Riley] Teen appealing jumper.
(B) I TRUST YOU TOMMY (2:02) [Famous ASCAP—Shuman, Stith] Pleasant rock-a-ballad.

PETE SHRAYDER (Ascot 2154)
(B+) THE MEMORY OF MARYLYN (2:48) [United Artists ASCAP—Tobias, Pockris] Taunting heart-breaker ballad.
(B) TEN TIMES BLUE (2:30) [Kingsley ASCAP—Kaye, Springer] A sad story teller ballad.

LORETTA KING (Columbia 43084)
(B+) THE GOOD LOVE, THE BAD LOVE (2:37) [Premier BMI—Carroll, Puzey] Rockin' danceable r&b affair.
(B+) TELL ME MY LOVE (2:22) [Premier BMI—Roberts, Carroll] Same as the top side.

BUTCH, PEGGY AND LITTLE JOHN (Old Town 1165)
(B+) IT MUST BE LOVE (2:50) [Nuca Maureen—Verroca] Inviting stomp beat rocker.
(B) TOMORROW NIGHT (2:19) [Nuca Maureen—Verroca] Good frug beat should attract dance bugs.

LIGHTNING HOPKINS (Prestige 326)
(B+) LET'S GO SIT ON THE LAWN (2:40) [Pres BMI—Hopkins] Low-down, funky, soulful blues tear-jerker.
(B) I LIKE TO BOOGIE (2:30) [Pres BMI—Hopkins] Pulsating, lively happy blueser.

KEN JENSEN (Ava 158)
(B+) BOX CARS (2:16) [Hullabaloo BMI—Jensen] Lush, hard-swingin' jazz instrumental.
(B) CHEAP BLUE (2:25) [Hullabaloo BMI—Jensen] Laconic, slow-moving midstream ballad.

WILLIE DIXON (Federal 12524)
(B+) UNCLE WILLIE'S GOT A THING GOING ON (3:02) [Sonlo BMI—Thompson] Pulsating, fast-moving blues rocker.
(B+) OUR KIND OF LOVE (3:00) [Sonlo BMI—Thompson, Warren] Nostalgic, pop-r&b lament.

AL CHANEY (Soundstage 7 451)
(B+) RETURN TO SANDRA (1:56) [Yonah-BMI—Chaney] Up tempo rocker from Presley's "Return To Sender" groove.
(B) THAT'S WHY I WANT YOU (2:12) [Yonah-BMI—Chaney] Soft pleasant ballad.

RELIGIOUS

GOSPEL KEYNOTES (Nashboro-824)
 In Glory Land/Show Me The Way

MIGHTY GOLDEN TONES (Nashboro-825)
 Lord! Care For Me/My Saviour Lifted Me

WILLIAMS SINGERS (Nashboro-826)
 Troubled Mind/We're Blessed

BRIGHT STARS (Nashboro-827)
 God's Comin' Again/If You Miss Me Singing

BRO. JOE MAY (Nashboro-828)
 What You've Done For Me/God Gave Me A Song

PILGRIM HARMONIZERS (Song Bird-1013)
 If I Pray/Words Of Elijah

THE VALLEY WONDERS (Song Bird-1011)
 The Twenty Third Psalm/The Lord's Prayer

THE HARDEMAN SINGERS (Peacock-3024)
 Living A New World/Remember Me

THE HIGHTOWER BROTHERS (Peacock-3020)
 Good Time In Heaven/Nobody's Fault But Mine

The Single's Here. #0281



The Album's Coming! #R 6130



**DINO'S GOT HIMSELF A BIG,
FAT, GRABBIN' WINNER!**



Set Re-Issue Of Kempff's Complete Beethoven Sonatas

NEW YORK—In honor of pianist Wilhelm Kempff's first U.S. recital, MGM Records has arranged with Deutsche Grammophon, whose records it distributes in this country, to re-issue in Oct. Kempff's vaunted recordings of the Beethoven Piano Sonatas. The Complete Beethoven Piano Sonatas will comprise ten disks as a boxed set (not available singly) to be released shortly before the pianist gives his American debut recitals at New York's Carnegie Hall on Oct. 13 and 15.

Each of the ten records has been re-mastered and newly pressed. The sonatas in Kempff's versions originally were released on American pressings starting in 1952 and totaled 15 records, compared to 10 in this new edition and to 13 in the recently re-issued Schnabel set on Angel.

Also in Oct., MGM will release four new DGG albums by Kempff, two devoted to Brahms' piano music (the intermezzi, rhapsodies and capriccios of Opp. 76, 79, 116, 117, 118, 119) and two new recordings of the last four Beethoven piano sonatas, which will comprise one of the pianist's Carnegie Hall Programs.

Kempff's presently available DGG recordings include the five Beethoven piano concertos, two albums of Mozart piano concertos (Nos. 8, 23, 24, 27), an album of Mozart sonatas and fantasias and a single disc of the Beethoven "Moonlight," "Pathetique" and "Appassionata" piano sonatas.

Kempff, who has appeared in Canada but never before in the U.S., was born in Juterborg on Nov. 25, 1895. His father was a piano teacher. Kempff, who was well known at the age of 20, succeeded Max Pauer as director of the Wurttemberg Academy of Music (Stuttgart) in 1924 but resigned in 1929 to devote himself to the piano and to his master classes.

Re-Tying The Knot



NEW YORK—Everyone was all smiles when Rita Pavone recently signed a new long-term contract with RCA Italiana. The lark whose first English-language single "Remember Me" and album made quite an impression on the charts, recently returned to her native Italy from a tour of South America. Currently recording her second RCA Victor English-language LP under the A&R supervision of Joe Rene, she will be back in the U.S. in October for a return engagement on the Ed Sullivan CBS-TV'er. Shown (left to right) with Rita are Teddy Reno, her manager, RCA Victor division veeep Dario Soria and Giuseppe Ornato, general manager of RCA Italiana.

World Artists Bows American Arts Subsid

PITTSBURGH—Lou Guarino, president of World Artists Records, has announced the formation of a new subsid label to be called American Arts.

Already pacted to the new label are lark Bobbie Smith who will debut with "Miss Stronghearted," and Britishers Alma Cogan and Andee Silver. Guarino also announced the distribution set-up for the affiliate would be the same as for World Artists.

ALBUM PLANS

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

ABC-PARAMOUNT, IMPULSE! & TANGERINE

12½% discount on all new and catalog product. Expires: Sept. 30.

ATLANTIC & ATCO

12½% discount on all new product and rest of catalogs. 30-60-90 day billing to qualifying accounts. Expires: Aug. 31.

AUDIO FIDELITY

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

BLUE NOTE

10% discount on all LP's. Expires: Aug. 31.

COLPIX

"The Red Carpet Is Out"—Buy-4-get-1-free on 13 new LP's; 30-60-90 billing; 100% exchange privilege.

FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-5-get-1-free basis. Also, other LP's at additional 12½% discount.

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 albums.

REQUEST

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

TAMLA-MOTOWN-GORDY

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

VEE JAY

10% discount on LP's.

WORLD ARTISTS

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

1

...OK..the Jackie Ross "Selfish - One" and Chuck's "You Never Can Tell" are definite hits. All agreed?

2

.... What? 1903 and 1906...??
No question! Sales are fantastic!
They'll both hit top five.

6

Let's wrap it up. We're here for a reason, not a season! .. Keep sluggin' on Jackie's "Selfish One" and Chuck's "You Never - Can Tell". Start runnin' with 1078 and 1083. They're sellin'. ..OK..back to work.

3

... We're wastin' time talkin' Jackie - Ross and Chuck Berry. We know they're hits! Let's talk 1078 and 1083. We're startin' to get big action on these

5

1078 is Little Milton's
"What Kind Of Love Is This"
...1083 is Bo Diddley's
"Jo-Ann". Gimme a match, Phil.

4

I don't know from numbers.
I talk titles to jocks.
What the hell is 1078 and 1083?

CHESS producing company

2120 S. Michigan Ave., Chicago 16, Ill.

...and now from



where the big news is coming from—

**A TRIO OF BLOCKBUSTERS
THAT ARE EXPLODING
NATIONALLY!!!**

**BOBBY
GOLDSBORO**



**ME
JAPANESE
BOY
I LOVE
YOU**

UA 742

**FRANKIE
AVALON**



**NEW FANGLED,
JINGLE JANGLE
SWIMMING
SUIT FROM
PARIS**

UA 748

**JOHNNY
RIVERS**



**OH
WHAT A
KISS**

UA 741

**NOW! FOR THE FIRST TIME
THE INCOMPARABLE VOICE OF
MALCOLM DODDS
ON RCA CAMDEN**

**CASH IN ON THIS TERRIFIC NEW TALENT
IN HIS EXCITING DEBUT ALBUM
"TRY A LITTLE TENDERNESS"**

CAL/CAS-813



RCA CAMDEN

AMERICA'S BIGGEST ENTERTAINMENT VALUE



**PLATTER
SPINNER
PATTER**

The world's first "sleepless sit-in" was recently conducted by WVON-Chicago. The outlet's deejays were locked in a mobile home parked in one of the city's largest shopping centers at six in the morning on July 6 and they started a marathon to raise funds for C. O. F. O. (The Council of Federated Organizations) which is coordinating the drive for voter registration in Mississippi this summer. The first spinner dropped off after 48 hours, another lasted 52, three more succumbed after 60 hours, and the two remaining "Good Guys" kept it up for 85 and 87 hours. The sleepless sit-in, billed as WVON's "Wide-Eyed Freedom Ride," received the support of the Windy City's Negro community to the tune of over \$17,000.

Most couples are married to the strains of music provided by a piano, organ or even a phonograph. But a Williamson, West Virginia couple recently took their vows to music played on their radio. The twosome found shortly before the home ceremony that someone had forgotten to obtain a piano. The bride's mother, however, had an idea. She phoned WBTH. After a hurried search of the station's library of records, Mark Webb located appropriate music and then played it on the air in a special broadcast dedicated to the marriage. Radios were tuned to WBTH during the ceremony and the couple was married on schedule. Bob Harvit, general manager of the outlet said: "The request threw me for a moment, but you get used to requests of every nature from a loyal radio audience."

Have you seen the WLOL-Minneapolis Button Girls? That's the question being asked all around the Twin Cities these days since WLOL started their "Button Girl" promotion. Three gals are driving around the Twin Cities in red convertibles stopping at various shopping centers and parking lots asking drivers if they have their car radios on 1330. If they do, the girls have gifts for them. If the driver does not have WLOL on the car radio, but will let the Button Girl set their car radio on 1330, they also receive a gift from the station.

It's now Christmas in July on CKY-Winnipeg. All over Manitoba, Diamond Santa Clauses are carrying certificates redeemable for perfect quality 1/4 carat unset diamonds. Listeners hear 24 clues daily to the identities of the Diamond Santa Clauses—then must go out and find them to claim their diamonds.

Johnny Canton, newly-named 3 to 6 PM personality on WHAM-Rochester, sends out an urgent s.o.s. for bet-for singles service. Outlet is a 50,000 watt, clear-channel setup and is presently in the process of modernizing their music policy.

Jim Runyon, KYW-Cleveland's mid-day (10AM-2PM) deejay, recently began a two-week run as the King (of Siam) in the Cain Park Summer Theater production of "The King And I."

The American Women in Radio and Television will use early broadcasting

techniques to highlight today's modern trends at their East Central Regional Conference to be held Oct. 2-4 at the Statler Hilton Hotel in Detroit.

The U.S. Foreign Service has issued a call for help. More communications clerks are needed quickly to staff embassies, consulates and legations around the world. To help fill this shortage, WLS-Chicago is currently broadcasting custom produced announcements for recruitment purposes. Produced by public affairs director, Don Stewart, the announcements are scheduled several times daily through August 8, or until the quota is satisfied.

With over 2,500 entries on tape, Regency Records, United Artists and KLAC-Los Angeles have closed the contest offering a recording contract to any KLAC listener who warbles the best version of the tag tune from UA's "For Those Who Think Young." Entrants were given free copies of the tune, then called and sang into the station's tape recorder banks. Regency executives will sift vocals for the best ten, followed by a live audition for those chosen before group of judges. Best one, of course, wins the Regency contract to cut the tune with full orchestra for national release and ballyhoo.

KNUZ-Houston has received for the sixth time the monthly Key Station Award from the Texas Associated Press Broadcasters Association. The award is presented monthly by the T.A.P.B.A. for the best coverage given a news story during the month by a Lone Star State outlet.

Lou Gillette, KVI-Seattle news director, has reached new heights of stardom most recently in the flick world. The new "movie king" just completed his first film for the United States Air Force called "Gun Mayhem." Gillette plays a lead role, that of a lieutenant colonel in the Air Force. The movie was made in Seattle and California and will be shown to all Air Force personnel in the U.S., Far East and Europe.

Some prominent guests recently appeared on KHJ-TV-Hollywood's "Million Dollar Matinee" program including Janet Blair, currently starring in "Sound Of Music" at the new Valley Music Theatre, outside Los Angeles. Others interviewed by host Wayne Thomas included Joannie Sommers and Kirby Grant. . . . Betty Breneman, KHJ librarian, is back at her desk after a two-week vacation. Ditto for deejay Paul Compton.

Congrats are in order for Mitzi Hirschboeck, WLS-St. Louis staffer, who was recently elected president of the St. Louis chapter of the American Woman in Radio and Television.

VITAL STATISTICS:

J. Patrick Tallman, formerly program director for the McLendon chain, named music director of KBAT-San Antonio. . . . Chuck Dunaway given the green light as operations manager of KAYC-Beaumont.

Herb Sheldon Dies

NEW YORK—Herb Sheldon, the radio and TV personality, died here last week (21) at the age of 51. During the 1950's, the onetime deejay was one of the most popular kiddie show emcees on TV. Born in Brooklyn, Sheldon started his radio career by doing a one-man show for free in 1941. He later packaged shows for actors and deejays, became a strong deejay and announcer in his own right. He's survived by his wife, two sons and two daughters and two brothers.

**Olympia Dist.
Handles Prima**

NEW YORK—Ervin Litkei's Olympia Distributing has been named the New York outlet for Louis Prima's Prima label. First release under the new arrangement is Prima's dinking of two tunes from the upcoming Walt Disney flick, "Mary Poppins." Sides are "Spoonful of Sugar" and "Stay Awake."



SURE SHOTS

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

- BECAUSE**
DAVE CLARK FIVE Epic 9704
- I'LL KEEP YOU SATISFIED**
BILLY J. KRAMER Imperial 66048
- AND I LOVE HER**
BEATLES Capitol 5235
- HEY GIRL DON'T BOTHER ME**
TAMS ABC-Paramount 10573
- I'VE GOT NO TIME TO LOSE**
CARLA THOMAS Atlantic 2238
- IT'S ALL OVER NOW**
ROLLING STONES
VALENTINOS London 9687
Sar 152
- SELFISH ONE**
JACKIE ROSS Chess 1903
- IN THE MISTY MOONLIGHT**
JERRY WALLACE Challenge 59246
- SWEET WILLIAM**
MILLIE SMALL Smash 1920

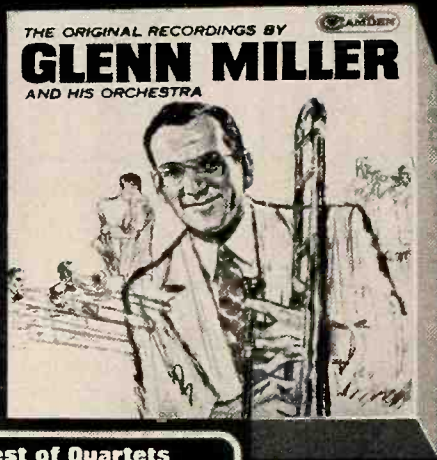


TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bulet

A Hard Day's Night	70	Just Be True	*35
A House Is Not A Home	99	Keep On Pushin'	10
A Taste Of Honey	74	Little Children	55
A Tear Fell	47	Little Lotin Lupe Lu	5
A World Without Love	*30	Little Old Lady (From Pasadena)	5
Ain't She Sweet	*33	Looking For Love	*50
Al Di La	43	Love Is All We Need	63
Alone	*67	Maybe I Know	*54
And I Love Her—Beatles	78	Memphis	13
And I Love Her—Martin	41	Mexican Shuffle	98
Angelito	61	Mixed-Up Shook-Up Girl	31
Anyone Who Knows What Love Is	88	More & More Of Your Amore	97
Baby Come Home	45	My Boy Lollipop	24
Bad To Me	*65	The New Frankie & Johnny Song	100
Because	14	No One To Cry To	*60
Can't You See That She's Mine	56	No Particular Place To Go	42
Chapel Of Love	25	Nobody I Know	12
C'mon And Swim	7	Oh! Baby (We Got A Good Thing Goin')	12
Dang Me	91	People	28
Darling It's Wonderful	36	People Say	*16
Do I Love You	26	Rag Doll	2
Don't Let The Sun Catch You Crying	29	Remember Me	68
Don't Throw Your Love Away	53	Ringo's Theme (This Boy)	86
Don't Worry Baby	100	Sailor Boy	82
Down Where The Four Winds Blow	*6	Soy You	*0
Everybody Loves Somebody	62	Selfish One	*77
Everybody Needs Somebody To Love	19	Share Your Love With Me	57
Former John	8	She's The One	64
Girl From Iponemo	85	Sole Sole Sole	91
The Girl's Alright With Me	20	Steal Away	*15
Good Times	93	Such A Night	*40
G.T.O.	*22	Sugar Lips	*21
Handy Man	83	Sunny	92
Haunted House	*73	Sweet William	*81
Hey Girl Don't Bother Me	46	Tell Me	31
Hey Harmonica Man	*32	Tennessee Waltz	*4
How Do You Do It	37	Thank You Baby	96
I Believe	3	Try It Baby	23
I Get Around	27	Under The Boordwalk	11
I Like It Like That	*51	Walk Don't Run '64	*38
I Should Have Known Better	17	What Have I Got Of My Own	52
I Wanna Love Him So Bad	79	Where Did Our Love Go	*9
If I'm A Fool For Loving You	*66	Wishin' & Hopin'	*4
I'll Keep You Satisfied	*48	World I Used To Know	69
I'll Cry Instead	49	Worry	59
I'm Into Something Good	*80	(You Don't Know) How Glad I Am	*18
In The Misty Moonlight	84	You're My Remedy	58
Invisible Tears	87	You're My World	39
It Ain't No Use	95		
It Hurts To Be In Love	89		
It's A Cotton Candy World	*76		
It's All Over Now	*75		
I've Got No Time To Lose			

NEW RCA CAMDEN ALBUMS THAT STACK UP TO EXTRA AUGUST SALES



Collectors' items by the great bandsman: "Elmer's Tune," "To You," "Pagan Love Song," "My Reverie," others. CAL/CAS-829 (e)



THE HARMONEERS QUARTET WEATHERFORD QUARTET
THE BLACKWOOD BROTHERS QUARTET
STAMPS-BAXTER QUARTET THE STATESMEN QUARTET

Top singers in top performances for collectors. Includes: "Who Do You Think," (Statesmen) "I Get Happy" (Blackwood Bros.) 8 others. CAL/CAS-832 (e)



Some of these romantic and lush orchestrations include narration: "This Love of Mine," "Symphony of Love," "Melody of Love," others. CAL/CAS-830

SINCERELY JOHNNIE AND JACK



Treasured performances by the country favorites include: "Sincerely," "Slow Poison," "Oh Baby Mine," others. CAL/CAS-822 (e)

RCA CAMDEN
AMERICA'S BIGGEST ENTERTAINMENT VALUE

JACKIE WILSON

The way his fans like him best!

SQUEEZE HER-
TEASE HER
(But Love Her)

c/w

GIVE ME BACK
MY HEART

55269

Brunswick
RECORDS

Just Released!
A Great New Album



by
Mr. Excitement

BL-54117

BL-754117 (Stereo)

Now Available At All Decca Branches



RECORD RAMBLINGS

NEW YORK:

Command Records hosted a cocktail reception at the Hampshire House last week (20) to bow Carol Channing's debut single for the label. Label topper Enoch Light was on hand to introduce Miss Channing to guests and press reps. "Dolly's" initial entry into the singles field for Command is "Ain't Misbehavin'" coupled with "When You're Smilin'." . . . Our condolences to Command's Loren Becker whose mother died recently. . . . Conductor-composer-arranger Stan Applebaum writes he's recently done an album with Sergio Franchi for RCA Victor, and that he's also done a lot of work for the World's Fair. . . . Regina lark Sylvia DeSayles received a citation from Mayor Wagner last week for her recent participation in the Mayors conference. . . . Al Calder of 20th Fox dropped by the CB offices last week to tell us the label has two potential blockbusters with "What Now My Love" by Remo Capra, and "Mickey Mouse" by Dennis Proviso.

Broadway," and "Film Spectacular Vol. 2" by Stanley Black. . . . Bucky at Redisco in Baltimore buzzes that the little LP is the coming thing for ops. Columbia, Kapp and Command are already tailoring the sets for the ops. . . . Oscar Brand post cards from Edmonton, Canada, where he played to 4,000 at the Corral. His Canadian TV show for Procter and Gamble has been renewed.

Rosemary Prinz, who's Penny on the CBS daytime TV'er, "As The World Turns," has etched her first album to be released under the Pharos banner. She'll visit 10 cities to promo the set. . . . Joe Perdeck of Purdy Records is shouting Hit! for "Another Like You" by Ray Fleming, and "Don't You Feel It" by Bobby Adams. . . . Ember Records' Bill Darnell reports that sales are mounting for "Mixed Up, Shook Up Girl" by Patty & The Emblems, and "La Nuit" by Jimmy Lytell. . . . Fred Perri sez the most seasonal tune around is "New Fangled Jingle Jangle Swimming Suit From Paris." . . . Motown's Bobby



BILL COSBY



ED FORSYTH



EDDIE DE RAE

. . . In an era when performers rarely remain in one club long enough to get their billing straight, Tobi Revnolds is an exception to the rule. The lark has just been held over for her 4th month at Gotham's Cafe Au Go Go. . . . Bob Boulanger and Dick Heard, those clefters who clicked a while back with "Abigail Beecher," claim they will do like Top 100 business with their latest effort, Jean Mavs' Diamond deck of "Dew Drop Inn."

Arlene Biedenkopf, secretary to Liberty topper Alvin S. Bennett, has just been honored by the Institute for Certifying Secretaries, a department of the National Secretaries Association. She is now one of a select group of top-level secretaries who earned the rating and the right to use the initials CPS following her name. Only 280 were certified nationally this year.

Eddie DeRae, who appeared on Clay Cole's TV'er last week, makes his Decca debut with "Go Back To Him." . . . Ray (El Watusi) Barretto is the first to etch the evergreen "Nature Boy" with a Latin beat—the tune is included in Ray's upcoming LP on Tico. . . . Jack Bart, president of Universal Attractions, is on an 11-week South American tour with the American Beetles. Dolores Rosaler, former assistant to the administrative secretary of AGVA, has joined Universal's sales dept.

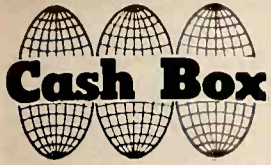
Talked to Roy Botachio at Capitol who's back at his desk and feeling better. Roy's taking a vacation the next two weeks, and during his absence, Merv Amols is making promo jaunts around town. . . . Bill Kaslin of Hull Records buzzed to tell us he's just picked up the option on Shep & The Limelights; the group has been with the label four years and will debut a new single before Sept. . . . Lou Guarino of World Artists Records sez the action of Joe Sherman's etching of "Seventh Dawn" has turned to the other side, "Time Alone Will Tell," penned by Joe and his partner Geo. D. Weiss. . . . London's Phil Wesen is all smiles over the sales figures on the new Bachelors LP and the group's new single, "I Believe," along with "Tell Me" and "It's All Over Now" by the Rolling Stones, and two new Phase 4 issues—"Werner Muller On

Green, currently out with a single dubbed, "You're Just Like You" heads for a 12-week cafe & concert tour of Australia next month. . . . Indie promo rep Morty Wax calls to our attention these moneymakers: "A Taste Of Honey" by Tony Bennett, "Silly Ole Summertime" by the New Christy Minstrels (both on Columbia) "Comin' Home Baby" LP by Jack LaForge on Regina, "You Don't Know Baby" by the Pacettes (Regina), "Once A Fool" by Lesley Miller (RCA Victor) and "Taste Of Honey" by the Beatles.

Bill Cosby signs in for the Tonight Show this week (28) and takes his comedy the following night to the Village's Bitter End for three weeks.

Jackie Kahane, the comic who recently scored a success on the Steve Allen Show, is waxing a first album several labels are interested in picking up. . . . Sol Winkler came by with a copy of "Blue Eyes" by the Young Voyagers (Rust), which he produced. The label has high hopes for the tune. . . . David Enos tells us that Jodie Sands has been booked into "The Orchard" in Atlantic City with Jackie Mason, and that she'll premiere a new deck shortly. . . . Trini Lopez opens a two-week engagement at Mr. Kelly's in Chicago this week before embarking on a European jaunt which will wind up at the famed Olympia Music Hall in Paris. . . . Scepter's Tommy Hunt to headline at the Peppermint Lounge for 2 weeks beginning Aug. 3. . . . Harriet Wasser, who manages King Williams, indicates the singer's first for MGM "Patience Baby" is sure to be a best-seller. Harriet also mentioned that Bob Crewe has cut the Orlons for Cameo-Parkway.

Tommy Glascoe of Stork Records buzzes that The Pin-ups, currently pinning their hopes on "Looking For Boys," have departed on a deejay and disk hop promo jaunt that will take them to Scranton, Pittsburgh, Greensburg, Latrobe, Erie, Akron, Youngstown and Cleveland. . . . Thelma Carpenter, touring this summer in "Showboat," opens at the Owens Auditorium in Charlotte on July 28. . . . Kenny Burrell skedded to do a set of melodic jazz tunes with specially prepared arrangements for Straight Ahead Rhythms, Inc.



RECORD RAMBLINGS

CHICAGO:

Seymour Schwartz's new label GMA is off to a flying start with The Allnighters' "You Talk Too Much." Deck, distributed nationally by Jim Golden's USA Records, is reportedly clicking in Detroit and starting up in some eastern markets. Seymour recently signed Jimmy Ford who's currently touring with the Dick Clark caravan. . . . Paul Hertel writes from South Bend that the recent bash at Stephan Center Notre Dame attracted 4,000 teens. Stars

at Shelly's Manne Hole, have been signed to sing their hit, "The Girl From Ipanema" in "The Hanged Man" TV Project 120 two hour telefilm. . . . The Clinger Sisters, just signed to a Vee-Jay Records contract, leave this Saturday for a series of fair appearances across the country. . . . Henry Mancini established all-time attendance records leading the Cleveland, Ohio, and Kalamazoo symphony orchestras in concerts. . . .

Vic Dana took over as a one week guest deejay for vacationing Bruce



KARL BOXER



JACKIE KAHANE



JOHN McDONALD

were Kenny Carlton & The Redcoats, Princeton Five, and The Phantom Five, with spinner Dick Biondi emceeing. . . . Alan Mink, nat'l. promo mgr. for Smash, arranged a six-city tour for Dickey Lee who has a possible biggie in "Only Trust In Me." . . . Here's a word from Bert Loob that RIC Records is hot with Florraine Darlin's "Johnny Loves Me" and pro footballer Roosevelt Grier's "In My Tenement." . . . The Beach Boys headlined at McCormick Place (7/24) along with Freddie Cannon, Jimmy Griffin, Lynn Easton and The Kingsmen. . . . Congrats to Earl Glicker who entered the freelance promo fold. Earl was formerly associated with Cortland Records. . . . Perez Prado makes a rare Chi appearance at the Aragon Ballroom 7/24-26. . . . Chuck Livingston's on the move with Mercury outings "A House Is Not A Home" by Brook Benton, "It's A Cotton Candy World" by Jerry Wallace and "Maybe I Know" by Lesley Gore.

The Oscar Peterson Trio followed Erroll Garner into the London House 7/21. . . . In the fore at United Record Dist. are singles "I'll Always Love You" by Brenda Holloway (Tamla), "A House Is Not A Home" by Dionne Warwick (Scepter) and "Please Forgive Me" by The Duettes (One-derful). . . . The new Chad & Jeremy side "A Summer Song" (World Artists), Leon Peels' "A Casual Kiss" (Whirlybird), "If You Were The Only Boy In The World" by The Crampton Sisters (DCP) and "Don't Stand Up In A Canoe" by Ronnie Dante (Music Voice) are among the sizzlers at Garmisa Dist. . . . Local group The Etons (USA) enjoyed a swingin' closing at The Mist in Joliet (7/19) when Al Hirt and Count Basie (who appeared at nearby D'Amico's) stopped by and joined them onstage for an impromptu session! . . . Bobby Bland, Dionne Warwick, and a host of disk artists headline at the Regal Theater starting 7/24. . . . Kent Beauchamp of Royal Disc Dist. boasts a winning pair in "Summertime Blues" by the Princeton Five (Princeton) and "The Dartell Stomp" by The Mustangs (Providence).

HOLLYWOOD:

Johnny Mathis and the Nogas held an opening night party at the start of Mathis' current engagement to the Greek Theatre. . . . Dale and Grace in town to appear on the Dick Clark show this Saturday. . . . Jerry Blaine, president of Cosnat Corp., here over the weekend for meetings with producer Maurice Duke anent release and press campaign for the release of their initial film production, "The Candidate." . . . Stan Getz and Astrud Gilberto, currently packing them in

Lee at WIND, Chicago. . . . Gil Friesen upped to regional sales manager for Kapp Records. Tony Lowe now handling promotion locally for the label. . . . Singer-songwriter, Bill Shaw signed by new Coast label, Regency Records to co-produce with A&R chief Judd Hamilton first release by the Nordic Trio. . . . Songwriter Jonny Baron and wife, vocalist Nanine proud parents of a son, Jon Carney Baron. . . . In addition to her tour of European Army bases, Reprise star Keely Smith has been set for TV and nightclub appearances in England, France, West Germany, and Italy. . . . Capitol Records producer, Jim Economides cut additional tracks for the Lettermen's new album during their stint at New York's Copa. . . . Dick Glasser, Dolton Records topper plans an early release for The Standells initial album release, recorded live at P.J.'s. . . .

HERE AND THERE:

PHILADELPHIA—Ted Kelleam has a flock of moving singles this week on Columbia including "Invisible Tears" by Ray Conniff, "I Want You To Meet My Baby" by Eydie Gorme, "A Taste Of Honey" by Tony Bennett, "Wah Wahini" by the Rip Chords, "Toki's Theme" by Dave Brubeck, "Silly Ole Summer Time" by the New Christy Minstrels, and "Summer Place" by the J's with Jamie.

BALTIMORE—Dave Carrico at Marshall/Mangold sez the distrib is setting the pace in the Balto area with "GTO" by Ronny and the Daytonas (Amy-Mala), "You Don't Know Baby" by the Pacettes (Regina) and "Always Something There To Remind Me" by Lou Johnson (Big Hill).

DETROIT—The Marvin Gaye Revue, which broke a lot of attendance records at the Twenty Grand Lounge here, have moved into Freedomland with the Miracles and Martha and the Vandellas for four shows a day.

CHARLOTTE, N.C.—Jazz 88'er Karl Boxer paid a visit to Ernie's Record shop here to sign copies of his first LP, Jazz Impromptu. The traffic was heavy for Boxer's album and signature.

MERIDIAN, MISS.—John McDonald, Sleeper Records disk artist, dropped by the Music Center here to perform his current etching of "Sleep," an updating of an old tune from the 20's.

GOODLETTSVILLE, TENN. — The correct title of Joe Hinton's new deck on Back Beat is "Funny How Time Slips Away" by Willie Nelson.

JOHNNY RIVERS

That "MEMPHIS" Man
with a brand new single!

THAT'S MY BABE

62425



Now Available

at all

Decca Branches



Invisible Tears

4-43061
RAY CONNIFF

I WANT YOU TO MEET MY BABY

4-43082
EYDIE GORME

ANGELITO

4-43045

RENE
AND
RENE

A TASTE OF HONEY

4-43073
TONY BENNETT

SHRIMP BOATS

4-43056
JERRY JACKSON

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 JULY 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
50%	Such A Night	Elvis Presley	RCA Victor	89%
49%	Because	Dave Clark Five	Epic	49%
46%	You Never Can Tell	Chuck Berry	Chess	46%
45%	I'll Cry Instead	Beatles	Capitol	80%
43%	I'll Keep You Satisfied	Billy J. Kramer	Imperial	79%
42%	And I Love Her	Beatles	Capitol	42%
41%	Ringo's Theme	George Martin	United Artists	54%
40%	Maybe I Know	Lesley Gore	Mercury	61%
39%	I Want You To Meet My Baby	Eydie Gorme	Columbia	86%
37%	Silly Ole Summertime	Ray Conniff Singers	Columbia	37%
36%	I've Got No Time To Lose	Carla Thomas	Atlantic	36%
34%	Always Something There To Remind Me	Lou Johnson	Big-Hill	34%
31%	Father Sabastian	Ramblers	Almont	43%
30%	Looking For Love	Connie Francis	MGM	89%
29%	Sweet William	Millie Small	Smash	29%
27%	A House Is Not A Home	Brook Benton	Mercury	57%
25%	Hullo Muddah, Hullo Fadduh (64 version)	Allan Sherman	Warner Bros.	48%
24%	Selfish One	Jackie Ross	Chess	44%
22%	More and More Of Your Amor	Nat Cole	Capitol	22%
21%	No One To Cry To	Ray Charles	ABC Paramount	58%
20%	It Hurts To Be In Love	Gene Pitney	Musicor	31%
19%	GTO	Ronnie & Daytones	Mala	59%
18%	In The Misty Moonlight	Jerry Wallace	Challenge	94%
17%	I'll Always Love You	Brenda Holloway	Tamla	17%
16%	I Should Have Known Better	Beatles	Capitol	71%
14%	It's A Cotton Candy World	Jerry Wallace	Mercury	67%
14%	You're No Good	Swinging Blue Jeans	Imperial	46%
13%	It's All Over Now	Rolling Stones	London	39%
12%	The House Of The Rising Sun	Animals	MGM	12%
11%	A House Is Not A Home	Dionne Warwick	Scepter	11%
10%	And I Love Her	George Martin	United Artists	33%
10%	He's In Town	Tokens	B.T. Puppy	10%

LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
One Piece Topless Bathing Suit Rip Chards (Columbia)	23%	Me Japanese Bay I Love You Bobby Galdsboro (United Artists)	9%	Looking For Boys Pin Up (Stark)	14%
It's All Over Now Valentinos (Sar)	15%	Haunted House Geno Simmons (Hi)	8%	Jamaica Joe Angels (Smash)	7%
Sole, Sole, Sole Siw Malmkvist & Umberto Marcata (Jubilee)	17%	Thank You Baby Shirelles (Scepter)	8%	Let Me Get Close To You Skeeter Davis (RCA Victor)	7%



LOOKING AHEAD

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

- | | | | |
|--|--|--|---|
| <p>1 YOU NEVER CAN TELL
(Chuck Berry BMI)
Chuck Berry (Chess 1906)</p> <p>2 A SHOT IN THE DARK
(Twin Chris—ASCAP)
Henry Mancini (RCA Victor 8381)</p> <p>3 VIVA LAS VEGAS (EP)
Elvis Presley (RCA Victor EPA 4382)</p> <p>4 FATHER SEBASTIAN
(4 Star Sales—BMI)
Ramblers (Almont 311)</p> <p>5 SHOUT
(Wemar, Nom BMI)
Lulu & Lovers (Parrott 9678)</p> <p>6 THE JAMES BOND THEME
(Unart BMI)
Billy Strange (Crescendo 2320)</p> <p>7 A QUIET PLACE
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(United Artists 715)</p> <p>8 LOOKIN' FOR BOYS
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Pin-Ups (Stark 1)</p> <p>9 I WANT YOU TO MEET
MY BABY
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Eydie Gorme (Columbia)</p> <p>10 NEW ORLEANS
(Rock Masters—BMI)
Bern Elliot & Fenmen (London 9670)</p> <p>11 HELLO MUDDAH, HELLO
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Allan Sherman (Warner Bros. 5449)</p> <p>12 SUMMER MEANS FUN
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Bruce & Terry (Columbia 43055)</p> <p>13 I STAND ACCUSED
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Jerry Butler (VeeJay 598)</p> | <p>14 THE HOUSE OF THE
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Animals (MGM 13264)</p> <p>15 BAMA LAMA BMAM LOO
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Bent Fabric (Atco 6304)</p> <p>32 SOLE, SOLE, SOLE
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|--|--|--|---|

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Next Number One Smash

“IMAGINATION

is a

MAGIC DREAM”

Epic # 5-9705

is from his latest hit album

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LN-24113

BN-26113

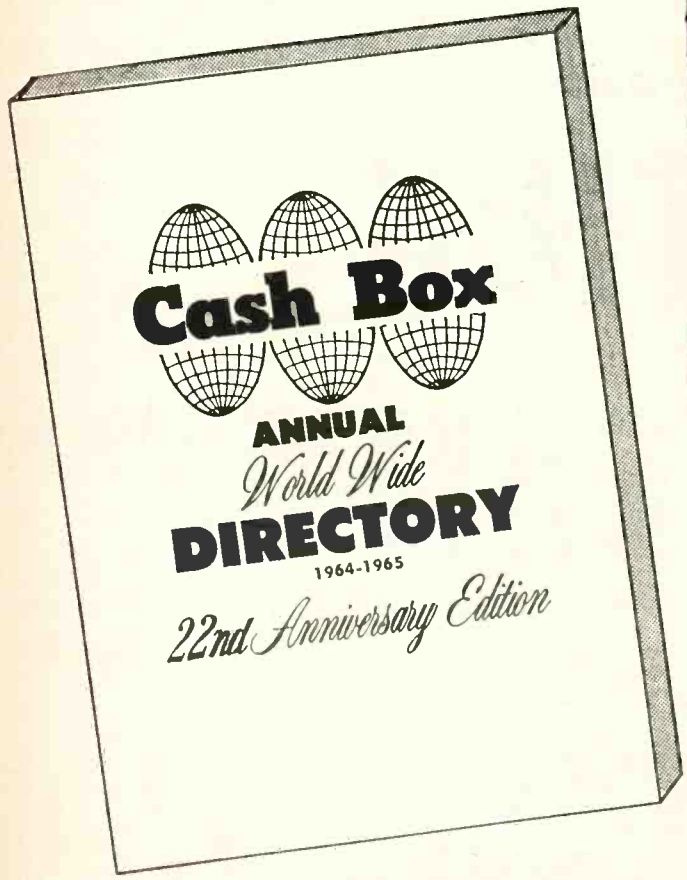


National Breakout — Billboard July 25



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Cash Box TOP 100 Albums



TOP 50 STEREO

MONAURAL

AUGUST 1, 1964

Pos. Last Week

- | | Pos. Last Week |
|----|----------------|
| 1 | 1 |
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| 22 | 75 |
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| 27 | 23 |
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| 29 | 29 |
| 30 | 30 |
| 31 | 40 |
| 32 | 28 |
| 33 | 42 |
| 34 | 46 |

- | | Pos. Last Week |
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| 35 | 36 |
| 36 | 26 |
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| 41 | 37 |
| 42 | 45 |
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| 59 | 52 |
| 60 | 56 |
| 61 | 60 |
| 62 | 63 |
| 63 | 61 |
| 64 | 41 |
| 65 | 58 |
| 66 | 68 |
| 67 | 76 |

- | | Pos. Last Week |
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| 68 | 72 |
| 69 | 77 |
| 70 | 94 |
| 71 | 48 |
| 72 | 82 |
| 73 | 85 |
| 74 | 87 |
| 75 | 81 |
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| 77 | 83 |
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| 85 | — |
| 86 | 84 |
| 87 | 89 |
| 88 | 96 |
| 89 | 100 |
| 90 | 66 |
| 91 | 74 |
| 92 | 73 |
| 93 | 98 |
| 94 | — |
| 95 | 55 |
| 96 | 57 |
| 97 | — |
| 98 | 62 |
| 99 | 71 |
| 100 | — |

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

POP PICKS



SOMETHING NEW—Beatles—Capitol ST 2108
The Beatles, England's most successful export since wool, who are currently dominating the Top 100 with a plethora of best-selling singles, are back again with an LP program spotlighting a flock of tunes from their new UA flick, "A Hard Day's Night," plus other selections. Included on the package are the already-selling "I'll Cry Instead," "And I Love Her" and an interesting rendition of "I Want To Hold Your Hand" sung in German. Disk should develop into a sales-monster.



HAVE A SMILE WITH ME — Ray Charles — ABC-Paramount ABC 495

Ray Charles, who is currently clicking with "A Tear Fell" and "No One To Cry To," displays the exciting light-hearted side of his versatile vocal coin on this set of swingin' pop favorites. While assisted by the Raelets and his own large ork, the chanter belts out top-flight versions of "Smack Dab In The Middle," "Two Ton Tessie" and "The Naughty Lady Of Shady Lane." Disk should reach the charts in no time flat.



MORE OF ROY ORBISON'S GREATEST HITS — Monument MLP 8024

Roy Orbison's first "Greatest Hits" package on Monument had a phenomenally long run on the LP charts, and this second stanza of Orbison biggies is sure to go the same route. The warm-voiced chanter has a huge following that will come out in force for his feelingful readings of "It's Over," "Blue Bayou," "Mean Woman Blues," "In Dreams" and eight others equally strong. Should make it to the charts in nothing flat.



THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY—Dot DLP 25591

Lawrence Welk, with a string of best-selling LP's to his credit and a firmly entrenched position on the TV polls, marks his 10th anny with this set of pop gems that feature all of the Welk soloists. The Lennon Sisters, Joe Feeney, Larry Hooper and the rest of the gang are represented on such favorites as "More," "Hello Dolly," "Galway Bay" and "Granada." Eye this one for a rapid trip to chartsville.



THE BEST OF FLOYD CRAMER—RCA Victor LSP 2888

With a string of best-selling albums and singles to his credit, Floyd Cramer is still going strong with his distinctive brand of easy-going 88-ing. On this new Victor album the pianist dishes-up a varied program of his recent hits and standards all with his listenable pop-country approach. Best bets here include "Late Date," "On The Rebound" and "Java." All of the artist's many fans should come in droves for the set.



BEN E. KING'S GREATEST HITS—Atco 33-165

Unlike many of his pop-r&b peers Ben E. King is not a flash-in-the-pan or one-shot artist. This professional hit-maker has, through the years, rolled up a truly impressive skein of best-selling decks. On this blue-ribbon Atco LP the chanter offers a varied collection of his previous hits and noisemakers. King shines on "That's When It Hurts," "Stand By Me" and "Don't Play That Song." Album should score heavily in the coin department.



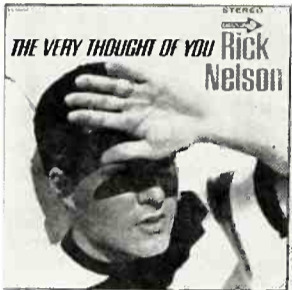
THE WORLD OF LONELY PEOPLE — Anita Bryant—Columbia CS 9022

Anita Bryant cashes in on the tremendous sales acceptance of her recent single click, "The World Of Lonely People," with this follow-up LP tagged after the biggie. In addition to the hit, the lark dishes up warm and romantic treatments of a bevy of ballad beauties including "I Wish You Love," "Laughing On The Outside," and "World Without Love." The Frank Hunter arrangements are a delightful complement to the winning vocal stylings by the thrush. Strong chart potential.



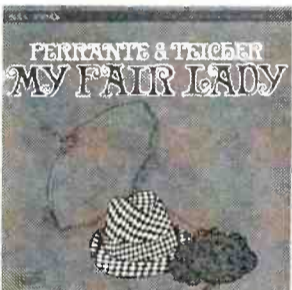
ASTRONAUTS ORBIT KAMPUS—RCA Victor LPM 2903

On this, their fourth album offering for RCA Victor, the Astronauts direct their attention at their teen dancin' fans and come up with a high-spirited program of no-holds-barred rockin' newies and sturdies. The crew is in top-notch form on "Be-Bop-A-Lu-La," "Bony Moronie" and "Roll Over Beethoven." A real commercial package.



THE VERY THOUGHT OF YOU—Rick Nelson —Decca DL 74559

Rick Nelson could have one of his strongest LP's to date with this set of oldies and newies delivered with polish and vigor by the chanter. Tagged after his current single, "The Very Thought Of You," this collection spotlights the songster in a variety of moods and tempos as he warmly reads such goodies as "Just A Little Bit Sweet," "Be My Love," "My Old Flame" and the tag tune. The small combo backdrop is top-flight throughout. The Nelson coterie of fans will want this one.



MY FAIR LADY—Ferrante & Teicher—United Artists UAS 6361

Ferrante and Teicher could have one of their biggest albums to date with this timely issue of the music from "My Fair Lady" (the film version is set for an early fall debut). The 88'ers, with some superb Don Costa arrangements, showcase their keyboard artistry in dynamic fashion on this great Lerner & Loewe score that boasts a host of unbeatable melodies. Bright bands here are the overture, "I Could Have Danced All Night," "On The Street Where You Live" and "I've Grown Accustomed To Her Face." Watch it zoom in sales.



KEEP ON PUSHING — The Impressions — ABC Paramount 493

The Impressions tag this new album session after their current chart climber, "Keep On Pushing," which should spark plenty of sales for the album. The lads have had several singles successes in the past and this collection of tunes is in the same sparkling vein. Best gets here are "Keep On Pushing," "Theme From Lilies Of The Field" and "I Love You (Yeah)." Brisk sales are indicated.



THREE WINDOW COUPE—Rip Chords—Columbia CS 9016

The Rip Chords cash-in on the built-in sales acceptance of their recent smash of "Three Window Coupe" to tag this new Columbia album of teen-angled hot rod and surfin' selections. With an effective raunchy, hard-driving guitar backing, the group unleashes their potent vocal talents full-blast on "Gas Money," "Summer U.S.A." and "Beach Girl." Eye the set for rapid consumer acceptance.



DANCING AT THE DISCOTHEQUE—Lester Lanin—Philips PHS 600 145

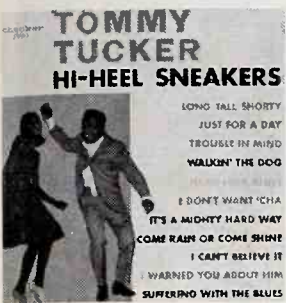
Lester Lanin, a gentleman who has always been sensitive to popular trends, jumps on the discotheque bandwagon with this first-rate danceable set of popular items played in a variety of tempos. Blue-book dancers should really dig the orkster's impressive renderings of "The Continental," "Call Me Irresponsible" and "Days Of Wine And Roses." One of the best disks that the band-leader has cut in quite a while.



SOMETHIN' ELSE—Jackie Wilson—Brunswick BL 754117

Jackie Wilson has earned many laurels in the past with his distinctive brand of pop-blues vocal stylings and this new Brunswick set should earn the chanter many more kudos. While backed by a full, lush swingin' ork Wilson renders top-flight readings of "Big Boss Line," "Deep Down Love" and "Twisting & Shouting." All of the artist's legions of fans should come out in force for the package.

POP BEST BETS



HI-HEEL SNEAKERS—Tommy Tucker—Checker 2990

Tommy Tucker tags this new Checker LP offering after his recent giant pop-r&b triumph of "Hi-Heel Sneakers" and includes eleven other potent blues items of both the uptempo and ballad variety. While backed by a fine funky combo the songster dishes-up soulful renditions of "Long Tall Shorty," "It's A Mighty Hard Way" and "Just For A Day." Plenty of sales potential here.



MUSIC FROM THE NIGHT OF THE IGUANA—Benjamin Frankel—MGM E 4247

Benjamin Frankel has created a moving, vibrant score for the soon-to-be-released Richard Burton-Ava Gardner starrer, "The Night Of The Iguana." The music, which utilizes various different components including classical, jazz and Mexican strains, powerfully underlines the dramatic qualities of Tennessee Williams' bold story. Disk also includes some south-of-the-border selections not on the soundtrack. LP should do well when the film goes into general release.



THE LAST TIME I SAW PARIS—Jane Morgan—Colpix CP 469

Jane Morgan pays a melodic homage to the city of light with this new Colpix outing that happily combines the warm Morgan voice with just the right amount of Gallic charm to insure authenticity. The lark gets things going with Aznavour's poignant "The Time Is Now" and follows it with haunting renditions of "Autumn Leaves," "If You Love Me" and many others. Gliding easily from English into French, the thrush is sure to get plenty of deejay attention with this effort.



THE MOON-SPINNERS—Original Soundtrack—Buena Vista BV 3323

The music from Walt Disney's new suspense thriller is highlighted on this soundtrack offering from Buena Vista. With a score composed and conducted by Ron Grainer and the "Moon-Spinners Song" by Terry Gilkyson, the music holds up well out of context and should get plenty of attention with the current release of the flick. The flavor is litingly Mediterranean. Pleasant listening throughout, particularly the main theme.



BY REQUEST—Ferlin Husky—Capitol ST 2101

One of the best indications a performer has in regard to the success of a particular song is how it goes over with the "folks out front." Ace country chanter Ferlin Husky utilizes this adage with this top-rung set of oft-requested tunes from his recent p.a.'s and club dates. The songster's rich wide-range voice carries him in fine stead on "Timber, I'm Falling," "The Face Of A Clown" and "Love Looks Good On You."



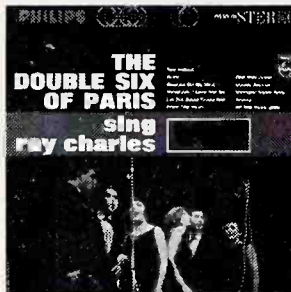
THE UNIQUE ARTISTRY OF PEGGY STUART COOLIDGE—London PS 377

Peggy Stuart Coolidge makes an impressive disk debut on London Records with this collection of standards and originals. The pianist-composer-conductor displays a delicate but firm touch as she artistically surveys "Yesterdays," "Someone To Watch Over Me," a bolero-fashioned reading of "Laura," and her own compositions "Smoky Eyes" and "Melody Out Of The Night." A mood package that merits the attention of spinners and buyers everywhere.



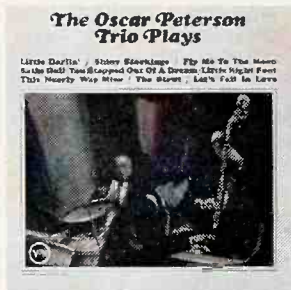
COME RAIN, COME SHINE—Vivienne Della Chiesa—20th Century Fox TFM 3140

Vivienne Della Chiesa, equally at home on the stage of an opera house or a nitery floor, makes an impressive album debut on 20th Century Fox with this collection of ear-pleasing evergreens. Harold Arlen, Ellington, Mercer and Lerner & Loewe have provided a top-drawer showcase for the lark's winning vocal charms as she feelingfully reads "Come Rain Or Come Shine," "On The Street Where You Live" and "Don't Worry 'Bout Me." The chanteuse's loyal coterie of admirers will enjoy the set.



THE DOUBLE SIX OF PARIS SING RAY CHARLES—Philips 600-141

The Double Six of Paris, who have been extremely successful with their previous two albums, offer an excellent musical tribute to Ray Charles on this swingin' set of tunes firmly-associated with The Genius. The group's distinctive brand of jazz scat-singing and counterpoint seems aptly suited to such Charles "gems" and "One Mint Julep," "Let The Good Times Roll By" and "Hit The Road Jack." Disk should skyrocket.



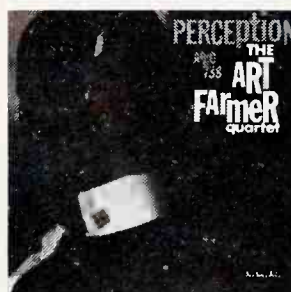
THE OSCAR PETERSON TRIO PLAYS—Verve 8591

Oscar Peterson, aided by bassist Ray Brown and drummer Ed Thigpen, demonstrates the keyboard style that has made him one of the most "listenable" jazz pianists on the scene today as he romps and glides feelingfully through such melodic gems as "Satin Doll," "This Nearly Was Mine," "Fly Me To The Moon," "Shiny Stockings" and others. The 88'er is in top form here and the package has more than just jazz appeal.



RUSSIA GOES JAZZ—Various Artists—UAS 6365

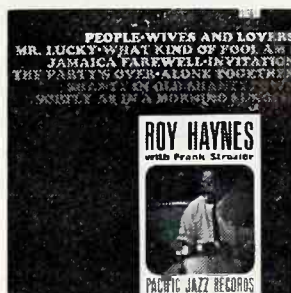
Teddy Charles and the All-Stars come up with some interesting and inventive treatments of eight traditional and modern Russian melodies. Launching the set with "Scheherazade Blue," the crew continues with vibrant readings of "Love For Three Oranges," "Dance Arabe," and a pulsating "Borodin Bossa Nova." The aggregation includes Jimmy Giuffre, Osie Johnson, Zoot Sims, Jimmy Raney and others equally important. Very flavorful jazz session.



JAZZ BEST BETS

PERCEPTION—The Art Farmer Quartet—Argo 738

Art Farmer directs his considerable talent to the fluegelhorn for this new jazz outing on Argo. Harold Mabern on piano, Tommy Williams on bass, and Roy McCurdy on drums complete the crew and lend well-coordinated assistance to the leader's efforts. Farmer's slick handling of a melody is much in evidence here, particularly on the Rodgers and Hart oldies, "Blue Room" and "Nobody's Heart." A first-rate jazz offering.



PEOPLE—Roy Haynes—Pacific Jazz 82

Vet jazz drummer Roy Haynes teams-up with an accomplished crew of musicians including Frank Strozier (alto & flute), Sam Dockery (piano) and Larry Ridley (bass) on this blue-ribbon set of chestnuts from Pacific. Although everyone gets a chance to show his stuff, the show is really all the drummer's as he shines on potent mid-stream readings of "The Party's Over," "Alone Together" and "Softly As In A Morning Sunrise." Fine after-hours, moody listening.

CLASSICAL PICKS



BEETHOVEN: Quartet No. 15 in A Minor, Op. 132—Budapest String Quartet—Columbia MS 6386

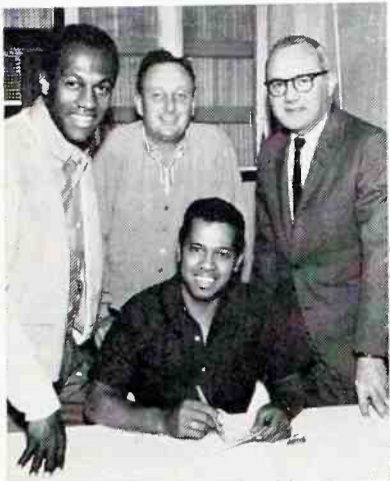
The Budapest String Quartet comes up with a truly majestic reading of Beethoven's famous, intricate quartet on this first-rate classical offering from Columbia. The musicians do not rely on gimmicks but interpret the somewhat pessimistic work in a free-flowing imaginative style paying close attention to the difficult, rapidly-changing chromatic developments. A collector's item.



STRAUSS: Arabella, Della Casa, Rothenberger, Fischer-Dieskau, Keilberth—Deutsche Grammophon—SLPM 138 884

Deutsche Grammophon has rounded up a stellar cast of operatic performers for this new production of Richard Strauss's "Arabella." Lisa Della Casa, Anneliese Rothenberger, Dietrich Fischer-Dieskau, Fritz Uhl sing the principal roles with the Bavarian State Opera Orchestra and Chorus directed by Joseph Keilberth. Striving performances by the entire cast coupled with the Strauss melodies makes the set a worthy addition to the opera shelf. Set is brilliant in stereo.

On The Dotted Line



HOLLYWOOD—Joe Gilbert and Eddie Brown, recently re-inked an exclusive long-term recording contract with GNP Crescendo Records. Standing (left to right) around Joe, who is signing his pact, are: Eddie, manager George Burke and label topper Gene Norman.



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PUBLICATION

Goldwater Liven's Up Music Business, Too!

NEW YORK—It isn't a long jump from politics to the music business these days.

The controversy surrounding GOP Presidential nominee Barry Goldwater found its way into the business via two developments last week.

Broadway producer David Merrick got supporters of the Senator to drop plans to use the tune, "Hello, Dolly!," from Merrick's smash musical, for a campaign song called "Hello Barry!," following a threat to sue parties involved for \$10,000,000. It seems that the song is already booked as a campaign song for President Johnson under the tag of "Hello, Lyndon!"

Wallace's "Cotton" Is On Mercury

NEW YORK—Last week's Radio Active chart incorrectly listed Jerry Wallace's label association. It listed his label as Musicor. Actually, the date listed, "It's A Cotton Candy World," is released on the Mercury label, the performer's current disk outlet.

Travelers 3 To Capitol

HOLLYWOOD—The Travelers 3 have been signed to an exclusive contract by Capitol Records. Announcement was made by Tom Morgan, director of artists contracts.

The vocal group—Charlie Oyama, Pete Apo and Dick Shirley—have their first recording session scheduled for early Aug. at Capitol's Hollywood Tower. Producer Jim Economides will A & R the sessions.

The threesome, previously on the Elektra label, organized four years ago at the University of Oregon and since that time has played in clubs and colleges throughout the country.

Currently, they are finishing a three-week stand at the Copacabana in Honolulu.

Italian Newsmen Name Pitney Top Foreign Act

NEW YORK—Gene Pitney, Musicor Records star, has been named the "Best Foreign Artist for 1964" by the Canta Stampa in Italy.

The Canta Stampa is an organization composed of leading Italian journalists, who report on the activities and popularity of performers in the entertainment field, both native and foreign. Each year they compile a list of the artists who, in their opinion, have scored the greatest impact with the public throughout Italy.

This year, Pitney was named because of the popularity of his recordings in Italy, particularly the records he has sung in Italian. These include "Town Without Pity," "If I Only Had A Dime" and "Half Heaven, Half Heartache."

Pitney also scored a success when he participated for the first time in the San Remo Festival last Feb. He sang two songs, "E Se Domani" and "Quando Vedrai La Mia Ragazzi," both of which he recorded for release in Italy.

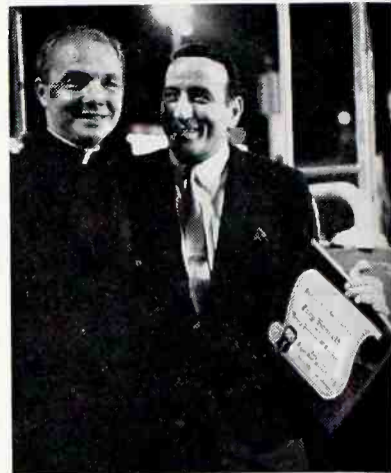
Glicker Enters Indie Promo

CHICAGO—Earl Glicker, formerly national sales and promotion manager for Cortland Records, this city, has announced the formation of his own freelance promo firm, temporarily headquartered in Glicker's home at 1770 Winthrop Road, Highland Park, Illinois.

The territories he will cover, in addition to Chicago, include St. Louis, Milwaukee and Minneapolis.

Glicker enters the freelance promo fold with many years of experience in the record industry. Prior to his tenure at Cortland Records, he was national sales and promo manager for Del-Fi Records on the west coast and before that held the post of sales manager at Allstate Record Dist. in Chicago.

AGVA's Performer Of The Year



NEW YORK—Tony Bennett (right) is obviously well pleased with his "Variety Performer of the Year" award, presented to him recently at the Singer Bowl in The New York World's Fair by AGVA (American Guild of Variety Artists). The singer's long-time friend, Father "Bob" Parella is shown congratulating him backstage. Barbra Streisand and Sammy Davis Jr. were the recipients of the AGVA award the previous two years.

Fiesta Offers 6 Fall LP's

NEW YORK—Fiesta Records, the large indie producer of foreign disks, is offering six LP's in its fall release, including an LP on its Greek line, Grecophon.

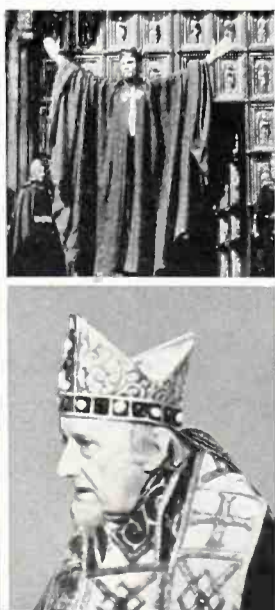
Latter issue is "More of the Fabulous Trio Bel Canto," the second LP from the label by the strong Greek music attraction in the U.S.

The other sets include: "Hungarian Folk Songs & Csardases" (mono & stereo), "Polskie Polki, Oberki, Mazurki I Marsze," "Schlagerallye," "Jimmy Makulis Singt Von Liebe Und Madchen" and "Rudi Schuricke Singt Romantische Lieder."

Great selling combination

WORDS

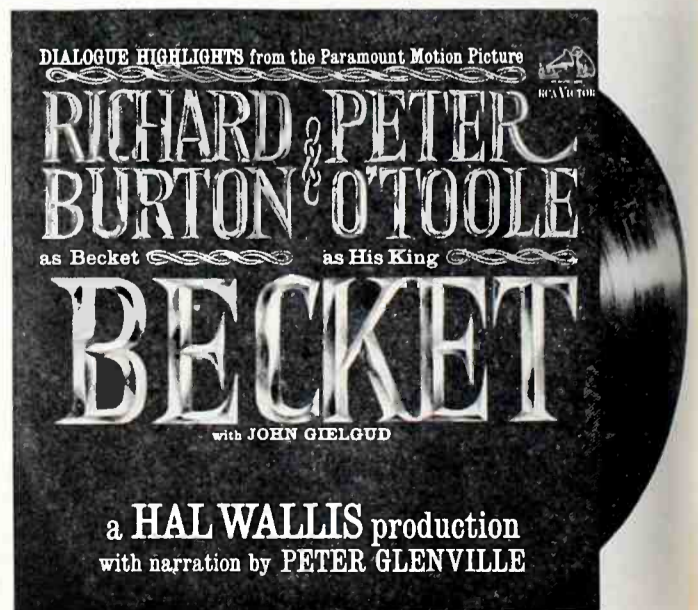
"Becket"—dialogue highlights from the highly acclaimed Paramount motion picture with Richard Burton, Peter O'Toole.



This exciting, theatrical and eloquent motion picture has been widely acclaimed by critics, including those of Life Magazine who call it, "A lusty, boldly provocative production with an array of castles, wenches, and der-ring-do."

This RCA Victor album—the industry's first recording of dialogue highlights from a motion picture—captures all the emotional impact and dramatic power of the major speeches of the film as personally selected by director Peter Glenville. Here is an album that is sure to have strong popular appeal.

LOC/LSO-1091



Sherman, DeVorzon Move Activities To Four Star TV

NEW YORK—Four Star Television has acquired the disk and music publishing companies and services of Billy Sherman and Barry DeVorzon, who run Valiant Records and two BMI companies, Sherman Music and DeVorzon Music.

Tom McDermott, Four Star president, said that both music men will join Four Star in an exec capacity and report to Four Star's music director, Alfred Perry. Valiant will continue to be distributed by Warner Bros. Records. Label has had such successes as "Rhythm Of The Rain" and "I Will Love You."

Four Star's two existing publishing companies, Four Star Television Music (BMI) and BNP Music (ASCAP) will continue to function.

Ivan Mogull is New York rep for both firms, while Kelly Gordon is the west coast representative. Michael Boyer is Gordon's assistant in Hollywood.

Already in the Four Star talent stable, and signed to exclusive recording contracts are Gene Barry, star of the Four Star TV series "Burke's Law" and Dean Jones, star of the company's "Ensign O'Toole" series. Newcomer Marti Barris is also a pactee.

Coming along on the deal will be Bodie Chandler, a writer for Sherman-DeVorzon Music, who will assume A&R and publishing duties in the reorganized venture.

Writers Don Crawford, Vern McEntire and Dick and Don Addrisi will also continue their association with the companies. The Addrisi Brothers also are on the Valiant talent list, which includes Shelby Flint and Barry and the Tamerlanes.

Among the top titles in the catalogue of 500 that Four Star acquires in addition to "Rhythm Of The Rain" and "I Will Love You," are "Angel On My Shoulder," "Just Married," "Dreamin'" "Hey Little One," "Treasure Of Your Love," "I Wonder What She's Doin' Tonight."

Sherman-DeVorzon has also been

UA Bows 2 Pic Tracks

NEW YORK—United Artists Records has added two more pic soundtracks to its extensive catalog of track LP's.

Latest additions are "The Seventh Dawn," the first American pic score by Riz ("More") Ortolani. Main-title has already received wide disk coverage. Flick stars William Holden, Susannah York and Capucine.

The other track is "Zulu," with score by John Barry. This pic stars Stanley Baker and Jack Hawkins.

Label, of course, is riding high with the Beatles' soundtrack, "A Hard Day's Night," with some 1½ million copies sold to date.

Howie Richmond Forms Musical Comedy Unit, Coleman Is Gen. Mgr.

NEW YORK—The Howie Richmond Organization has formed a new unit to handle musical comedy properties.

Called Musical Comedy Productions, Inc., the new firm will function primarily in the pre-production area. Properties will be created and optioned and writers will receive pre-production grants in order to develop shows.

Topper Howie Richmond has named Larry Coleman as general manager of the division. He will be developing properties and writers for stage and theater presentation both in the U.S. and England and be on the look out for books and properties for musicalization.

The division will also work together with established Broadway producers.

Richmond has published three of the more recent musical comedy hits, including "High Spirits," "Oliver!" and "Stop The World . . ."

Richmond will publish the scores to three productions currently planned in London.

successful in the European market, having produced sessions for the top-rated group, "John Buck And The Blazers."

London Inks 3: 2 Singers, Pianist

NEW YORK—London Records has inked three artists, two vocalists and one pianist, all of whom make their debuts via album dates.

"The Unique Artistry of Peggy Stuart Coolidge" features the femme pianist who has played with the Boston Pops and other ensembles. She's also a composer and conductor.

English singer Tony Dalli, signed to act and sing the role of Mario Lanza in the soon-to-be film bio on the late tenor, will make his LP debut in the fall. One of his songs was written by Mantovani. The LP was cut recently in Rome.

Lena Martell is an up-and-coming English lark, who has played major cities in England and Europe. Her London LP also will be released in the fall. Negotiations are underway for a winter tour of the U.S. and a network TV show.

New Profit Mark Set By 3M

NEW YORK—The Minnesota Mining & Manufacturing Company (3M), makers of more than 27,000 products including tapes and tape recorders, has announced a new profit high of \$25 million net for its second quarter in 1964. The company also reported a sales gross of \$212.8 million, another first for the firm. Figures from the preceding year of \$191.4 million reflect an increase of 9.6 percent.

The second quarter net profit paid stockholders 48 cents a share compared to 43 cents the year before.

Bert S. Cross, president, said the company's acquisition of Ferrania S.p.A., an Italian photographic concern with stock valued in excess of \$50 million, would contribute significantly to current programs.

Jazzmen Three



NEW YORK — Jimmy McPartland, Bob Crosby and Eddie Condon are pictured above just before last week's midnight jazz concert honoring Condon for his forty years in the biz. Some of the other performers who participated in the event were: Woody Herman, Bobby Hackett, Joe Williams, Billy Butterfield and Pee Wee Russell. The narration was done by Bob Crosby and Johnny Mercer.

To Pay Or Not To Pay? That's The Question For Those Who See Fair Musical

NEW YORK—"To Broadway With Love," the World's Fair musical, can be a free show—if that's what audiences think it's worth.

About to go under, the big show has decided to let audiences decide for themselves whether or not they want to pay for seeing it. Thus, after the curtain comes down, one can either skip the box-office or stop by and pay the man \$3.

The musical, whose cast LP has been released on Columbia Records, was set to close last Sat. (25), but producer Angus G. Wynne, Jr. decided instead on the unusual policy.

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"The King and I"—Music Theater of Lincoln Center production. Original Cast Album with Risë Stevens, Darren McGavin.



Richard Rodgers' captivating new production of this beloved musical has been a box-office sellout since it opened to rave reviews from the critics. For instance, the N. Y. Times calls it "A big, fresh, beautiful musical," and the N. Y. Journal American said, "In Lincoln Center it sounded better than it ever did before." Here is the complete score—including for the first time the magnetically charming ballet music for "The Small House of Uncle Thomas." This new RCA Victor Dynagroove album is sure to be a sales sensation. Contact your distributor now.

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HOUSTON	United
LOS ANGELES	Record Merch
MEMPHIS	
MIAMI	
MINNEAPOLIS	Heilicher
NEW ORLEANS	
NEW YORK CITY	Superior
OKLAHOMA CITY	Record & Supply
PHILADELPHIA	Saul Lambert
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Freedomland Drops Rock Acts, Returns To Good-Music Sound

NEW YORK—Freedomland, outdoor entertainment spot in New York, is dropping outright rock 'n roll acts in favor of the big-band and good-music vocal sounds.

Art K. Moss, managing director of the fun spot, said the move was in response to "requests from many of our patrons" and would mean a return to a format of previous seasons. The shows are offered free at the amusement center's Moon Bowl.

Upcoming acts include: Bobby Vinton plus Peter Palmer, his Voices and Orchestra (July 24-30), Paul Anka and an all-star band (July 31-Aug. 2), Lionel Hampton and his orchestra (Aug. 3-6), The Serendipity Singers and Duke Ellington and his ork (Aug. 7-13), Louis Armstrong and his ork (Sept. 1-7). Other acts will be announced shortly.

Danny Crystal remains as the Moon Bowl host and emcee.

7 New Harmony LP's Due In Aug.-Sept.

LAS VEGAS—There'll be seven low-priced Harmony albums released in Aug.-Sept. by Columbia Records, all of which were presented at the label's sales confab in Las Vegas last week.

The Harmony product includes "Sammy Kaye Swings and Sways 'My Fair Lady'," three country music LP's, "Bill Phillips' Best," "Carl Smith's Best" and "The Chuck Wagon Gang's Best," three kiddie LP's, "Let's Have A Puppet Show" by Paul and Mary Ritts, Larry Thor's "Galloping On My Dinosaur" and "The I Don't Want To Go To Bed Record" by Jim Dukas and Kay Lande.

THE STARS SHINE ON COLPIX



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Epic Stars Shine At Sales Meet



MIAMI BEACH — Distributors and salesmen attending Epic Records' annual sales conventions in Miami Beach and Las Vegas were treated to some "in-person" performances by some of the label's top artists.

In the above photos (top to bottom), Bobby Vinton and the audience sing along to the chanter's new single, "Clinging Vine;" Nashville's Linda Brannon does her bit; Buddy Morrow works out on the trombone; Godfrey Cambridge dispenses his distinctive brand of humor; and Adam Wade delivers a ballad.

CBS In Aussy, N.Z. Get Gold LP's For Sales Of "Lady" Cast

LAS VEGAS — CBS Records has awarded two plaques for sales of the Columbia Broadway cast LP, "My Fair Lady," to the Australian Record Company Limited and Philips Records (N.Z.) Ltd., during Columbia Records' national sales convention held at the Sahara Hotel in Las Vegas last week.

The Australian Record Company Limited received a Gold Plaque commemorating sales of over 250,000 long-playing disks of "My Fair Lady." A Silver Plaque was awarded to Philips Records (N.Z.) Ltd. for achieving sales of over 100,000 copies.

Goddard Lieberman, president of Columbia Records, presented the honors to Bill Smith, managing director of the Australian Record Company Limited, on behalf of the Australian subsidiary and Philips Records (N.Z.) Ltd. The ceremony took place during Columbia's 1964 Sales Convention at a banquet last Saturday (25).

BIOS FOR DEEJAYS

Ray Conniff



Ray Conniff, who has a host of best-selling Columbia albums to his credit including the current "Speak To Me Of Love," has broken through in the singles department after a hiatus with "Invisible Tears."

Music has been a vital part of Conniff's life since he first heard his father play the family piano in Attleboro, Mass. By the time he began his junior year in high school, Ray was an accomplished trombone player.

After graduation Ray moved to Boston, worked with a society ork, then with the Bunny Berigan, Bob Shaw and Artie Shaw bands. It was during his four-year association with Shaw that Conniff emerged as an arranger of distinction producing such hits as "'S Wonderful." During this same period he worked on radio shows and studied at the Juilliard School of Music.

Army service afforded him the opportunity to work with Meredith Willson and Walter Schumann on the Armed Forces Radio. Returning to civilian life, Conniff was hired by Harry James as an arranger. His work soon came to the attention of Columbia Records' A&R executives and he was signed to an exclusive contract as a conductor of his own arrangements.

Marvelettes



The postman only had to ring once for Tamla Records' Marvelettes when he delivered their big hit record of "Please Mr. Postman." The gals, who are presently riding up the charts with "You're My Remedy," have had a slew of pop-r&b singles triumphs since that first reputation-establishing deck.

The girls, lead singer, Gladys Horton and the crew's three other members: Katherine Anderson, Georgenna Tillman and Juanita Cowart are all graduates from Detroit's Inkster High School. It was at an Inkster talent show that their now legendary discovery occurred.

One of the school's teachers was so impressed by the girls' showing that the following week she brought them to the Tamla studios where they auditioned for the label's president Berry Gordy, Jr. Gordy flipped over the group's versatile stylings. A recording session was quickly scheduled for them which produced their "Please Mr. Postman" hit.

Epic's Distrib Sales Mgrs Honored At Annual Meet



MIAMI BEACH—During its regional sales convention held last week at Miami's Eden Roc Hotel and the Sahara Hotel in Las Vegas, Epic Records presented its distributors with a scroll, thanking them for their significant contribution to the label's prosperity.

Presented by the label's general manager, Leonard S. Levy, the scroll read: "We gratefully acknowledge your contribution toward making this year the most successful in the history of Epic Records." The parchment was signed by Levy, Victor Linn, merchandising and administrative manager, and Sol Rabinowitz, national promo manager.

Pictured receiving their scrolls are (left to right): Fred Frank, Epic

Southern regional and sales manager; Marshall Verbit, Marnel Distributors, Philadelphia; Stan Hoffman, Marnel Distributors, Baltimore; Joe Martin, Apex-Martin Distributing Co., Newark; Bob Anderson, Cleve-Disc, Cincinnati; Babe Elias, Topps Distributing, Miami; Leonard S. Levy, Epic's general manager who presented the scrolls; Phil Goldberg, Bertos Dist. Charlotte, N. Carolina; Gladys Pear, Potem, New York; Godfrey Dickey, Cleve-Disc, Cleveland; Howard Ring, Dumont Dist, Boston; Tony Martell, Mid-West Regional Sales Manager; Marvin Jacobs, Music Merchants, Detroit; John Mahan, Eastern regional promotional and sales manager; Mort Hoffman, Eastern regional sales manager.

Mercury & Ben-Ven Ink Indie Deal

CHICAGO—Mercury Records Executive Vice-President Irwin H. Steinberg has announced an addition to the company's A&R dept. with an indie deal with Ben-Ven Productions.

The indie firm, based in Los Angeles, is operated by Nick Venet and Fred Benson. Mercury's own West Coast A&R operation is headed by Jack Tracy.

Palisades Park Sets 2nd "Mercury Weekend"

CHICAGO—This weekend (Aug. 1 and 2) has been designated as the second annual "Mercury Weekend" at New Jersey's Palisades Park.

Posters, bus and subway cards, radio announcements and newspaper ads throughout the New York City metropolitan area will urge teens to come out and meet a line-up of Mercury talent including Lesley Gore, The Platters, Quincy Jones, The Pixies Three, The Sherrys, Len Barry and Dean Christie.

Appearing along with the stars will be deejays Hal Jackson of WNJR, Newark; and B. Mitchell Reed and Harry Harrison of WMCA in New York.

The weekend event was planned by Morris Diamond, Mercury's national promo manager.

Mancini Conducts, Crowds Set Records

LOS ANGELES—In figures released by the Cleveland, Ohio, and Kalamazoo, Mich., Symphony Orchestras, it is revealed that Henry Mancini, leading these two aggregations, established all-time attendance records at both indoor and outdoor concerts by these associations.

On July 10 and 11 at Cleveland, attendees numbered 6,333 and 7,206 respectively. Mancini also holds the single night attendance record of 8,332 set in 1963.

The record in Kalamazoo was 7,223 set on July 15, the largest crowd ever to attend an outdoor concert there.

The conductor-composer opens a one-week stand at the Greek Theatre, Los Angeles this week (27).

Beach Boys Bag Lots of Dough on "Summer Safari" P.A.'s

HOLLYWOOD—The Beach Boys have racked up \$160,000 in gross receipts at the half-way mark in their 36-date "Summer Safari." Group has played to a total of 72,000 admissions in 18 dates averaging out at 4,000 per show.

The Capitol recording artists, riding high on the singles and album charts, played to 5,500 grossing \$11,000 in Tulsa and 7,500 with a gross of \$15,000 in Omaha. On a Monday night in Des Moines the Beach Boys pulled 3,400 for \$8,800 and drew 9,800 fans to gross \$21,200 in Louisville on a Thursday. In Montecello, Indiana they bagged \$9,200 playing to 3,500 and in Indianapolis the gate hit 11,300 for \$23,600.

Stereo Tape Offers \$4.95 Mono Line

NEW YORK—Stereo Tape Corp. has announced the release of a line of mono pre-recorded tapes under the Encore label. The firm is currently marketing Encore Stereo Tapes. The initial mono release list consists of 12 tapes, all 2 track, 7 1/2 IPS, half hour, designed to retail at \$4.95.

The decision to release a mono line, according to Julius A. Konins, president of the firm, was made on the basis of "enormous" popular demand and distrib requests. "Encore is the only line of monophonic tapes available today," claims Konins, "and there is a huge market because of the increasing number of mono tape machines being sold."

Also new from the firm is a line of Encore blank recording tape in various lengths and thicknesses, all on 3" reels.

Seelig Weinstock Dies

NEW YORK — Seelig Weinstock, father of Prestige Records owner Bob Weinstock, died last week (21) of a heart attack at the age of 67.

Weinstock, known affectionately in the disk industry as "Pop" is also survived by his wife, Sadie, and a daughter Marsha.

New 3M Post For Gavin

ST. PAUL, MINN.—R. J. Gavin has been named vice president and general manager of 3M Company's Revere-Wollensak division, it has been announced by G. J. Wachholz, vice president of the firm's photographic products group.

He succeeds G. W. Sandell, who has been appointed general sales and marketing manager of Videotape Productions of New York Inc., a 3M subsid.

In his new assignment, Gavin will headquarter in St. Paul and report directly to Wachholz.

Products of the Revere-Wollensak division include a broad line of reel-to-reel and automatic tape recorders and movie cameras and projectors manufactured in Chicago and high speed cameras, advanced optical systems and related products produced in Rochester for the industrial-medical-government market.

Since joining 3M in 1944, Gavin has held a variety of positions with the electrical products group, including five years (from 1948 to 1953) as sales manager for magnetic recording tape.

Most recently, he has served as divisional vice president in charge of the firm's Irvington and Mico divisions, which are primarily manufacturers of electrical insulating materials.

Bill Black Combo To Join Beatles Tour

MEMPHIS—Bill Black and his Combo, Hi Records artists, have been set to join the Beatles in a 30-day tour of the U.S. beginning Aug. 19 in the Cow Palace in San Francisco. Other acts to be featured on the tour are Jackie DeShannon, the Righteous Bros. and the Exciters.

The schedule is as follows: Las Vegas (Aug. 20), Seattle (21), Vancouver, Canada (22), Hollywood (23), Denver (26), Cincinnati (27) Forest Hills, N.Y. (28-29), Atlantic City (30), Phila. (Sep. 2), Indianapolis (3), Milwaukee (4), Chicago (5), Detroit (6), Toronto (7), Montreal (8), Jacksonville (9), Boston (12), Baltimore (13), Pittsburgh (14), Cleveland (15), New Orleans (16), Dallas (18), New York (20).

After the tour, the Black Combo flies to Europe for a tour there.

Shaw Re-Signs With Marks



NEW YORK—Arnold Shaw (right) was recently reappointed general professional manager of the E. B. Marks pubbery by Herbert Marks (left), the firm's topper. Shaw, who has been with the company since 1955, will continue to direct pop music activities.

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ELVIS PRESLEY	NEVER ENDING	RCA VICTOR
Gladys Music, Inc.		
RONETTES	DO I LOVE YOU	PHILLES
Hill & Range/Mother Bertha		
CILLA BLACK	YOU'RE MY WORLD	CAPITOL
Hill and Range Songs, Inc.		
BILLY J. KRAMER	LITTLE CHILDREN	IMPERIAL
Rumbalero Music, Inc.		
RAY CHARLES	A TEAR FELL	ABC PARAMOUNT
Progressive Music, Inc.		
RAY CHARLES	NO ONE TO CRY TO	ABC PARAMOUNT
Hill and Range Songs, Inc.		
THE HOLLIES	HERE I GO AGAIN	IMPERIAL
Rumbalero Music, Inc.		
AL HIRT	POUPEE BRISEE	RCA VICTOR
Hill and Range Songs, Inc.		
THE ANIMALS	TALKIN' BOUT YOU	MGM
RAY CHARLES		ATLANTIC
Progressive Music, Inc.		
DEE DEE SHARP	HE'S NO ORDINARY GUY	CAMEO
Hill & Range/Shelros		
MILLIE SMALL	WHAT AM I LIVING FOR	SMASH
Progressive Music, Inc.		
TERRY STAFFORD	I'LL TOUCH A STAR	CRUSADER
Gladys-Blen-LesJohn		
SAPPHIRES	HEARTS ARE MADE TO BE BROKEN	ABC PARAMOUNT
Hill and Range Songs, Inc.		
SAPPHIRES	LET'S BREAK UP FOR AWHILE	ABC PARAMOUNT
Hill and Range Songs, Inc.		
THE SWINGING BLUE JEANS	SHAKE RATTLE AND ROLL	IMPERIAL
Progressive Music, Inc.		
THE ABERBACH GROUP		
1619 Broadway, New York, N. Y.		

GOING ALL THE WAY UP
THE CHARTS

BOBBY BLAND'S

"SHARE YOUR LOVE WITH ME"

DUKE 377

SALES ARE
SKYROCKETING
EVERYWHERESS

JOE HINTON'S

"FUNNY"

BACKBEAT 541

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"DARLING IT'S WONDERFUL"

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Jay-Gee Gets Injunction In "Last Kiss" Suit

PHILADELPHIA—Jay-Gee Records has received an injunction in the Court of Common Pleas in Philadelphia against the manufacture, sale and distribution of a disk on the Tamara label, "Last Kiss" by J. Frank Wilson and the Cavaliers, which Jay-Gee claimed it had exclusive rights to for its Josie label.

Jay-Gee filed suit against Colonial Record Manufacturing, Quaker City Record Distributing, both of 710 Girard Ave. in Philly, and Paramount Record Manufacturing, a disk pressing plant at 1314 South Howard St., also Philadelphia.

Jay-Gee produced a written contract between the company and the indie producing firm of LeBill Music that gave it rights to release the disk at a hearing last week (22) before Judge Gerald A. Gleason, who later issued a consent final decree.

Josie, of course, continues to keep the disk on release.

Xmas In July

NEW YORK—Al Martino has, like the old song says, taken a sleigh ride in July. The star Capitol songster was in New York last week to cut a Christmas LP, his first Yuletide package. While in Gotham, Martino made a p.a. at Korvette's in Long Island and paid visits to the trade.

3rd Gold LP For Andy Williams

LAS VEGAS—A highlight of last week's Columbia sales convention in Las Vegas was the presentation to Andy Williams of his third gold LP for album sales of more than \$1 million, as certified by the RIAA.

The latest gold LP, for Williams, awarded to him by Goddard Lieber-son, president of the label, was for "The Wonderful World of Andy Williams." His previous gold LP winners are "Moon River" and "Days of Wine and Roses." The artist entertained the conventioners.

NEW GOSPEL RELEASE!!

IN GLORY LAND

b/w

SHOW ME THE WAY

Gospel Keynotes

Nashboro 824

MY SAVIOUR LIFTED ME

b/w

LORD! CARE FOR ME

Mighty Golden Tones

Nashboro 825

TROUBLED MIND

b/w

WE'RE BLESSED

Williams Singers

Nashboro 826

GOD'S COMIN' AGAIN

b/w

IF YOU MISS ME SINGING

Bright Stars

Nashboro 827

WHAT YOU'VE DONE FOR ME

b/w

GOD GAVE ME A SONG

Brother Joe May

Nashboro 828

NASHBORO RECORDS

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

8 LP's Bow In Merc-Wing's "Summer Magic" Push

CHICAGO—Eight albums, four pop and four classical, form the new Mercury-Wing "Summer Magic" July release. They are being offered under Wing's regular pricing structure.

Pop albums are Sarah Vaughan with "The Magic of Sarah Vaughan"; The Gaylords with "Let's Have A Pizza Party"; "Harmonica Cha Cha" by Jerry Murad's Harmonicats; and "My Kinda Swing" by Ernestine Anderson.

Classical albums are "Mozart: Symphony in D Major and Haydn: Symphony 96 in D Major" performed by the Detroit Symphony with Paul Paray; "Beethoven: Symphony No. 3, 'Eroica,'" with Antal Dorati conducting the Minneapolis Symphony; "Mendelssohn: Violin Concerto in E Minor, and Tchaikovsky: Violin Concerto in D Major," Michele Auclair, violinist, supported by the Innsbruck Symphony; and "Grieg: Piano Concerto in A Minor and Schumann: Piano Concerto in A Minor" by Hans Richter-Haaser, pianist, with the Vienna Symphony.

Columbia Sets 51 LP's For Aug.-Sept. Release

(Continued from page 7)

Cook, Theodore Bikel, Jeanette Scovotti, Anita Darian and Daniel Ferro, with Lehman Engel conducting.

The long-hair dates are: "Columbia Records Presents John Williams," various pieces; "The Mormon Tabernacle Choir At The World's Fair," Grofe: Grand Canyon Suite—New York Philharmonic Orchestra conducted by Leonard Bernstein; Berlioz: Symphonie Fantastique, N.Y. Philharmonic and Bernstein; Haydn: Symphonies Nos. 82, 83, N.Y. Philharmonic & Bernstein; Beethoven: Concerto No. 3 for Piano and Orchestra, Fantasy for Piano, Chorus and Orchestra, Rudolf Serkin and N.Y. Philharmonic & Bernstein; The Westminster Choir, Warren Martin, director; Chausson: Poem, Saint-Saens: Introduction and Rondo Capriccioso, Zino Francescatti, violin, N.Y. Philharmonic & Bernstein; Stravinsky: The Firebird Ballet, Le Sacre Du Printemps, Petruska—Columbia Symphony, Stravinsky conducting.

Other classics include: Mussorgsky: Boris Godunov, George London in the Bolshoi Theatre Production, Alexander Melik-Pachaev, conductor; Bach: Two and Three Part Inventions—Glenn Gould; Mozart: Sinfonia Concertante for Violin, Viola and Orchestra, Rafael Druian, Abraham Skernick, members of the Cleveland Orchestra, George Szell, conducting & Mozart: Exsultate, Jubilate, Judith Raskin, soprano, members of Cleveland Orch. & Szell; Strauss: Symphonie Domestica, Cleveland Orchestra & Szell; Bartok: Concerto for Orchestra, Philadelphia Orchestra conducted by Eugene Ormandy; Mendelssohn: Symphony No. 4 & A Midsummer Night's Dream, Philadelphia & Ormandy; Ravel: Concerto in G Major for Piano and Orchestra—Falla: Nights in the Gardens of Spain—Philippe Entremont and Philadelphia & Ormandy; "Fireworks," various pieces by Philadelphia & Ormandy; "Music Of Jubilee (Bach)" by E. Power Biggs, organist, Columbia Chamber Orch., Zoltan Roznyai, Conductor, and Tchaikovsky's "Sleeping Beauty Ballet" (excerpts), "Swan Lake Ballet" (excerpts) and "The Nutcracker Ballet" (excerpts) by the Philadelphia Orchestra and Ormandy.

The 15 4-track tapes include six classics, the two musical comedy recreations and seven pops and jazz dates, including dates by Bernstein and the N.Y. Philharmonic, Ormandy and the Philadelphia, The Mormon Tabernacle Choir, Jerry Vale, Andre Kostelanetz, Thelonious Monk, Miles Davis, Robert Goulet, Andy Williams and Ray Conniff.

Joy Opens Doors To Cleffers

NEW YORK—With the completion of its new offices at 1790 Broadway, this city, Joy Records now has its doors wide open for the submission of new material by songwriters. Bob Schwaid is listening to songs in all pop music categories.

RIC Answer Deck

NEW YORK—RIC Records has come up with a femme answer deck to Roger Miller's (Smash) big hit, "Dang Me." Ruby Wright, daughter of country star Kitty Wells, replies to the Miller waxing with "Dern Ya," based on the original success.

Warner Bros.-Reprise "World Of Entertainment"

(Continued from page 6)

Smith, Sonny Burke and Jimmy Bowen; and national promotion manager Bruce Hinton.

The convention officially opened Sunday evening (19) with a cocktail party at The Sands' Emerald Room, followed by business sessions on Monday, the presentation of the Company's new album product via a two and a half hour audio-visual presentation, and concluding with a special dinner show at The Sands Hotel, starring Dean Martin.

Bob Summers, national sales manager, presented special plaques to Warner Bros. district sales manager Sid Schaffer for having sold in excess of \$1,000,000 in his district alone of the "Peter, Paul & Mary" album, and to Gene Jaggie who has sold Warner Bros. records since the inception of the company.

The new Warner Bros. albums are "Peter, Paul & Mary in Concert," "Book Of The Blues" by Richard "Groove" Holmes, "The Very Best Of The Everly Bros.," "My Fair Lady Swings" with the Kirby Stone Four, "Autumn Nocturne" by Buddy Cole, "Terry-Thomas Discovers America," "Charge!" by the Routers, "Poitier Meets Plato" by Sidney Poitier, "The Watasi," "The Ska" and "The Monkey" by Bobby Jay and The Hawks, and "Farmer John" by the Premiers.

Two Christmas sets unveiled at the sales meet were "This Is Christmas" by the Voices of Jimmy Joice, and a repackaging of "The Best-Loved Christmas Piano Concertos" by George Greeley.

Sales manager Bob Summers also introduced a new series dubbed "The Gold Standard Series," a package of fifty hit singles offered to dealers who carry the oldies in singles. The set includes a new order form for the series and browser inventory cards for every single in the line.

The new Reprise release includes: "Wonderful World Of Entertainment" by Frank Sinatra and Count Basie; Dean Martin on two albums, "Everybody Loves Somebody" and "Dream With Dean," "Broadway Right Now" by Eddie Cano; a new pop-folk group, "The Mike St. Shaw Trio," "Arturo Romero And His Magic Violins," "Ellington '65" by Duke Ellington; Sammy Davis, Jr. in "California Suite," and "Latin America" featuring Trini Lopez.

Together with Warner Brothers, Reprise is introducing the new Gold Standard Series, spotlighting the top-selling Reprise singles of all time. The series is being introduced through a set of inventory-control browser cards and special order forms.

An interesting sidelight to the sales confab was the showing of an hour-long promotional flick in which Trini Lopez was featured. Film was utilized in conjunction with other promotional material to help the label intro new product.

Checkin' The Charts



NASHVILLE—The smiling people above have good reason to be happy. They are Vic Willis, manager for the Starday music publishing operation, and Jean Shepard, who is currently zooming up the Country Top 50 with her Capitol recording of "Second Fiddle (To An Old Guitar)." Starday published the tune.

Congress Wax Artists Tour To Push Decks

NEW YORK—Shirley Ellis, James Ray, The Initials, and Ritchie Adams, Congress Records disk artists have just concluded an East coast-Midwest promo tour on behalf of their current decks, "Bring It On Home To Me" (Ellis), "We Got A Thing Going On" (Ray), "Dancing On The Sand" (Initials) and "I Understand" (Adams).

Additional promo tie-ins have been skedded for August.

Vee Jay Sales Meet

(Continued from page 6)

pany's successful background in the blues, gospel and jazz areas, he pointed out Vee-Jay will also offer LP product in every other area of music.

In addition to the 10 current World's Fair albums, which introduce the top artists and folk music of as many countries, the company's current album product includes the widely variant albums, "Monster Surfing Time," "The Ska" and "The Best of Wynton Kelly."

Among the new albums to be released in the next few weeks are:

Pop vocals by the Four Seasons, the first teaming of Betty Everett and Jerry Butler (recorded by A&R vp Cal Carter in Chicago) Sam Fletcher, and the newly-packaged "magazine cover" album of the Beatles;

Instrumentals by Gordon Jenkins, Victor Feldman, and Victoria Valdez' Mariachi orchestra;

Blues albums, including top artists recorded "Live at the Whisky-a-Go-Go," "Steal Away" by Jimmy Hughes; "Jimmy Reed at Soul City," and "Soulful Oldies."

Gospel albums include albums by the Caravans, the Richbourg Singers, The Highway QC's and Alex Bradford.

The company enters into new areas with LP's in folk comedy, "Them Poems" by Mason Williams; in country music, with "Hello Trouble," by Orville Couch, in comedy with "Dick Gregory Running for President," and in folk music with "Hoyt Axton Explodes."

Following the day-long sales meeting, company hosted the visiting delegates and Vee-Jay personnel with a giant Luau at the Beverly-Hilton, with some of Vee-Jay's top artists entertaining, including Georgia Carr, Victor Feldman, Sam Fletcher, Bill Marx, Gil Peterson, Ray Whitley, and Mason Williams.

Key Exec Shifts At Capitol

(Continued from page 7)

pects to appoint a manager for the new department within the next several weeks.

In making the announcement, Gortikov stated:

"CRDC's aim in bringing together the merchandising, advertising and public-relations functions under the direction of one top-level executive is to give Capitol's sales policies the strongest possible promotional support. During his six years with CRI in a number of responsible posts, Brown Meggs has demonstrated his ability to find highly imaginative approaches to problems created by ever-changing marketing conditions. Through his appointment, we are continuing to emphasize creative marketing in place of traditional price promotions. We are committed to a program of aggressive consumer promotions that depend from their appeal not simply on discounts and more discounts, but on new ideas in entertainment. We are confident that Mr. Meggs will play a key role in our efforts to reach the consumer public with these ideas."

Meggs joined Capitol Records in Sept. 1958, as a member of the merchandising department. A year later, he was named director of public relations, with responsibility for product and artist publicity, as well as consumer and press relations. In March, 1962, he was transferred to New York, and in Dec. of that year he became Director of Eastern Operations, his most recent post.

Before coming to Capitol, Meggs was employed for four years as an advertising copywriter, a writer of documentary and industrial films, and as a contributor of articles and fiction to various national magazines. He has also served as a story analyst for Warner Brothers Pictures and has written for television. He wrote and co-directed the film "Appaloosa," which was honored as the best western documentary of 1962 by the National Cowboy Hall of Fame and Western Heritage Center. He is a member of the writers Guild of America, West.

A native of Los Angeles, Meggs, 33, attended the California Institute of Technology before majoring in English at Harvard College. During the Korean War, he served as a special agent of the Army Counter Intelligence Corps, Far East Command.

Upon his return to California, Meggs will make his home in La Canada with his wife Nancy and son Brook, 7.

HOLLYWOOD—Steve Strohman has been appointed national distribution manager of Capitol Records Distributing Corp., according to Stan M. Gortikov, president of CRDC.

Strohman, formerly national inventory and operations manager, responsible for managing field operations, he will retain his prior duties in addition to being responsible for all aspects of improving product distribution.

Strohman has been with CRDC for over 15 years. He started in 1949 as a salesman for the Hartford branch. In May, 1953, he became Newark branch manager and the following year Philadelphia Branch Manager.

Early in 1955, Strohman became assistant to the branch administrator in New York and in 1956 he came to Hollywood as Assistant national operations manager.

In 1958, he was appointed national operations manager and two years later director of inventory management at Capitol Records.

Strohman became CRDC's national inventory and operations manager in Feb., 1962. In his new position, he will report to Gortikov.

Correction

NEW YORK—Phillip Solomon, manager of the English singing group, The Bachelors, has informed Cash Box that Shel Talmy was not involved in the production of either of the group's chart disks ("Diane" or "I Believe") as reported in the last issue.

"Diane," said Solomon, was produced by Michael Barclay and Johnny Keating, and "I Believe" by Marvin Holtzman and Artie Harris.

N.Y. NARAS Names New National Trustees

NEW YORK—Sascha Burland, Father Norman O'Connor and Billy Taylor have been elected National Trustees of NARAS (National Academy of Recording Arts and Sciences) by the governors of the New York chapter. They replace George Avakian, Dom Cerulli and John Hammond as New York reps.

The new trustees are well-versed in the Academy's activities having served at least one term as chapter governors. They join Joe Csida, Nesuhi Ertegun, Mickey Kapp, and Bob Yorke as trustees.



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Chart Bound!

BOYD RECORDS

NEWEST SMASH RELEASE

JILL LAWHON

"JUST LIKE THAT"

(With the Snap of a Finger)

b/w

"ONE TEAR DROP AT A TIME"

BR 135

D.J.'s Write for Free Samples

Better Records By BOYD

BOYD RECORDS, INC.

2609 N. West 36th Street
Oklahoma City 12, Okla.

MARY HURT

& THE LAMBS

"WHY"

ZEBRA RECORDS

Ben Arrigo—Promo Mngr.

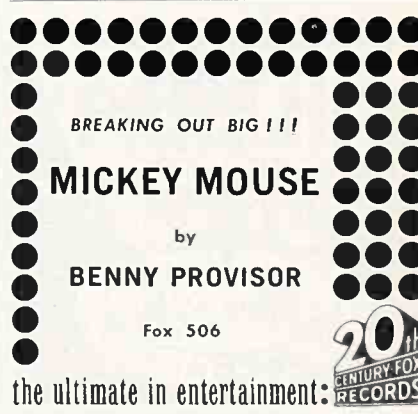
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"WATCH THE ZEBRA SPIN"

COMING



WARNER BROS. reprise



the ultimate in entertainment:



Chart Bound!

BOYD RECORDS
NEWEST SMASH RELEASE

**JAN
LAWHON**
"IS A RED BIRD
RED"

b/w

**"BE GOOD,
BE GOOD"**

BR 134

D.J.'s Write for Free Samples

**Better Records By BOYD
BOYD RECORDS, INC.**

2609 N. West 36th Street
Oklahoma City 12, Okla.

COMING



WARNER BROS. reprise

JUMPING WITH BULLETS!!!

**"I LIKE IT
LIKE THAT"**

TAMLA 54098

THE MIRACLES

A HIT SHOW
A HIT RECORD
THE THEME FROM
GOLDEN BOY
QUINCY JONES
#72306



Col Cast Dramas To Tapes At Same Price As LP Counterparts

LAS VEGAS—Columbia Records is marketing cast tapes of Broadway dramas at 3 1/4 ips for the first time.

Bruce Lundvall, merchandising manager of the label's original cast catalog, told the label's sales convention gathering in Las Vegas last week that the tapes will sell at the same price as their LP counterparts and will include deluxe booklets. Columbia has cut such plays as "Hamlet," "Who's Afraid of Virginia Woolf?," "Dylan" and "The Subject was Roses."

Lundvall also reported that the label will add 18 releases for the Revere Cartridge System.

Epic Sales Meet Unveils "Hot Line"

(Continued from page 6)

siderably in the past year . . . the basic methods of merchandising and selling have changed. Because of these changes, you haven't seen the usual influx of new labels over the past 12 months.

It's a little more difficult to convince the big users to stock and attempt to sell the "one shot" label or artist in spite of ridiculous discounts and free merchandise. The days of sounder merchandising tactics are upon us and for that reason the scope and depth of a label like Epic takes on added significance. You all need Epic—a label that has the foresight to cope with changing market conditions—a label that is attempting to keep you alive and healthy.

"Since the ARMADA Convention of 1963, a great deal has been said and written about the status of the record industry. That's really not so startling since people associated with this business have always been big talkers—the amazing fact is that a few people and a couple of far-sighted companies actually set about doing something to cure the chronic industry ailments. At the Convention, those in attendance heard about a proposed F.T.C. trade practice hearing and an eventual set of industry guidelines by which the government expected us to operate our business. I frankly don't know how many distributors and manufacturers believed or understood what they were hearing. . . . I do know, however, that many of them thought it was just more talk and they went about doing business in their usual fashion. Well, the trade practice hearing became a reality and before too long we'll have 'Big Brother' looking over our collective shoulders with a set of guidelines. Something has been done !!

"During that Convention a new phase was heard: 'Profitless Prosperity'—its underlying meanings were expounded upon time and time again. The trade journals, through their editorials and their reporting of industry activities, tried to explain the true definition of these words. While this was going on one company, Columbia Records, had already formulated its plans for stabilization. As we all know, the 'Age of Reason' became a reality just one year ago. The eyes and ears of the business were fixed on Columbia to see just how its position would be affected by this unprecedented step.

"One company was watching far more acutely and from much closer range than any of the others . . . and that was Epic. By January of this year, we were convinced that Columbia's move was the right one and Epic embraced a policy which we called the "Era Of Profit." This was the most courageous course of action ever undertaken by an independent

New CBS Test Disk

LAS VEGAS—A new CBS test record was introduced at last week's Columbia Records' annual sales convention in Las Vegas. The SGR 101, designed by CBS Laboratories, features a simplified method through "pink noise" test tones for testing the accuracy of monaural and stereo sound in a phono system. The record includes easy narrated instructions, and it comes complete with an instruction booklet written by hifi authority, Henry Tatnall Canby. The product automatically blends the acoustics of the room, the component system and the consumer ear into one sound that will be totally accurate in that particular environment. One side of the record tests mono, the other stereo. CBS Laboratories' new product, called "7 Steps To Better Listening," is designed for usage in the mass market.

label—an action for which we were both admired and scoffed by our independent counterparts. As of this moment, we still stand alone, the only independent label that has made an honest and sincere effort to put the element of profit back into your business as well as our own.

"In the weeks that followed our proclamation, we heard of some strange happenings. It was brought to our attention that, for the first time in many years, as air of inter-distributor faith and respect was being felt in various parts of the country. Distributors were turning down bids by large users to buy Epic merchandise at a price that was lower than that offered by their normal source of supply. In addition to that, the distributors were telling each other of these incidents."

Mr. Levy continued, "Unless there is complete trust among distributors and each of you begins putting your own house into proper financial order you are slowly but surely going to drive yourself right out of business. I've said it before and I'll say it again . . . we are in the throes of major changes in the methods of retailing, of wholesale and distribution. In the past year we've seen a number of distribution centers closed down completely, and mark my words, we'll see more of the same in the coming months. Why were these outlets closed? Simply because they were unprofitable to operate. Remember that word: unprofitable. If you intend to stay in this business, you must make a reasonable profit. Epic's policies and product offer you that profit. I implore you to take advantage of them. As I said earlier in my speech, Epic needs you, and you need Epic; but Epic's financial department dictates that we must be represented by financially solvent distributors. The decision is entirely yours.

"The answer to stability and growth remains the same today as it did five, ten or fifteen years ago . . . promote and merchandise the product. Sell the product on the basis of its merits, not its price! Epic, more than any other independent label, has given you the product . . . a variety of product. We've gone beyond the normal channels of ordinary recorded music. We've attempted to open new avenues of sale for you via an exercise album and a unique set of baby albums. We've given you some of the best merchandising aids in the industry and that includes the majors . . . we're constantly offering merchandising suggestions and a highly competent field force to help you carry them out. But there is just so much that we can do for you . . . you've got to help yourselves.

"Extra and prolonged effort in the areas of promotion and merchandising will pay off in sales. Those who

have tried found it really works, but not enough of you are making a sincere and thorough effort. Many distributors have always waited for the next one to do it first—the day has come when you can no longer wait—you must do the full job or relinquish your position and Epic doesn't want to see that happen.

"In order to insure our mutual growth in the months ahead, we, at Epic and Okeh Records, are dedicated to the task of continuing to give you product of the highest quality, the greatest variety and of course, the most saleable."

Epic Offers More Liberal Dated Billing

LAS VEGAS — Epic Records announced a change in its dated billing at its regional sales meets last week in Miami Beach and Las Vegas. On its fall album product, payments can be made in the following manner: 20% in Oct., 20% in Nov., 30% in Dec. and 30% in Jan. More liberal dating policy is in line with parent company Columbia's similar moves (see separate story).

Col. Expands "Age Of Reason"

(Continued from page 7)

Another important factor of this year's Columbia thinking was the announcement by Gallagher that effective with the Aug.-Sept. release, co-op advertising allowances would henceforth be 5% all year round. Since the introduction to the "Age of Reason" program in July 1963, many rack jobbers, one stops and dealers had suggested at various disk industry convention seminars and panel discussions that Columbia used its advertising allowance in a discriminatory manner as an advantage for big users. Columbia has continually denied that such a practice ever existed, indicating that it allowed everyone an extra advertising allowance during special sales campaigns and at certain specific periods during the year. But to erase any doubt, the company this year has instituted the 5% year-round policy.

Gallagher later announced a new fall and winter Gift Supplement "unprecedented in the record industry." The Gift Catalog will enjoy distribution to an estimated 70 million record buyers during the most important consumer buying weeks of the year. "Here again," Gallagher stated, "is proof of Columbia's dedication to a philosophy of stability in action—strong merchandise, properly advertised and merchandised, and in position in adequate quantities to take advantage of the strong consumer demand which begins with intelligent radio exploitation.

"The 'Age of Reason,'" Gallagher explained, "is not static stability—it is dynamic—it is stability in action. It is our hope that this industry will gain greater confidence by the success of Columbia's 'Age of Reason' program during the past year and join us as we continue to move closer toward a healthy industry. Let the competitive spirit of this industry prevail in an atmosphere of creativity, that's what the consumer buys!"

Gallagher concluded: "Our dedication at Columbia will continue to be quality product with a just return on investment assured at every level of the distribution system.' Turn-over, profitable turn-over, begins with the sale to the consumer and what happens in between is service—Columbia's distribution organization is dedicated to this responsibility in the year ahead."

4 Seasons Package Expects \$100G Gross In Month-Long Tour

NEW YORK—Total grosses in excess of \$100,000 are anticipated for the month-long tour of the Four Seasons' package show, which gets underway on July 31.

"Advance sales in each of the cities to be played have been very strong, with capacity crowds expected everywhere," it was reported by Bob Aster of General Artists Corporation, who booked the tour. The show will be presented in large auditoriums and arenas.

This will be the biggest package taken out by the Four Seasons, and will include Barbara Lewis, Ruby and the Romantics, Bobby Goldsboro, The Chiffons, Patty and the Emblems, Jimmy Soul and an orchestra.

The itinerary follows:
July 31, Akron, Ohio, the Armory;
Aug. 1, Pittsburgh, Pa., Syria Mosque;
Aug. 2, Sailor's Lake, Pa.; Aug. 3, The Fairgrounds, Allentown, Pa.;
Aug. 4, Wheeling, W. Va., Capitol Theatre; Aug. 5, Lynchburg, Va., Park Building; Aug. 6, Johnson City, Tenn., East Tennessee State College Gym; Aug. 7, Raleigh, N.C., Memorial Auditorium; Aug. 8, Richmond, Va., The Mosque.

Aug. 10, Waldmere Park, Erie, Pa.;
Aug. 12, Old Orchard Beach, Me., Palace Ballroom; Aug. 13, Loew's Theatre, Providence, R.I.; Aug. 14, Nantasket, Mass., The Surf; Aug. 15, Asbury Park, N.J., Convention Hall; Aug. 16, Sunbury, Pa., Island Park; Aug. 18, Harvey's Lake, Pa.; Aug. 18, Syracuse, N.Y., Rollerama; Aug. 20, Anderson, Ind.; Aug. 21, Airy Crown Theatre, Chicago, Ill.; Aug. 22, Treasure Island Gardens, London, Ont., Canada.

Hall of Fame Makes Deals

BEVERLY HILLS—Randy Spark's Country Music firm has acquired from Hall of Fame Music the rights to the "Smash Flops" and "... Sacred Cow" libraries of 12 songs each. It's understood that Sparks will cut much of the material, written by Dick Sherman and Milt Larsen, immediately with a new comedy vocal group he's been grooming for a debut on the Epic label. Edwin H. Morris Publishing continues to represent the songs in Europe and Asia.

Hall of Fame, a leading Latin-American music firm, has just entered into an agreement with Alfredo Gil, leader of Mexico's famed Trio Los Ponchos and head of Campeí S.A., which handles a lot of North American music in Mexico, for mutual representations.

Hall of Fame's sister firm, Sound Design Engineers, will also furnish technical advice to Campeí in connection with the latter's studio facilities. Hall of Fame's Oliver Berliner departs early in Sept. as guest of Gil in Mexico to begin working with the Mexican firm's recording, publishing and engineering divisions.

Regina Topper Skedded For Clay Cole Show P.A.

NEW YORK—Jack LaForge, president of Regina Records and pop pianist, is skedded to perform and be interviewed on this week's (Aug. 1) Clay Cole Show on WPIX-TV, according to an announcement from producer Terry Bennett.

In addition to playing "Lonesome Road" from his current Regina LP, "Comin' Home Baby" and an interview and skit with Cole, the Regina exec will also introduce lark Sylvia DeSayles, who debuted on the label recently with an album tabbed, "The Best Is Yet To Come."

Harry Fink Upped At A&L, Alsam

PHILADELPHIA—Al Melnick, head of A&L and Alsam distribs in Philadelphia, has promoted Harry Fink to exec promo manager of his firms. An assistant to Fink will be named at the set-up's next sales meet.

L. A. NARAS Elects New Board

HOLLYWOOD—Fifteen new governors have been elected and six re-elected to two year terms on the Los Angeles board of NARAS, the disk awards society, by the chapter's voting membership.

New members of the board are: Ken Darby, Barney Kessel, Tom Mack, Terry Gilkyson, Wally Heider, James Malloy, Bob Bain, Shelly Manne, Ernie Freeman, Joel Friedman, Ken Veeder, Mel Blanc, Irving Taylor, Morris Stolloff and Roger Wagner.

Re-elected are: Jimmy Joyce, Les Brown, Jesse Kaye, Don Robertson, Pete King and John Scott Trotter.

Les Brown, chapter president, said the new governors will have their first meet on Tues., Aug. 4, at which time the full board will elect new officers for the chapter.

Capitol Contest On Meaning of "Ratfink"

HOLLYWOOD—Capitol Records is looking for the best definition of Ratfink to put to music.

In a summer long promo from Capitol Record Distributing Corp., deejays across the country will be asking listeners to come-up with a meaning for the phrase, the best answer to get a writer's pact for the originator. The winning reply will be set to music and cut by Mr. Gasser and the Weirdos—artists featured on Capitol's Ratfink and "Surfink" LP's.

Ratfink franchises are available to outlets throughout the country, according to Fred Rice, CRDC merchandising development manager and creator of the "fink" albums.

From now until Sept. 30, deejays on the franchised stations will be asking listeners to supply answers in 50 words or less. They'll be evaluated on humorous content, composition and poetic flair and commercial appeal.

Local winners will receive official Ratfink Membership cards and decals. Then their names and entries will be submitted to the Ratfink judge in Hollywood—Ed "Big Daddy" Roth, the voice of Capitol's Mr. Gasser. Roth will choose the best answer nationally and will receive a songwriter's contract with Startime Music (ASCAP) and an advance against royalties. The 50 runner-ups will receive Ratfink dolls as consolation prizes.

According to Rice, the Ratfink contest is only part of CRDC's promotion for 'fink' product. "Revell Toys are making plastic 'Surfink!' hobby kits," Rice said, "which we will use as prizes in promotional tie-ins with radio and TV stations. In addition we are distributing promotional surfing EP's in quantity with tracks from the 'Surfink!' album for airplay."

As for the album itself, it will contain the free bonus single ("Santa Barbara" and "Midnight Run" by Gary Usher and The Super Stocks from their new surf album, "Surf Route, 161") which Rice said, "will not only be an added selling feature of 'Surfink!' but will also introduce the buyer to one of the other new Capitol summer surf albums."

Brandt To Write Music For "Magoo" TV'er

HOLLYWOOD—Carl Brandt has been signed to compose and score original music for UPA Pictures upcoming "The Famous Adventures of Mr. Magoo" NBC-TV's half-hour color series.

Prior to joining UPA, Brandt was associated with Warner Brothers where he scored such feature films as "Seven Angry Men," "Shotgun" and "Bobby Ware is Missing." He also orchestrated many films at the studio including "Gypsy" and recorded several albums for the Warner Brothers label. He was also associated with Disney Studio and was musical director of the Spike Jones TV shows.

The Name's The Thing



NEW YORK—Debbie Reynolds, dressed in one of the costumes she wore in the "Unsinkable Molly Brown," recently made a personal appearance at Stern's Department Store in Gotham autographing her MGM soundtrack album from the flick. Over 500 people purchased the disk and patiently waited in line for almost an hour to get Debbie's autograph on the LP.

Clinger Sisters Set Fair Dates

HOLLYWOOD—The Clinger Sisters, just signed to an exclusive recording contract by Vee-Jay Records, leave Hollywood Aug. 1 for a series of six Fair appearances across the country.

Before departing on their six week tour, the group will record their first LP for the Vee-Jay label.

Dates already firmed for the quartet are the Maumee County Fair, Maumee, Ohio, Aug. 7; The Ionia County Fair, Ionia, Mich., Aug. 10-11-12; Gibson County Fair, Princeton, Ind., Aug. 20; Steuben County Fair, Bath, N.Y., Aug. 26; Cobleskill County Fair, Cobleskill, N.Y., Aug. 27, and on Sept. 7 at the Duquoin County Fair, Duquoin, Ill.

2 Tape Catalogs From Phonolog

HOLLYWOOD—The introduction of two different types of publications in the field of pre-recorded Tapes has been announced by Phonolog Publishing Company, Los Angeles.

Aimed at the tape dealer or audiophile, is "List-O-Tapes," a quarterly comprehensive catalog intended for reference use. The initial issue has listings of more than 3,000 pre-recorded tapes. Added to each subsequent issue will be the newest releases for the quarter; those withdrawn by the manufacturers will be deleted.

"Tape Parade," the second publication, is a monthly that has Consumer as well as dealer interest. It presents new releases of the month, plus feature stories and current trade information of interest to tape buyers. It will be distributed mainly through tape dealers, with a preview edition out Aug. first.

Subscription Rates



(UNITED STATES, CANADA, MEXICO)

\$15.00 per year—52 issues
AIRMAIL \$30.00

(ALL OTHER COUNTRIES)

\$30.00 per year—52 issues
AIRMAIL \$45.00

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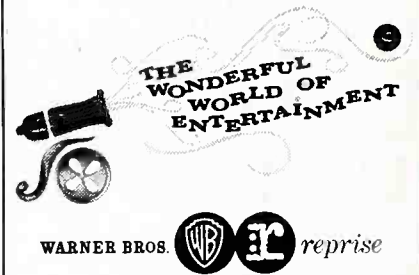
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TOP 50
IN
R&B LOCATIONS

	Pos. Last Week
1	2
2	1
3	4
4	9
5	3
6	7
7	8
8	10
9	5
10	15
11	6
12	14
13	11
14	23
15	16
16	17
17	12
18	32
19	20
20	13
21	18
22	19
23	34
24	26
25	31
26	29
27	37
28	24
29	21
30	28
31	25
32	27
33	—
34	27
35	42
36	33
37	30
38	49
39	39
40	—
41	46
42	36
43	48
44	45
45	—
46	—
47	38
48	35
49	41
50	43



JUKE BOX OPS'
RECORD GUIDE

ACTIVE with OPS

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

BREAKING POINT
Etta James (Argo 5477)

DOWN BY THE RIVERSIDE
Herbie Mann (Atlantic 7786)

WHAT CAN A MAN DO
Ben E. King (Atco 1303)

I SURRENDER DEAR
Tempo & Stevens (Atco)

GOOFUS
Bent Fabric (Atco 6304)

PORK CHOP
Jimmy Smith (Blue Note 1906)

UNDER PARIS SKIES
Andy Williams (Cadence 1447)

IF YOU SEE MY LOVE
Lenny Welch (Cadence 1446)

ALL MY LOVIN'
Hollyridge Strings (Capitol 5207)

THE JAMES BOND THEME
Billy Strange (Crescendo 2320)

MORE SOUL, THAN SOUL
Eddie Harris (Columbia 43075)

THE SEVENTH DAWN
Henry Jerome (Decca 735)

ONCE UPON A SUMMERTIME
Jane Morgan (Colpix 732)

SATIN DOLL
Earl Grant (Decca 25638)

STARDUST
Peter Duchin (Decca 25632)

LA NUIT
Jimmy Lytell (Ember 1107)

DON'T TAKE YOUR LOVE FROM ME
Gloria Lynne (Everest 2044)

A THING CALLED SADNESS
Chuck Howard (Fraternity 923)

NIGHTINGALE MELODY
Johnny Taylor (Galaxy 731)

IT WILL STAND
Showmen (Imperial 66033)

TITENA/SATIN DOLL
Art Mooney (Kapp 598)

LET ME LOVE YOU
B. B. King (Kent 396)

CLOSE YOUR EYES
Arthur Prysock (Old Town 1163)

A SHOT IN THE DARK
Henry Mancini (RCA Victor 8381)

MY KIND OF TOWN
Frank Sinatra (Reprise 0279)

SOUL DRESSING
Booker T. & MG's (Stax 153)

THE SEVENTH DAWN
Ferrante & Telcher (United Artists 31635)

CAN'T BUY ME LOVE/HELLO DOLLY
Ella Fitzgerald (Verve 10234)

SECURITY
Otis Redding (Volt 117)

NEW ADDITIONS to TOP 100

65—**BECAUSE**
Dave Clark Five (Epic 9704)

67—**AND I LOVE HER**
Beatles (Capitol 5235)

75—**I'VE GOT NO TIME TO LOSE**
Carla Thomas (Atlantic 2238)

81—**SWEET WILLIAM**
Millie Small (Smash 1920)

92—**SUNNY**
Neil Sedaka (RCA Victor 8382)

93—**G.T.O.**
Ronnie & Daytonas (Mala 481)

95—**IT HURTS TO BE IN LOVE**
Gene Pitney (Musicor 1040)

96—**THANK YOU BABY**
Shirelles (Scepter 1278)

97—**MORE AND MORE OF YOUR AMOR**
Nat King Cole (Capitol 5219)

98—**MEXICAN SHUFFLE**
Herb Alpert's Tijuana Brass (A&M 742)

99—**A TASTE OF HONEY**
Tony Bennett (Columbia 43073)

100—**THE NEW "FRANKIE AND JOHNNY" SONG**
Greenwood Singers (Kapp 591)

100—**DOWN WHERE THE FOUR WINDS BLOW** (Chilly Winds)
Serendipity Singers (Philips 40215)

AIMED at OPS

GIRL FRIENDS MEDLEY/LATIN MEDLEY—Jan Garber (Decca 25644)

BOOKER T.

& The MG's

SOUL DRESSING

Stax 153

(Dist. by Atlantic)

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(THE NIGHT)

BY

JIMMY LYTELL
E-1107

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COUNTRY TOP 50

	Pos.	Last Week		Pos.	Last Week
1			DANG ME (Tree—BMI) Roger Miller (Smash 1881)	1	
2			MEMORY #1 (Cedarwood—BMI) Webb Pierce (Decca 31617)	2	
3			THE COWBOY IN THE CONTINENTAL SUIT (Morizono—BMI) Marty Robbins (Columbia 43049)	5	
4			WHERE DOES A TEAR COME FROM (Mimosa—BMI) George Jones (United Artists 724)	4	
5			I STEPPED OVER THE LINE (Don Robertson—ASCAP) Hank Snow (RCA Victor 8334)	7	
6			WINE, WOMEN, AND SONG (Sure Fire—BMI) Loretta Lynn (Decca 31608)	3	
7			TAKE MY RING OFF YOUR FINGER (Cedarwood—BMI) Carl Smith (Columbia 43033)	12	
8			I'M HANGING UP THE PHONE (Yonah & Pearl D—BMI) Carl Butler & Pearl (Columbia 43030)	6	
9			BALLAD OF IRA HAYES (E. B. Marks—BMI) Johnny Cash (Columbia 43053)	24	
10			SECOND FIDDLE (Starday—BMI) Jean Shepard (Capitol 5169)	15	
11			MY HEART SKIPS A BEAT (Bluebook—BMI) Buck Owens (Capitol 5136)	8	
12			BE BETTER TO YOUR BABY (Tree—BMI) Ernest Tubb (Decca 31614)	13	
13			PUT YOUR ARMS AROUND ME (4 Star Sales—BMI) Norma Jean (RCA Victor 8328)	20	
14			SORROW ON THE ROCKS (Screen Gems Col.—BMI) Porter Wagoner (RCA Victor 8338)	9	
15			ME (Acclaim & Somas Island—BMI) Bill Anderson (Decca 31630)	23	
16			BAD NEWS (Acuff-Rose—BMI) Johnny Cash (Columbia 43053)	18	
17			I GUESS I'M CRAZY (Mallory—BMI) Jim Reeves (RCA Victor 8383)	29	
18			MY BABY WALKS ALL OVER ME (Lotal—BMI) Johnny Sea (Phillips 40164)	10	
19			CIRCUMSTANCES (Champion—BMI) Billy Walker (Columbia 43010)	14	
20			LOVE IS NO EXCUSE (Tree—BMI) Jim Reeves & Dottie West (RCA Victor 8324)	11	
21			GONNA GET ALONG WITHOUT YOU NOW (Reliance—ASCAP) Skeeter Davis (RCA Victor 8347)	17	
22			RHINESTONES (Painted Desert—BMI) Faron Young (Mercury 72271)	19	
23			HERE COMES MY BABY (Tree—BMI) Dottie West (RCA Victor 8374)	31	
24			SOMETHING I DREAMED (Glad—BMI) George Jones (United Artists 724)	36	
25			ASK MARIE (Acuff-Rose—BMI) Sonny James (Capitol 5197)	26	
26			LOOKING FOR MORE IN '64 (Yonah-Peach—SESAC) Jim Nesbitt (Chart 1065)	22	
27			BE QUIET MIND (Yonah—BMI) Ott Stephens (Reprise 0272)	33	
28			INVISIBLE TEARS (Central Songs—BMI) Ned Miller (Fabor 128)	21	
29			SLIPPING AROUND (Peer Int'l—BMI) Marion Worth & George Morgan (Columbia 43020)	16	
30			BURNING MEMORIES (Cedarwood—BMI) Ray Price (Columbia 42971)	25	
31			I LOVE TO DANCE WITH ANNIE (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1265)	28	
32			WELCOME TO MY WORLD (Tuckahoe & Neilroe—BMI) Jim Reeves (RCA Victor 8289)	30	
33			PASSWORD (Kitty Wells—BMI) Kitty Wells (Decca 31622)	43	
34			GUESS WHAT, THAT'S RIGHT SHE'S GONE (Al Gallico—BMI) Hank Williams, Jr. (MGM 13253)	39	
35			I'VE THOUGHT OF LEAVING YOU (Morizono—BMI) Kitty Wells (Decca 31622)	27	
36			ONE IF FOR HIM, TWO IF FOR ME (Central Song—BMI) David Houston (Epic 9690)	42	
37			PICK OF THE WEEK (Yonah—BMI) Roy Drusky (Mercury 72265)	34	
38			COTTON MILL MAN (Screen Gems—BMI) Jim & Jesse (Epic 9676)	41	
39			THAT'S ALL THAT MATTERS (Pamper—BMI) Ray Price (Columbia 42971)	32	
40			I DON'T LOVE YOU ANYMORE (Moss Ross—BMI) Charlie Lovin (Capitol 5136)	—	
41			WEAKER MOMENTS (usky—BMI) Ferlin Husky (Capitol 5206)	46	
42			THE WHITE CIRCLE ON MY FINGER (Sure Fire—BMI) Kitty Wells (Decca 31580)	35	
43			THE NESTER (Tree—BMI) Lefty Frizzell (Columbia 43051)	47	
44			MR. & MRS. USED TO BE (Sure Fire—BMI) Ernest Tubb & Loretta Lynn (Decca 31643)	—	
45			ANGEL ON LEAVE (New Keys—BMI) Jimmy Newman (Decca 31609)	44	
46			TOGETHER AGAIN (Central—BMI) Buck Owens (Capitol 5136)	37	
47			THE GOLD CUP (Chemistry—BMI) Buddy Cagle (Capitol 5154)	49	
48			PLEASE TALK TO MY HEART (Glad—BMI) Ray Price (Columbia 43086)	—	
49			THEN I'LL STOP LOVING YOU (American—BMI) Browns (RCA Victor 8348)	38	
50			SUMMER SKIES AND GOLDEN SANDS (Duchess—BMI) Jimmy "C." Newman (Decca 31609)	40	



COUNTRY ROUND UP

Possibly one of the biggest news breaks pertaining to country music in the great southwest is the story that the 50,000 watt KCUL-Fort Worth is adding FM to their facilities. Bill Mack, program director and deejay on the outlet, sez that both the AM and FM operations will begin broadcasting on a 24 hour, around the clock basis "with nothing but pure country music." "We are shooting for September," said Mack. Present platter spinners on the station include Jerry Parks, Tommy Crone, Russ Johnston, Luke Butler, and Bill Mack.

Tex Williams reports from the Far East to his manager, Jack Murrah, that his tour of Japan, Korea, Okinawa and the Philippines is going fine. The chanter is doing a ten week tour of this area and will arrive back on the mainland about August 10. After a few days rest and visit with his wife in Dallas, Tex will again hit the road on an extended tour of the Pacific coast and the midwest. The artist's new Liberty release couples "Closer Closer" with "Empty Letters."

Carol Klein sends along word that Clyde Beavers and the Eager Beavers are continuing to work on the Frank Clement campaign for Tennessee Senator along with Roy Acuff, Wilma Lee and Stoney Cooper, Martha Carson, Merle Kilgore, and other c&w stars.

One of the most interesting innovations in Music City went into operation last month when Cedarwood Publishing Co. became the first pubbery in Nashville to install a complete IBM system for the computing and distribution of royalties to their individual songwriters. Cedarwood veeper Mary Claire Rhodes, who has handled the responsibility for writers for the past four years, says the new system will do in a matter of minutes the same job which has required thousands of work-hours to accomplish by the previous method.

Haze Jones of Hal Smith Artist's Productions reports that Bobby Lewis has been quite a busy boy with promotional tours and engagements; it appears he will continue to be on the go for some time to come. On the promo side of course Bobby is promoting his latest release, "Crying In Public."

"Starday Records seems to have hit paydirt in their new release by a group which is also new on the country music scene, the Homesteaders," types Walt Breeland. Walt sez that the Nashville-based trio's hard-driving rendition of "Leaving But I Won't Be Long" is beginning to sell an exciting pace and is being met with much enthusiasm. It is receiving heavy radio play in most areas. Breeland is leaving Houston soon for an extensive trip through the northwestern and Rocky Mountain states in behalf of the above release and Sheb Wooley's "Blue Guitar" and a new Willie Nelson which is due for early release. Anyone needing copies of the above-mentioned decks should write to Walt at 8708 Ruthby St., Houston, Texas.

The Randy Weston Trio featuring Weston on the piano, Bill Wood on bass and Lenny McBrowne on drums are currently knocking 'em dead at the Avaloch Inn in Lenox, Massachusetts. The guys play every night but Tuesday.

Billy Deaton pens from down San Antonio way that country music is going great guns in his neck of the woods. City recently played to Jim Reeves and his Blueboys who played to turn-away biz for five days. Ditto for Faron Young and his Deputies. Billy also notes that Young's radio show is presently a tremendous success with 29 outlets airing in Texas, Louisiana, New Mexico and Mississippi.

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"TAKE BACK MY HEART"
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Now on the chart!!!
Thanks DJ's

"THE GOLD CUP"
Buddy Cagle

Capitol #5154



TOP COUNTRY ALBUMS

	Position	Last Week			
1	MOONLIGHT AND ROSES	1	16	GOLDEN COUNTRY HITS	11
	Jim Reeves (RCA Victor LPM/LSP 2854)			Hank Thompson (Capitol T 2089)	
2	THE BEST OF BUCK OWENS	5	17	A WIDOW MAKER	20
	(Capitol T 2105/ST 2105)			Jimmy Martin	
3	THERE STANDS THE GLASS	2	18	BLUEGRASS HOOTENANNY	14
	Carl Smith (Columbia CL 2173/CS 8973)			George Jones & Melba Montgomery	
4	I WALK THE LINE	6	19	DANG ME	26
	Johnny Cash (Columbia CL 2190/CS 8990)			Roger Miller	
5	GUITAR COUNTRY	3	20	LORETTA LYNN SINGS	17
	Chet Atkins (RCA Victor LPM/LSP 2783)			(Decca DL 4457/DL 74457)	
6	BEST OF GEORGE JONES	8	21	TOO LATE TO WORRY	23
	(United Artists UAL 3298/UAS 6289)			Glenn Campbell (Capitol ST 1881/T 1881)	
7	BEFORE I'M OVER YOU	12	22	BLUE AND LONESOME	19
	Loretta Lynn (Decca DL 4541/DL 74541)			George Jones (Mercury 20906)	
8	IN PERSON	4	23	BLUEGRASS SPECIAL	21
	Porter Wagoner			Bill Monroe (Decca DL 4382)	
	(RCA Victor LPM/LSP 2840)		24	BY REQUEST	—
9	ON THE BANDSTAND	10		Ferlin Husky (Capitol T 2101/ST 2101)	
	Buck Owens (Capitol T 1879/ST 1879)		25	LESTER FLATT & EARL SCRUGGS	22
10	NIGHT LIFE	7		AT CARNEGIE HALL	
	Roy Price (Columbia CL 1871/CS 8771)			(Columbia CL 2045/CS 8845)	
11	OUR MAN IN TROUBLE	13	26	MORE NEW FAVORITES	—
	Don Bowman (RCA Victor LPM/LSP 2831)			George Jones	
12	KITTY WELLS STORY	15		(United Artists UAL 3338/UAS 6338)	
	(Decca DXD 174/DXS 7174)		27	RING OF FIRE	24
13	MORE HANK SNOW	9		Johnny Cash (Columbia CL 2953/CS 8853)	
	SOUVENIRS		28	FOLK SONG BOOK	27
	(RCA Victor LPM/LSP 2812)			Eddy Arnold (RCA Victor LPM/LSP 2811)	
14	THANKS A LOT	16	29	ALONE WITH YOU	30
	Ernest Tubbs (Decca DL 4514/DL 74514)			Rose Maddox (Capitol T 1993/ST 1993)	
15	SONGS WE LOVE BEST	18	30	BILL ANDERSON SINGS	28
	Jimmy Dean (Columbia CL 2188/CS 8988)			(Decca DL 4499/DL 74499)	



COUNTRY D.J. REGIONAL RECORD REPORTS

LONNIE BELL KOYN

Billings, Montana

- Sorrow On The Rocks (Porter Wagoner)
- Together Again (Buck Owens)
- Love Is No Excuse (Jim Reeves & Dottie West)
- My Heart Skips A Beat (Buck Owens)
- Dang Me (Roger Miller)
- Second Fiddle (Jean Shephard)
- Cowboy In The Continental Suit (Marty Robbins)
- Blue Smoke (Warren Smith)
- Circumstances (Billy Walker)
- Keep Those Cards And Letters Coming In (Jonie & Johnny Mosby)

JACK RENO WHOW

Clinton, Illinois

- Dang Me (Roger Miller)
- Memory #1 (Webb Pierce)
- My Heart Skips A Beat (Buck Owens)
- I'm Hanging Up The Phone (Carl & Pearl Butler)
- Stronger Than Dirt (Glenn Barber)
- Password (Kitty Wells)
- Ballad Of Ira Hayes (Johnny Cash)
- Sing Me A Sad Song (Homesteaders)
- Cowboy In The Continental Suit (Marty Robbins)
- Circumstances (Billy Walker)

SONNY WEATHERLY KRZY

Albuquerque, New Mexico

- Cowboy In The Continental Suit (Marty Robbins)
- Circumstances (Billy Walker)
- Where Does A Little Tear Come From (George Jones)
- Dang Me (Roger Miller)
- Angel On Leave (Jimmy D. Neuman)
- Blue Smoke (Warren Smith)
- Last Letter (Jack Green)
- Ballad Of Ira Hayes (Johnny Cash)
- Invisible Tears (Ned Miller)
- I Don't Love You Any More (Charlie Louvin)

VERLYN DEATON WIMO

Winder, Georgia

- I'm Hanging Up The Phone (Carl & Pearl Butler)
- Looking For More In '64 (Jim Nesbitt)
- Then I'll Stop Loving You (The Browns)
- Be Quiet Mind (Ott Stephens)
- Talking To The Night Lights (Del Reeves)
- Pick Of The Week (Roy Drusky)
- Lie A Little (Bonnie Owens)
- Walk Tall (Tom Tall)
- Meet Me Tonight (Jim Howard)
- The House At 103 (Bill Goodwin)

AL KOZEL KULP

El Campo, Texas

- I've Got It In My Bones (Rusty Gabbard)
- Hoot 'N' Annie (Joe And Rose Lee Maphis)
- Take My Ring Off Your Finger (Carl Smith)
- I Love To Dance With Annie (Ernest Ashworth)
- I Stepped Over The Line (Hank Snow)
- Password (Kitty Wells)
- Big John's Wife (Wilma Lee And Stony Cooper)
- Put Your Arms Around Her (Norma Jean)
- Your Name's Become A Household Word (Neil Merritt)
- Second Fiddle (Jean Shephard)

COUSIN ELI WPEH

Louisville, Georgia

- Looking For More In '64 (Jim Nesbitt)
- I'm Hanging Up The Phone (Carl & Pearl Butler)
- Be Quiet Mind (Ott Stephens)
- Pick Of The Week (Roy Drusky)
- Blue Guitar (Sheb Woodley)
- Then I'll Stop Loving You (The Browns)
- Slippin' Around (George Morgan & Marion Worth)
- Frosty Window Pane (Joe Penny)
- Meet Me Tonight (Jim Howard)
- Missing Persons (Coleman O'Neal)

DOUG BYRD WJRM

Troy, North Carolina

- Dang Me (Roger Miller)
- Old Courthouse (Faron Young)
- Me (Bill Anderson)
- Second Fiddle (Jean Shephard)
- Password (Kitty Wells)
- I'm Hanging Up The Phone (Carl & Pearl Butler)
- I'm A Walkin' Advertisement (For The Blues) (Norma Jean)
- Pick Of The Week (Roy Drusky)
- Who Threwed Dat Rock (Ira Louvin)
- I Guess I'm Crazy (Jim Reeves)

APPLE SAVAGE WLBA

Gainesville, Georgia

- Put Your Arms Around Her (Norma Jean)
- Looking For More In '64 (Jim Nesbitt)
- Then I'll Stop Loving You (The Browns)
- Be Quiet Mind (Ott Stephens)
- Pick Of The Week (Roy Drusky)
- I'm Hanging Up The Phone (Carl & Pearl Butler)
- Blue Guitar (Sheb Woodley)
- Sam Hill (Merle Heggard)
- Talking To The Night Lights (Del Reeves)
- Please Help Me Believe (Charlie Phillips)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



I WAS COMING HOME TO YOU (2:29) [Lowery BMI—Hayes]
HELLO HEARTACHE (2:15) [E. B. Marks BMI—Wayne, Raleigh]
HANK LOCKLIN (RCA Victor 8399)

The vet Victor hit-maker who scored last time out with "Followed Closely By Teardrops" should easily duplicate that success with this top-notch follow-up stanza tagged "I Was Coming Home To You." The side is an easy-going, chorus-backed ballad about a guy who realizes how much he really appreciates his wife at home. "Hello Heartache" is an infectious, slow-shufflin' tale of woe sold with winning verve and polish by Locklin.

JUST BETWEEN THE TWO OF US (2:28) [Yonah BMI—Anderson]
SLOWLY BUT SURE (2:23) [Owen BMI—Owen]
MERLE HAGGARD & BONNIE OWENS (Tally 181)

Both the artists have had clicks in the past and together they can quickly go the whole-distance to chart success. The top side here, "Just Between The Two Of Us," is a slow-moving weeper about a couple whose love is so cold they don't even fight any more. The undercut, "Slowly But Sure," is a rousing listenable ode about a lucky twosome who have finally found each other. Also merits a close look.

BILLY PARKER (Sims 184)
(B+) SOUNDS LIKE A WINNER (2:36) [English BMI—Chapel]

Parker has a good chance of scoring the coin department with this medium-paced tale of heartbreak about a fellow who has been hurt so many times before that he's become real careful before starting another romance.

(B+) TATOODED LOVER (2:12) [English BMI—McBride, Stovall, George] This time out the chanter offers a contagious ditty concerning a guy with many female interests.

WILLIS BROTHERS (Starday 681)
(B+) GONNA BUY ME A JUKE BOX (2:28) [Starday BMI—Sutton]

Willis Brothers can do Country Top 50 business with this commercial high-spirited, rhythmic affair about an unfortunate husband who attempts to keep his wife at home—even going so far as to turning his house into a honky tonk cafe.

(B+) GIVE ME 40 ACRES (1:46) [Starday BMI—E. & J. Green] Lively, fast-moving item about the problems on life on the farm essayed with telling authority by the guys.

JOHNNY SEYMOUR (Eagle 104)
(B+) TALL TIMBER LUMBER-JACK (2:45) [Sandhills & Alto BMI—Lance]

Newcomer Johnny Seymour can quickly build a national reputation for himself with this hard-driving, chorus-backed folk-styled ditty with a warm infectious, rhythmic beat. Eye it.

(B) THIS SONG'S A LOVE LETTER TO YOU [Sandhills & Alto BMI—Brazeal, Seymour] More fine country sounds. This one's a tender, slow-moving traditional weeper.

JIM HOWARD (Del-Mar 1013)
(B) TOO MUCH TAKING—NOT ENOUGH GIVING (2:15) [Yonah BMI—Helton]

Jim Howard might well pull some loot with this extremely fast-moving, chorus-backed tale about a twosome whose love has gone on the rocks. Side's a natural for airplay.

(B) MEET ME TONIGHT OUTSIDE OF TOWN (2:10) [Howl BMI—Helton] Tender, medium-paced rhythmic ode about an impossible romancer with a potent, steel guitar backing.

CHARLES LEE GUY III (Capitol 5223)
(B+) RICH MAN'S GOLD (2:18) [Tree BMI—Wayne]

Chuck Guy could have a hit on his hand with this top-drawer rollicking, fast-moving weeper about a poor guy whose gal rejected him because he wasn't rich enough for her. Watch it closely.

(B+) THERE GOES A LONELY MAN (2:42) [Paniper BMI—Howard] On this end the songster offers a pretty, slow-moving bluegrass-flavored hillbilly lament.

FRANK TAYLOR (Chart 1095)
(B+) SHE USED TO BE MY GIRL (2:08) [Yonah BMI—D. & E. Reeves]

Frank Taylor unleashes his potent, wide-range vocal talents full-blast on this fine swingin' tale of romantic rejection, complete with a moving, mid-deck femme recitation. Could be big.

(B+) LOST, STRAYED OR STOLEN (2:37) [Yonah BMI—Anderson] This time out Taylor dishes-up a sentimental, dual-track tradition-oriented weeper.

BERNIE WALDON (Clark 213)
(B) YOUR KIND OF MAN (2:28) [Lonzo & Oscar BMI—Wilson, Richardson]

Bernie Waldon could attract some attention with this slow-shufflin' funky blueser all about a guy who has been bossed around by his gal. Deejays should like it.

(B) I'VE TURNED OVER A NEW LEAF (2:08) [Lonzo & Oscar BMI—Waldon] Pleasant, easy-going, western-styled tear-jerker rendered with poise and authority by the songster.

WILLIAM JAMES (Dixie 1042)
(B) PINTO BEANS, TATERS & CORNBREAD (2:13) [Tronic BMI—James]

The songster belts out a high-spirited, fast-moving sentimental ode to the food of his childhood in the Southland. Could grab some spins.

(C+) FOREIGN CAR CRAZE (1:51) [Tronic BMI—James] Medium-paced bluegrass-styled item in which the artist sez he wants one of those small autos from abroad.



GREAT BRITAIN

Britain's transatlantic chart supremacy continues to hold good. At home British artists occupy nine out of the top fifteen places in the singles chart and seven out of ten in both the LP and EP lists. Groups are still predominating yielding only to solo artists Cliff Richard, Dusty Springfield and Cilla Black. Conversely, it is interesting to note that the six American entries in the British Top Fifteen are all solo artists and four of these are country & western or rhythm and blues—an indication of the growing popularity of this kind of music which, until recently, had only minority appeal.

In the Cash Box Top 100 British artists are still well represented and currently have three in the Top Fifteen with a shoal of new Beatles platters on the way up.

Burlington Music already in the Top Twenty with Brian Poole and the Tremeloes, "Someone, Someone," on Decca and "How Can I Forget You" by Jim Reeves on RCA hopes to complete the hat trick with its latest acquisition, "Dang Me," which is proving a big hit in the States for Roger Miller and which is issued here on Philips. Johnny Duncan has waxed a cover version for Columbia. "I Wish You Would" by The Yardbirds is also proving a steady seller for Burlington Music.

American jazz singer Mark Murphy in town for a few days on a personal visit busy taping interviews which will be used as part of a mammoth promotional campaign organized by Philips for the Fontana album which he cut in the company's studios a while back. Entitled "Mark Time!" and set for September release the album features pop material with jazz undertones. Jack Baverstock took the session and tracks were divided between M.D.'s Johnny Dankworth, Tubby Hayes and Les Reed. In August coincidental with the campaign Murphy will be featured in the BBC TV "Jazz 625" show. After cabaret dates in Sweden Murphy makes a return visit to the Ronnie Scott Jazz Club. Meantime his single "Now You've Gone" is already available on the Fontana label.

Hubert Patterson, late of Gallo Records, South Africa has joined the production department of the Robert Stigwood Organization. Plans include the launching of a new pop star, nineteen year old Simon Scott, whose first single "Move It Baby" was just released on Parlophone. Stigwood's autumn plans include the presentation of his first West End revue starring Diana Dors, Danny La Rue and Hugh Paddick.

Singer John Leyton, having completed his role in the musical film "Every Day's A Holiday," is currently in Hollywood for his part in the 20th Century Fox film, "Von kyan's Express," starring Frank Sinatra and Trevor Howard.

A busy time ahead for Millie (Small), currently playing dates in Brussels, Hamburg, Munich and Frankfurt. A warm welcome at Kennedy Airport and a press reception at the Rockefeller Plaza awaits her when she pays her first visit to the United States on July 27. Between an Ed Sullivan TVer on July 29th and an appearance at the World's Fair on August 9 she goes home to Jamaica for the first time since leaving to seek fame and fortune in Britain a year ago. Negotiations are under way for Millie to make a promotional tour of the States in September. Meantime, she has cut "My Boy Lollipop" in German for release in that market on Fontana.

News this week of two new British musicals by top show writers. After more than two years' active preparation Lionel Bart's latest musical has gone into rehearsal. Opening out-of-town (Manchester) on August 17 its London premier is set for September 10. With book by Alun Owen (who wrote the script for The Beatles film "A Hard Day's Night") "Maggie May" has an all-star production team in director Ted Kotcheff, choreographer Paddy Stone, musical director Marcus Dodds with orchestrations by Ray Jones. The glittering cast is headed by Rachael Roberts in the title role, Kenneth Haigh and Andrew Keir. Meantime Bart's transatlantic smash "Oliver!" is in its fourth record breaking year and still playing to capacity.

The second musical by Anthony Newley and Leslie Bricusse "The Roar Of The Greasepaint—The Smell Of The Crowd" out-titles the team's previous hit "Stop The World I Want To Get Off". Newley will direct the show but will not star in it the leading role being taken by Norman Wisdom, supported by Wiloughby Goddard, Sally Smith and Cy Grant. Presented by Bernard Delfont in London at the end of September the musical opens out-of-town in Nottingham August 3rd.

Philips groups The Four Pennies who shot to the No. 1 spot with their own composition "Juliet" have penned their follow-up "I Found Out The Hard Way" again published by Flamingo Music. They also have an EP on release "Spin With The Pennies" and they plan to make their first continental tour in September.

First single to be issued by R & B Records on the newly acquired Prima label is "Robin Hood" by Louis Prima with Sam Butera published by Edwin Morris. The first Prima LP "A Thinking Man's Sax" is already on the market and getting favourable dealer reaction.

Ron Kass, director of European operations for Vee Jay Records in America, in London in search of original British masters and material for issue on Vee Jay (Tollie and Fame). Kass also explored the promotional prospects for the labels products via radio and TV in this country. Before returning to his base in Lugano, Switzerland he visited other European countries in connection with Vee Jay's distributing and licensing re-organization programme.

Publisher Lee Pincus of Ambassador Music returned to London after visiting Paris with brother Irwin, head of Gil Pincus, New York office. Current Gil Pincus-Ambassador hits include "A Taste of Honey" by Tony Bennett (Columbia) and The Beatles (Vee Jay); "Remember Me" by Rita Pavone (RCA); and "Angelito" by Rene & Rene (Columbia), Martin Denny (Liberty) and Trini Lopez (Reprise). They have also acquired the Italian hit, "Amore Scusani."

Len Munsie of Bosworth Music delighted with the Stateside reaction to his original copyright "Thank You" by The Harry Simeone Chorale on Mercury and published in the States by Leeds Music.

CBS star Kenny Ranken due in London for TV shows following his promotional tour of the continent cancelled the visit owing to the TV strike. However, his first single in this country "Where Did My Little Girl Go" is now issued coupled with his American hit "US Mail."

"Shakespeare And All That Jazz" Fontana album by Johnny Dankworth and Cleo Laine to be featured complete in the "Music U.S.A. Jazz Hour" on August 20.

EMI reports that the "A Hard Day's Night" soundtrack LP has already notched up a quarter million sales and the title song is now well over 600,000.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Charts	
1	17	2	A Hard Day's Night—The Beatles (Parlophone) Northern Songs.
2	2	3	It's All Over Now—The Rolling Stones (Decca) Acuff-Rose
3	1	4	The House Of The Rising Sun—The Animals (Columbia) K.P.M.
4	3	5	Hold Me—P.J. Proby (Decca) Campbell Connelly
5	13	2	I Just Don't Know What To Do With Myself—Dusty Springfield (Philips) Aberbach
6	7	3	I Won't Forget You—Jim Reeves (RCA) Burlington
7	4	6	You're No Good—Swinging Blue Jeans (HMV) Morris
8	14	3	On The Beach—Cliff Richard (Columbia) Elstree
9	5	12	It's Over—Roy Orbison (London) Acuff-Rose
10	6	8	Someone, Someone—Brian Poole (Decca) Burlington
11	11	3	Kissin' Cousins—Elvis Presley (RCA) December
12	8	7	Hello Dolly—Louis Armstrong (London) Edwin Morris
13	9	7	Romana—The Bachelors (Decca) Francis Day & Hunter
14	—	1	Call Up The Groups—The Barron Knights (Columbia) Various
15	10	6	Nobody I Know—Peter & Gordon (Columbia) Northern Songs
16	—	1	Wishin' & Hopin'—The Merseybeats (Fontana) Belinda
17	15	8	Can't You See That She's Mine—Dave Clark Five (Columbia) Ardmore & Beechwood
18	—	1	Someday We're Gonna Love Again—The Searchers (Pye) Toby
19	12	9	My Guy—Mary Wells (Stateside) Aberbach
20	19	2	Tobacco Road—The Nashville Teens (Decca) Southern

Top Ten LP's

1	1	The Rolling Stones—The Rolling Stones (Decca)
2	10	A Hard Day's Night—The Beatles (Parlophone)
3	9	West Side Story—Sound-track (CBS)
4	7	Dance With The Shadows—The Shadows (Columbia)
5	3	With The Beatles—The Beatles (Parlophone)
6	8	Wonderful Life—Cliff Richard (Columbia)
7	6	Buddy Holly Showcase—Buddy Holly (Coral)
8	5	It's The Searchers—The Searchers (Pye)
9	2	The Bachelors & 16 Great Songs—The Bachelors (Decca)
10	4	Kissin' Cousins—Elvis Presley (RCA)

Top Ten EP's

1	1	Long Tall Sally—The Beatles (Parlophone)
2	2	The Rolling Stones—The Rolling Stones (Decca)
3	3	All My Loving—The Beatles (Parlophone)
4	4	On Stage—The Merseybeats (Fontana)
5	6	The Bachelors Volume 2—The Bachelors (Decca)
6	7	The Hollies—The Hollies (HMV)
7	10	Twist And Shout—The Beatles (Parlophone)
8	5	Love In Las Vegas—Elvis Presley (RCA)
9	—	Those Brilliant Shadows—The Shadows (Columbia)
10	—	Just One Look—The Hollies (HMV)

GREAT BRITAIN (con't.)

Philips star Dusty Springfield has cut a single for the German market coupling her first big hit "I Only Want To Be With You" (by Ivor Raymonde and Mike Hawker) with her current American smash "Wishin' And Hopin'" (by Burt Bacharach). The number culled from her LP "A Girl Called Dusty" has never been issued here as a single although Fontana have issued a cover version by The Merseybeats. If this version makes the charts Philips will have a hit on both sides of the Atlantic. Dusty also cut an EP in French including "Will You Still Love Me Tomorrow" and "Stay Awhile."

Jeff Kruger, head of Ember Records, just back from a five-week extensive tour of Europe visiting his distributors in France, Switzerland, Austria, Italy, Belgium and Holland. Primarily, Kruger was promoting the soundtrack LP "Zulu" about to be released in the States by United Artists, "The Interesting Sounds of Roy Orbison" LP and the Chad Stuart-Jeremy Clyde single "Yesterday's Gone" are on the American charts. He had discussions with French star Charles Aznavour and obtained the rights to his No. 1 song "La Mamma" and made arrangements for him to visit London to record in English.

Four lads calling themselves The Cockneys resplendent in traditional cockney garb of pearl button waistcoats and pearly cloth caps climbed up 'the apples and pears' ('stairs') of the Cash Box office. The boys have just returned from a tour of Scotland and their current Philips recording "After Tomorrow" is getting a lot of airplay. They have now completed their first film appearance in the United Artists picture "Swinging U.K." which is set for general release in August. The film also features a host of pop stars including Brian Poole and the Tremeloes, Millie, the Merseybeats and the Migil Five.

Impresario Arthur Howes already busy lining up an impressive autumn schedule which includes a four-week British tour for the Beatles (in association with Brian Epstein); a nation wide tour for Cliff Richard in October and a November package show starring Gene Pitney and Gerry and the Pacemakers.

Shel Talmy of Orbit Universal Ltd., newly formed recording out-let of the Arthur Howes Organization, currently on a ten-day visit to New York. He will negotiate contracts with American artists and arrange the production and release of disks by British artists for the U.S. market. Talmy has been responsible for many successful chart entries including numbers by the Bachelors, Chad and Jeremy and the Orchids.

Agent and manager Tito Burns has set a coast-to-coast American tour for Dusty Springfield, The Searchers and Eden Kane starting on September 8. The Searchers and Kane will subsequently tour Australia where they will be joined by Peter and Gordon. In April 1965, Burns will be bringing Peggy Lee to England for 12 concerts and some TV spots.

Jimmy and Bill Philips of K.P.M. jubilant to have Britain's latest chart entry "The House Of The Rising Sun" by the Animals on Columbia which is now well over the half million mark. Another KPM best seller is "Sweet William" by Millie on Fontana.

International thinking by the Philips H.Q. in Baarn, Holland has resulted in the production of a magnificent series of promotional kits in respect of the company's top artistes. Presentation folders which include a photograph, record and biographical details are mailed to European d.j.'s and music magazines to tie in with record releases in the various territories. Stars already featured in the series are Millie (Queen of the Bluebeat), Dusty Springfield and The Four Pennies.

Philips London hosted a reception for jazzman Woody Herman currently on first visit to Britain for concerts and TV dates. Following a hold up due to copyright problems, his L.P. "Woody Herman 1964" is now available in this country.

American singer Sue Rainey in London for the first time to feature in a couple of Nelson Riddle TV shows for BBC 2 returns to New York for a cabaret season at The Living Room and to cut her first LP for Philips "Happiness Is A Warm Sue Rainey."

The Best in Britain...Bens



SCANDINAVIA

DENMARK

Imudico A/S has released orchestra folios of the local copyright, "Cha-Li-Le-Lo," composed by Otto Brandenburg with the lyrics by Susanne Palsbo. It was recorded by Gitte for HMV and turned out to be a top seller on records. Other sheet music releases from Imudico includes "Green, Green," which in Peter Mynte's Danish lyrics has been "Blå, Blå," (Blue, Blue). Imudico is also the publisher of "Can't You See That She's Mine" from the Columbia record with The Dave Clark Five.

Harry Jensen of Multitone A/S is very happy about Jorgen Ingmann's "Tovarisch," looking like a great hit, not only in Denmark but also at the international market. In general, the summer looks very good, Jensen reports, and many of the songs from the Multitone publishing house has been recorded by local talents and look like hits.

Dansk Grammofonpladeforlag has released "Chapel Of Love" with The Dixie Cups on Red Bird. Same company has just released a special Supraphon catalog of records available at the Danish markets.

Morks Musikforlag is bringing out "Husky" and "Night Train" with 'the 5th Beatles,' Jimmy Nicol, on Pye. Jimmy Nicol replaced Ringo Starr in The Beatles at the concerts in Denmark, Holland, Hong Kong and Australia last June.

Skandinavisk Grammophon A/S has rushed out "A Hard Day's Night" with The Beatles on Parlophone, and Nordisk Polyphon Akts. has released "It's All Over Now" with The Rolling Stones on Decca.

FINLAND

New sheet music from Musichouse Westerlund Oy includes local copyright, "The Findy Hop," a jenka by Eino Virtanen. The song was a winner at the World Dance Congress Competition at Clacton this year. Other releases include the tangos "Vain Muistot Jäivät" and "Hiljaa" by Eino Virtanen, "Tanssi Nuotiolla" and "Tytöni Kaunis," also tangos. "I Love You Because" with Finnish lyrics (Sen Vuoksi) by Veikko Vallas and "I Love The Little Things" with Finnish lyrics ("Rakkauten Pienet Sanat") by Helena Korpela.

Rytmi, Finland's only jazz magazine, celebrated its 30th anniversary recently. Founded in 1934 by Cecil Backman, it is one of the oldest jazz magazines in the world. Its present editor-in-chief Paavo Einiö has held his office since 1949. Rytmi is also a concert bureau and during the last 15 years it has arranged most jazz concerts of importance in Finland.

NORWAY

Coming up on the charts here is "I Won't Forget You" by Jim Reeves on RCA Victor, this week in eighth spot from nowhere, and "It's Over" with Roy Orbison on London at 10th spot.

The latest releases from Manu includes "Tears And Roses" with Sam Payne, "Jeanie" with Jean Le Fevre and The Jokeys, and "Madrid" with Chris & Merino.

SWEDEN

Sonet Grammofon AB just signed a contract with Specialty Records and started by releasing Little Richard's "Bama Lama Bama Loo" on the Sonet label last week. The interest in the record is very great, Cash Box learned. Larry Finnegan, who toured Sweden between June 19 and July 19, will stay another two weeks in Stockholm, mainly to make some recordings for the R.I.C. label. Except for records with himself, he is also interested in making records with Sonet's local talents, as Suzie and Jan Rodhe. Sonet will soon release an LP including old and present Larry Finnegan hits, among others "Dear One."

A correction: The local song "Grindslanten" (The Gate-Money) with Sten & Stanley on Decca, debuting at the charts here last week, was reported as being published by Förlaget Folkmusik. However, the correct name of the publisher is Förlaget Visor & Låtar, operated by Gunnar Olsson, in Årila, some miles west of Stockholm. He originally operated Förlaget Folkmusik in Hudiksvall but that publishing house is out of business and its copyrights have been taken over by the present company.

The latest EMI releases here includes "The House Of The Rising Sun" with The Animals on Columbia, "I Get Around"/"Don't Worry Baby" with The Beach Boys on Capitol, "On The Beach" with Cliff Richard on Columbia and "Keep-A-Knockin'" with The Shanes on Odeon.

New on the charts here this week are "Ain't She Sweet" with The Beatles on Polydor and "Mule Skinner Blues" with The Streaplers on Columbia.

The present Anita O'Day concerts in Stockholm has been followed up by Karusell Grammofon AB who has given her Verve records a special promotion campaign. Also Ray Charles is coming here soon and has got a lot of extra publicity for his ABC-Paramount recordings.

A new four piece group here with a debut record just released is The Mascots, recording for Decca. RCA Victor has released an LP with Towa Carson and Lars Lönndahl, two local talents. The title is "En Kväll Med Towa Och Lasse" (An Evening With Towa And Lasse). The couple is touring Sweden this summer and has got a lot of praise from the critics.

Latest releases from AB Knäppupp includes Irma Thomas on California with "Break-A-Way," Pat Boone on Dot with "Rosemarie," Johnny Rivers at California with "Memphis," Rick Nelson on California with "Lucky Star," Jack Jones on Kapp with "Wives And Lovers" from the Paramount picture with the same title, and Jimmie Rodgers on Dot with "The World I Used To Know."

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	2	6	Long Tall Sally	(The Beatles/Odeon) Belinda (Scandinavia) AB
2	—	1	Kissin' Cousins	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
3	5	5	Roll Over Beethoven	(The Beatles/Odeon) Stockholms Musikproduktion
4	6	12	Nu Rejser Jeg Hjem	(Detroit City) (Gustav Winckler/Sonet) Cedarwood (Scandinavia) AB
5	1	8	My Boy Lollipop	(Millie/Fontana) Imudico A/S
6	10	9	I Love You Because	(Jim Reeves/RCA Victor) Morks Musikforlag
7	4	8	Suspicion	(Terry Stafford/London) Belinda (Scandinavia) AB
8	3	4	Ain't She Sweet	(The Beatles/Polydor) Bens Music AB
9	—	5	Constantly	(Cliff Richard/Columbia) Stockholms Musikproduktion
10	—	1	Shimmy Shimmy	(The Weedons/Sonet)



AUSTRALIA

The "Australian Sound Awards for 1963/64" were presented by Radio Station 3 UZ at the Hotel Windsor (Melbourne) on the evening of July 16. The function was hosted by Lewis Bennett (general manager 3 UZ), John McMahon (program manager 3 UZ) and Bill Dodd (publicity manager 3 UZ), and guests included representatives of television, press and all sections of the trade, all 3 UZ on-air personalities mingled with the guests during the proceedings. All in all it was a very pleasant function which was thoroughly enjoyed by all those present. The Award winners in the various categories were:—

Best Record of The Year . . . April Byron with "Make The World Go Away"
Best Male Vocal . . . Johnny O'Keefe with "Move, Baby Move"
Best Female Vocal . . . Judy Stone with "4,003,221 Tears From Now"
Best Pop Instrumental . . . Rob E. G. with "55 Days At Peking"
Best Instrumental Group . . . The Atlanters with "Bombora"
Best Vocal Group . . . The Delltones with "Hangin' Five"
Best Australian Composition or Record . . . Ben Acton with "Hangin' Five"

The actual presentations of the Awards to the winners, and/or their representatives, was made by Lewis Bennett, general manager of 3 UZ. A real hit from left-field in this country is the Bill and Boyd single "Chulu Chululu," which is released on the Philips label. The record originates from New Zealand and all of a sudden it's shaping like a top ten item throughout Australia. Credit must go to Arthur Major and Paul Turner of Philips (Australia) for a fine promotion campaign on Bill and Boyd.

Other singles going well for Philips include "Ain't She Sweet" by The Beatles; "Beans In My Ears"—The Serendipity Singers; "Juliet" by The Four Pennies and Dusty Springfield's "Wishin' and Hopin'."

It certainly didn't take long for the Beatles to hit top spot on our best-seller list with their latest single. In just one week of release "A Hard Day's Night" has dramatically moved into No. 1 position across the nation. Our list of best-selling singles each week is compiled from dealer report, on sales, supplied to Cash Box. It is not influenced by radio station charts or record company or music publisher reports—it is based purely and simply on dealer sales.

EMI is "going" with a whole batch of new singles. Among the latest are Sounds Incorporated with "Spanish Harlem;" Frank Ifield—"I Should Care;" "A Little Toy Balloon" by Danny Williams; Johnny Mathis with "A Taste Of Tears," and The Rolling Stones with "Tell Me" c/w "I Just Wanna Make Love To You."

There are reports circulating to the effect that Chuck Berry will visit Australia within the next couple of months for a series of concerts, but Cash Box has not as yet received any official advice on this. Berry is currently hot with his Chess label single, "No Particular Place To Go," which is released through Australian Record Company.

Festival records is out with an album entitled "Rock Classics No. 2" featuring Col Joye and The Joy Boys. The first package of Rock Classics was an outstanding seller and this second set should maintain the standard of sales. What about a new single Col?

Another locally produced album through Festival (this time on the Leedon label) is entitled "The Best Of The Delltones," featuring this popular vocal group with a whole flock of their greatest single hits.

Local record companies seem to be making a determined drive with locally produced albums of late. In their current release, W & G records has issued no less than nine albums and four EP's, all of local origin. This is believed to be the biggest release ever of local product in Australia in one batch. Festival records has also been very prominent on the local scene and it is noticeable that its output of local albums has been stepped-up of late.

New singles from RCA are "Water Skiing" by Duane Eddy; Neil Sedaka with "Sunny," and local stars The Cicakas with "Let's Try Again" and "Always On My Mind."

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	17	I Love You Because	(Jim Reeves/RCA Victor) Reuter & Reuter AB
2	3	3	Long Tall Sally	(The Beatles/Odeon) Belinda (Scandinavia) AB
3	2	4	Hello Dolly	(Louis Armstrong/Kapp) Thore Ehrling Musik AB
4	4	5	Roll Over Beethoven	(The Beatles/Odeon) Stockholms Musikproduktion
5	5	13	My Boy Lollipop	(Millie/Fontana) Thore Ehrling Musik AB
6	8	2	Someone	(Brian Poole & The Tremeloes/Decca) Palace Music (Sweden) AB
7	6	3	Kissin' Cousins	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
8	—	1	I Won't Forget You	(Jim Reeves/RCA Victor)
9	7	14	Non Ho L'Eta	(Gigliola Cinquetti/Triola) Modern Music AB
10	—	1	It's Over	(Roy Orbison/London)

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	8	Tennessee Waltz	(Alma Cogan/Columbia) Reuter & Reuter AB
2	2	2	Long Tall Sally	(The Beatles/Odeon) Belinda (Scandinavia) AB
3	3	10	My Boy Lollipop	(Millie/Fontana) Thore Ehrling Musik AB
4	4	6	Hello Dolly	(Louis Armstrong/Kapp) Thore Ehrling Musik AB
5	5	4	Buckle Shoe Stomp	(The Snobs/Decca) Palace Music (Sweden) AB
6	10	2	Kissin' Cousins	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
7	9	2	Grindslanten	(Sten & Stanley/Decca) Förlaget Visor & Låtar
8	6	13	I Love You Because	(Jim Reeves/RCA Victor) Reuter & Reuter AB
9	—	1	Ain't She Sweet	(The Beatles/Polydor) Bens Music AB
10	—	1	Mule Skinner Blues	(The Streaplers/Columbia) Southern Music AB



ITALY

Cash Box had the pleasure of talking with Ezio Leoni, A/R Manager of SAAR: He informed about the pact recently stipulated by SAAR's managing director Walter Gurtler for the representation in Italy of one of the well-known American lines, Dot Records.

Already scheduled for September are recordings of Pat Boone: the top Dot Records' artist will, in fact, groove four different original Italian titles. A strong promotional campaign is expected on such releases.

SAAR will also immediately release in Italy the great American hit "Chapel Of Love" as recorded by the Dixie Cups, under the mark Red Bird. This label, produced in the States by Lieber & Stoller, was recently pacted for representation in Italy by SAAR.

The most discussed garment of the Summer Fashion 1964, the topless bathing suit, served as inspiration to Los Marcellos Ferial for their recent recording with the title "Topless." While the garment, at least in Italy, is not having a strong sales success, the record devoted to it seems to be enjoying a really big reaction on our market. The pop trio Los Marcellos Ferial seems to have found a lucky season in this hot summer: after "Angelita Di Anzio" and the other summer hit "Seidiventata Nera," this is the third success of the group.

Under the Liberty label, EMI Italiana has released one of the recent successes of the American group The Ventures: the title chosen is "Fugitive," sub-published in our country by the publishing firm Cielo-Video.

Helene and Alice Kessler, the two twin sisters who enjoyed a large popularity in our country, thanks to their participation on a TV series in past years, are back in Italy for a singing tour. It started in Fuiggi on July 25. Helene and Alice will present their last release: a single published by Phonogram under the Polydor label, containing "E La Storia Continui" b/w "Ciao A Tutti."

Another single just presented on our market under the Polydor label contains two recent recordings of the well-known hit maker, Bert Kaempfert: The two titles chosen for the new disk are "The Big Build Up" and "Dancing In A Dream," both penned by Kaempfert himself.

Gino Trioli is the name of a new discovery recently pacted by Phonogram: The singer, 20 years old, took part last year in the Castrocaro contest devoted to the unknown singers, and he was at the fourth place in the final classification. He is making his record debut under the Polydor label, singing "Ridete" c/w "Perche Piangi." Phonogram has scheduled a special promotional campaign on this release.

Other information from Phonogram: under the Philips label, the firm recently released in Italy the first recording of the pop American talent of Dionne Warwick: "Anyone Who Had A Heart" was the first title chosen for the Italian debut of the songstress. A second disk of Dionne is already scheduled: the title of the singles are: "Don't Make Me Over" and "Walk On By." Both titles being sung in English are devoted to a limited public: we hope that soon Dionne will have the possibility of enlarging the team of her fans, with Italian releases. Unfortunately, our market is becoming more and more difficult for original releases.

Let's conclude the list of the new releases of the week by mentioning a new LP recently put on the market by Carisch. This album contains some of the greatest hits of the top French artist, Yves Montand, from the famous "Mon Manage A Moi" to the evergreen, "Les Feuilles Mortes." This album represents a singing biography of Yves. The disk was released on the occasion of the recent performance of Yves Montand on the Eurovision TV screens, aired from France on the tenth anniversary of Eurovision.

On this occasion, let's once again stress out the recent releases issued by Carisch under the Odeon label: two singles recently presented on the market in which Yves Montand addresses himself to the Italian public, performing with particular good taste four famous popular Italian ballads in Italian. The Italian public seems to be going for this homage of the pop artist and the records are obtaining a strong reaction. Radio producers are playing these releases very often.

Ribalta Dei Festival is the yearly contest organized by Gianni Ravera with the purpose of spotlighting new talents. In fact, the winners of this particular

The Importance Of Being Artur



SYDNEY—RCA Victor's Artur Rubinstein (2nd from left) poses with his wife and executives of the label's Australian division at a reception hosted by the firm. The concert pianist is currently on a foreign concert tour. Pictured with the virtuoso are (left to right) C. Pickford, manager of RCA Records division; Rubinstein, Mrs. R. E. Tolnay; Mrs. Rubinstein; and R. E. Tolnay, managing director of RCA of Australia.

Australia's Best Sellers

- 1 A Hard Day's Night (The Beatles—Parlophone) Leeds Music
 - 2 You're My World (Cilla Black—Parlophone) Belinda Music
 - 3 Tell It On The Mountain (Peter, Paul & Mary—Warner Bros.) Allans Music
 - 4 Hello Dolly (Louis Armstrong—Kapp) E. H. Morris
 - 5 *Poison Ivy (Billy Thorpe & Aztecs—Linda Lee) Aberbach Music
 - 6 No Particular Place To Go (Chuck Berry—Chess) Jewel Music
 - 7 Oh, Rock My Soul (Peter, Paul & Mary—Warner Bros.) Allans Music
 - 8 Can't Buy Me Love (The Beatles—Parlophone) Leeds Music
 - 9 Chapel Of Love (Dixie Cups—Astor) Belinda Music
 - 0 Rise And Fall Of Flingie Bunt (The Shadows—Columbia) Belinda Music
 - 0 Viva Las Vegas (Elvis Presley—RCA) Belinda Music
- *Locally Produced Record.



FRANCE

It's vacation time and everybody has gone to the French Riviera. That is to say, that nothing special is happening concerning show business news, but two things:

First, Harold Nicholas, formerly with Barclay Records has left and built his own label which is distributed by Vogue under the Diadem label. The main title of the first record released is "Shala la."

Second, Loulou Gasté (husband of Line Renaud), also had his record company, distributed by Festival Records. He's just given the distribution of his label Number One to Vogue.

It seems that the excitement of National and International commercial organization built by President Cabat is really going great guns. In order to improve his firm, Cabat is thinking about a conference with all other national and international members in Cannes (France) at the end of July.

Let's go on with record news, saying that AZ Records is promoting a new singer Christine LeBail. Her first deck couples "Pourquoi Pas Moi" and "Mon Prince." Also on the market, too, a new record by Aimable tabbed "Le Tango Des Bretons."

Number One has released several key items: Frank Adams, who sings in English "My Body," "Pionier." And Diana who sings "Maman."

An Else-Jean-Jacques Debout record of "Nos Doigts Se Sont Croisés," which was the winner at the "Golden Rose," is now on the market.

At a new record on the Vogue label, by Michelle Sarna: "Le Train," adapted from "This Train."

Let's resume to more general subjects, saying that big stars' trips around France are rather slow this year especially during summer. The Trouville and Deauville casinos for example will present Françoise Hardy, Petula Clark, Charles Trenet and Gilbert Becaud throughout the summer period. We might wonder whether singers don't carry people or that they ask too much money that the French casinos can't pay them.

Denis Bourgeois, publisher of "La Chanson De Mallory," written by Cour and Popp, has just informed us that this song is doing well in sheet music sales.

France's Best Sellers

- 1 Una Lacrima Sul Viso—Lunero, Mogol Recorded by Bobby Solo (Festival) Pub. firm "Caravelle"
- 2 Zorro Est Arrivé—Leiber & Stoller Recorded by Henri Salvador (Rigolo)
- 3 A Présent Tu Peux T'en Aller—Raymonde Hanker & Rivière Recorded by Les Surfs (Festival) Pub. firm "Eddie Barclay"
- 4 "Non Ho L'eta"—Nisa & Panzeri—Recorded by Gigliola Cinquetti (Festival) Pub. firm "Eddie Barclay"
- 5 Dès Que Le Printemps Revient—Auffray—Plante Recorded by Hugues Auffray (Barclay) Pub. firm Plante

Festival are invited to take part in the Festival of San Remo and in the Festival of Naples. This year the contest will be held in Venice.

We have just received the list of the new artists who will be presented in the contest by Dischi CBS and Idischi Ricordi: these are the names: Wilma Goich, Alba Betti, Sergio Ruffo, Roberto Rangone (Ricordi), Andrea Lo Vecchio, Maria Luigia Bis, and Jonica for CBS.

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	Il Problema Piu' Importante: (If You Gotta Make A Fool Of Somebody): Adriano Celentano/Clan Published by Sidet Italiana
2	4	7	*In Ginocchio Da Te: Gianni Morandi/RCA Published by Italiana
3	5	4	*Sei Diventata Nera: Los Marcellos Ferial/Durium Published by Durium
4	3	12	E' L'Uomo Per Me (He Walks Like A Man): Mina/RI.FI Published by Connelly
5	1	15	Cin Cin (Cheat Cheat): Richard Anthony/EMI Italiana Published by Southern
6	2	7	*Amore Scusami: John Foster/Phonocolor Published by Leonardi
7	6	5	*Con Te Sulla Spiaggia: Nico Fidenco/RCA Published by Italiana
8	9	4	*Solo Due Righe: Peppino Di Capri/Carisch Published by Carisch
9	8	4	Scrivi: Rita Pavone/RCA Published by RCA Italiana
10	10	12	*Angelita Di Anzio: Los Marcellos Ferial/Durium Published by Durium

*Denotes Original Italian Titles

From Sidney To Leslie



SYDNEY—Columbia Records lark Leslie Uggams (center) is shown at a press, radio and TV reception given in her honor by Australian Record Company to mark her three-week engagement at the Mandarin Room of the Chequers Restaurant. More than 100 guests attended the affair, including (left to right above) the lark's manager, Mort Curtis; Ray Bull, general sales manager for ARC; Leslie, her mother, Mrs. Uggams; and Alf Watts, general manager of ARC. The Australian diskery released the songstress' new (CBS) LP, "So In Love," and followed it with her latest single, "This Is My Prayer."



ARGENTINA

The party offered by CBS to the press and deejays celebrating the first anniversary of Leo Dan's first recording (and hit) and the one organized by Philips honoring classical music group I Musici were recent social highlights.

Dan's gathering took place at the Alvear Palace Hotel, while Philips gathered the trade people at the Roof Garden of the Automovil Club. I Musici are in Buenos Aires to give a series of concerts, and are very well appreciated by local music lovers. Philips has several albums by these artists in its catalog.

Planning a travel to Spain and probably other European countries are teen singer Juan Ramon and composer Ben Molar. The trip will last about ten days and is intended mainly to promote Ramon's name in that area; it was reported that it will be so short because of several contracts signed in Buenos Aires that oblige the artist to perform at dance parties and on TV till March, 1965.

It seems that Gigliola Cinquetti will hit the charts once more with her new record, "Il Primo Baccio Che Daro," just released by Music Hall under the CGD label. Gigliola's "Non Ho L'Eta" is still selling pretty well, and the lark may become a consistent artist in this market. Other interesting MH artist is Beto Fernan, whose "Noche De Verano" receives strong reports from the Northern part of the country. Fernan is also a composer, and some of his tunes have arisen interest in other countries and will probably be published there.

There are smiling faces at RCA when you mention "Fiesta Pepsi," the new album to be released by the label in cooperation with the famous soft drink. A strong promotional campaign is being planned, and everybody expects the album to become a top seller. Names of the artists included are very promising: Rita Pavone, Edoardo Vianello, Sylvie Vartan, and of course, all the top local stars. Heavy TV, radio and magazine exposure has been ordered, to make the biggest effort possible. RCA's latest hit is Palito Ortega's new LP, which seems to be becoming a blockbuster, too.

No less smiling is Mario Kaminsky of Microfon, who seems to be in a chart way with "Cumbia De Los Pescadores," the Cinco del Ritmo waxing. This group has been always popular, especially in the LP field, but this single seems to have found a big part of the market. Kaminsky plans several new recordings by Los Cinco, with an eye on the International market, too.

More about Philips: Osvaldo Pugliese has recorded four tunes released as an EP and to be included in his next album. Titles are "La Payanca," "Un Tropezon," "Que Falta Que Me Haces" and "Norteno." Sonia, one of the label's teen artists, has started a series of programs on TV, with Marty Cosens; her latest recording is "El Titero" and "Meglio Stasera."

Some time ago, newspaper "Cronica" printed the biography of Palito Ortega, as it was told by the artist to the columnist and publicity man Leo Vanes. Now, the recent trip of Ortega to Mexico started the idea of shooting a film (as a co-production between that country and Argentina) telling Palito's life, based on that story. The music, of course, would belong to Ortega, while the choreography would be by Constanza Hool, well known in all Latin America. Although the project hasn't been confirmed, it would surely be of commercial value in the area. In the meantime, Vanes has been asked by several other cinema and music artists to write their memoirs.

Romiglio Giacompol of Smart is happy with "Las Cerezas," another tune meeting reaction among the customers. Up to now the strongest version is the original one by Los Hermanos Carrion, recorded in Mexico; Rosamel Araya's (Disc Jockey) is also being requested. Giacompol plans to visit Europe in a few months to get in touch with the record scene in that part of the world.

Ricardo Korn of Julio Korn Publishers, recently returned from Europe, is very enthusiastic about the possibilities of Latin music in that market, after spending more than four weeks visiting its main cities. In London, he met Edmundo Ros, who reportedly was very interested in Argentine and other Latin American products. Korn was present at the CISAC convention, before travelling to Spain, France and Italy.

CBS is continuing the campaign in behalf of Bobby Solo, who did it well with his first single, "Una Lacrima Sul Viso," a steady seller. The new titles are "Marron" and "Ahora Que Eres Una Mujer." There is also a new single by Cuco Sanchez: "Adios Mariquita Linda" and "No Volvere," and the diskery is preparing another one by teen artist Larry.

Disc Jockey is releasing a new 10" LP with folk songs by Alberto Ocampo and his group, and a single by Juan Ramon, "Chin Chin." Jorge Sobral, one of the label's strongest artists, has been inked by Casino Philips (TV 13) and travels weekly to Montevideo for another TV appearance.

News from Odeon: the label is promoting new singer Franco, whose first single is "Chin Chin" and "Maturaleza." Los Jets have recorded a Spanish version of "Te Anno Visto Domenica Sera," the Peppino de Capri smash, and another one of "Love Me Do," the Beatles' hit. Under the Warner Bros. labels, the news is "Sting Ray," by The Routers, while folk artist Ramona Galarza (Odeon) has cut Rio de Sueños and Viejo Rio.

Ariel is releasing the third volume of the "Cinema" series by the Romanticos de Cuba orchestra, recorded originally by Musidisc. Deck includes "More," "The Longest Day" and several other standards, and is expected to sell as well as the previous releases by the same artists.

Lagos Publishers expects to have a strong item in "Rio Rio," the Eladia Blasquez product recorded already by Julio Molina Cabral (Music Hall), Ramona Galarza (Odeon), Los Quilla Huasi (Philips), Raul Lavie (RCA), Jorge Sobral (Disc Jockey), Gasparin (also Philips) and Fernando de Soria (RM). Some other versions are expected soon, and International promotion is being planned.

Distinguished Visitors



NEW YORK—Paulo Alencar (left), publishers rep in New York, and Vincente Mangione, music editor of Editores Euterpe Ltd., paid a visit to Cash Box during the latter's recent visit to the U.S. Mangione came to the U.S. after concluding business deals in Europe. He went on to L.A. before returning to Rio de Janeiro.



BRAZIL

As announced before in this column, the TV and Radio Record is presenting currently at its own theater two Argentinian teen music groups—Los Jets and Los Rifles—which, together with the young African twist singer Cecilia Rene, from the show called "Semana da Juventude" (Youth's Week).

Othon Russo, in charge of the promo and PR department of CBS do Brasil in Rio de Janeiro, informs that a new Italian LP is on the market by a young Brazilian chanter, 17 years old, with a foreign name—Jerry Adriani. The name of the waxing is "Italianissimo." Also, that the three U.S. idols, Andy Williams, Johnny Mathis and George Maharis (well known in this country through his "Route 66") have new albums on the market which are having a tremendous reception from the Brazilian public; Mathis's LP is titled "Romantically." "Edison Machado é Samba Novo" is the name of a new and excellent LP cut by that talented drummer in a style that could be called "Progressive Samba." Playing along with Edison are other good young musicians of the newest wave—Paulo Moura, Maciel and Raulsinho, J. T. Meirelles, Pedro Paulo, Tião Neto and Tenório Jr.; Moacir Santos helped with the arrangements.

Companhia Brasileira de Discos (Philips) is making an opportune promotion of a series of albums cut by the chamber music orchestra "I Musici." This extraordinary group, considered by many an expert the best in the world, is currently in Brazil on a successful tour.

RCA Victor launched another Dynagroove album of sure success among the erudite music fans: The Boston Symphony Orchestra playing "Symphony No. 5" by Sergei Prokofeff. Another album features the famous BSO with Mendelssohn's "Midnight Summer's Dream." The quality of the recordings is very good and the direction of Erich Leinsdorf perfect.

Axel Paju, of the international department of Discos Continental (Gravações Elétricas S.A.) advises that the company will join the international launching of the Australian label W&G's single which is having a special attention all over the world—the reputed hit "The Flipper" by the famous Breakaways. From the promo department, headed by Diogo Mulero, the popular "Palmeira," comes the following news: Demetrius, after his hit with the Portuguese version of "Rhythm Of The Rain" (Ritmo da Chuva), is on the market with an album with that name and other teen music hits. Another exclusive artist of the label, Leila Silva, following her success with "Juca Do Braz," which was on the charts in this country, has now an LP released under the name "Samba E Romance;" two numbers from this album are being heard over and over again—"Favela Do Vergueiro" and "Nó De Porco." This number is also on a single. The teen music group The Clevers, who had the best promotion accompanying Rita Pavone and becoming her favorites, are celebrating their first anniversary. Discos Continental is taking good advantage of this sudden rise of the youngsters, releasing waxings by the same: on LP "Os Incriveis The Clevers" vol. 2 and on compact with the Italian success, "Il Tangaccio." Interesting to note that, in spite of several original versions of this number, the most requested is still the local one by The Clevers. The five boys are preparing their tours in Italy and Argentina.

J. Rahmi, general manager of Discos Chantecler, has important news again from the company: the important US label Roulette will be represented in Brazil by Chantecler. An intelligent move of the active exec and a good promotion for the North American music in this country. The tremendous request for Bobby Solo's "Una Lacrima Sul Viso," already on a good position on the best sellers list, means that this Italian hit is here to stay and will probably reach the No. 1 spot soon. Giane, the pretty young lark who scored a great hit with her rendition of "Dominique," has now a new LP on the market. Some numbers are in Spanish and that gave her the opportunity of being invited for a tour in Venezuela; the winsome songstress will take that chance to present her talents in other LA countries, as a promotion for her waxings in those countries.

Mario Duarte, of the PR and Press department of Discos RGE Ltda., announces: the new LP by Miguel Angelo "Prova De Amor" is having the expected success; the chanter will tour the north of the country for 30 days promoting his waxings. Another album is being cut by the excellent Zimbo Trio (Luis Chaves, Hamilton Godoy and Rubinho) with numbers by the most famous composers of the Brazilian Modern Pop Music—Vinicius de Moraes, Tom Jobim, João Gilberto, Luiz Bonfá Baden Powell, Maria Helena Toledo and others. The three gifted youngsters will also travel in a short time; countries visited: Argentina and Japan. RGE is preparing the release of a super-production: La Leyenda Del Beso, with orchestra Instrumentais De Ouro.

J. Scatena, president of the company, confirms the contract with Barclay of Paris. The famous French label will launch several exclusive artists of the local company, like Paulinho Nogueira, Luiz Chaves, Tenorio Jr., Zimbo Trio, Ely Arcoverde and Manfredo Fest, authentic representatives of Modern Brazilian Music. Already marked for the current month the release of the anxiously awaited super-production of the company Rio Quatrocentão, already referred to in this column, a homage to the 4th. Centenary of Rio de Janeiro. The album is carefully prepared, with arrangements by Maestro Carioca, who also conducts the "Popular Orchestra of Guanabara." Stand out bands from the album are "Cidade Maravilhosa" by André Filho, "Morro De Santa Tereza, Herivelto Martins, "Rio Quatrocentão" by Raul Sampaio-Benil Santos, and "Menino Do Rio" by Orlan Divo-Roberto Jorge.

Brazil's Best Sellers

This Week	Last Week	Title	Artist
1	1	Datemi Un Martello (Fermata)	Rita Pavone/RCA Victor
2	3	Una Lacrima Sul Viso (Notas Mágicas)	Bobby Solo/Chantecler
3	2	Io Che Amo Solo Te (Fermata)	Sergio Endrigo/RCA Victor
4	7	La Bamba (Embi) Prini Lorez/RGE;	Trini Lopez/Odeon (Reprise)
5	4	O Divorcio (Notas Mágicas)	Oslain Galvão/RGE
6	6	I Want To Hold Your Hand (BMI)	The Beatles/Odeon
7	5	*Que Queres Tu De Mim (Mundo Musical)	Altamar Dutra/Odeon
8	11	Eu Pago Esta Noite—Yo Pago Esta Noche (Fermata)	Altamar Dutra/Odeon; Lucho Gatica/Odeon
9	15	Non Ho L'Eta (Fermata)	Gigliola Cinquetti/RGE
10	9	Biquini De Bolinha Amarelinha	Ronnie Cord/RCA Victor
11	13	America (Shapiro) Prini Lorez/RGE;	Trini Lopez/Odeon (Reprise)
12	10	*Rua Augusta (Vitale)	Ronnie Cord/RCA Victor
13	8	Roberta (Fermata)	Peppino di Capri/Odeon
14	—	*A Perereca Da Vizinha (Vitale)	Dercy Gonçalves/Copacabana
15	—	O Ritmo Da Chuva (Fermata)	Demetrius/Continental

Brazil's Top Five LP's

1	1	Meus 18 Anos—Rita Pavone/RCA Victor
2	2	Beatlemania—The Beatles/Odeon
3	3	Gioventù—Several Italian Artists/RCA Victor
4	—	Trini Lopez At PJ's—Trini Lopez/Odeon (Reprise)
5	4	'S Young—Ray Conniff/CBS



MEXICO

Angélica María, number one young singer in México, released at Musart Records her personal version of Palito Ortega's songs, "Sabor a Vada" and a new song written by Armando Manzanero named "Solo Para Ti" (Just for You). This single will be included in the fourth long play of this popular singer and actress.

From the same label we received Alberto Vázquez's latest recording, "Padre Mio" and "Piedad Señor." The first one was written by Luis Demetrio and the second by Aurora Segura from Spain. Alberto Vázquez will fly very soon to Los Angeles to perform at the Hollywood Palladium.

By this time, Chris Connors should be in Mexico City. She will perform at Terrazza Cassino and probably at the Revista Musical TV show. And in a few days more, we will welcome Juliete Greco, who will do the same thing at El Patio night club.

Again in circulation is tropical singer Sonia López (current best seller) after an hepatitis attack. Sonia will debut at Blanquita's theater and the next month will start a tour through New York, Puerto Rico and Argentina. Latest Sonia hit at CBS is "El Callejón."

CBS is announcing new recordings with Argentinian idol Leo Dan through the songs "Nunca me Impedirás Amarte" and "Como te Extraño mi Amor". These songs are part of the first long play of this singer released in México.

RCA cut an album with three of the most popular Italian singers. They are Edoardo Vianello, Gino Paoli and Nico Fidenco, with songs like "Il sorpasso," "O mio Signore," "Sapere di Sale," "Legata a un Granello di Sabbia" and others.

Lucho Gatica will leave town August 1 to perform for two weeks in Puerto Rico and Venezuela. Later, in November, Lucho will debut in Istanbul and probably will sing in several European countries. Istanbul is accepting Latin American artists very well, especially Mexicans like Tino Contreras, who succeed in that country and in the future will welcome Los Yorsys, who returned from Los Angeles. Gatica signed again with Musart records.

Back from Costa Rica and Colombia is Cuban singer Olga Guillot, who settled in México City. Olga will start to record new songs for Musart.

The fourth long play made by Marco Antonio Muñoz appeared on RCA Victor. This album is accompanied by different orchestras and groups like Mario Ruiz Armengol, Anibal Abreu, Las Rondalla Tapitia, Chucho Ferrer, Chelique Sarabia, Oswaldo Oropeza and Amado Lovera. As you see, many of the songs sung by Marco Antonio Muñoz in this album were recorded in South American countries. Here is the list of the songs: "Seguiré mi viaje", "Suerte", "Noche y día", "Piel Morena", "Ayúdame", "Mudo", "La noche de tu partida", "Sabrás que no me quieres", "Morenita mía", "Aún puedo amar", "Dime luna" and "El Pecedor".

Paco Cañedo, singer of the "new wave" who used to belong to RCA and who signed a contract with Peerless Records, made his debut at this label with the songs "El orangután" and "No soy tonto". New recordings of Paco will now be done with the support of Los Sinners, another rock and roll group who used to belong to RCA.

Orfeon Records released its first single from young duet Las Hermanitas Castellón with the songs "Ya, ya, ya" and "Bobby's Girl". From the same label we received with rock and roll group Los Rebeldes del Rock the songs "Crazy, Crazy Feeling" and "Twist it up".

Folk singer and actor Antonio Aguilar and his complete show of trained horses and singer and actress Flor Silvestre, will perform in Colombia, Venezuela, Perú and Chile. Both of them are backed by a mariachi group and later, in Guatemala, they will do a picture.

Javier Solís, number one singer of CBS, released a new single with the songs "Padre Mio" and "Que bonita es mi Tierra," accompanied by the mariachi of Zapopan.

Mexico's Best Sellers

- 1 Tijuana—The Persuaders (Gamma)—(Grever)
- 2 Muevanse Todos (Twist and Shout)—Los Rebeldes del Rock (Orfeon)—Vianey Valdéz (Peerless)—The Beatles (Musart)—(Grever)
- 3 Entrega Total—Javier Solís (CBS)—Alvaro Zermeño (Orfeon)—(Mumusa)
- 4 Perdoname Mi Vida—Alberto Vázquez (Musart)—Lucho Gatica (Musart)—Héctor Cabrera (Velvet)—(PHAM)
- 5 Sabor A Nada—Los Locos del Ritmo (Orfeon)—Los Galantes (Orfeon)—Palito Ortega (RCA)—Angélica María (Musart)—(Brambila)
- 6 Las Cerezas (La Celiege)—Hnos. Carrión (CBS)—(Orfeon)—(Campei)
- 7 El Callejón—Sonia López (CBS)—(Mumusa)
- 8 Con Un Beso—Sonora Santanera (CBS)
- 9 Angelito—Manolo Muñoz (Musart)—Los Seven Days (Peerless)—Rene y Rene (CBS)—(Grever)
- 10 Ave De Paso—Sonia López (CBS)

Argentina's Best Sellers

- | This Week | Last Week | Title | Label |
|-----------|-----------|---|---------------|
| 1/2 | 1 | *Me Permite (Korn) Palito Ortega (RCA); Pepito Perez (Disc Jockey); Los Dukes (Music Hall) | RCA |
| 1/2 | 2 | *Santiago Querido (Melograf) Leo Dan (CBS); Gasparin (Philips) | CBS |
| 3 | 3 | Si Tuviera Un Martillo (Fermata) Rita Pavone, Lalo Fransen (RCA); Trini Lopez (Reprise); Village Stompers, Brothers Four (CBS); Los Tammys (Philips); Frank Pourcel (Odeon) | RCA |
| 4 | 4 | No Tengo Edad (Non Ho L'Eta) (Korn) Gigliola Cinquetti (Music Hall) Eli Salvador, Jo Chapman (RCA); Los Tres Sudamericanos (CBS); Simonette (RM) | RCA |
| 5 | 5 | Twist And Shout (Mellin-Fermata) The Beatles, Los Jets (Odeon Pops); Sylvie Vartan (RCA); Johnny Hallyday, Los Tammys (Philips); Chubby Checker (Fermata); Jack Nietzsche (Reprise) | Odeon |
| 6 | 7 | *Como Te Extraño Mi Amor (Mundo Musical) Leo Dan (CBS) Romana (Music Hall); Grillo Mejia (RM) | Mundo Musical |
| 7 | 6 | *Besos De Papel/Ayudame A Creer Violeta Rivas (RCA) | RCA |
| 8 | 10 | Love Me Do (Korn) The Beatles, Los Jets (Odeon Pops); Los Capitanes (Disc Jockey); F. de Soria (RM) | Odeon |
| 9 | 9 | *La Mula (Korn) Chico Navarro (RCA); Sonora del Caribe (CBS); Sonora Kalingo (Philips) | RCA |
| 10 | 12 | *Noche De Verano (Korn) Beto Fernan (Music Hall) | Music Hall |
| 11 | 8 | *Alicia (Kelograf) Ricardo Roda (CBS) | CBS |
| 12 | 15 | *Alla Cara Cara Nonna (Lagos) Piero (Philips) | Philips |
| 13 | 13 | *Sabor A Nada (Korn) Palito Ortega, Los Cava Bengal, Violeta Rivas (RCA); Siro San Roman (Music Hall); Lucho Gatica (Odeon) | RCA |
| 14 | — | Il Primo Baccio Chi Daro (Korn) Gigliola Cinquetti (CGD) | CGD |
| 15 | — | *Cumbia De Los Pescadores Los Cinco del Ritmo (Microfon) | Microfon |
- *Local product



GERMANY

The hot summer months have hit the record business like a stroke and sales have dropped badly for June and July.

A few leaders including the hit parade topper from Siw Malmkvist are still moving well, but new numbers are having a hard time making the grade. Less releases than ever before have come out this summer and most new product is being held back until the fall when promotion and sales will once again go into high gear. Strong sales have also been reported for foreign product especially the English liverpool sound records led by the Beatles who have two new releases here.

CBS recently lived through a publicity scandal as promotion man Hansi Hoffmann did a huge press story reporting that ice skating star Marika Kilius did not sing her own record and that a gal from the background group was mainly responsible for the "Kilius" sound which has sold a tremendous amount of records for the young firm. CBS shot back with a court order preventing Hoffmann from spreading the rumor further and has stopped all reports cold with a strong story from the recording engineer, and all personnel on the date stating that Miss Kilius did do the recording herself. Marika got front page coverage on most major papers through the story and stayed in the news with a report that she will marry on August 14. CBS is also planning a huge press conference late in August where Marika will personally perform to prove that she can sing. Marika and her partner Hans Jurgen Baumler, who is also a top CBS artist, have now signed with the Vienna Ice Revue for a reported 50,000 dollars a year salary. The pair are now working on their first film in Vienna.

German Vogue has picked up the master to the Italian smash hit "Amore Scusami" from John Foster for this territory.

Polydor reports that Germany's number one jazz singer Knut Kiesewetter will make a tour of the Communist eastern European countries late in July. The famous "Crazy Otto," Fritz Schulz Reichel, is doing a tour of Spain in August. Former Beatle Tony Sheridan is doing a tour of Australia and the Polydor South American production "Los Contrapuntos" were awarded the "Estrella de Oro" in Venezuela. The LP by the group has sold 5,000 copies in 3 days. The firm is also hard at work in England pushing "Short On Love" by American Gus Backus, who now lives here. The record produced in Nashville held down a top 10 slot in Japan for months and is now getting an all out push in England. Gus did a promotion trip recently to England to push the recording. Former Electrola artist Mal Sondock has now returned to Polydor after a 5 year absence from the label. Mal's first release was produced by indie Hansa Music Productions who have the Siw Malmkvist chart topper along with other hits by Drafi Deutscher and Manuela riding the top 10.

Ariola Records is hard at work promoting new German waxings by Israelen lass Carmela Corren and Englishman Billy Saunders along with "Lazy Elsie Molly" by Chubby Checker, "Hello Dolly" by Louis Armstrong and several others.

Rudi Schroeder of Will Meisel Music and Monopol records reports that the record firm has 3 new releases out and distributed by CBS. Meisel was awarded the Paul Lincke Ring award for his outstanding contribution to music here and will also be awarded the German service medal in November from the President of Germany.

Teldec reports that the top seller "Oh My Darling Caroline" by Ronny, which passed the 1/2 million sales mark here has now been released in England and is making noise. Ronny's new single "Kein Gold Im Blue River" has passed the 60,000 sales mark and is moving strong. Edition Marbot, the publisher of the two songs is doing an all out promotion for the disc along with the record firm.

MGM's Connie Francis has a new film going for her here at the end of August. "Looking For Love" will be shown here and Connie has recorded the songs from the film in German, French, Italian, Spanish, Japanese, Hebrew and a few more languages.

Rolf Budde reports that his publishing house is hard at work pushing the German version of "Do You Want To Know A Secret" and "Can't Buy Me Love" by the Berlin group "Didi and the ABC Boys" on Teldec. The English versions by the Beatles are also still moving strong. The firm also has the new German waxing by Italian star Mina along with 17 of the newest Beatle recordings, "A World Without Love," which will soon be done here in German, "I Rise, I Fall" by Johnny Tillotson, the new Manuela top 10er and a whole stack of top German newies.

Teldec has released 3 new classical LP's in their series "Masters of Music" which is especially geared for young music lovers of Classical music. That's it for this week in Germany.

Germany's Best Sellers

- | This Week | Last Week | Weeks On Chart | Title | Label |
|-----------|-----------|----------------|---|------------|
| 1 | 1 | 5 | *Liebeskummer Lohnt Sich Nicht (It Doesn't Pay To Be Lovesick)—Siw Malmkvist—Metronome—Intro/Meisel | Metronome |
| 2 | 2 | 5 | *Wunderschones Fremdes Maedchen (Wonderful Stranger Girl)—Hans Jurgen Baumler—CBS—Melodie Der Welt/Michel | CBS |
| 3 | 3 | 5 | *Schoene Maedchen Muss Man Lieben (A Guy's Got To Love Beautiful Girls)—Bernd Spier—CBS—Melodie Der Welt/Michel | CBS |
| 4 | 5 | 3 | Schwimmen Lernt Man Im See (Watch How Bobby Runs)—Manuela Telefunken—Rolf Budde Music | Telefunken |
| 5 | 6 | 3 | *Honeymoon In St. Tropez—Marika Kilius & Hans Jurgen Baumler—CBS—Melodie Der Welt/Michel | CBS |
| 6 | 4 | 13 | *Shake Hands—Drafi Deutscher—Decca—Intro/Meisel | Decca |
| 7 | — | 1 | Sag No Zu Ihm (Don't Talk To Him)—Cliff Richard—Columbia—Aberbach Music | Columbia |
| 8 | — | 1 | *Kein Gold Im Blue River (On Top Of Old Smokey)—Ronny—Telefunken—Edition Marbot | Telefunken |
| 9 | 9 | 4 | *Schaffe Schaffe Haeusle Baue (Work, Work, Build A House)—Ralf Bendix—Electrola—Hans Gerig Music | Electrola |
| 10 | 10 | 3 | *Zwei Maedchen Aus Germany (Two Girls From Germany)—Paul Anka—RCA Victor—Melodie Der Welt/Michel | RCA |
- *Original German Copyright

Brazil's Top Five Compacts

- | | | |
|---|---|---|
| 1 | 1 | Rita Pavone—Rita Pavone/RCA Victor |
| 2 | 4 | Calmo Setembro—Moacyr Franco/Cobacabana |
| 3 | — | O Ritmo Da Chuva—Demetrius/Continental |
| 4 | — | Au Revoir—Gilbert Bécaud/Odeon |
| 5 | 2 | The Beatles—The Beatles/Odeon |



BELGIUM

Under the impulse of its sales manager, Albert De Reuck, the Fonior firm has reaped success with its American product in Belgium, which comparatively speaking is as great as in the U.S.A. We would specially like to point out the following titles on London: "It's Over" by Roy Orbison and "Suspicion" by Terry Stafford. Better still, on the Decca-label came out, practically simultaneously with the States, the French language versions of "My Guy" sung by Jenny Sirena and "Chapel Of Love" (Tant Pis Tu N'auras Pas Mon Coeur) by Dany Bernard. "Carol" is the present success by the Rolling Stones ensemble. In the national field, the Belgian lady-crooner Tonia is doing wonderfully well with "Pour Mon Anniversaire Je Vouddrais Un Beatle."

At Bel Air, Thierry Vincent is Number One with "Tu Ne Peux L'acheter" and on Vega, Eric Charden is making headway with "J'ai La Tête Pleine De Provence."

Rika Zarai, a Bel-Air attraction, will appear as top-performer at the finale of an impressive Summer festival, sponsored by two weeklies on the Belgian coast. "Long Tall Sally" and "A Hard Days Night," both by the Beatles, the former on EP, the latter on single, have come out on Parlophone. SA Gramophone expects Enrico Macias' disks to climb to the top one after the other. The same has been happening for practically two years with Richard Antony's and Adamo's records. At the festival just mentioned the following Gramophone performers are appearing: Ria Bartok, Alice Dona and Dick Rivers.

Henri Salvador has transferred distribution of his Rigolo brand to Vogue. First record to come out at Vogue's with this label and done by Salvador himself. It's called "Zorro Est Arrivé." It is bound to be a great hit in Belgium. Also belonging to the Vogue team are Jacky Moulière and Tiny Young. Dionne Warwick will be in Knokke, Belgium from Aug. 7 till 13, in Ostend from Aug. 14 till 20 and in Brussels from Aug. 21 to Sept. 4. Dionne is extremely successful in Belgium and her next tour over here is sure to be a great hit. AZ-disks has produced a record called "Chouchou Chante." A very promising career lies ahead here, too.

Mr. Darlier, managing director of Herman Brauer Music Publishers, told Cash Box that the following titles are extremely successful just now: "Jailer Bring Me Water" by Trini Lopez; "Dis lui" by Johnny Halliday; "Baby Don't You Cry" by Ray Charles and, of course, still "I Want to Hold Your Hand" by The Beatles. On Arsa, little disks by Eddy Wally and Joske Harry are not doing badly at all.

Barclay also has been sending out some of its crack performers. Among them: Moustique, the French "Chanteur Terrible," who a couple of years ago caused a stir in France through his extravagant behavior and his prophesy: "I Will Oust Halliday In A Jiffy." Moustique is still very popular and he has been engaged to appear at the opening night of the aforementioned festival. Mr. Bral, manager of Barclay Belgium, is also satisfied about sales of Hugues Aufray and Rachel records; the latter distinguished themselves at the recent Eurovision festival at Copenhagen. But Aznavour and Brel are still heading the sales lists at Barclay's, together with Dalida however Alamo and Eddy Mitchell, etc.

Show Records reported that its star performer Alberto Cortez will have an outstanding part in a high-budget Scandinavian musical. Meanwhile following records are tops with this firm: the new Cinquetti-hit "Il Primo Bacio," and then "Kom Terug" by Hedwig (she is the sister of Hugo Raspoet, a well known Flemish troubadour); parodies by Tony Geys of "Alleen" (John Larry's topper) and also "Non Ho L'Eta." Tony Geys is extremely popular in Flanders and he sings at his roadside café practically every day. Some of these songs find their way to recording studios and have a measure of success. Tony Shevton has just come out with his first record featuring "A Million Drums" and "Dance With Me." The latter, and another Show-performer, called Suzie (soon at the top with "Down By The Riverside") will be heard of the next few months.

Meanwhile, the Belgian coast has become the Mecca of the light muze. Everyone of the four casino's (Ostend, Blankenberge, Middelkerke, Knokke) has billed outstanding performers during the week-ends. From July 10 to 16 at Knokke took place the contest for song recitals with the Europe Cup Award. Six nations took part. Two extremely popular weeklies "Hwik" and "Zondag Nieuws" have organized a super Summer festival from July 18 to August 22 (every week-end at a different seaside resort) while at numerous places less important musical contests take place. The contest for the Golden Guitar at the small Walloon town of Ciney, the coming jazz festival at Comblain-la-Tour are highlights in the Walloon country. Ray Charles is expected in Comblain.

News from Disques ARTONE Fonoplaten:

New releases include:—"Romeo And Juliet" The Reflections (Artone)—appeared on the USA Top Ten Hit Parade; "Back In The USA" Ron Winters (Colpix)—a very strong Chuck Berry composition in the well-known R & B field. "Hurt By Love"/"Mockingbird" Inez Foxx (Funckler). Miss Inez Foxx's "Mockingbird," already was issued on the Belgian territory. Due to a growing demand for this kind of music. Disques Artone Fonoplaten decided to reissue this song with a more recent A-side, "Hurt By Love."

As already mentioned, Chuck Berry's "No Particular Place To Go," issued here on the Funckler label, is a big promise for the coming weeks! Presented here in the last "Pro & Contra" (Belgian TV-show) the jury as well as the auditorium were fully convinced of the future success of "No Particular Place To Go" and Chuck Berry himself!

Trini Lopez's fourth EP has been issued: Titles: "Jailer Bring Me Water" (already a big hit in single!)—"Ay Jalisco No Te Rajes & Alla En El Rancho Grande"—"What Have I Got Of My Own"—"You Can't Say Goodbye" (a real smasher). With such a quality of numbers, this EP will certainly find its way to the many Lopez fans in Belgium.

Mary Wells is achieving a lot of popularity in Belgium, in the Flemish as in the French speaking part. It rather is a curiosity for an American record to become a hit in the whole Belgian territory. Therefore, Disques Artone Fonoplaten will release very shortly the first Mary Wells EP with following titles: "My Guy," "Oh Little Boy," "You Lost The Sweetest Boy," "What's Easy For Two Is So Hard For One." Without any doubt, Mary may be considered nowadays as one of the most popular international singers in Belgium, owing to her tremendous success of "My Guy" on the Motown-label.

A special Summer-promotion was launched by Polygram on famous French stars like Johnny Hallyday, Sheila, France Gall, Les Gam's, Long Chris and Les Cowmen, Fernand Reynaud.

This series comprises 6 lp's contained in a special attractive browser. Although this campaign only just started, orders poured in and Polygram execs expect this to be the biggest success of this Summer-season.

New Polygram releases are: Les Lionceaux (The Cubs) on Mercury with "Je Ne Peux L'Acher" (I can't Buy Him) and "Je Suis Fou" (I'm Crazy). This is a very popular and excellent instrumental group, famous already as the accompanying combo of the well-known Gam's; Brook Benton's "Another Cup Of Coffee" b/w "Too Late To Turn Back Now;" Dusty Springfield's hit "Stay Awhile" b/w "Some Thing Special;" Lesley Gore's "It's Gotta Be you"



TOP 100 LABELS

A & M	98	Kapp	29, 88, 100
ABC-Paramount	10, 60, 73, 74	Laurie	26, 32, 82
Amy	22	Liberty	5
Atco	30	London	34, 37, 76
Atlantic	11, 62, 75	Mala	93
Autumn	25	Mercury	54, 70, 89
Capitol	1, 3, 12, 18, 39, 47, 48, 51, 53, 67, 97	MGM	50, 59
Challenge	80	Montel	91
Chess	42, 77	Motown	9
Colpix	49	Mutual	64
Columbia	28, 40, 41, 84, 99	Muscor	95
Command	33	Okeh	87
Constellation	35	Philles	36
Diamond	90	Philips	2, 4, 100
Dolton	63	RCA Victor	20, 21, 39, 44, 68, 92
Dot	69	Red Bird	16, 17, 56
Duke	57	Reprise	6, 52
Epic	14, 65	Sar	76
Fame	15	Scepter	70, 96
Gordy	85	Smash	7, 24, 81
Herald	31	Tamla	23, 27, 46, 58
Hi	83	United Artists	78, 86
Imperial	13, 45, 55, 61, 66	Veejay	43
Jamie	72	Verve	8
Joy	79	Wand	71
Jubilee	94	Warner Bros.	19

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

It's A Deal



ISLAND DEL GIGLIO, ITALY—Pop chanter Adriano Celentano (left) discusses preliminary arrangements for his forthcoming U.S. tour with impresario Erberto Landi during a recent meeting here. Celentano is one of Italy's top songsters.

b/w "I Don't Wanna Be A Loser." A greek recording by Nana Mouskouri, "To Fegari Ine Kokkino" b/w "To Koparissaki."

A strong series of Dutch records was also released: Willy Alberti sings old favorites "O Mooie Westertoren" and "Zondag In Amsterdam."

From the Rudy Carrell-show, which obtained the Silver Rose at the Montreux-TV-Festival, several songs were cut and gathered in an album.

Famous blind composer Jules De Corte an outstanding cabaret-artist did a new album on his songs called: "Prettige Feestdagen."

New Jazz-releases by Elek Bacsik who plays a.o. "The Midnight Sun Will Never Set."

Cannonball Adderly (Riverside) "Tengo Tango" b/w "Brother John" and at last but not least: Dizzie Gillespie with the Double Six cut and extraordinary record with "Groovin' High" b/w "Blue 'N Boogie."

Belgium's Best Sellers

FLEMISH

- 1 Quand Les Roses (Adamo/Pathé/Ardmore and Beechwood)
- 2 Il Primo Bacio (Gigliola Cinquetti/Show/Italmusic)
- 3 Non Ho L'Eta (per amarti) (Gigliola Cinquetti/Show/Italmusic)
- 4 We Gotta Stop (Liliane/Philips/Bens)
- 5 Draai 79.72.04 (Will Tura/Palette/Southern)
- 6 Hey Bobba Needle (Chubby Checker/Cameo-Parkway/Belinda)
- 7 Warum Nur Warum (Udo Jürgens/Vogue/Ardmore and Beechwood)
- 8 Bimba Bella (Willy Williams/Ronnex/Globe Music)
- 9 Anyone Who Had A Heart (Dionne Warwick/Vogue/Belinda)
- 10 Dicht Bij Jou Chérie (John Larry/Polydor/Passe Partout)

WALLOON

- 1 Quand Les Roses (Adamo/Pathé/Ardmore and Beechwood)
- 2 Non Ho L'Eta (Gigliola Cinquetti/Show/Italmusic)
- 3 Fille Du Soleil (Robert Cogo/Philips/Ed. Jean Kluger)
- 4 Zoro Est Arrivé (Henri Salvador/Rigolo (Vogue)
- 5 Hello Dolly (Petula Clark/Vogue)
- 6 Viens Sur Ma Montagne (Marie Laforet/Festival)
- 7 Dès Que Le Printemps Revient (Hugues Aufray/Barclay/Moderny)
- 8 Près De Ma Rivière (Robert Cogo/Philips/World-Primavera)
- 9 A Présent Tu Peut T'En Aller (Richard Anthony-Les Surfs/Columbia-Festival/Belinda)
- 10 Le Chant De Mallory (Rachel/Barclay/Moderny)



CANADA

Early indications are that Quality will have a smash in its first release from RIC. "Johnny Loves Me" by Florrairie Darlin is one of the happiest sounds to make the scene in some time. It's off and running in several key Canadian centres, getting an all out promo push from the Quality people. The Trade is reminded that the Quality plant will close for vacation from July 20, through August 3. Two other giants in the making at Quality currently are sides from Red Bird in the U.S. "People Say," the newie by The DixieCups is getting a lot of air exposure on the strength of the group's initial wax outing, "Chapel Of Love," while "I Wanna Love Him So Bad," is a teen favorite with Canadian kids from coast to coast. The aforementioned sound is the debut sound for the Jelly Beans, both are on Barry in Canada. Something of a controversial outing has just been released by the Quality people. It's the latest by songstress Diane Leigh, entitled "Three Red Leaves." It is based on the proposed new Canadian flag and packs that winning country sound that carried the lark's first Quality release, "Little Boy Lost" b/w "Let Love Do The Talking" to the top of many charts in this country. Rumors ran rampant in Montreal broadcast circles that an established AM station will switch to a 24 hour c&w format shortly.

Capitol has a blockbuster happening for them with the release of The Beatles' new LP, "Something New." The set contains the songs from the movie sound track of "A Hard Day's Night," plus six brand new sides. It has been an instant air play item with Canadian deejays and seems certain to out Beatle any previous Beatle product, and boy is that going to keep things on the move for Paul White and his people! At this writing, the big side in the new Beatles LP would appear to be "Slow Down." John Lennon is featured in solo choruses on this side. Many deejays report sensational audience reaction to the Ring Starr vocal item in the new set, "Matchbox." Just to keep things interesting Capitol has four—count 'em—singles all clicking for the shaggy haired ones. "Sie Liebt Dich" has developed into the firm's eighth ranking best seller, while three pairings from the movie "A Hard Day's Night" are moving in car load lots out of all Capitol branches.

While on the subject of the Beatles, it is interesting to note that the UA single of "Ringo's Theme" (This Boy) credits The Beatles with the performance when it is indeed a selection from the soundtrack LP featuring the group's musical director, George Martin and Orchestra.

Art Young's Trans World label will shortly release a new single featuring the well-known Montreal Country songster, Ronnie Prophet. The new release will mark the debut of Art's new Capri label and offers a pair of good tunes that could go a long way to establishing the fine young vocalist as the star he deserves to be. "Ten Years In A Prison" b/w "Uncle Clem's Model T" are the two tunes that Art is keeping his fingers crossed for.

George Taylor over at Rodeo tells us that his good Melbourne Label act, The Gem Tones, will be appearing in the Louisiana Pavillion at The New York World's Fair from the 2nd to the 15th of August. The group has just released a new LP that offers a good selection of teen beat items. Their current single, "The Savage," is following in the hit steps of "Reno," appearing on numerous Canadian charts, particularly in the Maritimes.

The London Records' Convention is set for the beautiful Mont Gabriel Lodge north of Montreal. Another gathering of the firm's sales people from coast to coast is expected to profit immeasurably from the always well planned and carried out meetings. Top brass from London Records in New York is again expected to be on hand, while many leading lights in the Canadian record business will be on hand to participate in the London meetings.

Allan Sherman seems certain to stir up a lot of action with his 1964 version of "Hello Muddah Hello Faddah." The Warner Bros. side has only been out a very short while and has already become a favorite with Canadian deejays.

Randy Ferris, president of The Mariposa Folk Festival, tells CB that the Martin Luther King fund has accepted an offer to solicit funds and distribute literature during the weekend of Aug. 7th, 8th, and 9th, at the Festival. The Festival will present some 20 outstanding folk artists in concert on that weekend outside the central Ontario town of Orillia. Many of the participating entertainers will be Negro artists. Ferris indicates the move was undertaken because of the close relationship of the cause of civil rights to the folk music idiom.

The new "Like Young" teen segment on Montreal's CFCF-Radio will be broadcast nightly from seven P.M. to eleven, Monday through Friday, and Saturday from two P.M. to six. The new segment, featuring all of the current chart singles will rely heavily on record give aways to establish the feature. It is expected to have a beneficial affect on single sales in the Montreal area. Host Dave Boxer will feature telephone calls with leading record stars throughout the world on his nightly shows. An extra added attraction will be the opportunity for his listeners to also participate in the phone conversations with leading lights of the wax world simply by dialing a conference connecting number.

Gotham Visitor



NEW YORK—Palito Ortega, who is currently clicking in his native Argentina with "Me Permite" on RCA, recently paid his first visit to New York. The chanter, who writes most of his own songs, has been consistently topping the Argentine charts for the past two years, was enroute to Rome when he stopped-off in the city.

Bon Voyage



NASHVILLE—Well wishers "Shorty Lavender and Hubert Long, managers, and Walter Haynes, vice-president of Moss Rose Publications" were recently on hand to see Columbia's Del Reeves depart on a two-month trek of the Orient and England. Reeves returns to Nashville Sept. 21. Just before leaving, the country songster was inked to an exclusive long-term agreement with Long's Moss Rose pubbery.



HOLLAND

On Sunday night, July 12, one of CBS' most talented new singers, Kenny Rankin, arrived in Holland by plane at Schiphol-Amsterdam, and was welcomed by CBS' Label manager Hemmy J. S. Wapperom. Rankin, who just finished a very hard tour through Spain, France and Italy, could stay just one day in Holland, because of his engagements in Germany and England and yet, in between T.V. and Radio programs, he could still find some time, to make several recordings in the French, Italian and Spanish languages. On Monday, July 13, Kenny spent the entire day in the radio-studios of Hilversum, where he met many V.I.P.'s out of the Dutch Radio and T.V. world. Everybody, who was getting acquainted with his singing and playing, acknowledged him as an exceptionally gifted artist. In the course of the following weeks, 4 Radio broadcasts will be dedicated to him. On Tuesday morning, Kenny Rankin left for Frankfurt, promising to be back here as soon as possible. That would be earlier next year, after the San Remo Song-Festival and a possible performance in Paris' Olympic Theatre. CBS Gramofoonplaten released his "Soft Guitar" and "Baby Goodbye"; songs, with Kenny excellently backing himself up on his guitar.

Imperial's young vocal star Shirley was no less than the big revelation of this year's Knokke-Songfestival. The Dutch team with Shirley, Willeke Alberti, Trea Dobbs, Ilonka Bilushka and Rita Hovink—won its rounds against France and Belgium and gained the victory over Belgium in the finale.

Bovema's Atlantic-label this week released its first "Ska" album "The Jamaica Ska" by the Ska-Kings. More recordings in this trend will soon follow.

This company's Columbia-label has some big news in the can for many Dutch Cliff Richard fans. Richard's motion-picture "Wonderful Life" will start running simultaneously in five big cities. Columbia released the picture's soundtrack and The Shadows' hit "Theme For Young Lovers."

On Sunday night (19), a couple of Dutch Bovema artists were featured on VARA's Cor Steyn-TV-show. Around the organist, the Cocketil Trio, Tante Leen and the Max- and Betsy Anders-duo all shared solo honors.

Bovema's Capitol- and Imperial-labels report a consistent and strong plugging on various radio stations behind its Cash Box-hits "I Get Around" (Beach Boys) and "Memphis" (Johnny Rivers).

The Gordy-Motown-Tamla line, distributed by Artone's subsid Funckler Records has two new releases hitting the Benelux market. Newcomer Brenda Holloway is presented with her chart-rider, "Every Little Bit Hurts," whereas Mary Wells' Greatest Hits have been compiled to make her first EP-release. Starting off with her current smash "My Guy," disc also includes "You Lost The Sweetest Boy" and "Oh Little Boy" and "What's Easy For Two Is So Hard For One."

Funckler has made available a first offering of Bruno Majcherek's vocal-stylings on longplay. Album entitled "Bei Mir War Es Immer So Schön" features the singer in a dozen well known German tangos including such all-time favorites as "Ich Küsse Ihre Hand, Madame," "Schöner Gigolo" and "In Einer Kleinen Konditorei." Majcherek, of international "Leila" fame, recently scored with "Du Schwarzer Zigeuner" and "Oh Donna Clara."

New entries from the Hickory catalog spotlight the talents of C & W-duo Wilma Lee & Stoney Cooper in their rendition of "Big John's Wife" and of the Van Doren group in classical inspired "Huntington Beach" and "Lil' Liza."

Ron Winters' strong version of the Chuck Berry composed "Back In The U.S.A." has been reported as the latest Funckler release from the Colpix-Dimension line.

Most exciting news in the classical field comes from Artone this month! The diskery recently acquired ABC-Paramount's Westminster catalog for distribution in Benelux, Germany, Austria and Switzerland. Currently working overtime to ready its first release at the start of the new season, the company reports that an important part of the catalog will be manufactured and packaged in its own plants in Haarlem, Holland. The event marks the first time Artone shall represent a major label of classical music.

The well known French lark Patricia Carli intends to record two of her best songs in Dutch language. Chosen titles are: "Le Roseau Et La Rivière" and "Il Te Restera Ma Melodie." Recording is scheduled in collaboration between Editions Metropolitanaires from Paris and Editions Altona-Amsterdam. Miss Carli lived a longer time in Belgium and therefore she has a good knowledge of the Dutch language.

Connie Francis' hit in Germany "Napoli" has been recorded in Dutch on the Artone-label by famous duo De Selvera's. Both producer Lion Swaab and publisher Editions Altona expect a coming hit also in Holland.

Polydor-Holland expects big things on her new discovery 15-year old singer Ann Lee. She recorded beautiful Dutch versions on the German titles: "Jedes Boot Hat Seinen Hafen" and "Matrosenliebe." First reactions by disk-jockeys were overwhelming, as publisher Wim van Vught reports.

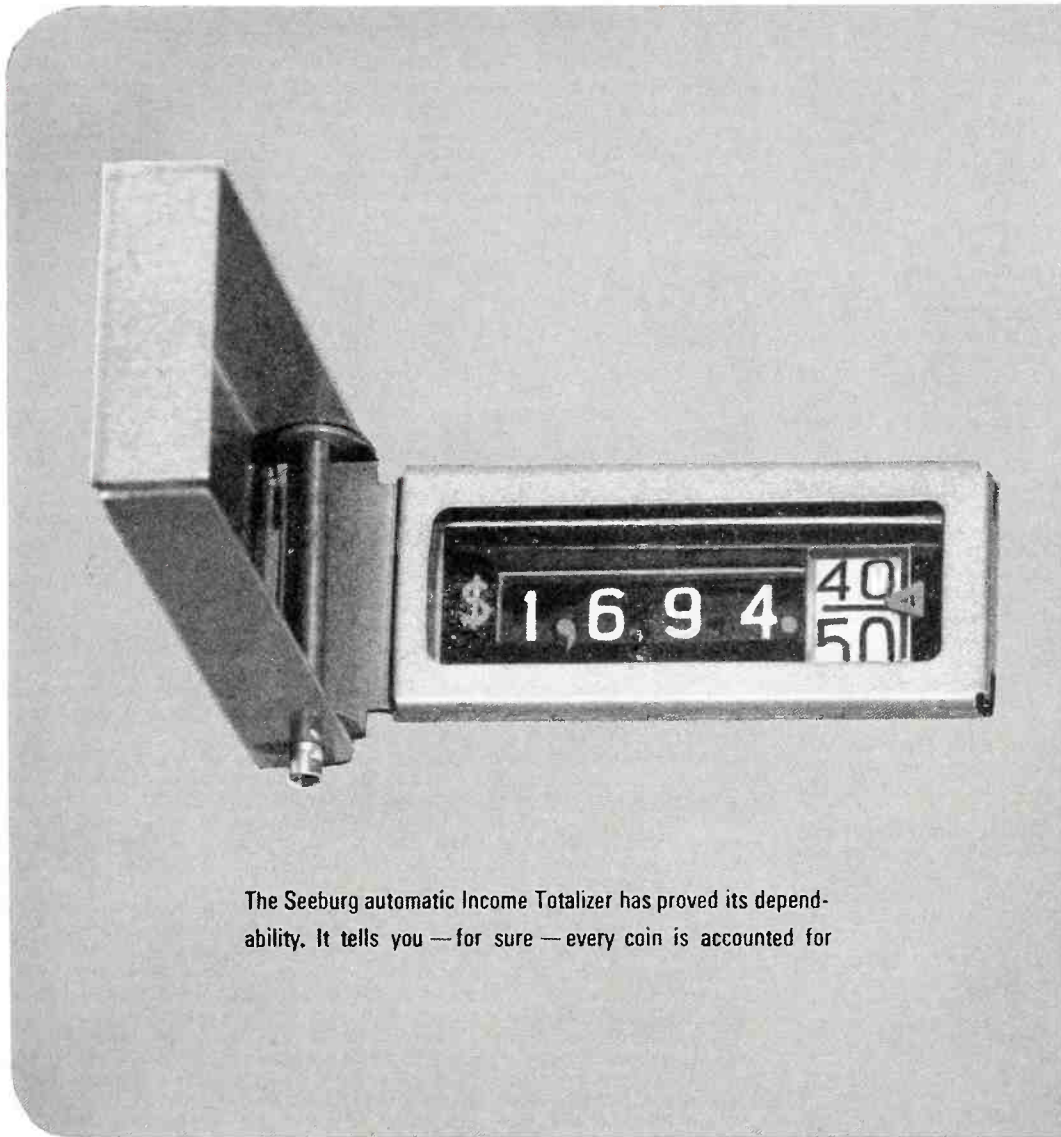
Holland's Best Sellers

This Week	Last Week	Title
1	1	Vous Permettez Monsieur (Adamo/Pathé) (Anagon/Heemstede)
2	2	Can't Buy Me Love (The Beatles/Parlophone, Rita Reys/Philips) (Les Ed. Int. Basart/Amsterdam)
3	3	De Winter Was Lang (Willeke Alberti/Philips) (Les Ed. Int. Basart/Amsterdam)
4	5	All My Loving (Beatles/Parlophone) (Les. Ed. Int. Basart/Amsterdam)
5	4	Constantly (Cliff Richard/Columbia) (World Music/Brussels)
6	6	La Mamma (Corrie Brokken/Philips, Charles Aznavour/Barclay) (Editions Altona/Amsterdam)
7	8	Quand Les Roses (Adamo/Pathé) (Anagon Music/Heemstede)
8	7	Non Ho L'Eta (Gigliola Cinquetti/Show Records) (World Music/Brussels)
9	9	It's Over (Roy Orbison/London) (World Music/Brussels)
10	10	Long Tall Sally (Beatles/Parlophone) (Belinda/Amsterdam)

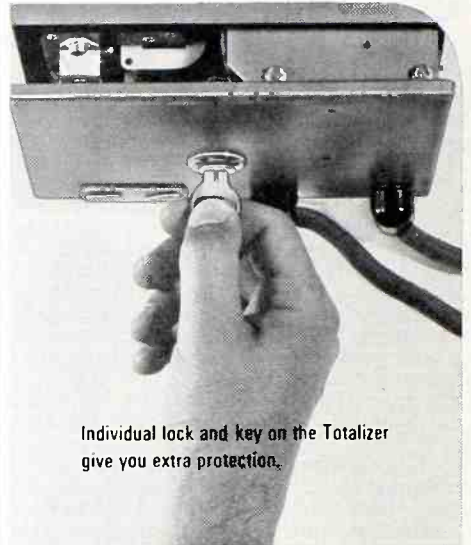
CANADA (Continued)

One of the best new single pairings in a long time just released on Coral by the charming Ginette Reno. The young lady is a chart topper on the French language side of the record picture in Canada, and this marks her second English release in both Canada and the U.S. on Coral. Label seems to be working on the ballad side, "Put Me In The Picture." Meanwhile the teen flavored mover on the flip, "She's Got Everything," is also coming in for considerable deejay attention. Looks like it could be a very good seller right across North America.

Vet thrush Cathy Carr is represented on RCA Victor with a good new collection of standards entitled, "Songs For Sentimentalists." The "Ivory Tower" gal handles the standards in fine, listenable fashion. It's a great programming package for Canada's spinners. Cathy is backed by the Roger Pilon Ork.



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Operators enjoy three proved benefits from Seeburg LP Consoles and Stereo Con-

solettes equipped with built-in income totalizing.

First, collection costs are cut to the minimum. Collectors do not have to waste their time counting coins in locations.

Second, collectors gain extra time to invest in profitable location programming. They can keep phonographs programmed

at the peak of their earning power.

Third, your relations with locations are automatically put on a more businesslike basis. You deal only with undisputable facts.

A free booklet explains in detail how the operator benefits from the Income Totalizer. Ask your Seeburg Distributor for it.

SEEBURG

MUSIC FOR PROFITABLE PUBLIC ENTERTAINMENT



Editorial

ATTENTION, BUSINESS PRESS

Here's A New Avenue
Of Reader Interest

Someday the nation's leading business journalists are going to place their collective heads together and look inside the coin machine and vending business, at the sales and marketing levels, and what they see will make headlines, and we're not talking about the kind you've been reading in some of the industry journals just recently off the press.

Business analysts have long since been intrigued with automotive and chemical doings and they can't let an issue get by without devoting a section to railroads or utilities.

While this isn't exactly avoiding the journalistic responsibility, our business writers might not do bad to spend more time reviewing what goes on in our coin machine and vending plants when acquisitions, mergers and retooling programs take place. We can attest to the interest and excitement to be found in these quarters. The preparation of our forthcoming Annual Directory has necessitated our presence on many of these scenes. General Motors and Dupont look out! This is the way you got started!

What is so encouraging personally is that the picture beams with health, as reported here several weeks ago. At the top, we've seen the giants discuss plans for the fall season and it makes you want to go into the operating business. There are that many opportunities which will come about through management planning and the production of new and specialized equipment. Without going into detail, one area we refer to is that of the general merchandise field, where several of our manufacturers have great expectations, and for this coming season. They're not talking about the future anymore.

New ideas and entirely new merchandising concepts are traveling the assembly lines and management either is not at all concerned with the usual psychological resistance to newness, or they are convinced the operator is ready and willing to take their word for it. Time was when a new piece of chrome stirred the conservative elements out of their pre-war shells. Not so today.

The appointment of new music and vending distributors during the past several months indicates that the factories want representation in certain area from people who believe in the basic idea, not just the first week's collections. They're finding 'em too.

Perhaps in the fall we'll be in a position to write some of the behind-the-scenes stories which today are shaping into tomorrow's sales programs. They should make interesting reading.

Which brings us back to the point we began to make several paragraphs back. With a little cooperation from the nation's business press, our industry can proceed at a more rapid pace to place the business of coin-operated machines in a category with autos, and packaging, and transportation, where the headlines attract investment as well as an image which smooths many of the paths ahead. The PR meet conducted by NAMA and industry leaders in New York City last week did much to emphasize this mood among many of the liaison people who work with the business and consumer press. Next time we ought to take these writers on a tour of our plants. They'll probably thank us for opening a whole new avenue of excitement to their present business world.

Seeburg Premieres LP-480 Console Before European Distributors At Antwerp

CHICAGO—July 15th was Premiere Day in Antwerp for Seeburg distributors and subsidiaries as the Seeburg Family viewed for the first time the company's new LP-480 with the much talked about "Spotlighted Album" Award feature. W. F. (Bill) Adair, Executive Vice-President of Sales, accompanied by Marc Lefebvre, Vice President-Field Operations and John Blaney, Sales Manager of Seeburg International, joined Maurice Rosengarten, President of Musicvertrieb with G. L. H. Gilbert, Seeburg International Vice President, who hosted the show. Rosengarten is engaged with Seeburg in a joint venture arrangement in distributing facilities in London, Milan, Rome, Zurich, Antwerp and Hamburg. John Stuparitz, Seeburg technician and service specialist, preceded the group by several weeks in order to assist in the physical arrangements.

The theme of the show, "Seeburg Sales Power," duplicated the theme of the United States presentation which was held in Chicago the preceding month. All Seeburg European distributors and their sales personnel attended the Antwerp meeting.

As the new "480" LP Console was unveiled, the design change was immediately noticeable but the biggest news was in engineering—with the "Spotlight Album Award" feature being the highlight. When "Spotlight Album Award" was revealed, it explained the mystery behind the row of little LP Album covers at the top of the console. In back of these album covers there is a traversing light. When the patron makes any selection, a chime and flashing light call his attention to the row of little LP Albums. A few seconds later, the

traversing light pauses, and holds, behind one of the albums. A second chime indicates that the light will hold behind this album selection for approx. 40 seconds and, during this time, the patron may play this 50¢ selection for half-price—one quarter. Seeburg has called Spotlight Album Award a "compelling new force in the industry that appeals directly to the impulsive nature of the coin-phonograph patron."

What's more, Seeburg anticipates that Spotlight Album Award will increase location income by appealing to that certain percent of location patrons who seldom or never use the coin-phonograph.

Three-Way Audio

Another significant engineering advancement on the LP Console 480 is the new Three-Way Audio feature that Seeburg refers to as "the biggest news in sound since Seeburg introduced stereo in 1959."

A total of six high-fidelity speakers are now built into phonograph, creating a dramatic cascade of sound. Two super Hi-Fi "Listen Level" tweeters at the top of the console deliver a "live music" impact. Two 6x9 "elliptical" speakers of revolutionary new design power the middle range. Two 12" bass speakers immerse the entire area with throbbing, vibrant "lows." Durable, sensitive diamond styli reduce record wear, deliver true stereo sound. Music from the LP Console 480 has a realism, a "presence" that permits the melody to be heard clearly even when the volume is turned down low.

A "Selection Now Playing" Light, as the name intimates, makes it easy

for patrons to see what selection they're now hearing. Seeburg research has shown that many people learn their favorite songs by hearing them first on the coin-phonograph. With 480 selections to choose from, Seeburg feels that the "Selection Now Playing" Light will increase location income by making it convenient for a patron to quickly find the title of a song he hears and likes.

The new "Album Merchandising Panel," strategically located at the focal point of the LP Console 480, serves to remind customers of the availability of album play. With its colorful letters on a field of burnished aluminum and two "Albums of the Week" on either side, the Album Merchandising Panel adds to the attractive "flash" of the new Seeburg LP Console 480 and does an able job of promoting album music. (Complete details on specifications of the Seeburg LPC-480 were published in Cash Box earlier).

Record Firms Release Little LP Through Normal Distribution

The machine has been on location in the USA for approximately two months and factory execs are delighted with results to date. Since the introduction of the new phonograph, Columbia Records, RCA Victor, Capitol, Kapp Records, Recording Industries Corporation, Sue Records and Canadian American Records, have announced that Little LP Programs have been set. Regular releases will be made available for all operators through normal distribution channels. The move followed several years of special pressings for Seeburg who pioneered the Little LP product.

Casola Writes 'Open Letter' To The Trade

■ Asks For 100% MOA Support



LOU CASOLA

CHICAGO—In what has been termed an 'Open Letter to the Coin-Operated Music Industry', Lou Casola, president of the Music Operators of America, has pleaded for support of the association by its members through their prompt payment of dues, and has urged all non-members to join the ranks of MOA now. Casola advised that this campaign for association strength is necessary to continue and win the fight against the Celler Bill HR 7194 which, if passed, would require music operators to pay royalties on their programming material. The letter reads:

As never before, the Music Operators of America (MOA) needs the support of every operator in the industry.

It is not only important and urgent that members pay their current dues promptly. It is also important and urgent that all non-members join MOA now. It is time for everybody interested in the welfare of this industry to stand up and be counted.

Only with this kind of support can MOA continue to fight HR 7194, which, if passed, would end performance royalty exemptions for coin-operated phonographs. We repeat that only with the full support of all operators and others associated with the industry can MOA continue the fight.

The Board of Directors and many members of MOA are cooperating and standing solidly behind the people who represent us in Washington, D.C. Let's make it 100% support by every operator paying his fair share. This is the only way that the Music Operators of America can present a solid front.

It is up to you! (Signed)
LOUIS CASOLA
President

Mondial's Fesjian Views The European Coin Machine Scene

■ Sees French, Italian Rules Hampering Biz

NEW YORK—Information pertaining to the amusement machine economic picture in France, which has appeared in an industry tradepaper (not Cash Box), has been attacked by Suren D. Fesjian, President of Mondial Commercial Corporation and Mondial International Incorporated. Fesjian, an expert in the coin machine field and a leading factory representative for several amusement machine lines around the world, returned two weeks ago from a month-long tour of European countries where he visited Mondial's extensive official distributor network. He told Cash Box in an exclusive interview, that reports have appeared in another tradepaper, stating that France's amusement game business is "flourishing." According to Fesjian, "nothing could be further from the truth."

"While business in most of the countries I visited was about normal," stated Fesjian, "the business climate in Italy and in France is not good." The coin machine export exec attributed this not only to the present long vacation period which annually causes business to dip from July to mid-September, but also to severe credit restrictions imposed on all commerce and industry by both of these governments, who evidently have taken steps to curb inflation. "Government restrictions have cut the purchasing power of operators drastically," continued Fesjian, "and have added to the woes of smaller collections, a situation which has been brought about by the over-abundance of amusement games on the market."

While the other tradepaper articles stated that France was capable of absorbing "thousands of more games," Fesjian claims that this is contrary to the actual situation in this country.



SUREN D. FESJIAN, Mondial President

Describing the Italian market situation, Fesjian stated that bans placed on amusement machines in public places such as bars, cafes and similar locations, have limited the number of games which can be shipped into this country. Again, credit restrictions have curbed the smaller shipments which were formerly used by private clubs where machines are permitted. "Should the Italian ban be lifted, and this is possible, the picture in Italy would again be a healthy one," said Fesjian. While Fesjian represents several U.S. manufacturers overseas, he told Cash Box that he will advise the factories of this situation and suggest that they do not rely "too heavily" on the French and Italian markets as prime outlets for games. He added that business in the United Kingdom, Germany, and the Scandinavian Countries was fairly good. "Should Spain open its doors to

greater amounts of equipment, this too would ease the situation. Greece presents good potential and if the restrictions here are lifted, it would also add to a better market picture," stated Fesjian.

But in the meantime, Mondial will probably drop at least one or two of its lines now being handled through the export firm's outlets overseas. "We will concentrate all of our sales efforts and financial strength on those lines having the greatest player appeal and those machines which have proven technically superior," he continued.

Fesjian is known for his perceptive analysis of the European market. "Rather than embellish the report, I feel it is to the good of the industry and for all concerned that we view the situation as it is and work toward making it a better one," concluded the Mondial head.

'Cotton Candy's' A Twin Pack

CHICAGO—The Seeburg Corporation's 'Little LP' releases for the week of July 27th feature an album under their 'International' heading by the Everly Brothers titled 'Golden Hits' on Teldeck label.

Seeburg is offering operators a wide selection of materials in their 'Pop Instrumental' category with Sam Butera's 'Thinking Man Sax' on Reprise, Junior Mance and his Capitol recording 'Get Ready, Set, Jump', and an Al Hirt 'twin pack' release of 'Cotton Candy' on RCA Victor.

Seeburg released its first Twin Pack several months ago on 'Sinatra's Sinatra' and the demand for this Little LP surpassed expectations of the most optimistic Seeburg execs.

Nova Expands Office and Plant Facilities



Nova House

HAMBURG—A. W. Adickes, president of Nova Apparate, European distributors of music, amusement and vending machines, announced the extension of their plant and office facilities at Nova's headquarters located at 24 Semperstrasse. The expansion became necessary, according to Adickes, because of a steadily increasing turnover in Rock-Ola phonographs, Gottlieb Flippers, other amusement machines, and lately in vending equipment.

Nova has been conducting business at this Semperstrasse plant for over ten years. Until only recently, the Semi-Official Number Lottery occupied the top floor of the building. Nova immediately seized upon the va-

cancy as the perfect solution to their space problem and now occupies the entire building—henceforth to be known as "Nova House."

Adickes stated that "this increased space has enabled the installation of a more efficient and larger telephone and teletype system. The accounts department has also moved to the third floor, and this has made it possible for an attractive showroom to be created. The record department has been moved into Nova House and the greater facility afforded us will enable an increase in the efficiency of our record service." Adickes further added that he plans a fall season open house for members of the trade.



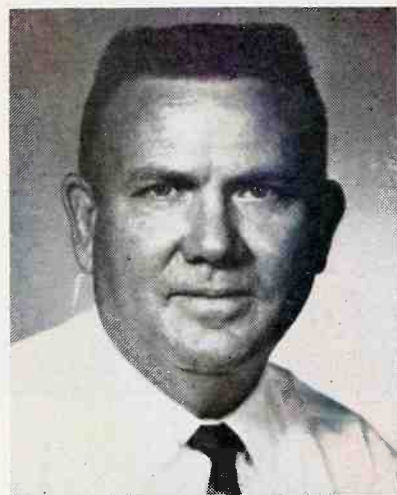
Service and factory space just around the corner from Nova House

Wurlitzer Names New Distributor For South Texas Territory

Joe Steele Heads Gulf Coast Dist. Of Houston



JOE STEELE



L. C. BUTLER

NORTH TONAWANDA, N.Y. — A newly formed organization, the Gulf Coast Distributing Company of Houston, Texas has been named distributor for Wurlitzer phonographs and remote equipment in the south Texas area, it was announced by Robert H. Bear, Manager of Sales, Wurlitzer Phonograph Division. Gulf Coast will replace Bill Williams Distributing Company, former Wurlitzer distributorship, which has been dissolved.

Heading the new organization as President is Joe R. Steele, who for twelve years, from 1948 until 1960, represented the Wurlitzer Company in the same area. His partner and Vice-President is "L. C." Butler, a man of long experience in the vending and coin machine business in Houston and environs. Gulf Coast Distributing Company is located at 2617 Leeland Avenue in Houston and is completely equipped to furnish operator needs for phonographs, allied equipment, parts and service.

Joe and L. C. have the red carpet out and extend a very cordial invitation to operators in their territory to visit them and become fully aware of the profit producing potential of the new Wurlitzer 2800 with its special feature of Ten Top Tunes by which ten top sides of ten records or the top and bottom sides of five can be played for a half-dollar coin. Wurlitzer is also offering single piece location personalization strips with artwork designed to point up the specialties of the house.

According to Joe Steele, "The new Wurlitzer phonograph offers the greatest flexibility of any instrument of its kind ever designed. Half-dollar

play is a must today and Wurlitzer has it both on the phonograph and from the wallbox. In offering musical bargains to patrons, the cash box always contains more coins in a Wurlitzer."

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Tel-A-Sign's Acquisition Of Scopitone Approved

CHICAGO—Stockholders of Tel-A-Sign, Inc., approved the acquisition by the company of Scopitone, Inc., U.S. manufacturers and distributors of the Scopitone audio-visual machine. Tel-A-Sign's president, A. A. Steiger, stated that once the acquisition was approved, the Scopitone would "dwarf" the other manufacturing activities of the company.

Although Tel-A-Sign bought 80% of the shares of Scopitone, Inc. last March, company officials stated that they couldn't move "full steam" with the machine's production and distribution until the purchase was approved by the company's shareholders. Jack Mitnik, the sales manager of Scopitone, who has just recently returned from a seven-week road trip aboard the Scopitone mobile unit, advised that the stockholder's approval was all he needed to put the ground work of the last few months into a most impressive number of machines on location.

While approving the purchase, the shareholders also elected as company

directors Alvin Malnik, Scopitone president, Irving Malnik, a St. Louis attorney, and Pierre Janichewski,

vice president of Cameca Corp., the French firm which originally introduced the machine.

Sign Of The Times—

During the Coin Shortage . . .

We have been having an awful time trying to get together enough coins to make change. We would greatly appreciate it if you would pay your bill in small coins if you have them.

Chock Full O' Nuts

Typical of the signs spotted at many retail stores throughout the New York metropolitan area is the one reproduced above, which has been placed on the counters of Chock Full O' Nuts stores, requesting the cooperation of their patrons in lieu of the current coin shortage. (See story on the shortage in the July 25th issue of *Cash Box*).

LARGE STOCK OF USED BOWLERS!

GET READY FOR FALL NOW!

ChiCoin Duchess Bowlers	\$350.00
ChiCoin Princess Bowlers	450.00
ChiCoin Cadillac Bowlers	550.00
ChiCoin Gold Crown Bowlers	595.00
ChiCoin Royal Crown Bowlers	695.00
ChiCoin Grand Prize Bowlers	725.00

WE ALSO HAVE A LARGE SUPPLY OF LATE UNITED BOWLERS ON HAND!

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Seeburg C's A-1 Cond.	\$125.00
Seeburg V-200's	100.00
Seeburg 201's	400.00
AMI JAL's	550.00

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SPECIALS!

- 5 Model #9 Auto Photos \$795
 - 5 N. W. Sweet Sixteen Candy Vendors—sixteen columns—adjustable all prices, originally \$495.00, excellent value at \$245.00
 - 10 U-Select-It, model 188 2 column candy vendors, capacity 188 bars, 10¢ \$125.00
 - 5 Smoke Shops V-27, 18 selections 27 columns, cap. 630 paks \$175.00
 - 5 Smoke Shops V36, 27 selections, 36 columns, cap. 850 paks \$250.00
 - 4 Mutoscope Model D floor model Flip Picture machine \$185.00 each. These are Antiques.
 - 15 Midway Shooting Galleries \$195.00 each
 - 3 Mutoscope Sky Fighters \$85.00 each
 - 3 Harvard Metal Typers \$195.00 each
 - 2 Mills Panorams \$375.00 each
 - 10 Rowe 14 column Ambassador Cigarette Vendors \$125.00 each
 - 6 Foot Vibrators \$125.00 each
 - 2 Foot Vibrators with relaxing chairs \$145.00 each
- Double Turnpike Auto Test, originally \$2495.00 special \$795.00

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Presents

YOUR GREATEST PROFIT OPPORTUNITY for 1964

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See Your Distributor or Write.

Complete Selection Parts and Accessories.

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KEENEY'S ALL-NEW COLORAMA

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CUE BALL LOCK (15th ball locks cue in)

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or LOCAL DISTRIBUTOR

PRO 1—78 x 46
PRO 2—88 x 51
PRO 3—93 x 53
PRO 4—103 x 58

U S BILLIARDS, Inc.
Amityville, New York

Simon Appoints Stuckey New Field & Service Rep



HARRY STUCKEY

NEW YORK—Harry Stuckey, a former sales engineer with the Seeburg Corp., has been appointed sales and service representative at Albert Simon Distributors Inc. Al Simon, the firm's president, announced recently. Simon advised that Stuckey will represent their Rock-Ola, Chicago Coin and U. S. Billiards lines in the New York State and Connecticut territories.

Stuckey stated that in his previous post with Seeburg as sales engineer, he had to travel extensively throughout the New England and New York State area while working with the factory's various distributors, such as Davis in Syracuse and Atlantic New York in Manhattan. However, when he and his wife Shirley's fourth baby, and first son, came along ten months ago, Harry resigned this position saying it took him away from his family a little too often.

Before Seeburg, Stuckey spent four years with the Curtiss Wright Company as a field engineer for their flight simulator equipment. Stuckey is a graduate of the DeVry Institute in Chicago with a degree in applied science and technology.

W. Va. Ops Announce Convention Locale

■ Program Ad Space On Sale

MARTINSBURG, W. VA.—The annual convention of the West Virginia Music and Vending Association will be held at the Holiday Inn, in Huntington, Sept. 17, 18 and 19, Dilman DeHaven, association president, announced last week. DeHaven further stated that exhibitors may set up and display their equipment on Sept. 17, free of charge.

The convention committee is now involved in the preparation of their 7 by 10 inch convention program booklet and is offering advertising space for sale to manufacturers, distributors and suppliers starting at \$100.00 per page. John Wallace, committee chairman, advised that the committee program should reach 32 pages and said that the committee has set Sept. 1, as the deadline for all copy.

Wallace urged all those wishing to attend the three day convention to make their reservations directly to the Holiday Inn, and to write or call him for any further information. Also on the committee with Wallace are Jack Bess, chairman of the board of Roanoke Vending, and Jack Cruze.

C. H. Flannery is the first Vice president of the West Virginia association, Edward M. Oliver the second VP and Leoma W. Ballard the treasurer. Association directors are: Anthony Cupola, Mathew M. Corey, Ross Gerard, Joe Hunt, James K. Hutzler, Jerry Derrick, James Kiser, Carl Keesling, Tom Hunt, Joe Dobkins, Andrew Kniska, Shelton Price, William N. Anderson and Chris Ballard.



Eastern Flashes

There's no better way to begin a column than on a bright note such as mentioning the current sales boom in progress these days at Mike Munves Distributors. Both Mike and brother Joe, who just recently returned from an extensive sales swing through the eastern terrains, report an unusually heavy amount of action for this generally slow time of the year. Mike advised that sales activity quieted as expected around July 4th but has since soared to such a degree the past three weeks that all vacations have been forestalled temporarily in order for them to catch up with equipment orders.

A more serious note is being expressed by members of the trade over the recent Harlem and Brooklyn riots. Although no coin box pilferage has been reported, some operators of equipment on locations in the strife-torn area have advised that their collection men have found it difficult to go about their normal duties. Some entertainers who have signed to perform in clubs in this area have also expressed their concern whether they may be able to fulfill their commitments or not.

New York was a sea of red fezes and enthusiastic conventioners last week as hundreds of the nation's Shriners turned the big city into a madcap playground. Two of their more ardent members, Ted Quiling and Paul King, DJ's from station KRLA on the coast, bounced into Eric Bernay's A-1 Record Sales "laughin', scratchin' and hollerin' like mad," according to the record distrib. Eric took time out from watching their zany antics to report on those records which are hot with his ops. They include: "Steal Away" by Jimmy Hughes on Fame label, "Where Did Our Love Go" by the Supremes on Motown, "Angelito" by Rene and Rene on Columbia, and still red hot—"Memphis" by Johnny Rivers on Imperial.

Harry Berger of the West Side Machine Corp. was citing some of his woe-ful experiences with coin box pilferage and route collections. He stated that one of the reasons why many operators hire their own relatives as collection personnel is 'family trust.' Harry said the most frustrating result of pilferage is when a machine has to be yanked from a location because the operator simply can't get enough machine protection in that particular spot. On the lighter side, Harry was happy to be able to get his hands on four season tickets for the upcoming round of New York Football Giants games. He contends he knew several of the players and managers on the team when they played in the Polo Grounds but his own interest faded when they departed from the game. His interest was revived one day, however, when he took his son Bobby and Al Simon's son, also named Bobby, to a game at the Stadium and now says he's got the fever again.

Another coin machine distrib who has exercised his athletic prowess on the ball field, only in this case the baseball diamond, is Abe Lipsky, who at one time had played with Hank Greenburg when the latter was rewriting the record book up at James Monroe High School in the Bronx. Abe has since discarded the glove and turned his attention to such pursuits as the distribution of the 'Arizona' gun game. Several 'Arizona's' are now on location in the metro NY area, Abe advises, and says he's anxiously awaiting the first sales returns. Abe said he'll be more than satisfied if they even come close to the terrific play the game has enjoyed on its European locations, where it has been operating since its introduction by Th. Bergmann of Hamburg.

Bill and Murray Wiener's vending equipment outlet on Tenth Ave. was definitely the place to be last week if you wanted to take the edge off your appetite. The Weiners had cartons full of cookies and crackers for operators of Universal's new 'Candimat' machine, and if you were polite enough you'd be offered a few free samples. The two coin vets say they have no complaints about the way their equipment has been moving and contend that shipments actually aren't coming in fast enough to fill the orders.

M. A. Cardinal, Gilchrist Vending Ltd. exec in Montreal, reports that the 'Tropicana' phonograph and the rest of Rowe's full line of vending equipment, which his firm distributes in Canada, have been quite popular with operators in that area. Cardinal also expressed great interest in NAMA's recent acceptance of music and amusement operators into their association, and is anxious to see the results of such a union. . . . Sid Greenfield at Musical Distributors has been a regular Marco Polo the last few weeks, expediting service calls in both upstate New York and Conn. Meanwhile, Miltie Tucker continues to whomp up sales on the road for this Wurlitzer distrib. . . . Last week Louie Druckman at United East Coast Distributors once again displayed his deft ability to turn the proper screw or replace that certain fuse in a shuffle alley to have the device functioning again. After a series of necessary professional frowns and groans, Lou carefully applied a little pressure somewhere in that maze of wires and contacts behind the backglass and presto, the machine banged, clanged, lit up and hummed. All those present agreed that Dr. Druckman's performance was infinitely more dramatic than anything ever accomplished by Ben Casey.

Not only are there two 'Al's' down at Albert Simon Inc. (Simon and D'Inzillo), but now there are a pair of 'Harry's' (Koepel and Stuckey). The second Harry to join the organization is Harry Stuckey, who was hired several weeks back by Simon. Stuckey, who now functions as the distrib's sales and service rep throughout the NY and Conn. territory, reports that since he's joined the firm, he's found that operators' enthusiasm for the Rock-Ola 'Grand Prix' phono and the U.S. Billiards 'Professional' pool table series has made these items the "salesman's best friends."

John Wallace, convention chairman of the West Virginia Music & Vending Assn., wrote to say that the association has decided to hold their annual convention at the Holiday Inn in Huntington, W. Va., Sept. 17, 18 and 19. Wallace advised that equipment may be set up and displayed on the 17th, free of charge, and that ad space in the convention's program booklet is now on sale. All those wishing to attend the affair are urged to make their reservations direct to the Holiday Inn. Jack Bess of Roanoke Vending and W. T. Cruze are also on the convention committee.

Smokeshop's Art Brier says his company is really swinging with their cig vendor sales. They shipped a carload of Starlite's to the west coast one week and released another one to Canada on the following week. Bill Herbord, assistant sales manager and service chief, visited Wiener Sales last week for a confab with Bill and Murray on the Smokeshop. Brier's trying not to work too hard while recuperating from his recent illness. However, he'll be sure to attend the MONY-NYS Guild-Westchester outing at the Nevele come Sept.

In an open letter to the coin-operated music industry, MOA brass asked for operator support both through the prompt payment of dues and the enlistment of non-members of MOA. MOA is asking for this operator support to fight the pending Celler Bill HR 7194, which, if passed, would end performance royalty exemptions for music operators. . . . MONY's girl Friday Sophia Seglin is back from her motor trip to Quebec, Montreal and the New England area. Sophie says she never enjoyed herself more and hopes that the scenery will keep her floating for the months to come (at least until her second vacation week!). Ben Chicofsky at MONY advises NY area ops that more than half the rooms in the Nevele have already been reserved for the Sept. outing and he urges all those who haven't made arrangements to "get on the stick."



Chicago Chatter

Bill Weikel, sales director for Fischer Sales & Mfg. Co., is particularly pleased over the sales action he's receiving on the Fischer "Empress" (models 101 and 92) and "Regent" (models 91 and 77) coin-operated pool tables.

Sam Stern is back at his desk at Williams Electronic Mfg. Corp. after a whirlwind European business jaunt which carried him to Paris, London and Antwerp. He explained that there is a constantly growing interest and increase in sales of Williams flipper amusement games in foreign markets. Bud Lurie spends most of his time on the road calling on Williams distributors throughout this country.

Joe Lyon, sales chief of DuKane Corp.'s new "Ski 'n Skore" coin-operated amusement game, reports progress in the eastern part of the country. He is currently concentrating on setting up national distribution. Teddy Cohn, the late Nate Cohn's son, revitalizing Conat Distributing, in New York, and 'Ski 'n Skore' will get VIP treatment.

Although Alvin Gottlieb, of D. Gottlieb & Co., was expected back from his vacation early last week he was delayed a few more days. . . . Since amusement games were okayed for locations in Canada, Marvel Mfg. Co. has been working double shifts and adding to the factory personnel to keep up with orders on electrical scoreboards, according to prexy Ted Rubey. Estelle Bye, in lieu of taking her annual vacation, will have her daughter, Mrs. Loralee Anderson, and granddaughter, Melanie, visit her for a couple of weeks.

Atlas Music prexy Eddie Ginsburg is very gratified over the many people who've taken the time to write him telling him what a wonderful time they had at his recent festive outing at Pheasant Run Lodge. Stan Levin tells us business is booming at Atlas Music despite the humid, warm weather. . . . Over at National Coin, Mort Levinson reports export business is a big factor of late.

Now that Chicago Coin is back at full production after having been shuttered for a two week vacation period Sam Ginsburg decided to take his much needed vacation. Sam Wolberg returned from his t'other day. Mort Secore and Ralph Wyckoff are busy writing orders on ChiCoin's "Bronco" two-player.

Empire Coin owner Gil Kitt, Jack Burns and Bill Milner are mindin' the store while Joe Robbins motored to the Upper Peninsula of Michigan to visit with Francis Nardi, Empire's regional man. From there Joe and his Marian drove to Eagle River, Wisconsin to visit their camping sons, Mark Jay and Larry Robbins.

Herb Jones, of Bally Mfg. Co., reports that now that the large factory is back in production after a short summer hiatus he's pushing for increased shipping to all markets of Bally's "Mad World" two-player, "Grand Tour" single player, and the single player add-a-ball model, "Happy Tour." All, he and Bill O'Donnell say, are enjoying brisk sales action.

Seeburg Corp.'s marketing vice prexy Tom Herrick addressed the recent NAMA Vending Industry Public Relations Conference in N'Yawk. Herrick, head of the PR committee, chaired the session. Other speakers were: Walter W. Reed, NAMA's public relations director; and Dale O'Brien, public relations counsel to NAMA on the cigarette-health issue. . . . World Wide's Nate Feinstein took his "road show" of the Seeburg LP Console 480 model phono in to its last leg in the Voyager Inn in Davenport (the tri-cities) Iowa. Nate was assisted throughout the entire tour by Art Wood and Tom Higdon. Also, Chuck Gates, of Seeburg, was on hand, along with Seeburg's demonstration mobile studios (vans).

Harry Moseley, president of Roanoke Vending Co., advises that Bill Snow, who recently joined Roanoke's staff, suggested recently that they change the name to "Rowe-noke" vending. Bill claims they sell so many Rowe products that the name would be very appropriate. (This was Paul Huebsch and Bob MacGregor's contribution to this column.)

Swinging over to Franklin Park to visit with Hank Ross, Marcine "Iggy" Wolverton and (achin' back) Bob Jones we learned that Midway Mfg.'s "Trophy Gun" is still enjoying a banner sales season in most markets. The factory is at peak production.

Dick Cole, head of Ditchburn Vending Machines, Inc., is planning to move to larger headquarters shortly. He advises that the new Ditchburn "Minicold" cold drink machine is enjoying great popularity in the midwest. . . . Jack Gallagher, of Miller-Newmark Dist. Co., in Grand Rapids, Michigan reports that some territories are available for the new "Formula 336" lubricant and rust inhibitor for phono steppers, printed circuits, etc. Miller-Newmark is the national distributor for the product. Bill Miller is still ailing, and drops in occasionally to chat with the boys.

MOA's managing director Fred Granger is readying a jet trip to the west coast to meet with record company officials there. He plans to be there about the middle of August. Fred, and Lou Casola, prexy of MOA, will attend the West Virginia Music & Vending Assn. Convention, Sept. 17-19, in the Holiday Inn, Huntington, W. Va. John "Red" Wallace is president of the association, as well as an officer of MOA.

Now that United, Inc., of Milwaukee, Wisconsin, bought all the Wurlitzer parts and equipment from the defunct First Coin Machine Exchange Harry Jacobs, United's prexy, says he has the largest, most efficient Wurlitzer parts dept. west of the factory in Tonawanda. Woody Johnson was on the road last week concentrating in the Wisconsin Dells area. . . . Pioneer Sales' Joe Kleiman infos that Rowe's "Sk-9" coffee vendor is doing a big selling job in Wisconsin.



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Closeouts for Quick Sale at
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ALL MACHINES ADVERTISED
ARE COMPLETE
ALL LARGE BALLS

	Each
2 STRIKE BOWLER (Bally) 14 ft.	\$150.00
1 STRIKE BOWLER (Bally) 16 ft.	150.00
1 STRIKE BOWLER (Bally) 11 ft.	150.00
1 CLASSIC BOWLER (C.C.) 12 ft.	150.00
1 CLASSIC BOWLER (C.C.) 14 ft.	150.00
1 JUMBO BOWLER (United) 12 ft.	175.00
3 LUCKY STRIKE (C.C.) 16 ft.	175.00
1 PLAYTIME (United) 16 ft.	195.00
2 BONUS BOWLER (United) 12 ft.	195.00
15 PLAYERS CHOICE (C.C.) Your Choice of 13-16- 20 ft.	195.00
1 TWIN BOWLER (C.C.) 13 ft.	225.00
17 KING BOWLER (C.C.) 20 ft.	295.00

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Dinner time?

time for
ROWE AMI
music

NOW DELIVERING UNITED'S "TIGER" AND "THUNDER"

BANNER SPECIALTY COMPANY

PHILADELPHIA, PA.
1641 N. BROAD ST.

PITTSBURGH, PA.
1508 FIFTH AVE.

EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

Riding HIGH!

Chicago Coin's BRONCO



Available
in 2 Player
ADD-A-
BALL
Model!



EXCLUSIVE! BUCK'N ACTION CORRAL

AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD.
CHICAGO 14, ILLINOIS

"Put A Tiger On Your Route" — Holzman



IRVING HOLZMAN

NEW YORK — "The Thundering Tigers" are moving out of the United East Coast Corporation's showrooms here, according to President Irving

Holzman, who distributes the United line throughout a seventeen-state area. The reference of course is to United's "Tiger" shuffle alley and the "Thunder" bowler, newest of a steady crop of coin-operated amusement machines flowing from the Chicago factory to distributors around the nation. Manager Lou Druckman confirms the acceptance of the equipment by operators in this area by pointing to a full staff of showroom employees unloading the Windy City trailers and checking each machine out for local destinations.

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Our modern
new factory
is devoted
exclusively to
manufacturing

SCHMELKE

QUALITY CUE STICKS

Professional Design—Long Life

Write for details.

SCHMELKE MFG. CO.
SHAKOPEE, MINNESOTA

*If you are reading
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Cash Box
why not mail this coupon
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CASH BOX
1780 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

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

NAME

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CITY

ZONE

STATE

Be Sure To Check Business Classification Above!

(Check One)

I AM A

DEALER.....

ONE STOP.....

DISTRIB.....

RACK JOBBER.....

COIN FIRM.....

OTHER.....



California Clippings

The export business continues to boom with many shipments of used equipment leaving distributor warehouses this week. . . . At California Music Co., auditor Nelson Hawley on vacation for one week. Bob Yorke, former vice-president of RCA-Victor, now residing in Los Angeles and is visiting with Sammy Ricklin. Jerry Wallace stopped by to check with Buddy Robinson on sales of his hit record on Challenge, "In The Misty Moonlight." . . . Cliff Nugent on vacation from the Wurlitzer Factory Branch for two weeks. Wurlitzer regional sales manager, Gary Sinclair in town for a one-day visit with Clayton Ballard before leaving on his vacation.

Joe Duarte back at his desk at Duarte International Sales Co., after spending a pleasant two-week vacation in New York. In visiting this week at Duarte was Mr. Del Franco from Manila. . . . At Vendart Distributing Co., Marshall Ames reported the new "American" pool tables selling at a good clip. Marshall's seven-year-old son, Douglas, in the hospital for a tonsillotomy. . . . Frank Mencuri said the Rock-Ola "Caravelle" cigarette machines moving very well at Simon Distributing Co. Joe Merrill of the parts department on a one-week vacation trip to Yosemite National Park. Several export orders being processed for shipment to the Far East.

Hank Dabeck, production manager of United Manufacturing Co., visiting on the West Coast with his wife, Helen and son Johnny. . . . At Amco Music and Vending Co. Mort Drootin, manager of the Background Music Department, announced that Ken Alford is back working in the service department. Leo Simone back from a trip with the Seeburg roving van through Washington, Idaho and Montana. Leo said that he and Warren Tillquist took many orders for new LPC 480 Seeburg phonographs during the trip. Office manager Bob Bright and his wife are the proud parents of a new baby boy, John Michael. . . . Bob Huffman and George Smith conducted a very successful showing in San Diego for both operators and service men. . . . Lou Wolcher from San Francisco visiting the local offices of Advance Automatic Sales Co., and very pleased with the way things are going. Sonny Lomborg calling on operators in the Long Beach-San Pedro area. Jack Leonard reported the mail order business in the parts department increasing steadily.

At the R. F. Jones Co., Rowe-AMI field service engineer Ralph Phipps conducted a vending service school which was well attended by the local operators. Don Edwards in Bakersfield, and Johnny Hotz in San Diego assisting the operators for a few days. Chuck Klein spent a day at the home office of R. F. Jones in San Francisco and then spent the weekend visiting with Woody Matthews in Monterey. Don McGowan, manager of the communications division at Jones signed a \$15,000 order for the installation of a Tele-Norm system in the Air Research division of the Garrett Corp. Ralph Phipps back from San Francisco where he installed vending equipment in the Cow Palace for the recent Republican National Convention. Previous to that, Ralph spent two weeks in Texas holding service schools for the operators in that territory. Jack Rolling of the San Francisco office of the Jones Co. spending a two-week vacation with his family in Hawaii. All the Jones boys still working hard at winning the Rowe-AMI sales contest. . . . At Paul A. Laymon, Inc., Britt Adelman still out serving jury duty in Santa Monica Superior Court. Jimmie Wilkens entertaining visiting relatives from Galesburg, Illinois. . . . Visiting Pico this week were: Tex Mowka, San Bernadino; Tom Felkins, Apple Valley, and Lloyd Crutts from Sherman Oaks.



Houston Happenings

Dan J. Mechura, sole owner of Allstar Records, Inc. and Allstar Music Enterprises, has climbed into big league class since moving into his own brand new completely modern building some two years ago at 1110 Washington St., South Houston, Texas. Dan is producer and national distributor of two major labels, Allstar and Cool, together with minor labels including New Star, Airco, Teen and Spoke. Collectively his outfit embraces 17 separate projects aimed directly at manufacturing, distributing and promotion of records and music as written. His building has every necessary facility including spot for testing amateurs with a yen to go professional. One of his projects, a live show promotional that might make history, is scheduled to hit the public early this Fall. . . . Local operator E. J. Slanina Jr., partner with his Dad in Sly Distributing Co., and charming wife Hilda out for an evening of pleasure. Aside, Junior hinted that while the event was supposedly straight recreational window shopping between dinner and either movies or dancing sometimes led to other types of spending. . . . Veteran operator K. T. Park, Bluebonnet Music and Cigarette Service, inferred that despite record breaking hot weather and business nothing to boast about, he was ahead of bankruptcy by several long jumps. . . . From stands of a junior rodeo glimpsed Hazel Turner, secretary-treasurer Coin Machine Sales, officiating as usual as arena secretary. Poor girl actually appeared busier than when working big time rodeos. Could have been she was, as many junior league baseball umpires often have to do, struggling against too much parental interest. . . . Extended visit with local coinman L. C. Butler ended with a view of his sizable collection of silver dollars. . . . A. F. (Al) Lemke, dean of local operators, spends considerable of these hot days in a large stock brokers office watching quotations on the big board. He has a reputation down there of being a pretty shrewd trader too. . . . Edward Arguello, representative of AAA Record Co., San Antonio, in Houston on a routine business trip connected with placing the firm's records on the market here. Arguello said their current best seller was "Together Again" by Rudy and The Reno Bops. . . . Edward Arwady, American Music Co., out of the city on his annual vacation. . . . The H & H Distributing Co., headed by C. O. (Red) Harrington recently acquired distributorship of Athon Background Music over southwest portion of State of Texas.

Happy Birthday This Week To:

Wm. Buset, Ft. William Ont., Canada. . . . E. R. Sheldon, Jr., Payette, Ida. . . . Emil J. Pfister, Sheboygan, Wisc. . . . Anita Ehrhardt Payne, Shreveport, La. . . . Sam Waldor, Newark, N.J. . . . James H. Young, Warwick, Va. . . . Harry Wichansky, Elizabeth, N.J. . . . Irving Geltzer, New London, Conn. . . . Bastenie Amand, Antwerp, Belgium. . . . Howard Berk, Bayonne, N.J. . . . F. H. Decker, Fond Du Lac, Wisc. . . . Wayne A. Chambers, Athens, Ga. . . . John Gilmore North, Norfolk, Neb. . . . Clarence Otis Moon, Atlanta, Ga. . . . Homer F. Prior, Cedar Falls, Ioa. . . . Les Montooth, Peoria, Ill. . . . Lewis Bogie, Lexington, Ky. . . . Nicholas P. Christy, Det., Mich. . . . Geo. Burroughs, New Haven, Conn. . . . Theodore Nichols, Fremont, Neb. . . . Leo Weinberger, Louisville, Ky. . . . Sam Zelles, Shaker Hts., Ohio. . . . Josephine Welsh, New Orleans, La. . . . Geo. A. Miller, Oakland, Calif. . . . Jerry Haris, Omaha, Nebr. . . . Kenneth Ferrier, Oxnard, Calif. . . . W. H. Cooper, Augusta, Ga. . . . Mrs. Mary H. Hughes, Ladoga, Ind. . . .

**World Wide Completing
LPC 480 "Road Show"**

■ Final Show Slated For Aug. 4



NATE FEINSTEIN

CHICAGO—World Wide Distributing Company's "road show", featuring the new Seeburg LP Console 480 model coin-operated phonograph, is on the last leg of its Downstate Illinois tour, heading into the Davenport, Iowa (Tri-Cities) area, Tuesday, August 4. This final showing will be held in the Voyager Inn.

The World Wide contingent includes Nate Feinstein, Art Wood and Tom Higdon. The Seeburg Corporation is represented by Charles (Chuck) Gates, field service engineer.

A novel addition to this series of showings, according to Harold Schwartz, head of the World Wide Music Division, is the use of Seeburg's demonstration mobile studios. In this manner operators are easily able to go directly to locations and explain deals with all the equipment at hand. Convenience, Schwartz said, is the big factor.

Seeburg demonstration studio people are also on hand to help the operator seek out new locations and facilitate service to present locations.

This series of five showings, which started July 14 in Champaign, Ill., was described as a "roaring success" by Schwartz.

The World Wide contingent moved on to Decatur, July 16, Springfield on July 21, and then Quincy, Illinois, July 23.

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**PLAYER FUN MOUNTS...
OPERATORS PROFITS SOAR**





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**SINGLE PLAYER
"REPLAY GAME" WITH
ADJUSTABLE 3-or-5 BALL PLAY**



As ball hits "advance" bumpers and advances roll-over buttons, the temperature climbs on thermometer in back box increasing drop target value 100 to 500 points! When thermometer "Blows Its Top," the drop target and two side roll-over lanes light for special scoring.

4 DRUM TYPE SCORING REELS

- 1 drop target
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- 2 flippers
- Number match
- Slug rejectors
- Twin chutes (opt.)
- Plastikote Finish Playfield
- Stainless steel trim



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**Miller-Newmark Co.
Offers Dealerships
For 'Formula 336'**

CHICAGO—Jack Gallagher, of Miller-Newmark Distributing Company, with offices and showrooms in Grand Rapids and Detroit, Michigan, advised this past week that dealerships are still available in many parts of the United States for "Formula 336", a new type of lubricant and rust inhibitor for phonograph steppers, printed circuits, etc.

Gallagher explained that "Formula 336" is recommended by many manufacturers and distributors as a lubricant for those parts and components which heretofore could not be effectively lubricated.

Miller-Newmark is the national distributor for this new product for the entire coin machine industry.

SPECIALS!

AMI "STEREO"
CONTINENTAL I-200
33 1/3 and 45 R.P.M. **\$575**

BALLY

FUN PHONES **\$69.50**

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Cable:
ATMUSIC—Chicago

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

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NOTICE—\$67 Classified Advertisers. (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

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USED 45 RPM RECORDS. WE PAY freight & top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

USED 45 RPM RECORDS. ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO. INC.—1215 S. HOWARD STREET—BALTIMORE, MD. 21280.

SURPLUS 45 RPM RECORDS. WE BUY large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished, we are rated in D & B. NATIONAL BAG-O-TUNES, INC., 16 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

NATIONALLY KNOWN RECORD COMPANY interested in purchasing or leasing master tapes suitable for children's records. Replies confidential. Write BOX 707 CASH BOX, 1780 BROADWAY, NEW YORK 19, N.Y.

PANORAMS AND PANORAM PARTS. United Triple Sales Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HElock 1-1750).

WE PAY THE HIGHEST PRICES FOR ALL Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRL., 276 AVENUE LOUISE, BRUSSELS & BELGIUM. (Cable address.) HOBEL-EUROPE-BRUSSELS.

MUSIC, GAMES, VENDING. CALL ATLAS DISTRIBUTORS 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1884).

LATE BINGOS MISS AMERICA/UP. GOTTlieb 2-4 Players. Bowlorama Late Bally Bowlers. Unshopped, complete, working, packed original cartons. Pay cash in dollars. Prices FOB nearest seaport. MAX LOBO & CO., MEIR 23, ANTWERP, BELGIUM. Cable: LOBOMA. (Tel. 33.81.33).

JUKE BOX AND BOWLER MECHANIC. United Bowlers and Rock-Ola Juke Boxes. Call or write. H & H MUSIC CO., 1626 3rd AVENUE, MOLINE, ILLINOIS. (Tel. 767-6703).

RECORDS, 45's AND LP'S, SURPLUS, RETURNS, overstock, cut-outs, etc. HARRY WARRINER, KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf 6-7778).

ATTENTION: DISTRIBUTORS AND RECORD shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

MECHANIC WANTED, AGE 25 TO 35, FOR checking and servicing routes. Juke boxes, bowlers, games. Write or wire: RANEY MUSIC CO., 528 N. CARVER, GREENSBURG, INDIANA.

WE PAY CASH AS ALWAYS FOR: SEEBurg; Wurlitzer; AMI and Rock-Ola music, Gottlieb Pins; Arcade equipment; Bally Bingos; Write or cable: PALMER AT BELIN, TRACO—31 SOMERSTRAAT—ANTWERP 1, BELGIUM.

FOR RESALE: SEEBURG AND WURLITZER Phonographs, Games. Send inventory and lowest cash prices. HASTINGS DIST. CO., INC.—6100 WEST BLUEMOUND ROAD—MILWAUKEE 13, WISC.

45 RPM RECORDS, NEW OR USED. NO quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

TOP FLIGHT SALESMAN COVERING NEW England wishes to add one or maybe two excellent and proven products in the vending field. Draw VS Comm. WRITE BOX 712, CASH BOX, 1780 B'WAY, NYC.

YOUR USED OR SURPLUS 45 RPM RECORDS, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST., INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. Union 1-7500, J Jackson 1-5121).

NEW 45 RPM RECORDS. NO QUANTITY too large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction. We pay cash. SUTTON RECORD CO.—26 WEST 20th ST.—NEW YORK, N.Y. (Tel. CH 2-3250).

NEEDS PIN GAMES. SUNSET & IN LINE: COW-BOY; FLIPPER FAIR; ETC. BINGOS 30 Miss America; Roller Derby; Circus Queen etc; Arcade equipment; Juke-Box; Rock-Ola; Seeburg; Wurl; 1962/1963; IMPORT-EXPORT MARCEL GROSCHE—3 BLD. AVROY—LIEGE, BELGIUM.

SEEBURG 161 OR 222 COIN OPERATED phonographs in good condition. Will pay Cash, Call or write.—BERNARD J. ROSENBERG—726 NORTH KNOXVILLE AVE.—PEORIA, ILLINOIS. 9 (Tel. Peoria 309-674-1423).

CASH FOR SEEBURG 200LU. 45 rpm BACKGROUND music units. Give condition and price. MUSIC SERVICE, 234 CEDAR AVE. SOUTH, MINNEAPOLIS, MINN.

JUKE BOX AND GAME MECHANIC. GOOD pay to right man. Call or write ENGLAND AMUSEMENT COMPANY, PURDY, MO.

FOR SALE

FOR SALE—OR TRADE—C.C. BULLS EYE DROP Ball \$50; United Handicap Shuffle Alley \$75; Bally Club Bowler \$150; Bally Deluxe Club Bowler \$175; Bally ABC Shuffle Alley \$75; United Regulation Shuffle Alley \$75; United Niagara Shuffle Alley \$150; Bally Bank Ball \$150; Fischer 6 Pocket Pool Table \$195; Exhibit 6 Pocket Pool Table \$175; 20 Col. Corsair \$110; 30 Col. Corsair \$115; Rowe 2-700, electric \$105; 22 Col. National Model 222. Make offer: Seeburg M100B \$110; Seeburg M100C \$125; U-Select-It RDS and APD Candy Machines \$85; 4 Col. Superior Gum Vendors \$25; DAN CONNY—1026 BUFFALO AVE.—NIAGARA FALLS, N.Y. (Tel. 285-0582).

BALLY BINGOS: SEEBURG & WURLITZER phonographs; pool tables; Gottlieb & Williams flippers; Bally Official Jumbo shuffle alley; Smokeshop cigarette machines; completely shopped, like new; call or write. NASTASI DIST. CO., 839 BARONNE ST., NEW ORLEANS, LA. 70113. (Tel. 523-6386) QUICKLY.

WE HAVE A CHOICE SELECTION OF late Williams Two Players. Write for prices. MID-WEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

NEW KIDDIE RIDES SOUTHLAND Traveling Pony; X17 Space Ship; Traveling Dinosaur; Top locations available. write or phone. WESTERN TRAILS AMUSE. CO.—132 SHAKER ROAD—EAST LONGMEADOW, MASS. (Also 3249 N. BROADWAY, CHICAGO, ILL. (Tel. D18-2900).

BALLY CHALLENGERS 14FT; UNITED; Bonus; & Handicap-16ft. Make us an offer. TOLEDO COIN MACHINE, TOLEDO, OHIO. (Tel. CH 3-7191).

BALLY SHUFFLES: ABC SUPER. Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas. GLOBE DIST. CO., INC., 2330 N. WESTERN AVENUE, CHICAGO 47, ILL.

50 RECORDED SONGS ONLY \$3.00. MANY great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R & B or Country. Offer good only U.S.A. No C.O.D.'s. RHYTHM RECORDS—BOX A—ARCADIA, CALIF.

HAVE YOUR "SQUOITS FUN WITH Water" games factory reconditioned. Includes new scoring arrangement, improved pump, repair, refinish cabinet, replace worn mechanical parts. New machines made to order. Write — AQUATIC PRODUCTS CORP.—8038 ALVERSTONE AVE.—LOS ANGELES, CALIF. (Tel. 645-1980).

FISCHER SLATE TOP BUMPER POOL \$125; United 11' Bowling Alley \$75; Bally ABC Bowling Lane 11' \$75. Crating Extra. MOHAWK SKILL GAMES CO., 67 SWAGGER-TOWN ROAD, SCOTIA, N.Y. 12302.

AMI H 120 \$245; J 120 \$345; K 120 \$445; CONTINENTAL 2-200 \$595; SEEBURG V 200's \$150 or five for \$695; Q's \$595 to \$695; HV 200 Hiddways \$95 or three for \$250; Wurl; 1900's \$225 or three for \$600; Bally Fun Phones like new \$95; Spinner \$50; Table Hockey's \$95; Pro Golfer \$395; Also used vending equipment direct overseas shipment from Port of Detroit. MARTIN AND SNYDER CO.—13200 W. WARREN AVE. DEARBORN, MICH. (Tel. LUzon 2-2300)

NEW FORMULA 3-36 LUBRICANT RUST inhibitor—Does not film or become gummy. Recommended by leading Mfg's for printed circuits — Steppers — Coin Mechs — Solenoids, etc. Write or phone for dealerships. MILLER-NEWMARK DISTRIBUTING CO., 3767 EAST 28th STREET, GRAND RAPIDS, MICHIGAN 49508, or, 5743 GRAND RIVER AVE., DETROIT, MICHIGAN. (Tel. 949-2030 or 949-2031).

HI-SPEED SUPER FAST SHUFFLE BOARD Wax. 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

EXPORT. KEY WEST; SHOW TIME; BEACH TIME; HOLLY CRANES; BAL-LERINA, ETC.; Bally Wild Lemon, F.P. Double Up; Triple Bell Draw Bell; Keeney; Red Arrow; Flashback; Sweet Shawnee; Black Dragon; Buckley Track Odds; Rock-ola & AMI Phonos. CROSSE—DUNHAM & CO. — 225 WRIGHT BLVD. — GREYNA LA. (Tel. 367-4365)

UNITED JUMBO OR ROYAL 16' BOWLER \$75; Bonus 16' \$125; Duplex 16' \$175; Advance 16' \$200; ABC Tournament \$75; All are as is, not shopped. Have Guns, five balls, drink machines and cigarette vendors. Write or call. CENTRAL DIST. INC.—2315 OLIVER ST.—ST. LOUIS 3, MO. (Tel. MAL 3511).

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EXPORT-KEENEY RED ARROWS \$125.00; Trail Blazers \$135.00; Jokers Wild \$125.00; Wms Big Deal \$275.00; Wms Official Baseball, 10 Blade-O-Mat machines \$25.00 ea.; Bally Lite-A-Lines \$500.00 ea. D & L COIN MACHINE COMPANY, 414 KELKER ST., HARRISBURG, PA. (Tel. 717-234-1051 or 234-2235). Cable DALCOIN.

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FOR SALE—(Cont'd)

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RELAYS—SWITCH ASSEMBLIES. LOW cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses. MARVEL MFG. CO.—2847 W. FULLERTON AVE.—CHICAGO, ILL. (Tel. DI 2-2424).

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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 4, OREGON. (Tel. 228-6567).

UNITED 16' FALCON B.A. \$425; 16' Jumbo B.A. \$195; Silver Roll-Down \$550; Super Slugger Baseball \$95; Shuffle Baseball (Floor sample) \$595; Chicoin: Six Game Bowler S/A \$325; 6-Pl. Home Run Baseball \$95; WMS. Titan Gun \$325; Midway; Slugger Baseball \$350; Deluxe Shooting Gallery \$235; CENTRAL OHIO COIN-MACHINE EXH. INC. 315 E. 5th AVE.—COLUMBUS 1, OHIO. (Tel. 294-3529).

MILLS AND JENNINGS FRUITSLIT MACHINES. BALLY BINGOS. HOLLY CRANES and Flipper Pin Games for export. ALMAN ENTERPRISES—BENDER WAREHOUSE—P.O. BOX 4300—RENO, NEVADA.

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EXPORTERS ALL TYPES EQUIPMENT IMMEDIATE SHIPMENT. FOR SALE: NEW BALLY TABLE Hockey—profitable, low cost under \$100; Coffee Machine and the amazing Cinch Shoe Shine Vendor. Samples of shine available on request. REDD DIST. CO. 80 Coolidge HILL ROAD—WATERTOWN, MASS. (Tel. 926-2260)

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30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. 38 books; over 450,000 copies sold. Used by 1,000 disc jockeys! Orben's Current Comedy our monthly topical gag service features deejay material each issue. Free catalog. Write: ORBEN DEE-JAY LAUGHS, 3536 DANIEL CRESCENT—BALDWIN HARBOR, N.Y.

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Electra "8" (8' 6-pkt. table) ...
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Smokeshop "Starlite 450"; 18 sel., cap. 450
Smokeshop "Starlite 680"; 18 sel., cap. 680
Smokeshop "Starlite 850"; 27 sel., cap. 850

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V-2 Auto-Voice Recorder

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Mad World 2P (5/64) ...
Grand Tour IP (7/64) ...
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T. H. BERGMAN CO.

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CAMECA

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

COAN MFG. CO.

CIGARETTE VENDORS
Model 74-MD; 74 sel., cap. 74
Model 74-APC; 74 sel., cap. 74
Model 94-UM; 94 sel., cap. 94
Model 94-UC; 94 sel., cap. 94
Model 116-WM; 116 sel., cap. 116
Model 116-WC; 116 sel., cap. 116

CANDY VENDORS

Model 74-APD; 74 sel., cap. 74
Model 94-UD; 94 sel., cap. 94
Model 116-WD; 116 sel., cap. 116
Model 188-D; 188 sel., cap. 188
Model 47-Pastry; 47 sel., cap. 47

CHICAGO COIN MACHINE

Bronco 2P (5/64) ...
Champion Rifle Range (1/64) ...
Cadillac Ball Bowler (1/64) ...
Spotlite Shuffle 11/63

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CIGARETTE VENDORS
Continental "30"; 30 sel., cap. 830
Tobacco Shoppe "30"; 30 sel., cap. 830

GARWOOD METAL CO., INC.

CIGARETTE VENDORS
El Dorado; 13, 16, and 21 columns

GOLD MEDAL PRODUCTS

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EXHIBIT SUPPLY CO.

Card Vender (Mechanical). Model 412 "Vacuumatic." Vends Exhibit's Trading Cards. Capacity: 600 \$73.50
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Crown One Hundred (100") ...
Regent 91 (91") ...
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Empire VII (92")

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Little Leaguer (12/62) ...
Double Header (12/62) ...
Save Our Business
U.S. Marshall 5¢ Gun
Kicker & Catcher
ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
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PAUL W. HAWKINS MFG.

Rodeo Pony \$845.00
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60' Photomatic \$2,450.00
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Plasti' Matic
Snack Bar

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Deluxe Continental (4 1/2 x 9") ...
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Ambassador 75 (92"x52") ...
Ambassador 80 (108"x58") ...
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Mark I, 77x45 ...
Mark II, 85x47 ...
Mark III, 92x62 ...
Mark IV, 106x58

Mark V, 113x63 ...
Deluxe Satellite, 77x45 ...
Deluxe Klub Pool ...
Regular 56x40 ...
Jumbo 75x48

J. H. KEENEY & CO.

Colorama 2P Pin (12/63)

LEHIGH, INC.

CIGARETTE VENDORS
"Smoke Center" M-156, M-220, M-220 AC; 15 or 12 sel., 156 and 220 caps.
Model M-407-AC; 19 sel., cap. 402

MARVEL MFG. CO.

Slugger-Counter Baseball (1¢. 5¢. 10¢)

MIDWAY MFG. CO.

Trophy Gun (5/64)

NATIONAL VENDORS, INC.

CIGARETTE VENDORS
Series 113; 13 8-column shifts, cap. 447
Upright-Series 113; 13 8-col. shifts, cap. 447
Crown series 222; 22 sel., cap. 616
Crown series 800; 20 sel., cap. 850
Console-Series 650; 20 sel., cap. 670
Moduline-22M; 22 sel., cap. 616
Moduline-80M; 20 sel., cap. 850

REDD DISTRIBUTING CO.

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

ROCK-OLA MFG. CO.

Caravalle (20 Col. 800 Packs) Model 3002
Cigarette Machine

Model 425 160-Sel. (Grand Prix) 7" LP Del. St.-Mon.

Model 418-SA 160-Sel. (Rhapsody II) 7" LP, Del. St.-Mon.

Model 414 100-Sel. (Capri II) with St. Optional

Model 403 100-Sel. Wall Phono (83-1/3 Optional)

1628 Deluxe "Stereo Twins" Speakers ...
1629 "Stereo Twins Jr." Speakers ...
1950 Remote Volume Control Unit ...
Model 500 160-Sel. Stereo Speaker Wallbox 8 level personal pushbutton volume control

1578 160-Sel. Wallbox ...
1584 100-Sel. Wallbox ...
1551 Universal Wall Box Bar Bracket ...
1981 Money Counter for Model 425, 418-SA, & 414

Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—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 2017, 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 Vendor, 4-flavors, 200-can capacity, 32-cans precool storage.

ROWE AC SERVICES

Rowe—AMI M-200 Phonograph with Automatic, Stereo-Round (Plays 83-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility, 200 selections, 160 selections, or 100 selections.

HAC-200 Hideaway, 200 Sel. Mon.

HER-200 Hideaway, 200 Sel. Selective Stereo CFA Stepper, CFP Stepper, WQ-100 100 Sel. W.R. WQ-100 100 Sel. W.B. WQ-120 120 Sel. W.B. WQ-200 200 Sel. W.B. WQ-200-1 200 Sel. W.R. Dual Price Play, WQ-200-3 200 Sel. W.B. Dual Price Play, 4-coin Relector.

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

EX-600 Cylindrical Wall Speaker

EX-700 Wall Speaker

L-2130 Ceiling Spkr., Choice of Grille

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

Riviera Cigarette, 20 sel. 800 pack.

Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.

Ambassador Clg. Vendor 288; 14 sel., cap. 610

Celebrity Clg. Vendor 260; 20 sel., cap. 800

Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.

77 Candy Merchandiser, 11 sel., 360 cap.

Tasty 20 Candy Merchandiser, 20 sel., 560 cap.

Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.

Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.

Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.

Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.

Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.

Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.

Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

Customic Background Music (Tape Cartridge)

THE SEEBURG CORP.

LPC-480 (Tangerine or Blue) (6/63)

LPC-1B (Blonde Cabinet) Stereo LP Console, 100 Selection Phono.

LPC-1BR (Blonde Cabinet) Stereo LP Console, 160 Selection Phono, with remote control.

LPC-1—Stereo LP Console, 160 Selection Phono.

LPC-1R—Stereo LP Console, 160 Selection Phono., remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature. Plays 83-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.

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

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

SC-1—Stereo Console, 160 Selection.

Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers, Remote income totalizer. (Available in Copper Finish)

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

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

BACKGROUND MUSIC

Encore 1750 Sel.

BMS-2—Background Music unit, 1000 sel.

BMC-1—Background Music Compact

BMC-A-1—Companion Audio

CIGARETTE VENDOR

4E3—Modular unit, 825 pack capacity.

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

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

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

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

COFFEE VENDOR

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

664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5

664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 5

664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream), 450 7 oz. cups. Selective: 5

767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation. Coffee-Chocolate-Soup or Tea (dry ingredients), 650 cup capacity. Selective: 6

PIC-A-PAC

All-Purpose Vendor Model 15G1; 15 selections; Up to 315 items

SHIPMAN MFG. CO.

CIGARETTE VENDORS
Mark II; 13 or 17 columns

SOUTHLAND ENGINEERING CORP.

Little Pro (3/64) ...
Traveling Frog ...
Orbiting Gemini Ride ...
Traveling Dinosaur ...
Space Ship ...
Travel Pony (Adaptable to Other Rides)

UNITED MFG. CORP.

Tiger Shuffle (7/64) ...
Thunder Bowler (6/64)

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Movie Theaters
Model AP-10 ...
Panoram ...
Kiddie Kolor Kartoon

U.S. BILLIARDS INC.

6 Pkt. Series ...
Pro 1—78x46 ...
Pro 2—88x51 ...
Pro 3—93x53 ...
Pro 4—103x68 ...
Deluxe Rotation Bumper
Model 48 ...
Model 67

VALLEY SALES CO.

Model 775—78x45 ...
Model 875—88x50 ...
Model 975—93x53 ...
Regulation Bumper Pool

THE VENDO CORP.

CIGARETTE VENDORS
CA1A Console; 22 sel., cap. 850
C-23; 15 sel., cap. 520
429-Special; 11 sel., cap. 428

WILLIAMS MFG. CO.

Heat Wave IP (7/64) ...
San Francisco 2P (5/64) ...
Grand Slam Baseball (2/64) ...

THE WURLITZER COMPANY

2800 Stereo-Mono., 200-sel. phono.
2810 Stereo-Mono., 100-sel. phono.
Wall Boxes

5121 Private Stereo Spkr. for use on WB 5200 and WB 5250 with Models 2300 thru 2700

5010 WB Ten Top Tunes sel. 50¢

5250 WB 200-sel. 10-25-50¢

5207 WB 104-sel.

5200 WB 100-sel. 10-25-50¢

Speakers

5122 Stereo Convertible Console Spkr.

5123 Stereo Wall Spkr.—12" Coaxial

5124 Stereo Corner Spkr.—8" Extended Range

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

NAMA Holds A Vending Public Relations Conference; PR Experts See 'Pride In Business' As Key Problem Issue



TOM HERRICK

CHICAGO—Building the individual operator's pride in his business is the single biggest public relations need facing vending, according to the industry's professional public relations director and counselors. They expressed this opinion at a special "Vending Industry Public Relations Conference" sponsored by National Automatic Merchandising Association. The Conference, held July 13 in New York City, was the third such meeting conducted by the NAMA public relations department in recent years. Threefold purpose of the meeting, according to Conference Chairman Thomas L. Herrick, was "to establish agreement on the major public relations problems of the vending business; to sketch out possible long- and short-range approaches to meeting the problems, and to provide

a forum for coordination among all public relations professionals who serve the vending industry."

Herrick is chairman of the NAMA public relations committee and vice president, marketing for The Seeburg Corporation, Chicago. He said nearly every public relations professional related to the vending industry was present at the Conference.

The day-long discussion followed presentations by Walter W. Reed, NAMA public relations director, and Dale O'Brien, public relations counsel to NAMA on the cigarette-health issue.

Among public relations subjects analyzed were machine design, how operators merchandise their service, the "small business character" of vending, promotional publicity practices, opinion and market research and nutrition and population trends, Herrick reported.

The group decided to continue to meet in the future. The next session is planned during the 1964 NAMA Convention in Chicago in October.

Herrick pointed out that the first comparable conference sponsored by NAMA was held in Washington, D.C. in 1959 following the McClellan Committee hearings that year. The second such meeting was part of the highly successful, nationwide 75th Anniversary of vending, organized by NAMA in 1961. A total of 29 public relations professionals who serve vending industry and supplier companies took part in the Conference.

Participants, in addition to Herrick, Reed and O'Brien, were Russ Alberding, Servomation Corporation, New York, N.Y.; James Betts, United Food Management Services, Inc.,

Cleveland, O.; Grant C. Butler, Interstate United Corporation, Lincolnwood, Ill.; W. Glenn Craig, National Biscuit Company, New York, N.Y.; Gary Ferguson, Fleishman-Hillard, Inc., St. Louis, Mo. (representing Universal Match Corp.); Wm. E. Fitzgerald, Automatic Canteen Co. of America, Inc., Chicago, Ill.; A. Newell Garden, Raytheon Company, Lexington, Mass.; William S. Gouled, Macke Vending Company, Washington, D.C.; George E. Hoff, Jr., Rudd-Melikian, Inc., Warminster, Pa.; Alex Izzard, The Vendo Company, Kansas City, Mo.; Samuel A. Krasney, Continental-APCO, Inc., Westbury, L.I., N.Y.; Louis Leon, Coffee-Mat Corporation, Elizabeth, N.J.; Farley Manning, Farley Manning Associates, New York, N.Y. (representing Paper Cup & Container Institute); Robert O. McNearney, Universal Match Corporation, St. Louis, Mo.; Allan Meltzer, New York, N.Y. (representing The Seeburg Corporation); Clifford Peek, Paper Cup & Container Institute, New York, N.Y.; Frank Long and Bert Wilson, Automatic Retailers of America, Inc., Philadelphia, Pa.; Vernon Lang, Canadian Automatic Merchandising Association, Toronto, Ontario, Canada; Douglas Y. Robinson, Campbell Soup Company, Camden, N.J.; Mr. & Mrs. Ben Smith, Ben Smith Advertising, Inc., New York, N.Y. (representing Westinghouse Electric Corp.); J. Orrin Spellman and Jesse Taub, Harshe-Rotman & Druck, Inc., New York, N.Y. (representing Servomation Corporation); Joe Stern, Martin E. Janis & Company, Inc., New York, N.Y. (representing Automatic Canteen Co. of America, Inc.); and Gerald F. Whaley, NAMA, Chicago, Ill.

Canteen's 3rd Qtr. Sales Up Over 1963



PATRICK L. O'MALLEY

CHICAGO—Patrick L. O'Malley, President of Automatic Canteen Company of America, reported sales and operating revenues for the third quarter ending June 6, 1964, of \$61,720,226. Net earnings for operations, after taxes were \$1,181,526, equal to 18¢ per share. This compared to the third quarter 1963 sales and income of \$62,765,920, and \$693,433, or 10¢ per share.

Thirty-six weeks (or 3 quarters) 1964 sales and operating revenues amounted to \$182,232,638, as compared to corresponding 1963 revenues of \$179,941,838. Net earnings for the 1964 36-week period were \$3,422,265, or 51¢ per share, compared to 1963 net earnings of \$2,536,552, or 37¢ per share excluding non-recurring income. Non-recurring 1963 income for the 36-week period after taxes were \$678,000, or 10¢ per share, resulting from the sale of the plastics division.

O'Malley said, "Management looks forward to the sales growth and the earnings trend continuing through the fourth quarter of the current fiscal year." He further stated that the slight decrease in sales for the third quarter resulted from the sale and the elimination of unprofitable business, and pointed out that earnings per share for the period are up 80%.

NYAVA Enlists Ops' Support

NEW YORK—The New York Automatic Vending Association, Inc., which is now involved in a campaign to enlist operator compliance with the rules of the recently passed Speno Bill, has advised its members that pressure sensitive adhesive decals, which conform with the Bill's requirements are still available at 10¢ a piece, with minimum orders of one hundred.

The association has also announced the following names of firms and their representatives which have recently joined as NYAVA members. They are: Angelo Bruno, Jr. of the Brun-O-Matic Company, Canastota, New York; Robert F. Thayer and Harold Edeson of the General Cigar Co., Inc., and Z. T. Smith of the Standard Brands Sales Company, New York City; and Joseph R. Mallon of the Vendo Company, Hasbrouck Heights, New Jersey.

Scout Jamboree Has Microwave Cooking

VALLEY FORGE, PA.—All the meals served at the Sixth National Jamboree of the Boy Scouts of America being held here aren't being cooked by the 52,000 boys attending the meet. Someone has to serve the visitors, the staff and the executives, and for the fifth consecutive time the assignment has gone to ARA Slater School and College Services, of Philadelphia.

Richard Aschwanden, who heads a Slater staff of 42 persons including seven chefs, advises that the company will have provided meals and snacks for more than 70,000 by the time the Jamboree is over. The new feature this time is an installation of three microwave ovens in the headquarters snack tent. Scouts can get a 'missile-dog,' a 'radarburger' or a cheeseburger heated in 30 seconds by the electronic ovens.

Lines forming at the snack bar,

which is open from 9 a. m. to 1 a. m., move fast with this electronic treatment, Aschwanden stated. Also offered are pizzas, conventional sandwiches, beverages and ice cream. Aschwanden said sales at the snack bar had exceeded 3,000 in one day's time.

At the headquarters cafeteria, which is located in a tent seating 800 officials and guests at one time, 43,000 meals will have been served during the Jamboree. Hubert Perbix, executive chef, like Aschwanden, is a European-trained culinary specialist.

ARA Slater is a division of Automatic Retailers of America which serves more than 180 schools and colleges in 32 states and Puerto Rico. When campuses shut down for the summer, the Slater people in many cases are assigned to Boy Scout camps throughout the country.

ARA Board Recommends Increased Dividend

PHILADELPHIA—The finance committee of Automatic Retailers of America, Inc. recommended to the ARA board of directors that the next quarterly dividend to shareholders be ten cents a share, payable September 5 to shareholders of record on August 5, it was announced by the committee chairman, Herman G. Minter, senior vice president.

The committee further recommended that a regular quarterly ten-cent dividend policy be adopted. ARA paid the first dividend in its history, also ten cents a share, on June 5 of this year.

Sales of new accounts in the month of June will add approximately five million dollars in annual volume for ARA, president William S. Fishman had told a luncheon meeting of security analysts in N. Y. July 14th.

Fishman said that the company had added more than 25 major new client locations during the month. The June result brings the total of new

Sales Up For U.S. Tob.

NEW YORK—Consolidated net earnings and sales increased for United States Tobacco Company during the six months ending on June 30, 1964, it was announced last week by Louis A. Bantle, president of the company.

Sales totaled \$22,761,000, in comparison to \$22,253,000 for the first half of last year, Bantle advised. Estimated taxes on income for the first half of 1964 were \$1,964,000, compared with \$1,983,000 for the same period in 1963, he added.

VENDING

3 Bally 597 Batch-Brew \$95.00
 1 Seeburg 662 (Converted to soup and chocolate) Like New 95.00

ARCADE—KIDDIE RIDES—MISC.

ChiCoin Champion Gun Like New \$495.00
 1 Lee Horse 195.00
 Bally Bucky Horse NEW Phone
 2 Bally Horse 395.00
 ChiCoin Goalle (as Is) 75.00
 Capitol Auto-Test (as Is, plastic seats) 75.00
 Bally Bank Ball (2-plyr skee-ball) 175.00
 Bally Fun Phone 75.00
 New Bally Table Hockey 75.00

GUNS

Bally Gunsmoke \$175.00
 Bally Sharpshooter 150.00
 Bally Bullseye 125.00
 Genco Rifle Gallery 90.00
 Genco Wild West 175.00
 Wms Crossfire 175.00
 Standard Metal Typex 195.00

PINGAMES NEW

ChiCoin Bronco 2-Plyr 3-Plyr
 Model Add-A-Ball Model Phone

SHUFFLES—BWLRS.

Bally Pan American 14' 195.00
 National 22' Shuffleboard 395.00
 National 12' Shuffleboard (Bank) 295.00
 Bally Monarch 125.00
 United Line-Up 245.00
 United Sunny 195.00
 United Dual 125.00
 United Zenith 175.00
 United Cyclone 75.00
 Midway Skee Fun \$125.00

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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

NAC-TOA Trade Show List Continues To Grow

CHICAGO—Growing interest in the forthcoming Motion Picture and Concessions Industries Trade Show, to be held September 28-October 1 at the Conrad Hilton Hotel, Chicago, is very much in evidence, reports Spiro J. Papas, 1964 NAC Exhibit Chairman, while announcing that twelve more booths had been reserved.

An interesting development taking shape in this year's show, according to Papas, is the fact that requests for booths are being received almost daily from many new companies who are exhibiting for the first time and are introducing new advances in food preparation equipment, concession products and services and motion picture theatre equipment.

Among the latest additions to the Trade Show, which is co-sponsored by National Association of Concessionaires and Theatre Owners of America, are such companies as: Bonomo Candy Div., Gold Medal Candy Corp., Brooklyn; Bristol Electronics, Inc., Riverdale, New York; Canada Dry Corp., New York City; Drive-In Theatre Mfg. Co., Edwardsville, Kansas; F&F Laboratories, Chicago; Griggs Equipment, Inc., Belton, Texas; Heywood-Wakefield Co., Menominee, Michigan; Jet Spray Cooler, Inc., Waltham, Mass., and Pronto Food Corp., Chicago.

"This year's NAC-TOA exhibit should prove to be one of the most all-embracing shows of its kind," said Papas, "thus assuring delegates who will be in Chicago attending the conventions of both organizations an opportunity to see first hand the latest developments in the field of concession and theatre equipment, products and services. Many new and exciting items of equipment will be introduced for the first time."

Cig Sales Dip May Off 13%

NEW YORK—Cigarette sales reportedly dropped about 13% during May of this year, as compared with comparable figures for 1963, according to industry reports. The vending machine segment of this business, while not officially reported, appeared to have dipped accordingly.

While sales have been slow since the health hazard branding, they have picked up during January-February periods after the big dip in late December and early January. The switch to cigars has continued and sales increases have shown a monthly consecutive rise for five 30-day periods. The May figure was 13% ahead of last year's total. Of the first five months of 1964, cigarette sales during April appears to have either held or exceeded the previous year's monthly figure.

A report from the National Tax Tobacco Association indicates gains in cig sales in June in 29 of 41 reporting states. The increase, however, may have come about from tax increases in some of the states. Reporting in this area was on a dollar basis rather than individual product sales.

PM Saturates With 'Multifilter' Ads

NEW YORK—In a new move to supplement the already extensive 'Multifilter' cigarette network TV and magazine advertising schedule, Philip Morris Incorporated has announced a program of large, print ads in 152 newspapers covering 95 markets.

The print ad campaign, according to Ross R. Millhiser, Vice President and Director of Marketing, stresses the nature and importance of rare coconut-shell charcoal which Philip Morris Multifilter employs exclusively.

1963 Candy Sales Of \$1.32 Billion Mark 8th Record Year

NEW YORK—According to a report by the U.S. Department of Commerce, the sale of candy at the wholesale level during 1963 reached a record high of \$1.32 billion, or 5.5% above that of 1962. This marks the eighth straight time that annual candy sales have surpassed those of the previous year.

The sale of bar candy during the

year claimed 34.3% of the total and was only surpassed by boxed candy or "packaged goods" which accounted for 39.3% of the total candy volume. The Dept. revealed that bulk type confections were responsible for 11.1% of the '63 sales while penny candies took 4.9%.

The department's figures were presented at the annual convention of

the National Confectioners Association which was held in the Americana Hotel here last June. NCA president Douglas S. Steinberg advised association members that present trends indicated to him that 1964's candy sales figure ought to mark the ninth straight year during which this industry continued its fantastic record of growth.

because it is
priced
so low
it is
selling
big



Manufactured and Guaranteed
By Westinghouse
For Universal Vendors, Inc.

A good looking, good working vendor at a cost that enables you to buy and place 2 Candimats for the approximate cost of 1 competitive unit. For the widest distribution of product and assured profits even in marginal locations. Available in 8 or 9 columns with a choice of Candy or Snacks display signs. Vends at 5¢ and 10¢ with nickels or dimes.

9 columns... illustrated... 7 columns of 24 shelves and 2 columns for 100 packs of 5¢ gum or 68 packs of 10¢ gum... or mints. Total capacity 268 items.
8 columns... 24 shelves to column. Capacity 192 items.

CANDIMAT

8 or 9 COLUMNS FOR CANDY OR SNACKS

Order from the Candimat distributor in your area or write for complete details to...

UNIVERSAL VENDORS, Inc.

1616 Walnut Street, Philadelphia 3, Pa. PENNYPACKER 5-1026

BONANZA



Gottlieb's Colorful New 2-Player!

- Play-maker "Center Bank" feature relays ball to top of playfield
- Making top rollovers or mid-field targets lights center button, bottom rollovers and pop bumpers for high score

- Running light rollover feature scores up to 50 points
- Center button scores 100 and resets numbers 1 thru 4

- Match feature
- Stainless cabinet trim
- 3 or 5 ball play
- Playboard Auto-Clamp

Ask your distributor for a feature demonstration!

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

That Extra Touch of Quality



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

Meeting Dates & Trade Events

AUGUST

- 2-4 National Candy Wholesalers Association
Place: Sheraton Park Hotel, Washington, D.C.
- 3-5 American Management Association
Place: 135 W. 50th St., N.Y.C.
- 4-6 American School Food Service Association
Place: Portland Hilton Hotel, Portland, Ore.
- 24-26 National Association of Concessionaires Eastern Regional Conference
Place: Mayflower Hotel, Plymouth, Mass.
- 26-30 National Automatic Laundry & Cleaning Council
Place: N. Y. Coliseum (exhibits); Barbizon-Plaza (meetings), New York City

SEPTEMBER

- 6 Music and Vending Association of South Dakota, Business Meeting
Place: Mitchell, S.D.
- 18-19 Minnesota Candy & Tobacco Distributors Association
Place: Leaming Hotel, Minneapolis, Minn.
- 18-20 Iowa Association of Tobacco Distributors
Place: Hotel Savery, Des Moines, Iowa
- 24-26 Pennsylvania Association of Tobacco & Candy Distributors
Place: Tamiment-In-The-Poconos, Tamiment, Pa.
- 24-26 Michigan Tobacco & Candy Distributors and Vendors Association
Place: Statler-Hilton Hotel, Detroit, Mich.
- 24-26 Texas Merchandising Vending Association—Texas and Oklahoma Tobacco Distributors (joint meet)
- 25-27 MONY, NYS Operators Guild and Westchester Operators Guild
Place: Nevele Hotel, Ellenville, N.Y.
- 27-Oct. 2 National Association of Concessionaires
Place: Conrad Hilton Hotel, Chicago Annual Convention
- 28-Oct. 1 Motion Picture & Concessions Industries Trade Show
Place: Conrad Hilton Hotel, Chicago

OCTOBER

- 1-4 New York State Association of Tobacco Distributors, Inc.
Place: Concord Hotel, Kiamesha Lake, N.Y.
- 9-11 Tobacco Distributors Association of New Jersey, Annual Convention
Place: The Colony, Atlantic City, N.J.
- 14-16 Music Operators Of America
Place: Sherman House, Chicago Annual Convention
- 15-17 Ohio Association of Tobacco Distributors, Convention-Exhibit
Place: Statler-Hilton Hotel, Cleveland, Ohio
- 17-20 National Automatic Merchandising Assoc.
Place: McCormick Place, Chicago Annual Convention
- 29-30 Wisconsin Food and Tobacco Institute
Place: Schroeder Hotel, Milwaukee, Wisconsin

NOVEMBER

- 6-7 Wholesale Tobacco Distributors of Maryland
Place: Sheraton Belvedere Hotel, Baltimore, Md.
- 9-12 American Bottlers of Carbonated Beverages
Place: McCormick Place, Chicago, Ill.

FOR QUICK ACTION

CHROME WALL BOXES

100 SEEBURG \$15.00
3WI-100 SEL. eo.

100 SEEBURG \$35.00
3VWA-200 SEL. eo.

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EVERYWHERE

Active Adds 25,000 Sq. Feet



PHILADELPHIA — Joe Ash, President of Active Amusement Machine Co., Gottlieb and Rock-Ola distributors with offices in Philadelphia and Scranton, announced the purchase of an additional 25,000 square feet of land adjacent to his existing Philadelphia quarters.

Originally, the purchased property had a five story building on it which was demolished and removed. The remaining property was black topped for customer and employee parking. Additionally, the 25,000 square feet

will allow for expansion as the need arises.

Active also acquired a building adjacent to the firm's quarters with a total of 5,000 square feet. This building will house the company's expanded pool table operation.

The firm now occupies virtually one square block in the center of Philadelphia giving it ample room to increase its facilities and services in the near future. The above photograph shows the newly purchased land after it was cleared, leveled and black topped.



WURLITZER 2800



With The Fabulous **TEN TOP TUNES** **FEATURE**

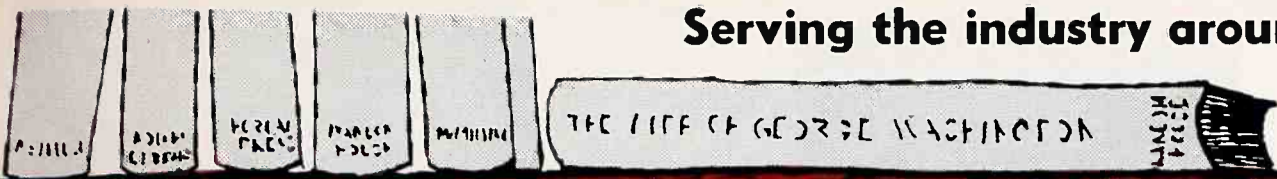
Of all the features found on phonographs calculated to stimulate play, the Wurlitzer Ten Top Tunes for Fifty Cents not only lapped the field right from the start, but has proved a consistent winner ever since.

Get this musical bargain at the touch of a golden bar going for you. It appeals to all ages in all types of places — beats all previous earnings wherever installed.

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N.Y.

Serving the industry around the world

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AUGUST 15th ISSUE!



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- ANNUAL WORLD WIDE DIRECTORY 1951-1952
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- ANNUAL WORLD WIDE DIRECTORY 1956-1957
- ANNUAL WORLD WIDE DIRECTORY 1957-1958
- ANNUAL WORLD WIDE DIRECTORY 1958-1959
- ANNUAL WORLD WIDE DIRECTORY 1959-1960
- ANNUAL WORLD WIDE DIRECTORY 1960-1961
- ANNUAL WORLD WIDE DIRECTORY 1961-1962
- ANNUAL WORLD WIDE DIRECTORY 1962-1963
- ANNUAL WORLD WIDE DIRECTORY 1963-1964



1964-1965 COIN MACHINE & VENDING DIRECTORY

22nd Anniversary Edition

THE COMPLETE
BUYERS' GUIDE
TO EQUIPMENT,
SUPPLIES, SERVICES

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PHONOGRAPHS

Illustrations of all current and post-war models. Franchised list of distributors for each factory line. Foreign representatives of U.S. manufacturers.

AMUSEMENT MACHINES

Illustrations of every current make and model machine. Complete list of every known manufacturer. Franchised distributor list for each factory. Foreign representatives of firms with international markets.

BACKGROUND MUSIC

List of manufacturers of players using cartridge, tape, special disk—with illustrations of all models and specifications. Distributors in U.S. markets.

KIDDIE RIDES

Illustrations of every current make and model. List of factories manufacturing rides. List of franchised distributors.

VENDING MACHINES—GENERAL

List of manufacturers of all types of vending equipment classified as to types of equipment manufactured by each firm.

CIGARETTE VENDORS

List of manufacturers of cigarette machines. Illustrations of every current model and make. List of franchised distributors and factory representatives. Current promotion allowances for each brand carried.

CANDY MACHINES

List of manufacturers of candy and cookies machines. Illustrations of current model candy-cookie-snack vendors.

SUPPLIERS

Complete lists of firms supplying the coin machine and vending equipment industries: parts, suppliers, merchandise, candy, cigarettes, allied industries.

EXPORT-INTERNATIONAL

1963 export statistics of phonographs, amusement machines and vending equipment, new and used, shipped to foreign markets during 12-month period. Analysis of volume, country-by-country breakdown of dollars, units, by category.

HISTORY OF YEAR IN REVIEW

Month by month record of trade events as they happened. People, equipment, and trade news reference.

JOBBERS-DISTRIBUTORS

Complete listing of every known equipment jobber in the U.S. State by state breakdown for easy reference.

ADVERTISEMENTS

Institutional sales messages from leading firms supplying the coin machine and vending business with equipment, supplies, services. Quick reference to buying sources.

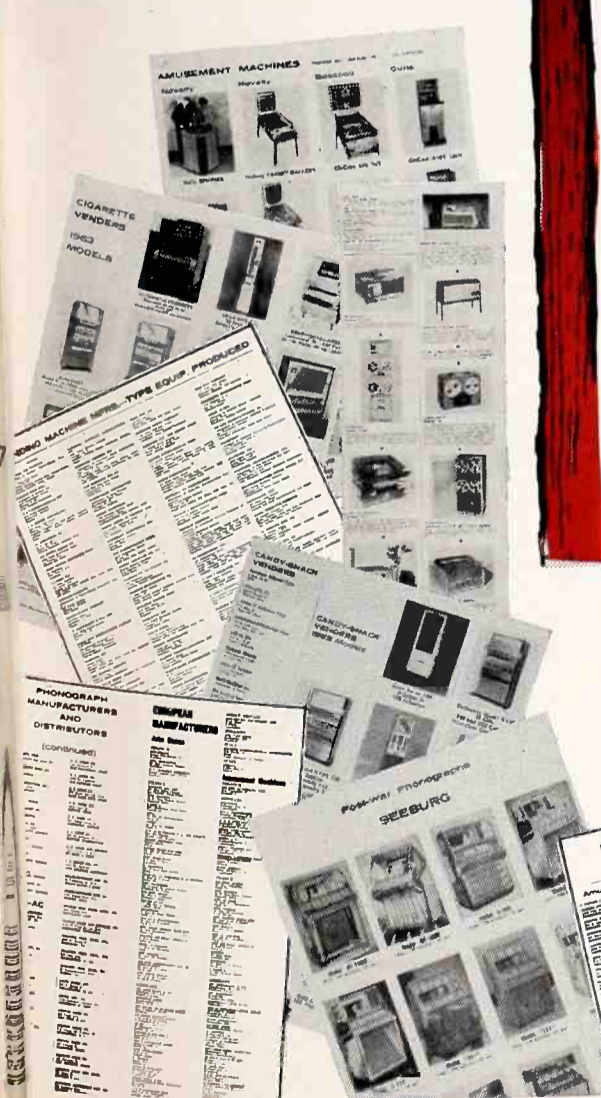
ANNIVERSARY SECTION

In observance of Twenty-Second Year serving the trade.

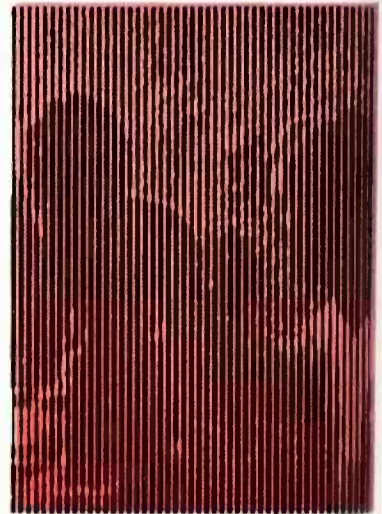
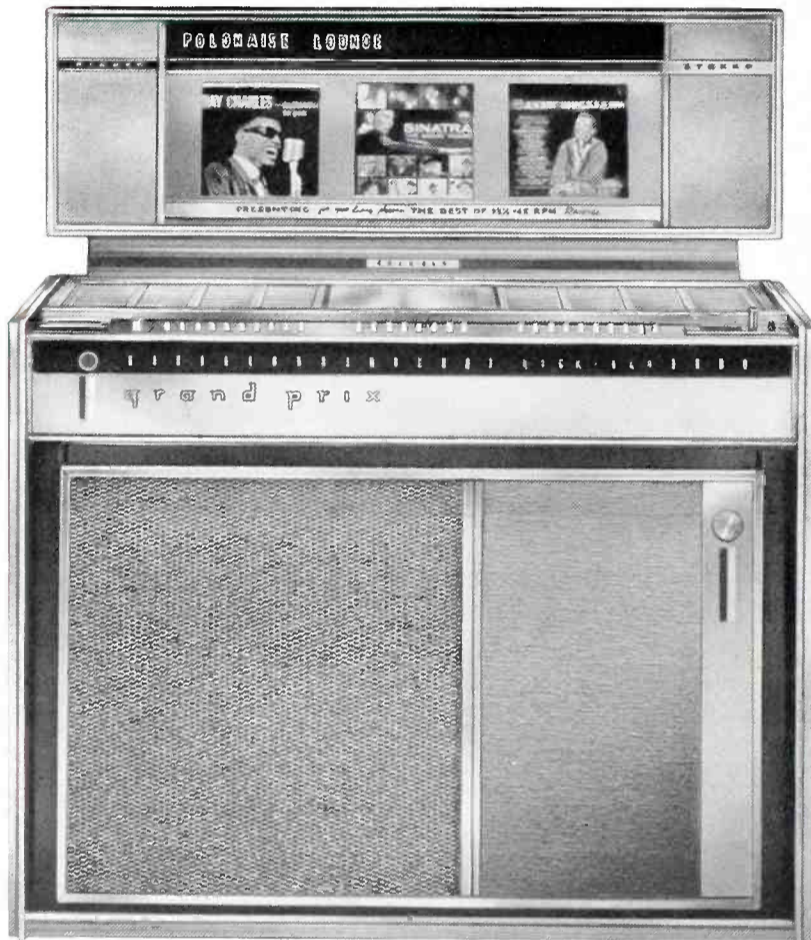
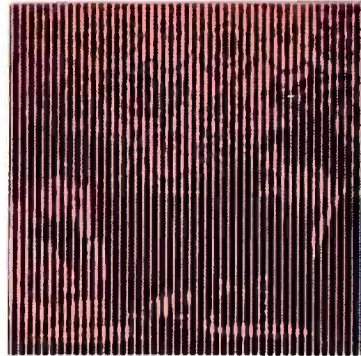
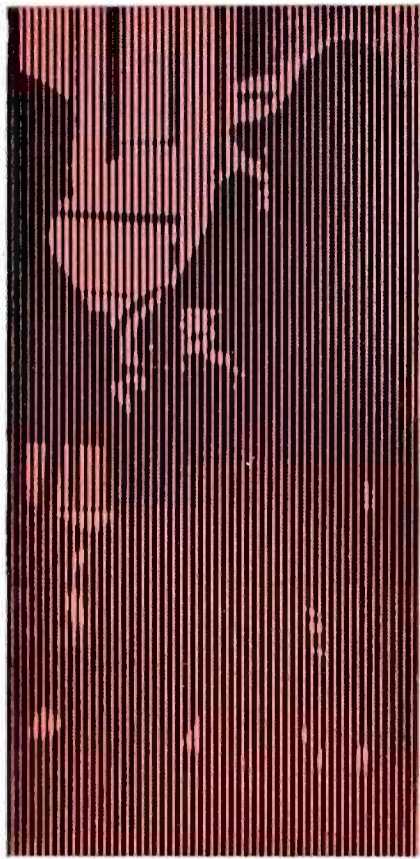
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Category	FOUR QUARTERLY REPORTS FOR 1963			
	Q1	Q2	Q3	Q4
Phonographs				
Amusement				
Machines				
Vending Machines				



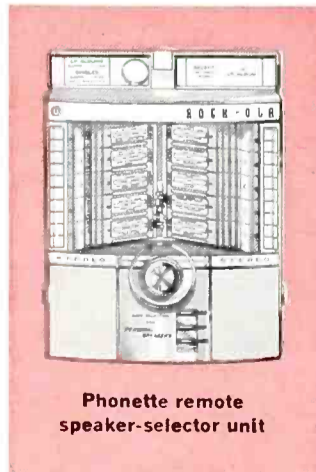
new world of sound from ROCK-OLA the 1964 **Grand Prix**...the prestige phonograph for all locations

160 PLAY STEREO MONAURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425

SPLENDOR OF STYLING Rock-Ola design simplicity distinguishes the new Grand Prix, versatile stereo sound center for any location. It takes up to 80 records, singles or albums, in any combination.

Its fine furniture styling in a mellow walnut tone imparts the warmth that inspires more frequent plays. And its mar-resistant, stain-resistant "Conolite" plastic laminate finish makes it easy to clean, gives it the rugged durability that keeps it smooth and gleaming.

Here at last is the ultimate in outstanding design, built-in Rock-Ola quality, and profitable Rock-Ola versatility. The mechanism itself is a triumph of Rock-Ola simplicity, engineered for the finest possible performance and the easiest possible servicing.



Phonette remote
speaker-selector unit

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 selector 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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