Cash Box

JULY 11, 1964

A unique combination of comedy and music has made the Smothers Brothers one of the hottest disk acts in the industry. The Mercury label's top twosome has been on the charts with each of its five albums, frequently riding with two and three albums at the same time. They are currently high in the best seller list with their latest album "It Must Have Been Something I Said." The Smothers, who recently headlined at N.Y.'s Basin Street East, and have a series of dates during the next two months, debut at San Francisco's posh Fairmont Hotel in September, quite a jump from their first job in that city's Purple Onion nitery. They will be doing concert dates in the Fall and are currently being considered for a TV series of their own as well as film roles. The boys are reported to have sold more than a million albums to date.

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A HIT SINGLE...
"THE WORLD OF LONELY PEOPLE"
NOW...A HIT ALBUM

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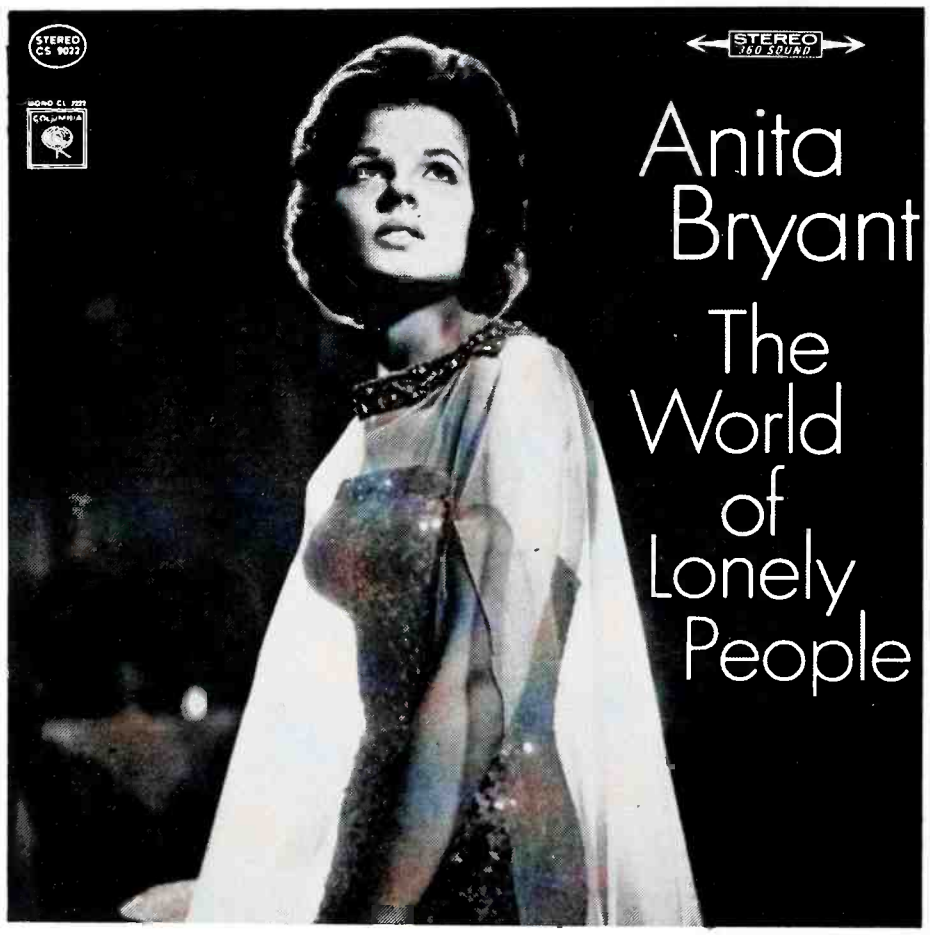

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7. "Laughing on the Outside"
8. "All Alone Am I"
9. "It's Not the Way It Used to Be"
10. "Why Me"
11. "World Without Love"
12. "Welcome, Welcome Home"

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Cash Box

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Cash Box

Vol. XXV–Number 44 July 11, 1964

Cash Box

(Publication Office)

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

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ARMADA's NEW CHALLENGE

"Critical," "Crucial" and "Turning Point" are strong, do-or-die words. They were used throughout last week's ARMADA convention to depict a sense of urgency for the music business as it enters a new era of involvement with the Federal Government through the soon-to-be promulgated trade practices rules and an investigation into distribution patterns in the U.S.

But, whether ARMADA officials were aware of it or not, these words had a double edge. In our observations and dialogs with industry personnel who attended the convention, we concluded that these words might well be applied to ARMADA itself.

The organization must face up to some uncomfortable facts of life. It must recognize that the trade has little desire to come to a convention to re-hash perennial grievances, which, no matter how well they may be articulated by many of its members, rarely enlighten and are never resolved.

It should be as clear as the Florida sun to ARMADA officials (who have a right to be exasperated in seeing their symposium endeavors meet with sparse attendance) that the annual convention itself can only gain stature as a "working convention."

That is, in regards to its annual meetings, the good offices of ARMADA must henceforth be directed toward activity that will see to it that the confab's major lure is the distrib-label conferences for the introduction of new summer and fall product.

Discounting other fringe benefits of attendance at the convention, the big draw, as each succeeding ARMADA convention bears out, are these unveilings of new product and programs.

ARMADA, with its very existence as an intra-industry organization at stake, must concentrate its efforts in re-organizing its convention fomat to make label-distrib meets the heart-and-soul of its annual get-together.

There was serious evidence presented at the convention that many distribs are weary of the time-and-expense of attending lavish new-product conventions in varied locales and are strongly in favor of getting the word of new merchandise and sales plans under the convenience of a single roof, at a single time. Distributors feel further that a label can do a bang-up sales presentation in the space of 2½ to 3 hours.

It is with this label and distrib tie-in that we see an invaluable annual convention role for ARMADA. We are well aware that some forums for the discussion of trade issues are necessary. They must, however, to attract maximum attendance take-up a minimum of convention time.

The preceding paragraphs have concerned ARMADA's intra-industry role. The convention also brought home with dramatic impact the recognition ARMADA has gained among members of Government who are keeping watchful eyes on the disk businss as part of an investigation into the U.S.'s amazingly complicated distribution system.

Two of them, Federal Trade Commissioner John Reilly and Rep. James Roosevelt, were distinguished guests at the ARMADA convention. Each underlined his debt to ARMADA in cooperating, through ARMADA attorney Earl Kintner, with the FTC and Rep. Roosevelt's House Sub-Committee on Small Business in reporting on current industry conditions to them for their respective purposes.

Both Commissioner Reilly and Rep. Roosevelt noted that they expect to continue to seek out aid from the association.

It was evident from remarks made by Commissioner Reilly that following the promulgation of the trade practices rules, ARMADA will act as liaison between the FTC and the industry in all matters concerning the effective enforcement of the set of rules. The FTC obviously cannot keep continually on top of the music business. It has found an able sounding-board in ARMADA, which it will be in close contact with in order to measure the success or failure of the trade rules. We received the impression that ARMADA will get action if and when it feels the need to pass on to the Federal Agency possible violations of the upcoming trade rules.

We also think the industry should be proud to know that Rep. Roosevelt in his contacts with other industries has often referred to the music business, ARMADA in particular, as an example of a business that has taken upon itself to express to the Federal Government a need for guidelines in the conduct of its affairs.

The efforts of ARMADA have clearly established the organization as the place for Washington to go to when the record business is the topic of the day. It also holds that ARMADA is going to be one of the record industry's most important men-in-Washington. And in the days and years ahead, this may well be the greatest function of the distrib organization.

ARMADA is needed on all levels of the business. Within the industry itself, its destiny, if it re-shapes its convention thinking, can be one of invaluable service. As a spokesman for the business where it's really going to count, it already commands respect and admiration.

ARMADA has its needs, too. Like any organization, it not only requires the continued support of its present membership, but must count on a steady flow of new members. We find it difficult to comprehend what kind of logic dictates non-membership by distribs in the association, whose activities, after all, benefit all distribs. If the problem is financial, it should be made known to non-members that ARMADA can make a join-now-pay-later arrangement. In these crucial times for the music industry, membership in ARMADA seems to us a matter-of-fact obligation, and, in more ways than one, good business.

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Cash Box TOP 100

PIN-UP SHEET

JULY 11, 1964

		Position 7/4	6/27
1	**RAG DOLL** (Saturday, Gavadima—ASCAP) ☆FOUR SEASONS-Philips-40211	3	25
2	**MEMPHIS** (Arc—BMI) ☆JOHNNY RIVERS-Imperial-66032	2	6
3	**I GET AROUND** (Sea Of Tunes—BMI) ☆BEACH BOYS-Capitol-5174	1	3
4	**MY BOY LOLLIPOP** (Nom—BMI) ☆MILLIE SMALL-Smash-1893	4	4
5	**CAN'T YOU SEE THAT SHE'S MINE** (Beechwood—BMI) ☆DAVE CLARK FIVE-Epic-9692	18	19
6	**A WORLD WITHOUT LOVE** (Macien—BMI) ☆PETER & GORDON-Capitol-5175	5	1
7	**THE GIRL FROM IPANEMA** (Duchess—BMI) ☆GETZ & GILBERTO-Verve-10322	10	13
8	**DON'T LET THE SUN CATCH YOU CRYING** (Pacemaker—BMI) ☆GERRY & PACEMAKERS-Laurie-3251	6	7
9	**CHAPEL OF LOVE** (Trio—BMI) ☆DIXIE CUPS-Red Bird-10-001	7	2
10	**BAD TO ME** (Metric—BMI) ☆BILLY J. KRAMER & DAKOTAS-Imperial-66027	12	15
11	**DANG ME** (Tree—BMI) ☆ROGER MILLER-Smash-1881	19	46
12	**PEOPLE** (Chappell—ASCAP) ☆BARBRA STREISAND-Columbia-42965	11	5
13	**NO PARTICULAR PLACE TO GO** (Arc—BMI) ☆CHUCK BERRY-Chess-1898	9	9
14	**DON'T THROW YOUR LOVE AWAY** (Wyncote—ASCAP) ☆SEARCHERS-Kapp-593	17	23
15	**THE LITTLE OLD LADY (FROM PASADENA)** (Trousdale—BMI) ☆JAN & DEAN-Liberty-55704	28	60
16	**GOOD TIMES** (Kags—BMI) ☆SAM COOKE-RCA-8368	20	39
17	**KEEP ON PUSHING** (Curtom—BMI) ☆IMPRESSIONS-ABC-10554	23	36
18	**WISHIN' AND HOPIN'** (Jonathan—ASCAP) ☆DUSTY SPRINGFIELD-Philips-40207	29	64
19	**LITTLE CHILDREN** (Rumbalero—BMI) ☆BILLY J. KRAMER & DAKOTAS-Imperial-66207	18	17
20	**TRY IT BABY** (Jobette—BMI) MARVIN GAYE-Tamla-54094	24	34
21	**LOVE ME WITH ALL YOUR HEART** (Peer Int'l—BMI) ☆RAY CHARLES SINGERS-Command-4046	13	8
22	**WALK ON BY** (Blue Seas, Jac—ASCAP) ☆DIONNE WARWICK-Sceptor-1274	16	12
23	**NOBODY I KNOW** (Maclen—BMI) ☆PETER & GORDON-Capitol-5211	41	79
24	**ALONE** (Selma—BMI) ☆FOUR SEASONS-Veejay-597	31	40
25	**WHAT'S THE MATTER WITH YOU BABY** (Jobete—BMI) ☆MARVIN GAYE & MARY WELLS-Motown-1057	26	27
26	**LOVE ME DO** (Beechwood—BMI) BEATLES-Tollie-9008	15	10
27	**TELL ME WHY** (Signet—BMI) ☆BOBBY VINTON-Epic-9687	14	11
28	**YESTERDAY'S GONE** (Unart—BMI) ☆CHAD & JEREMY-World Artists-1021 *OVERLANDERS-Hickory-1258	30	35
29	**HELLO DOLLY** (E. H. Morris—ASCAP) ☆LOUIS ARMSTRONG-Kapp-573	22	20
30	**I WANNA LOVE HIM SO BAD** (Trio—BMI) ☆JELLY BEANS-Red Bird-10-003	43	81
31	**UNDER THE BOARDWALK** (T.M.—BMI) ☆DRIFTERS-Atlantic-2237	51	70
32	**FARMER JOHN** (Venice—BMI) ☆PREMIERS-Warner Bros.-5443	46	59
33	**I STILL GET JEALOUS** (E. H. Morris—ASCAP) ☆LOUIS ARMSTRONG-Kapp-597	36	44
34	**I'LL BE IN TROUBLE** (Jobete—BMI) ☆TEMPTATIONS-Gordy-7032	32	38
35	**REMEMBER ME** (Gil—BMI) ☆RITA PAVONE-RCA-8365	35	42
36	**ALONE WITH YOU** (Metric—BMI) ☆BRENDA LEE-Decca-31628	27	30
37	**HEY HARMONICA MAN** (Jobete, Little Darlin'—BMI) ☆STEVIE WONDER-Tamla-54096	48	62
38	**TENNESSEE WALTZ** (Acuff Rose—BMI) ☆SAM COOKE-RCA-8368	40	41
39	**STEAL AWAY** (Fame—BMI) ☆JIMMY HUGHES-Fame-6401	50	65
40	**LAZY ELSIE MOLLY** (Evanston, Picturetone—BMI) ☆CHUBBY CHECKER-Parkway-920	39	43
41	**BEANS IN MY EARS** (Fall River—BMI) ☆SERENDIPITY SINGERS-Philips-40198	25	28
42	**DON'T WORRY BABY** (Sea Of Tunes—BMI) ☆BEACH BOYS-Capitol-5174	37	26
43	**TODAY** (Miller, Heritage—ASCAP) ☆NEW CHRISTY MINSTRELS-Columbia-43000	34	24
44	**MY GUY** (Jobete—BMI) ☆MARY WELLS-Motown-1056	21	14
45	**DIANE** (Miller—ASCAP) ☆BACHELORS-London-9639	33	21
46	**GIVING UP** (Trio—BMI) ☆GLADYS KNIGHT & PIPS-Maxx-326	49	49
47	**NOT FADE AWAY** (Nor Va Jak—BMI) ☆ROLLING STONES-London-9657	44	54
48	**EVERYBODY LOVES SOMEBODY** (Sands—ASCAP) ☆DEAN MARTIN-Reprise-0281	70	87
49	**WHAT'D I SAY** (Progressive—BMI) ☆ELVIS PRESLEY-RCA-8360	42	16
50	**BEG ME** (T. M.—BMI) ☆CHUCK JACKSON-Wand-154	53	57
51	**PEG O' MY HEART** (Leo Feist—ASCAP) ☆ROBERT MAXWELL-Decca-25637	55	61
52	**I'LL TOUCH A STAR** (Blen, Hollyhill Lesjohn—ASCAP) ☆TERRY STAFFORD-Crusader-105	45	22
53	**SOMETHING YOU GOT** (Tunetell—BMI) ☆ALVIN ROBINSON-Tiger-104	54	56
54	**TEARS AND ROSES** (Davilene—BMI) ☆AL MARTINO-Capitol-5183	38	18
55	**I LIKE IT LIKE THAT** (Jobete—BMI) ☆MIRACLES-Tamla-54098	71	—
56	**A HARD DAY'S NIGHT** (Unart, Maclen—BMI) ☆BEATLES-Capitol-5222	—	—
57	**YOU'RE MY WORLD** (Hill & Range—BMI) ☆CILLA BLACK-Capitol-5196	64	69
58	**DO I LOVE YOU?** (Mother Bertha, Hill & Range—BMI) ☆RONETTES-Philles-121	69	76
59	**(YOU DON'T KNOW) HOW GLAD I AM** (Roosevelt—BMI) ☆NANCY WILSON-Capitol-5198	66	77
60	**WHAT HAVE I GOT OF MY OWN** (Sawtell & Herring—ASCAP) ☆TRINI LOPEZ-Reprise-0276	68	73
61	**THE WORLD I USED TO KNOW** (In—ASCAP) ☆JIMMIE RODGERS-Dot-16595	63	67
62	**SHARE YOUR LOVE WITH ME** (Don—BMI) ☆BOBBY BLAND-Duke-377	65	71
63	**I BELIEVE** (Cromwell—ASCAP) ☆BACHELORS-London-9672	73	80
64	**EVERY LITTLE BIT HURTS** (Jobete—BMI) ☆BRENDA HOLLOWAY-Tamla-54094	58	32
65	**YOU'RE MY REMEDY** (Jobete—BMI) ☆MARVELETTES-Tamla-54097	75	—
66	**ANGELITO** (Gil-Epps—BMI) ☆RENE & RENE-Columbia-43054	79	84
67	**MILORD** (Alamo—ASCAP) ☆BOBBY DARIN-Atco-6297	47	39
68	**JUST BE TRUE** (Curtom-Conrad—BMI) ☆GENE CHANDLER-Constellation	78	—
69	**TELL ME** (Arc—BMI) ☆ROLLING STONES-London-9682	85	—
70	**MIXED-UP, SHOOK-UP GIRL** (Ben-Lee—BMI) ☆PATTY & EMBLEMS-Herald-590	80	96
71	**KICK THAT LITTLE FOOT, SALLY ANN** (Screen Gems, Columbia—BMI) ☆ROUND ROBIN-Domain-1404	74	75
72	**AL DI LA** (M. Witmark & Sons—ASCAP) ☆RAY CHARLES SINGERS-Cammand-4049	—	—
73	**PARTY GIRL** (Schwartz—ASCAP) ☆BERNADETTE CAROL-Laurie-3238	62	55
74	**SUGAR LIPS** (Tree—BMI) ☆AL HIRT-RCA-8391	—	—
75	**HANDY MAN** (Travis—BMI) ☆DEL SHANNON-Amy-905	88	—
76	**ANYONE WHO KNOWS WHAT LOVE IS** (Metric—BMI) ☆IRMA THOMAS-Imperial-166041	83	93
77	**FIRST NIGHT OF THE FULL MOON** (Famous—ASCAP) ☆JACK JONES-Kapp-589	84	91
78	**C'MON AND SWIM** (Taracrest—BMI) ☆BOBBY FREEMAN-Autumn-2	89	—
79	**OH! BABY (WE GOT A GOOD THING GOIN')** (Nujac—BMI) ☆BARBARA LYNN-Jamie-1277	87	—
80	**I WANT TO HOLD YOUR HAND** (Duchess—BMI) ☆ARTHUR FIELDER & BOSTON POPS-RCA-8387	86	—
81	**HICKORY DICK AND DOC** (Fred Rose—BMI) ☆BOBBY VEE-Liberty-55700	67	83
82	**WHERE DID OUR LOVE GO** (Jobete—BMI) SUPREMES-Motown-1060	—	—
83	**I'M INTO SOMETHING GOOD** (Screen Gems, Columbia—BMI) ☆EARL JEAN-Colpix-729	99	—
84	**LIKE COLUMBUS DID** (Myto—BMI) REFLECTIONS-Golden World-12	—	—
85	**I CAN'T HEAR YOU** (Screen Gems, Columbia—BMI) ☆BETTY EVERETT-VeeJay-599	91	—
86	**SHE'S MY GIRL** (Specforious—BMI) BOBBY SHAFTO-Rust-5082	90	95
87	**IT AIN'T NO USE** (Curtom, Jalynne—BMI) ☆MAJOR LANCE-Okeh-7197	92	88
88	**SHE'S THE ONE** (Liphilben-Chartbuster—BMI) ☆CHARTBUSTER-Mutual-502	96	—
89	**GIRLS** (Curtom—BMI) ☆MAJOR LANCE-Okeh-7179	72	78
90	**LOVE IS ALL WE NEED** (Trovis—BMI) ☆VIC DANA-Dolton-95	97	100
91	**IF I'M A FOOL FOR LOVING YOU** (Drury Lane, Beckie—BMI) ☆BOBBY WOOD-Jay-285	93	98
92	**IT'S ALL OVER NOW** (Kags—BMI) ☆VALENTINOS-Sar-152	94	99
93	**A LITTLE TOY BALLOON** (Duchess—BMI) ☆DANNY WILLIAMS-United Artists-729	82	86
94	**DREAM LOVER** (Screen Gems, Columbia—BMI) PARIS SISTERS-MGM-13236	98	—
95	**FERRIS WHEEL** (Fred Rose—BMI) ☆EVERLY BROS.-Warner Bros.-5441	—	—
96	**SAILOR BOY** (Screen Gems, Columbia—BMI) ☆CHIFFONS-Laurie-3262	—	—
97	**HAUNTED HOUSE** (Venice B Flat—BMI) ☆GENE SIMMONS-Hi-2076	100	—
98	**ALL GROWN UP** (Mother Bertha, Trio—BMI) ☆CRYSTALS-Philles-122	—	—
99	**BABY COME HOME** (Rosewood-Day, Bob Hilliard—ASCAP) ☆RUBY & ROMANTICS-Kapp-601	—	—
100	**A QUIET PLACE** (Rittenhouse—BMI) ☆GARNET MIMMS & ENCHANTERS-United Artists-715	—	—

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Beatles Make Sales History For UA; Orders Over 1 Million For Pic Track Album; Capitol To Bow 3 Track Singles By Mid-July

MIAMI BEACH, FLA.—United Artists Records undoubtedly made indie label history down in Florida when it accepted orders in excess of 800,000 albums from its distributors for one LP.

The album, of course, is the track of the Beatles' up-coming film "A Hard Day's Night." No UA album had ever come close to that figure on its initial order. Prior to leaving the ARMADA Convention, however, that figure had already exceeded the 1,000,000 album mark thanks to re-orders placed prior to departure time. Re-orders were prompted by distributors checking with their home offices to get a closer feel of the market's response to the new LP.

UA expects to have more than two million LP's shipped by mid-July.

If the success of the LP is translated into similar success in the singles field, there could be a wild situation at the top of the charts with a possibility of the Beatles holding all ten spots out of the top ten. Since there is a very good possibility that there will be ten sides issued in singles form by the end of next month.

Capitol, which has singles rights to cuts of the LP on UA has, of course, already rushed out a two sider coupling "A Hard Day's Night" with another cut. However, by the middle of last week, Capitol (which has no LP of the track) had decided to issue two more singles from the soundtrack.

(Continued on page 38)

Columbia Bows 20 New July LP's

NEW YORK—Columbia Records has announced that it has released 20 new albums for July highlighted by the original cast etching of the World's Fair musical, "To Broadway With Love."

Other sets in the summer release are "The Importance of Being Oscar" with Michael MacLiammoir and eight electronically re-channeled for stereo re-issues that include "Babes In Arms," "Girl Crazy," "Brigadoon," "Oh, Kay!," "On Your Toes," "The Boys From Syracuse," "Roberta," and "Ernest In Love."

The Masterworls entries are "Die Schone Mullerin" with Lotte Lehmann, "Suite Espanola," "Pavana Capricho" and "Cantos de Espana" by Albeniz with pianist Alicia de Larrocha; Andrew Imbrie's Violin Concerto and Cecil Effinger's Little Symphony No. 1 with the Columbia Symphony conducted by Zoltan Rozsnyai and Carroll Glenn as violinist.

The pop release features "Three Window Coupe" by the Rip Chords, "The World Of Lonely People" by Anita Bryant, "The Great Years" by Johnny Mathis, "Slippin' Around" by George Morgan and Marion Worth, "Septet" by Art Van Damme, and "Dance Dance Dance" by Frankie Yankovic.

Larry Newton To Stay At ABC-Par

NEW YORK—Larry Newton will remain at his post as vp of ABC-Paramount Records. In answer to a question from Cash Box based on rumors heard at the ARMADA meet, ABC-Par president Sam Clark said that no exec at the company would leave the label as a result of any recent exec additions to the company. Trade rumors have had it that Newton might accept a major position with Colpix Records. The Clark announcement was viewed as a method designed to end those rumors.

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PIERRE MONTEUX DIES

NEW YORK—Pierre Monteux, whose art as a conductor won the admiration of more than two generations of music lovers, died last week (1) at the age of 89 at his home in Hancock, Me.

Still active past his 89th birthday last April, he became the music world's longest active conductor, and only recently was a planned concert tour—with the London Symphony, of which he became music director in 1960—cancelled because of his failing health.

Monteux was born in Paris on April 4, 1875 and studied at the Paris Conservatoire. Although groomed in the tradition of the musical giants of

(Continued on page 37)

Decca Becomes 4th Major In MOA Fold

NEW YORK—The participation of four major labels at the MOA Convention in Oct. has been assured with the announcement that Decca Records would exhibit at the confab. Claude Brennan, national sales manager of the label, notified the trade last week that Decca had accepted an exhibitor role at the annual meeting of jukebox operators. Previously, Columbia, Capitol and Victor had agreed to exhibit at the Chicago meeting.

Jack Loetz Is New Columbia Records V.P.

JACK LOETZ

NEW YORK — Goddard Lieberson, president of Columbia Records, has announced the appointment of Jack Loetz as vice president and general manager of Columbia Record Distributors. Prior to his appointment, Loetz was general manager of the label's distribution organization.

In his new position, Loetz will be responsible to William P. Gallagher, vice president of marketing, for directing the activities of the firm's record distributors.

Liberty Opens Distrib Branch In Los Angeles

HOLLYWOOD — Liberty Records' marketing director Don Bohanan has announced the opening of Liberty Records Distributing Company of California.

The label also has factory-owned branches in Miami, New York, Chicago, St. Louis and Cleveland.

Simultaneously Lee Mendell, manager of branch sales, revealed that Liberty had acquired an entire building located at 3018 W. Pico Boulevard, L.A., and is now open for business.

Mendell has also appointed Julio Aiello as branch manager, who, in turn, set key men for the operation including four salesmen; Wally Peters, Frank Shue, Lowell Caldwell, Ed Mosley and operations manager George Wilcock.

LRDC of California's staff have already gone into the field to call on retail outlets. Most of these men have served in sales and promotion as well as point of sale. Branch manager Julio Aiello was a one-time vocalist, featured with Jack Fina's orchestra for one year and with Jan Garber for seven. Saleswise, he worked Los Angeles via Sunland and later joined Hart Distributors.

Wally Peters began his tenure in the record business part-time at L.A.'s House Of Sight & Sound while a student at UCLA. Peters entered the distribution field with Record Merchandising Co. as an inside man. He moved over to Allied Records in sales for about a year and finally joined Dot Records at their branch as a sales-promo man, prior to his new post at LRDC of California.

Frank Shue was a Columbia Records sales-promo staffer, following a stint with the Marine Corps. He also helmed his own promotion office representing such artists as Tony Bennett, Kitty Kallen, Johnny Ray and The Brothers Four.

Lowell Caldwell broke into the industry as a salesman for Decca for two years. The past nine years saw Caldwell representing Capitol Records in sales.

Ed Mosley majored in speech and radio at Ohio University. He was a radio announcer in Cleveland. Later, he broke into sales, more recently with a position involving sales and promo at L & S branch of Record Sales.

Operations manager George Wilcock spent theree years as Credit Manager of the Lighting Corporation of Los Angeles. For six years he labored as an office and credit manager of Burgermeister Brewing Corporation. He entered the record industry as an indie credit manager for smaller firms.

ATCO Offers New Beatles Single

NEW YORK—Atco Records released its second singles effort featuring the Beatles last week. The date, "Ain't She Sweet," features a vocal by Beatleite John Lennon, and was originally released on Germany's Polydor label. Most of Polydor's Beatles' sides have featured Tony Sheridian, a non-Beatle.

According to Atco, the deck was issued following exposure of the original Polydor release by deejays in Calif., Miami and Atlanta. Atco says its getting orders from all parts of the country, including a 10,000 backorder in Calif.

Continuing in the English sound mood, Atlantic and Atco released two other dates by English performers. Atlantic marketed "The Rise And Fall Of Flingle Bunt," from its Shadows' LP, ""The Shadows Know," while Atco released "A Little Bit Of Lovin'" by the Foremost.

All three dates will get nationwide promo from both labels.

WB Ups Smith To Head Of Singles A&R; Hinton Named Nat'l Promo Mgr.

BURBANK—Mike Maitland, Warner Bros. Records president, announced two major promotions last week.

Joe Smith has moved up as director of singles A&R and Bruce Hinton has been made national promotion manager.

Smith, who has been directing the singles A&R chores for Warner Bros., as well as handling national promotion for both Warner Bros. and Reprise, will relinquish the latter to Hinton.

Smith will now administrate all A&R matters for WB singles exclusively, and will continue with and expand WB agreements with indie record producers, as well as assign new projects, direct the acquisition of singles master purchases and the signing of new artists to the WB label. Smith will coordinate these functions with Jimmy Hilliard, WB's director of album A&R. Both execs will work closely with Arty Mogull, recently named director of the label's eastern operations in New York. Smith continues to report directly to Maitland.

Hinton will assume all responsibility for both WB and Reprise national promotion departments, working with a field force of eight men the label maintains in eight markets, including Walt Calloway, Bill Casady, Marvin

(Continued on page 38)

RCA Victor Ups Burkhimer To Manager Of Pop LP Planning & Merchandising

DON BURKHIMER

NEW YORK—Donald J. Burkhimer, former tapes and services manager at RCA Camden, has been promoted to manager of pop album planning and merchandising at RCA Victor Records, it was announced last week by Irwin Tarr, the firm's planning and merchandising head.

The exec's new major responsibility will be the development of merchandise plans and programs for Victor pop albums. Reporting directly to Tarr, Burkhimer will work with sales and A&R departments and maintain constant liaison with advertising promotion personnel, as well as with distributors and dealers to stimulate and expand sales of the label's album product.

Burkheimer has been manager of RCA Camden tapes and service since Dec. 1958, and until his current appointment had been responsible for the advertising and promotion of magnetic tape products, educational products, premium records, shows and exhibits, advertising services and the cataloging department. He came to the record division in 1958 from the television division where he operated in sales and promotion since 1955.

A graduate of LaSalle College Burkhimer did graduate work at Laval University in Quebec and at the Charles Morris Price School. He also served as an instructor in the U.S. Army Signal School.

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UA Re-Pacts Ferrante & Teicher

NEW YORK—Duo pianists Ferrante & Teicher will continue their five year association with United Artists Records via a new long-term exclusive pact, according to David Picker, president of the label.

In their half decade with the label, the pair has scored with a number of singles and LP's, specializing in romantic themes from the movies, including "The Apartment," "Exodus" and "Tonight" from "West Side Story."

Following their disk successes, the team became a big concert draw and network TV attraction.

Their current singles release is "The Seventh Dawn," another pic theme. Due for release soon is an LP of "My Fair Lady" songs, designed to cash-in on the upcoming flick version of the classic show.

During the past six months, UA's new management team has made a number of artist deals, including the re-pacting of guitarist Al Caiola, the arrivals of Frankie Avalon, Betty Carter, La Playa Sextet, Mark Thatcher, writer-conductor Riz ("More") Ortolani and Barry Gordon. Hits have come from pactees Bobby Goldsboro, Danny Williams and Garnet Mimms.

MGM Rushes 6 Tracks In Summer Festival

NEW YORK—It's "Summer Soundtrack Festival" time at MGM Records. The label has announced a drive on six MGM soundtrack items, timed for national and local release of the MGM flicks in the hot-weather months ahead.

The soundtracks are "The Unsinkable Molly Brown," "Looking for Love," "Night of the Iguana," "Circus World," "Flipper's New Adventures" and "How the West was Won."

For point-of-sale, the label has devised 18" by 18" blow-ups and 12" by 12" display easels. There are also individual streamers on each flick and a large poster puts emphasis on all six. Newspaper co-op ads, as well as heavy concentration on radio exposure are planned. Additionally, trade advertising will supplement consumer point-of-sale aids.

Distrib salesmen will be able to participate in an incentive program that could earn them, via a point system, "vacation money."

AF In Brazil Sold To Bastos, Gen. Mgr.

NEW YORK—Sid Frey has sold his affiliated Brazilian label, Audio Fidelity do Brasil Ltd. to Sebastiao Bastos, who, as general manager, has been in charge of the label since its formation in 1959.

For the past three years, Bastos, a 14-year music business vet in Brazil, has been producing local Brazilian recordings for the AF catalog, including such successes as "Samba em Preludio," a single, and "Organ, Samba and Percussion," an LP.

Reilly Tells ARMADA He Sees Forward Step In Rules That Can't Please All; Rooseveit Sees Need For Sweeping Study of Marketing By Pres. Commission

MIAMI BEACH—"Many in the industry will be dissatisfied with the Rules and there will be grumbling, but no one yet knows how to please all of the people all of the time. If you continue in the same spirit you have set out, you will take a giant step toward solving your industry problems."

With these words, John Reilly, Commissioner of the Federal Trade Commission cautioned and consoled members of the trade who were present at his address during the ARMADA convention last week. The rules, of course, are the impending trade practices rules, formulated by the FTC.

In conceding that some of the rules will be open to question by tradesters, Reilly recommended that the Commission staff or ARMADA, or other trade organization, six months after the rules have been promulgated send out questionaires, which would attempt to ascertain how the rules have worked, whether any particular rules have in practice shown themselves to be useless; whether the industry

(Continued on page 10)

MIAMI BEACH—A sweeping study of anti-trust laws with respect to marketing practices was called for by Rep. James Roosevelt, chairman of the House Subcommittee on Distribution for the House Select Committee on Small Business.

The Congressman expressed this desire in a speech presented at a luncheon in the Eden Roc Hotel during last week's ARMADA confab.

At a press conference following his talk, Rep. Roosevelt declared that he hoped a Presidential Commission—on the order of the famed Hoover Commission—could be appointed and begin its study by the beginning of 1965. He agreed with the contention, expressed by ARMADA attorney Earl Kinter and others, that the Robinson-Patman Act, dealing with price discrimination on the distribution level, has not been properly enforced.

"The structure of our antitrust

(Continued on page 10)

ARMADA Re-Elects Heilicher Pres., Choose Other Execs

MIAMI BEACH, FLA.—Amos Heilicher, president of ARMADA when the Fair Trade Practices rules were suggested to the FTC, has been re-elected president of the distributor association and accepted the honor with a comment that he would be very proud to serve as president again to see that the rules are accepted as industry guidelines by the Commission. "It will be a great pleasure to see this through," said Heilicher, "then someone else can serve as president."

Also re-elected to executive posts were Jim Schwartz, who returns as Treasurer; and Irwin Fink who returns as Secretary. Bob Chatton, formerly a regional veep, becomes Executive Vice-President under Heilicher in the new regime. He replaces Jimmy Martin who held the post last year and this year will serve as the midwestern regional veep. Bill Davis was elected to the post of Western Regional V.P. and Harry Levin was chosen Eastern Regional V.P.

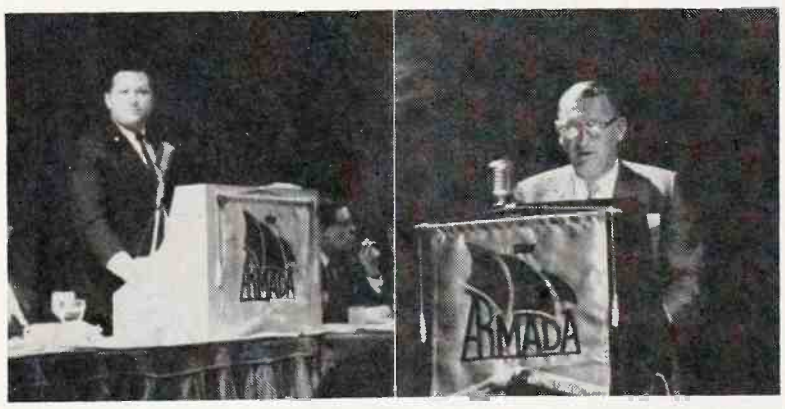
The Board of Directors include: Jake Friedman of Atlanta, Milt Saltstone of Chicago; Hutch Carlock of Nashville; Henry Nathanson of Baltimore; Henry Levin of Detroit; Al Chotin of St. Louis; Henry Hildebrand of New Orleans; and Ike Klayman from Cincinnati.

Ed Jones will continue to serve as the association's Executive Secretary.

ROSA Elects Officers, Stone Stays As Prexy

MIAMI BEACH—A new slate of officers was elected by ROSA, the one-stop association, during its special meet during last week's ARMADA confab. Stan Stone of Galaxy One-Stop in New York was elected president. He recently took over the helm of the organization following the resignation of Irv Perlman of I. J. Morgan One-Stop in Philly, who was elected a vp, as was Tom Mutter of Consolidated One-Stop of Detroit. Pat Cohen of Pat's One-Stop of Richmond, Va. was elected treasurer.

MIAMI BEACH, FLA.—There was no doubt at the Eden Roc Hotel in this city that during the last week in June the hotel belonged to the Record Industry. Above the front desk in the main lobby of the hotel ARMADA arranged for the display of logos of associate record company members. Attendance at the convention was the best ever. More distributors attended this ARMADA meet than any previous convention and more manufacturers (some not registered as associate members) turned up at the hotel to rub elbows with their distribs. And, as always, a considerable amount of business, line changing, etc., was done in the lobby, on the beach, at the pool and elsewhere—a most important aspect of a successful convention the substance of which does not take place in the convention limelight.



MIAMI BEACH, FLA.—One of the highpoints of the ARMADA Convention was the address by FTC Commissioner John Reilly, (left) who praised ARMADA and its concern about methods to improve its own industry difficulties. Reilly has been diligently working to get the Trade Practices Rules approved by the Commission at an early date. He told Cash Box that he expected them to be finalized by mid-August. On right is Amos Heilicher, thanking the members for re-electing him president of ARMADA for another term.

MIAMI BEACH, FLA.—Although the panel discussions were poorly attended, an interesting one dealt with the high cost to distributors of hopping around the country during the summer to hear and see new product introduced by manufacturers in varied locales. Above (l. to r.) Bob Sommers of Warner Bros., Al Cahn of Kapp and distributors Bill Davis and Al Chotin discuss the topic (see separate story).

MORE ARMADA NEWS ON PAGES 8 & 10

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ARMADA's Heilicher: A President Angered At Apathy

MIAMI BEACH, FLA.—Amos Heilicher, president of ARMADA, said what he did not want to say or thought he would have to say as he opened the 6th annual ARMADA convention on Friday morning, June 26.

Only a fraction of the conventioneers attended the official opening of the confab, the schedule of which had a day and a half sliced off (the Tuesday, June 30, series of events was dropped, and a scheduled Wednesday meeting of the ARMADA board to elect new officers took place on Sat., June 27).

Speaking off-the-cuff, Heilicher said he felt "disgust and shame" at the apathy shown by the trade present at the confab in staying away from the opening session. This apathy continued at all symposiums and panel discussions that followed, which prompted ARMADA officials to reshuffle or drop planned forums.

Heilicher said the response to the meeting periods was all the more "aggravating" because of the "critical" times the industry was currently going through.

Following his slap at the lack of enthusiasm of many present at the confab, Heilicher told those in attendance that he did not wish to play the role of minister who had to "bawl out his flock for those who were not present."

In a prepared statement, the distrib said that the industry was "approaching the 'New Era in the Record Industry'. We will be operating under a system of fair trade practices spelled out by the Federal Trade Commission in a comprehensive code of trade practices rules. The trade practices rules are the rules of the Federal Trade Commission, not ARMADA's."

ARMADA entered this project because our members foresaw the inevitable issuance of some trade rules by the Federal Government. To assure the industry of workable rules, and to fill a vacuum within the industry, ARMADA established a committee to discuss the prospect with the Federal Trade Commission and to assist with suggested terminology and practices."

Heilicher said that the association, with joint efforts by its distrib and label membership, had done much in the past year to alleviate problems which aggravated the industry a year ago. He said there had been some strengthening by manufacturers of pricing policies, with a more uniform procedure that is becoming more prevalent in the national market.

"This should all lead to a more stable market on the retail level," he said. "We believe that this is all to the betterment of the record industry."

He also declared that many distributors have diversified their operations and their investments in the record business in order to exercise flexibility and to cope with changes in consumer patterns.

ARMADA's Finances

MIAMI BEACH, FLA. — Jim Schwartz, ARMADA Treasurer, reported on the organization's current financial picture during the convention:

Current Cash assets:	$25,340
Collected During Conv.	5,200
Total	$30,540
Accounts Receivable	$4,000
Total	$34,540

Distributor members of ARMADA include 40 registered, paid-up distribs. ARMADA expected to have approximately 45 in the fold and paid up by convention's end. Approximately 40 manufacturers are paid-in-full associate members of ARMADA.

ARMADA's cost of operation during the year 1963 was close to $33,000, described as a very costly year because of the continuous contact necessary with Washington on ARMADA legislation.

Kintner On Federal Trade Practices Rules

MIAMI BEACH, FLA.—It was hoped that the Trade Practice Rules would be handed down prior to convention time and ARMADA counsel Earl Kinter had hoped to go through each with a fine tooth comb, clarifying the significance of each rule with answers to questions from the floor.

But since the rules had not been finalized by convention time, Kinter reviewed the proposed rules at a General Meeting held on Saturday, pointing out how the rules, if passed in their present form, would effect distribs.

As far as policing the industry is concerned when the rules are passed, that is almost completely in the hands of industry members, according to Kinter. People who comply are expected to call to the attention of the FTC illegal tactics used by their competitors who do not comply. ARMADA and/or the FTC will supply a questionaire to distributors on a regular basis (probably every six months) requesting information about competitors and any unethical practices one thinks they may be employing. The FTC is then expected to send investigators in and check into the accusations.

As both Kinter and FTC Commissioner stated at different times during the convention, ARMADA will have to carry the brunt of the Trade Practice Rules.

Kinter also said the ARMADA's exec committee would meet with the FTC to advise where there are violations. Said Kinter, "We will work together and live closely with the trade commission."

A very important comment during Kinter's remarks was his belief that the FTC would not accept any proposed transhipment rule and that no rule is expected in this area. "However," said Kinter, "if transhipping continues to be a problem, there may be a new discussion in this area or a case could be documented resulting in legal action to test transhipping's harmful effects to the industry."

Kinter again discussed permissible price discrimination through cost justification, but explained that it was very costly to cost justify one price to one outlet and a different price to another.

He warned about the danger of using freebies as price discrimination, or functional discounts as a price advantage to people who don't deserve such an advantage. He warned people wearing different hats (that of a distrib, rack, one-stop, dealer, etc.) and receiving functionals on all purchases. He said such people would have to start separating their pocket books.

Kinter also predicted that the final functional discount rule to be issued by the FTC would strike a closer similarity to the ARMADA rule than those submitted by the rack jobbers through NARM or by the dealers through the NARR organization.

He also warned about the misuse of advertising allowances, artists being carved up unequally for certain radio stations, giving certain stations a clear cut advantage over another.

"The Rules are no panacea," said Kinter, "and you can't expect to force medicine down the throat of a person who doesn't want to get well. But if the industry wants to help itself, the rules will contribute tremendously."

Then Kinter was hit with a series of questions from the floor. In answer to one he said that if a dealer in any area induces price discrimination, he is as guilty as the supplier. He also advised that if anyone knows of any dealer getting an unfair price advantage over another dealer, find out as much as you can about who is doing the injustice and send the information to the FTC and they will investigate.

Most of the questions, however, dealt with the complexities of businessmen dealing in records under a variety of hats.

GALLAGHER TO ARMADA: FTC RULES ARE FINE BUT INDUSTRY RESPONSIBILITIES ARE MORE IMPORTANT

MIAMI BEACH, FLA.—The future success of the record business will come from practices within the business itself and from those who accept the "full responsibility" for the roles they choose to perform."

This was Columbia sales vp Bill Gallagher's formula for a "A Sound Future in a Sound Business" as he expressed it during a keynote talk before the ARMADA convention at a banquet at the Eden Roc Hotel on Saturday, June 27.

Declared Gallagher: ". . . in this era of enlightment, you must rededicate yourselves to the continued growth of this industry . . . in a climate of mutual understanding. You must respect the role of the manufacturer, the distributor, the rack jobber, the one-stop."

The exec said he had "no quarrel with those who choose to perform more than one role in the distribution system of this industry . . . my only quarrel is with those who do not accept the full responsibility for the roles they choose to perform."

While he believes that an organization such as ARMADA is "proof that this great industry has come of age," he admonished that "maturity . . . cannot be assured for this industry by the simple development of a set of (FTC) rules . . . the rules can only bring light to those of you who are laboring in the darkness of misunderstanding."

In describing the record business as being in a "dynamic growth period"—which he chooses to call evolutionary rather than revolutionary—Gallagher declared that if the industry is to continue to grow, it must be willing to change.

"We must look on this as an opportunity and not an evil . . . a thing to be directed and not a thing to resist." To Gallagher, it is the market place where change will be dictated and it thus primarily upon marketing that responsibility must be placed for recognition of new opportunities and the initiation of plans to capitalize upon them.

Starting at the label level, Gallagher declared that the manufacturer must create product that's oriented to the market and be willing to accept his responsibility right through to the ultimate sale to the consumer. The one sure indication that a consumer is interested in product is the re-order pattern, the only "valid measurement of success," according to Gallagher.

Also, the manufacturer has the responsibility of communication and education. With this viewpoint, Gallagher said that the "the false hypes is, to my way of thinking, one of the worst evils in this industry." If it's integrity that's lacking today's record business, then it's going to have to begin with the manufacturer."

Turning to the distributor, the exec stated that ". . . without them, God bless 'em . . . there just wouldn't be any record business. To a lot of record manufacturers today, the distributor represents a landing field. I disagree with this philosophy. To my way of thinking, the distributor represents the point of take-off. The successful distributor next to the A&R man, is the most creative step in the chain of events that leads to the ultimate sale of the phonograph record.

"The distributor's role, as I see it, and those of you here who have been associated with me know I practice what I preach, the distributor's role is to motivate the ear and the eye of every consumer he can reach in his area of responsibility . . . his next and most vital role is to supply the demand he creates."

Gallagher stated that 80% of a disk's sale is promotion—radio promotion and artist exploitation. "It's the distributor's responsibility," he said, "to field a well-trained, knowledgeable promotion man—not the hipster with the tight pants—but a man who is capable of communicating with radio station management on what's happening in the market place."

Gallagher said that the sign of a good radio promotion man should be taught that he should not plead for play, but should be given the sincere desire of assisting radio to develop the types of programming that will increase their revenues and listening audience.

"Radio has played a vital role in the growth of this industry, but at the same time records have made the dynamic growth of radio possible . . . we must never let radio forget this! We must insist on the opportunity to expose new compositions and new artists to the American public . . . without this vital avenue of exploitation this industry cannot continue to grow and radio, too, will lose its appeal as it turns to a pattern of monotonous repetition."

As part of the distrib's responsibility to supply the retail trade with the merchandise the consumer wants to buy, Gallagher stated it was his job to field the type of record salesman that can "assure a sound future for all of all of us . . . not the loader or the order taker of days past . . . but the merchandiser, the man with the ability to sell through the retail trade, not just to the retailer."

In Gallagher's opinion, the consumer "never argues about the price of a hit album . . . the product that has to be sold by price alone was not worth the investment that created it, or the space to stock it."

In comments about the retailer, the exec stated that his is the link in the distribution chain that has been challenged with responsibility of coping with the demands of the consumer on one end the prejudiced interests of the distributor on the other. The successful record retailer today is the man who learned a long time ago that he could resist change . . . he recognized his role and dedicated his efforts toward satisfying the needs of his consumers. He learned, too, to take his wares to the people instead of sitting idly by, wondering where the people went."

Gallagher said that the record business had taken "vitality and zest" from new forms of retailing that have come into existence," namely rack-jobbers and concessionaires, men, in Gallagher's view, who have pioneered the "art of being in the right place at the right time, with the right merchandise."

"Their role is still in its infancy, they must continue to improve their techniques in merchandising while they strive to improve their controls, both physical and economic. They, too, must recognize that the consumer makes the hit . . . theirs is a role of service . . . theirs is a merchandising responsibility . . . theirs is a responsibility that cannot be taken lightly if this industry is to continue to grow."

Gallagher cited Columbia's "Age of Reason" stabilization move of last July as a consequence of the label's studying and evaluating the changes about it. "We reasoned, "Gallagher said, "that if we had the product the consumer wanted, we had a right to demand a just return for our investment . . . we saw the problems in the market place and we did something about them."

"ARMADA," Gallagher stated, "has had a distinguished history of accomplishments, but your greatest days are still to come if you dedicate your efforts toward the implementation of sound business practices."

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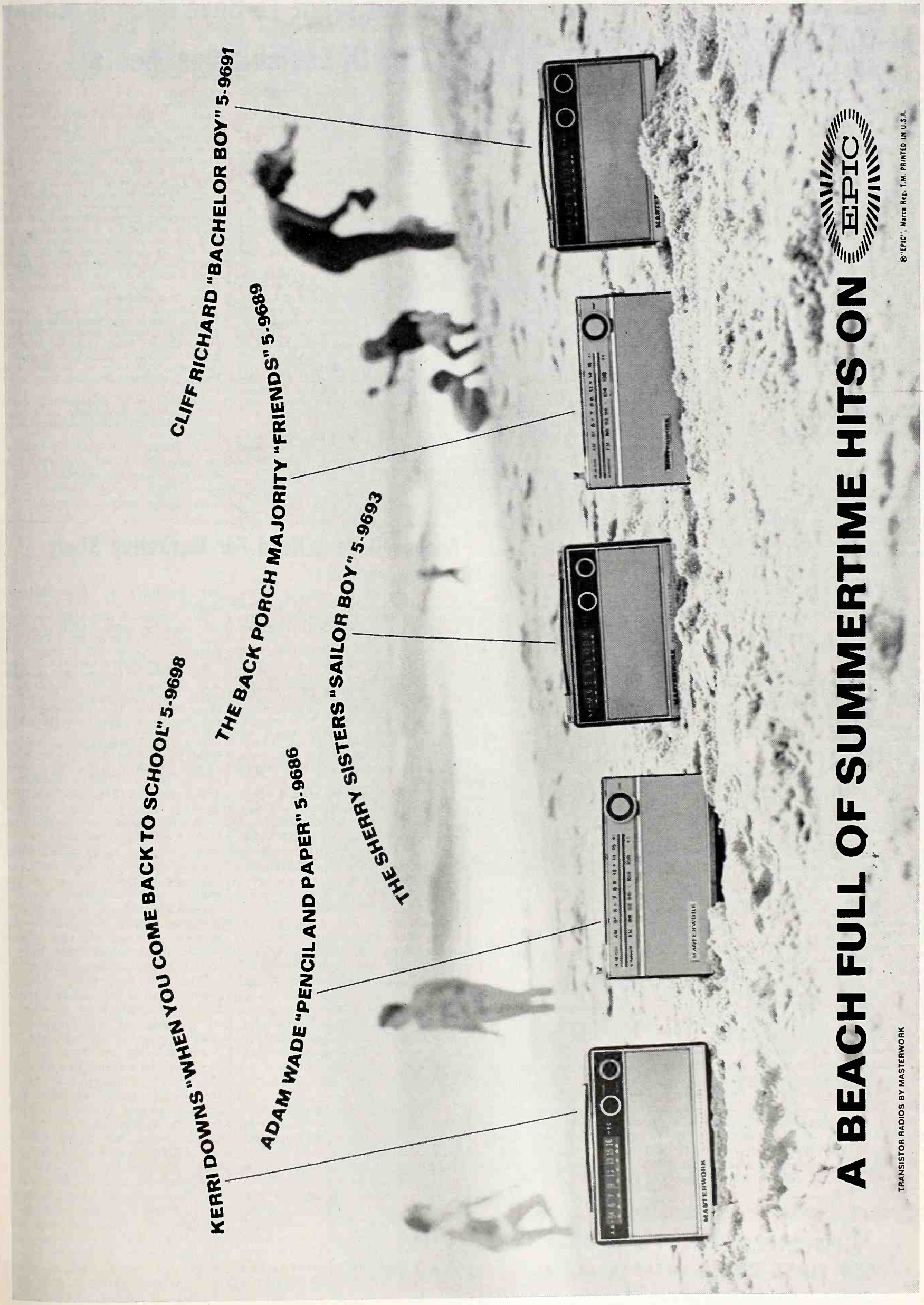

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Herb Metz Dies At ARMADA Meet

MIAMI BEACH, FLA. — Tragedy struck during the ARMADA Convention last week when it was learned that Herb Metz, who recently joined the Disney label's operation as an assistant to Bob Larsen, had died Sunday morning of a heart attack.

The 32 year-old veteran of seven years in the record business joined Disney April 1 as assistant to the national promo manager. He had formerly been affiliated with Riverside Records as sales manager and had been schooled in the distribution field, in the employ of Brooke Distributing in Florida for a while.

Metz is survived by three children, the oldest is five and the youngest two, and a wife, Ellie.

Employed April 1st, his company insurance policy was scheduled to go into effect July 1, three days after his death.

Label president Jimmy Johnson, heading through New York on a business trip, stopped in New York to see what he could do for the family.

FTC's Reilly On Trade Practice Rules

(Continued from page 7)

is generally accepting the rules or whether they are being ignored.

Commissioner Reilly believes that the questionaires should be sent out periodically, and, in addition, the Commission staff should periodically discuss with ARMADA and other trade organizations problems arising in the administration of the rules.

"Unless we keep in contact with each other in this way," he declared, "the rules will simply be a hollow and meaningless gesture by both parties."

Reilly stated that all of the industry's problems will not "disappear overnight simply because the FTC issued rules." Let me stress to you that we at the Commission offer no panaceas. Even if we made such a deceptive offer, today's panacea might turn into tomorrow's poison. Trade practice rules are a good start, a beginning, but like all things, they can go bad."

Reilly noted that the trade practice rules were but one technique utilized by the Commission in attempting to obtain industry-wide voluntary compliance. He described the tougher Trade Regulation Rules, which differs, he said, from the practice rules, in "degree, not kind."

In explaining the differences, designed to tell the industry that its rules "are not the worst thing that could happen to you," he said that regulation rules have their initiative from the FTC itself, while the practice rules are usually solicited by a particular industry.

"But, the basic difference between a Trade Practice Rule and a Trade Regulation Rule occurs in the actual trial of a case. Under the Trade Practice Rules, a respondent always has the right to dispute the factual allegations contained in the Commission's complaint; and it also clearly has the right to argue that even if the alleged facts are true, they do not amount to violation of law. Thus, even though the issues are dealt with by Trade Practice Rules, the Commission's burden in a litigated case is no less. However, under a Trade Regulation Rule the Commission's task is eased. Not only may it rely on the rule as a standard of illegal conduct, but it may also rely on facts found during the Trade Regulation Rule proceeding.

Reilly declared that trade practice rules create almost a "marital type of relationship between the Commission and the industry. We have both a continuing obligation." Later, he said that in regard to "our relationship, let me say this—not everyone likes a cop—but you can, through attention to the requirements of the Trade Practice Rules, learn to at least live with if not love the Commission. If this cannot be done in the Trade Practice Rule area, then there is no romance left."

Reilly made clear the FTC's authority to issue trade practice rules, which, as of 1961, were in effect in 162 industries, ". . . let me emphasize to you that our authority to issue these rules is unquestioned and that in the day to day enforcement of Commission law, Trade Practice Rules are not merely off-hand expression of Commission opinion. On the contrary, we have gone to court to seek enforcement of these rules and we have won."

Reilly concluded his remarks by reiterating his desire to have a close working relationship with the industry in regards to the rules.

"I am sure you won't hesitate to express your feelings once the rules are promulgated and like the boy who has just put match to fuse, I will be interested in hearing the reaction."

The "Freebies Monster"

MIAMI BEACH, FLA.—Everybody hates 'em, nobody wants 'em and yet it seems to be impossible to get rid of 'em. That's the Freebies story in a nutshell.

The dilemma created by the now famous 300 free on a thousand was rehashed once again at a general meeting during the ARMADA Convention with nothing being resolved, of course. However it was brought out by all (including both manufacturers and distribs) that freebies, originally designed as promotional disks for distribs to pass on to one-stops who in turn were supposed to pass them on to juke box operators, are no longer being used in this manner. They no longer serve to promote disks, said both the manufacturers and distribs, but tend to destroy any semblance of a decent price structure.

All agreed that the freebie was a self made monster that the industry could not get rid of at present. Bob Sommers, WB sales manager, expressed interest in the opinions since WB was harboring the idea of completely eliminating freebies.

One distrib said that he needed the freebie since this was his only profit margin. When he gets free goods, he passes a minimum of them along only because this product gives him his profit. "Without them," said the distrib, "I might as well fold up."

Yet, though every one seems to prefer erasing freebies, thereby forcing an increase in the price of singles, each firm feels that it cannot afford to take the initiative and take the chance of operating without freebies while competitors continue to offer same.

Chips Helps Light 'Em Up

MIAMI BEACH—ARMADA conventioneers had match books to spare, thanks to a promo by Chips Distributing of Philadelphia. The distrib had packages of 25 books—totalling 10,000 match books, delivered to the rooms of everyone registered for the convention. Naturally, the books had a message: "For Distribution in Philadelphia You Can't Match Chips."

SUBSCRIPTION TO CASH BOX
$30 FIRST CLASS–$45 AIR MAIL

Distribs Want To Save Time & Money In Lieu Of Lavish Sales Meets

MIAMI BEACH, FLA.—Although attendance was poor at the panel discussions, those who did attend the symposium on the pros and cons of manufacturers holding their own sales meetings in various locales around the country (rather than all staging their new product showings in one spot such as at the ARMADA meet) heard a number of interesting opinions on the subject.

Distributor Bill Davis moderated; and Al Chotin represented the distributor opinion. Al Cahn of Kapp and Bob Sommers of WB represented the manufacturer faction.

It was quite obvious that distributors find it a huge burden traveling around the country during the summer months spending far more time than they thought was necessary at each meeting to get the new product story and far too much money to get to some of the distant locales chosen for these meetings. Most distribs felt that a manufacturer could show his new line in two or three hours cutting out the cocktail party trimmings, etc., that made these meetings three and four day affairs.

Distribs appeared to be unanimous in two areas: If manufacturers could arrange for it, the best presentation would be for the manufacturer to come to the city of each distributor where a day could be set aside for that manufacturer and all distrib salesmen, promo men, secretaries, everyone, could sit in on the brainwashing, rather than just the owner who must go back to his firm and relay enthusiasm to his staff. However, if this were not possible, all distribs preferred that all meetings be held in one locale (preferably at the ARMADA meet) where every manufacturer would have a showing.

Bob Sommers referred to the WB train promo which brought new WB product to distribs a few years ago and termed it tremendously successful. But he also pointed out the problem of taking a whole record company staff away from its home office to travel to 33 different distribs—another time problem.

From the floor, Chicago distrib Jimmy Martin suggested that the best answer is regional meetings where a manufacturer holds three or four regional meetings to which a distrib can come with some of his staff at a lesser cost than traveling from coast to coast.

ARMADA exec. secretary Ed Jones suggested the possibility of a mid-year ARMADA meet to alleviate some of the problem.

Bill Davis, an outstanding moderator summarized and suggested that shorter profits for distribs made it more difficult to bear the burden of increasingly costly sales meets.

Roosevelt Sees Need For Marketing Study

(Continued from page 7)

laws is not wholly relevant to the problems posed by vertical integration [cig. dual distribution], Rep. Roosevelt told the ARMADA gathering.

"There is mounting conviction in many quarters that the next order of busines must be a searching re-examination and re-evaluation of our anti-trust laws, particularly with respect to marketing practices. Such a study should be made by a committee or commission which would include representation from small busines, large business, the Congress and the regulatory and enforcement agencies."

Rep. Roosevelt noted that the Senate Antitrust Subcommittee will soon initiate a new series of studies of economic concentration, and felt that this move together with the study he had proposed could be "invaluable to the entire Congress in its work concerning the vital areas of trade regulation and antitrust."

The tenor of Rep. Roosevelt's remarks was his contention that the phrase "free enterprise" only had full meaning with the insertion of the word "competitive" between "free" and "enterprise." "The heart of the free enterphise system is competition," he said. "Each businessman, large or small, is entitled to freedom of opportunity to compete. You cannot ask for more. It is the task of the Congress to insure that you do not receive less."

In touching on the upcoming FTC trade practices rules for the disk industry, Rep. Roosevelt numbered "three chief practices which must be dealt with if the rules are to be of real assistance to your industry."

The three practices cited by Rep. Roosevelt are transhipping, (a "disruptive practice" that "is really little more than "dumping'"), functional discounts ("a discount which is functional in name only is really nothing more than a price discrimination") and sales below cost ("the absence of such a rule would constitute a serious deficiency in your industry rules").

Rep. Roosevelt said that a copy of his remarks before ARMADA had been sent to each of the FTC Commissioners, along with a letter stating his hope that, after consideration of all relevant factors, the Commission will see fit to promulgate rules which are "squarely addressed to these and the other problems which you face today in the record industry."

In further commenting on the proposed trade rules, Rep. Roosevelt declared: "While it is not the function of the Trade Practice Conference Procedure to initiate new law, it is essential that the rules resulting from such a conference be fashioned to cope with the workings of an industry as it actually exists today. None of us are concerned with what happened 10 years ago, or for that matter, even yesterday. What is needed are answers to the current problems which have evolved—the problems that you will face in your individual businesses when you return home from this convention."

"The fact that these rules are needed at all is evidence of a matter that is of deep concern to many of us in Congress. My Subcommittee received evidence, not only from the record industry but from 45 other sectors of the economy as well, which clearly showed that much of the distress being suffered by small businesses presently comes from violations of existing law."

In praising the record business and, ARMADA, as well as other disk industry associations (NARM, the rack-jobbing association, and ROSA, the one-stop group), Rep. Roosevelt declared that "you are fortunate in belonging to a trade association and an industry that is willing to examine its problems. Bankruptcy dockets are all too crowded with the names of firms from industries which were unwilling to discuss economic issues such as this."

www.americanradiohistory.com

Play'em now!

(Next week everybody will.)

A breakout single in the East.

ON THE OUTSIDE (LOOKING IN)

BILLY EDD WHEELER

KAPP

K 595

A breakout single in the West.

THE NEW FRANKIE & JOHNNIE SONG

THE GREENWOOD COUNTY SINGERS

KAPP

K 591

A pick on big stations from coast to coast.

BABY COME HOME

RUBY AND THE ROMANTICS

KAPP

K 601

KAPP

www.americanradiohistory.com

LOOKING AHEAD

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

1 **IT'S A SIN TO TELL A LIE**
(Bregman, Vocco & Conn ASCAP)
A TASTE OF HONEY
(Songfest ASCAP)
Tony Bennett (Columbia 43073)

2 **IT'S A COTTON CANDY WORLD**
(Leo Feist ASCAP)
Jerry Wallace (Mercury 72292)

3 **BACHELOR BOY**
(Jungnickel & Harms—ASCAP)
Cliff Richard & Shadows (Epic 9691)

4 **IN THE MISTY MOONLIGHT**
(4 Star Sales—BMI)
Jerry Wallace (Challenge 59246)

5 **IF YOU SEE MY LOVE**
(Four Star—BMI)
Lenny Welch (Cadence 1446)

6 **WHAT CAN A MAN DO**
(T.M. BMI)
Ben E. King (Atco 1303)

7 **WALK DON'T RUN '64**
(Forshay BMI)
Ventures (Dolton 96)

8 **IT'S SUMMERTIME U.S.A.**
(Merjoda—BMI)
Pixies Three (Mercury 72288)

9 **I'M SORRY**
(Champion—BMI)
Pete Drake (Smash 1910)

10 **IT WILL STAND**
(Travis—BMI)
Showmen (Imperial 66033)

11 **NIGHTINGALE MELODY**
(Cicero/Voycon—BMI)
Little Johnny Taylor (Galazy 731)

12 **LOOKIN' FOR BOYS**
(Grand Canyon—BMI)
Pin-Ups (Stork 1)

13 **GOOFUS**
(Leo Feist—ASCAP)
Bent Fabric (Atco 6304)

14 **THE NEW "FRANKIE & JOHNNY" SONG**
(Hollis—BMI)
Greenwood Singers (Kapp 591)

15 **A THING CALLED SADNESS**
(Pamper—BMI)
Chuck Howard (Fraternity)

16 **SUNNY**
(Screen-Gems, Columbia—BMI)
Neil Sedaka (RCA Victor 8382)

17 **PART OF ME**
(Shirleys & Rated—BMI)
Johnny Adams (Watch 6333)

18 **I STAND ACCUSED**
(Curtom—BMI)
Jerry Butler (VeeJay 598)

19 **ONLY YOU**
(Wildwood—BMI)
Wayne Newton (Capitol 5203)

20 **LITTLE LATIN LUPE LU**
(Robert Maxwell, Conrad BMI)
Kingsmen (Wand 157)

21 **THE MEXICAN SHUFFLE**
(Almo—ASCAP)
Herb Alpert's Tijuana Brass (A&M 742)

22 **OH, ROCK MY SOUL**
(Pepamar—ASCAP)
Peter, Paul & Mary (Warner Bros. 5442)

23 **WATER SKIING**
(Linduane-Eddy—BMI)
Duane Eddy (RCA Victor 8376)

24 **HOW DO YOU DO IT**
(Just BMI)
Gerry & Pacemakers (Laurie 3261)

25 **THE THINGS I USED TO DO**
(Venice—BMI)
James Brown (Smash 1908)

26 **INVISIBLE TEARS**
(Central—BMI)
Ray Conniff (Columbia 43061)

27 **LICORICE STICK**
(Two-Beat—BMI)
Pete Fountain (Coral 62413)

28 **FATHER SEBASTIAN**
(4 Star Sales—BMI)
Ramblers (Almont 311)

29 **JOHNNY LOVES ME**
(Seven Brothers—BMI)
Florraine Darlin (Ric 105)

30 **SECURITY**
(East-Time—BMI)
Otis Redding (Volt 117)

31 **MARY, OH MARY**
(Anatde, Kansoma—BMI)
Fats Domino (ABC Paramount 10567)

32 **HELP THE POOR**
(Noma—BMI)
B. B. King (ABC Paramount 10552)

33 **NEW ORLEANS**
(Rock Masters—BMI)
Bern Elliot & Fenmen (London 9670)

34 **YOU COMB HER HAIR**
(Pamper—BMI)
Joey Powers (Amy 903)

35 **I'D RATHER HAVE YOU**
(Tree—BMI)
Joe Tex (Dial 3020)

36 **TASTE OF TEARS**
(Prize, Elm Drive—ASCAP)
Johnny Mathis (Mercury 72287)

37 **SILVER DOLLAR**
(Hampshire House ASCAP)
Mike Minor (Dot 16606)

38 **ANNIE'S BACK**
(Little Richard, Kags BMI)
BAMA LAMA BAMA LOO
(Little Richard BMI)
Little Richard (Specialty 692)

39 **MY HEART SKIPS A BEAT**
(Bluebook BMI)
Buck Owens (Capitol 5136)

40 **CLOSE YOUR EYES**
(Miller—ASCAP)
Arthur Prysock (Old Town 1163)

41 **G.T.O.**
(Buck Horn BMI)
Ronnie & Daytonas (Mala 481)

42 **LUCKY STAR**
(Jat BMI)
Rick Nelson (Imperial 66039)

43 **I'LL KEEP TRYING**
(Kags BMI)
Theola Kilgore (KT 501)

44 **A CASUAL KISS**
(Lode BMI)
Leon Peels (Whirlybird 2002)

45 **PORK CHOP**
(Grove BMI)
Jimmy Smith (Blue Note 1906)

46 **SOLE SOLE SOLE**
(MRC BMI)
Siw Malmkvist & Umberto Marcato (Jubilee 5479)

47 **CLOSE YOUR EYES**
(Miller ASCAP)
Jamie Coe & Gigolos (Enterprise 5005)

48 **DANCE, FRANNY, DANCE**
(Abnok BMI)
Floyd Dakil Combo (Guyden 2111)

49 **THE JAMES BOND THEME**
(Unart BMI)
Billy Strange (Crescendo 2320)

50 **SHOUT**
(Wemar, Nom BMI)
Lulu & Luvers (Parrott 9678)

". . . Well, Leonard, I'm excited as hell! I've had your line for a lot of years, and you've put out some great records, but this Jackie Ross "Selfish One" is; well, Len, I'll tell ya' right now, It's gonna be a top five record . . ."

(Harry Apostoleris, of Alpha Distributors in N.Y.C., during a 'phone conversation with Leonard Chess on June 29, 1964.)

CHESS producing company

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

www.americanradiohistory.com

THE BEACH BOYS HIT #1

Incidentally, the FIRST American Group to accomplish this since the English Invasion

With their Double Sided Smash

"I GET AROUND"

B/W

"Don't Worry Baby"

#5174

JUST RELEASED . . Their FINEST ALBUM Yet!

"ALL SUMMER LONG"

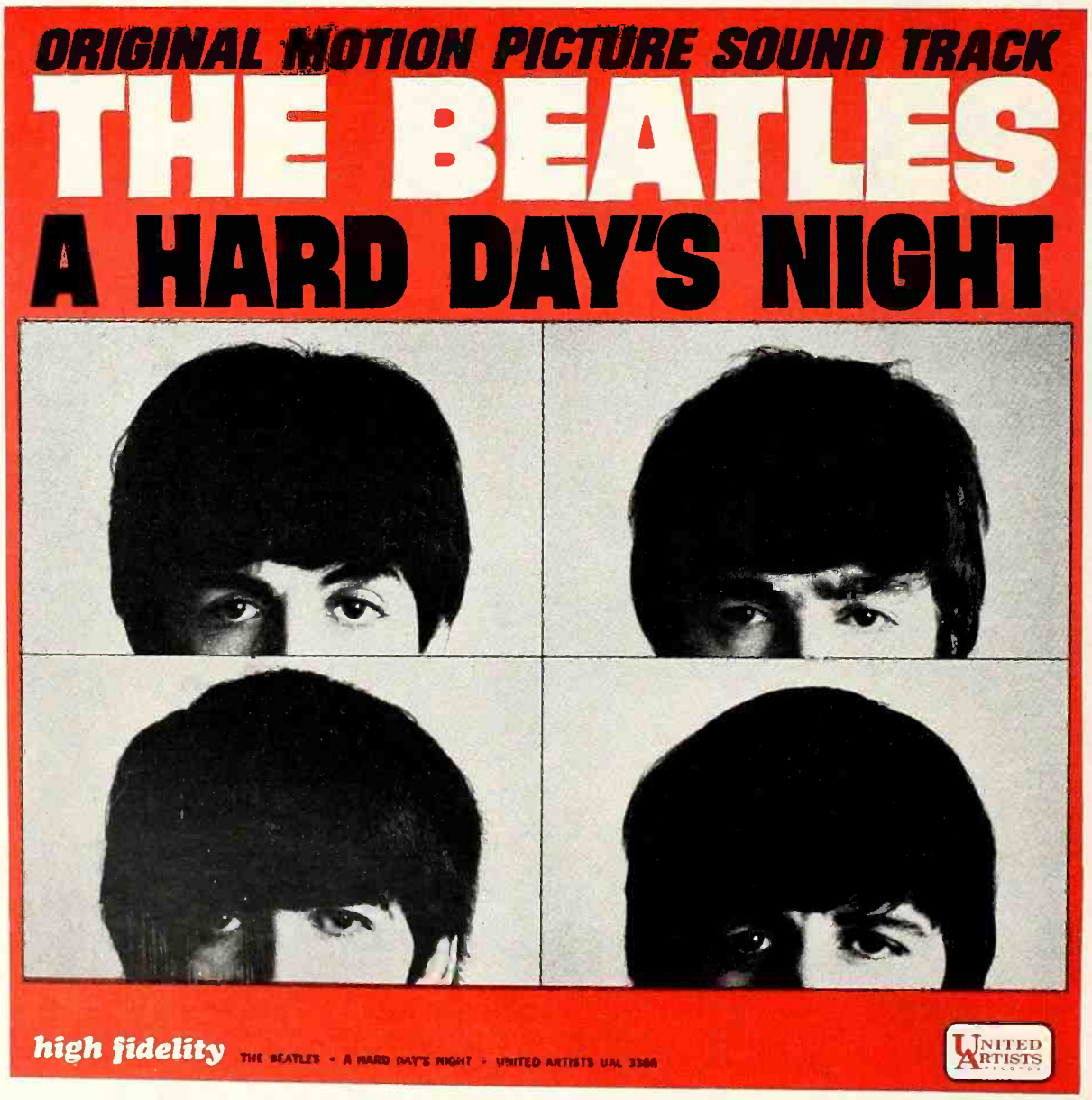
T-2110 / ST-2110

www.americanradiohistory.com

ONE MILLION ALBUMS

sold and delivered in just four days...
and that's only the beginning!!

THE FASTEST-SELLING ALBUM IN HISTORY!!



Stereo UAS 6366, Monaural UAL 3366

The original sound track album
from their first full-length starring film

and it's on UNITED ARTISTS RECORDS of course!

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...and from this history-making motion picture sound track album

A BLOCKBUSTER SINGLE

by The Beatles' brilliant musical director,

GEORGE MARTIN

and his orchestra–

RINGO'S THEME (THIS BOY)

with

AND I LOVE HER UA 745

Written by John Lennon and Paul McCartney

in a special sleeve illustrated with thirteen pictures of The Beatles!

and it's on UNITED ARTISTS RECORDS of course!

www.americanradiohistory.com

Cash Box PLATTER SPINNER PATTER

The bitter struggle for political power in Pennsylvania has another candidate besides Governor William W. Scranton. Almost to the day that Governor Scranton announced his "availability" as the GOP Presidential candidate, KQV-Pittsburgh spinner **Murray the Magnificent** announced his plans to conquer the territory of Pennsylvania—and finally the nation. Enlisting the military support of all his loyal listeners, Emporer Murray's Militia is preparing to make ground and amphibious assaults on strategic points in the greater steel town area. During the first week of his reign, Emporer Murray has enlisted the support of more than 1,500 listeners who have become card-carrying members of Murray's Militia.

The largest crowd ever assembled for a Central Park softball game—more than 7,000 fans, recently turned out to cheer as the WMCA-New York "Good Guys" trounced the Playboy Club Bunnies 11-7. Included in the bulging stands were nearly 300 advertising executives—both time buyers and print buyers—invited to witness the contest as guests of WMCA and Playboy. This was the second annual WMCA-Playboy match in Central Park. Last summer the Bunnies edged out the "Good Guys" 7-6 before a crowd of 5,000-odd people. That attendance had been the Central Park record until this year's WMCA game. On hand to start the game was pretty MGM star **Joey Heatherton**, who threw out the first ball to station's pitcher, **Dan Daniel**. Captain of the WMCA squad for the second session was morning personality **Joe O'Brien**. Other "Good Guys" participating the event were **Harry Harrison**, **Jack Spector**, **B. Mitchell Reed** and **Johnny Dark**.

WFLA-Tampa-St. Petersburg is currently furnishing its listeners with printed "Babysitter's Instructions" forms. The station felt this was an ideal service to perform for its audience most of whom are in the 20-50 age group and are likely to have children. All the parents have to do is fill in the necessary information—where they'll be, the phone number, the time they expect to be home, phone numbers for police and fire departments and their doctor's name and phone number. There's a list of special instructions such as "Keep the doors locked and do not admit strangers." Also, there's plenty of room for messages taken by the babysitter while the parents are out. The response to the station's "Babysitter Instructions" has been tremendous.

WKMI-Kalamazoo recently celebrated "Hay Day In May" with a haystack full of prizes for the kids. The station had all the children from five to sixteen years of age with a birthday during the month to send in their name. The outlet then selected 136 kids to come to the WKMI studios and dive into a giant hay pile filled with prizes varying from cash to different games and toys. All of the station's seven deejays pitched in and formed the gigantic haystack and were then on hand to greet the happy kids and their delighted parents the remainder of the afternoon.

KSO-Des Moines has been commended by the city's mayor Charles Illes for its summertime anti-litter campaign. At the same time, the KSO Drive has been praised by officials of the local Izaak Walton League. Using the theme, "Keep Iowa Green," the station has mounted a summertime anti-litter campaign. against littering. The outlet is distributing, through participating Sunray-DX service stations, more than 25,000 litterboxes. Motorists are urged to carry them in their cars and use. The station awards prizes to drivers displaying the bright, green KSO litterboxes. The KSO campaign started May 31 and will continue through October. At periodic intervals throughout the day and night, KSO broadcasts license numbers of cars displaying the literboxes. station veep and general manager **Tim Elliot** sez prizes worth more than $5,800 will be awarded during the campaign.

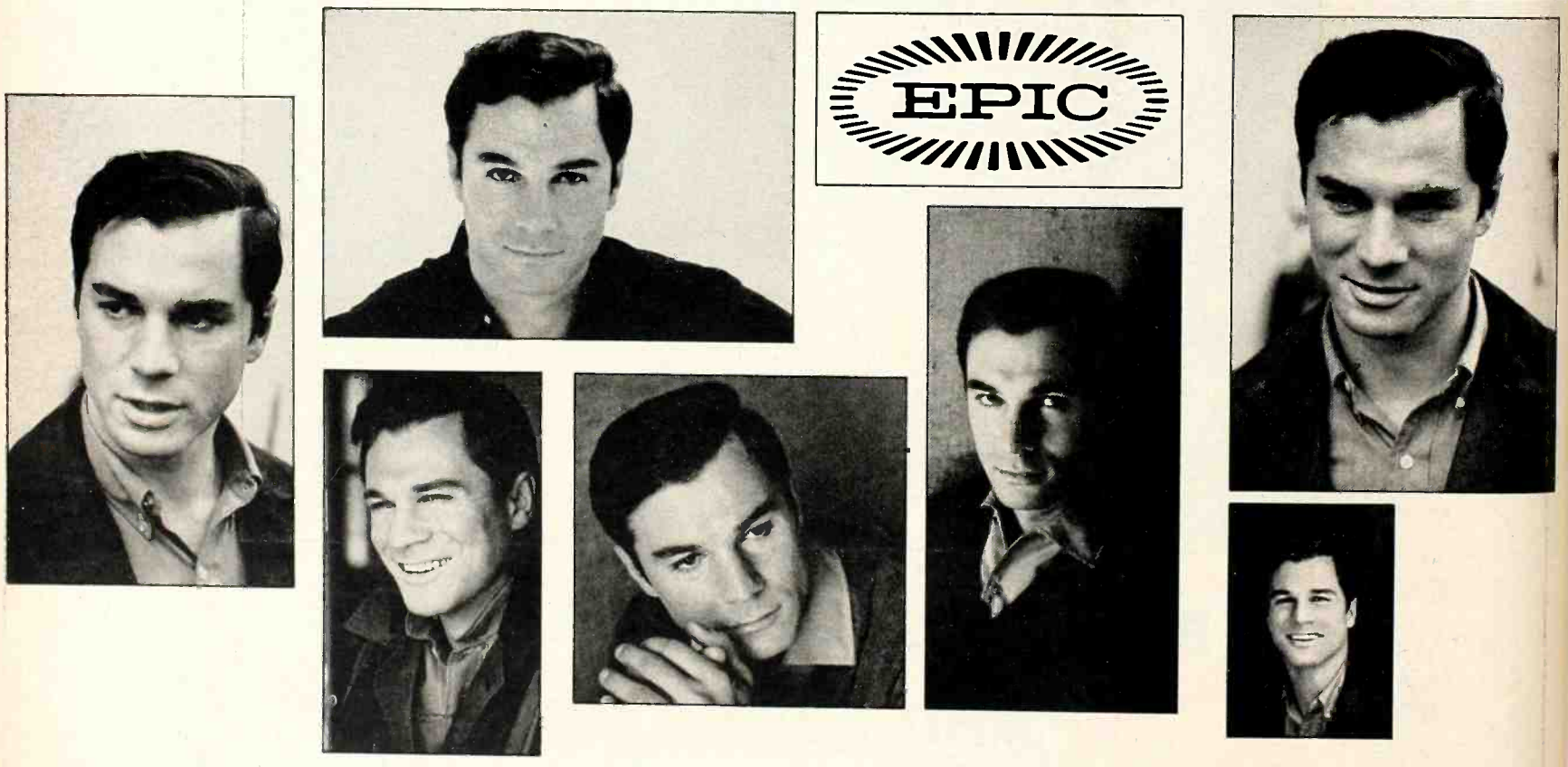
"July 4, 1776," a taped documentary depicting the events of that historic day was broadcast last week on WJRZ-Newark. The documentary consisted of a ninety-minute newscast at 7:30 AM, and a 105-minute summation of that day's events at 5:30 PM—both in the style of the outlet's "Nothing But News" program Throughout the day, five-minute "July 4, 1776" newscasts followed the station's regular newscasts.

WLOL-Minneapolis recently created a special Father's Day gift for a lucky Twin Cities dad. The station commissioned the world renowned wildlife artist, Less Kouba, to paint for the father selected a wildlife or outdoor painting of his choice. All the listeners had to do was send the station a post card nominating a special father. A drawing was held to select the winner. The contest ran for one week; 900 entries were received.

The newest CKY-Winnipeg fun game, Star's Address, is catching on like wildfire. Every half hour between 7 AM and 7 PM, the outlet calls out the name of a street in metro Winnipeg. The first person living on that street who phones CKY has a chance to play the game. If the person who phones is a member of the exact family named in the station's sealed envelope, he or she wins $58 cash on the spot. Whether or not the person wins the cash, his or her name becomes eligible for one of hundreds of grand prizes to be awarded at the end of June. Among these prizes are a $2000 houseboat and travel trailer combination and hundreds of personal souvenirs from famous flick and recording stars. In connection with this contest, CKY is airing scores of station breaks from famous stars, saluting CKY as "the Station of the Stars."

VITAL STATISTICS:

Ken Vogt has joined WEMP-Buffalo as the all-night deejay. . . . **Jerry L. Kunkel** given the nod as operations manager for WIBC-Indianapolis. . . . **Don Logan** is now holding the assistant program director's chair on KEEL-Shreveport.



MAHARIS IS BACK WITH A BIG SUMMER HIT
"Tonight You Belong to Me" 5-9696

®"EPIC", Marca Reg. T.M. PRINTED IN U.S.A.

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CATCHING FIRE!

. . . on DECCA®

SAMMY KAYE

NIGHT TRAIN

DECCA Decca 31642

HENRY JEROME

THE SEVENTH DAWN

DECCA Decca 31635

THE SURFARIS

BOSS BARRACUDA

DECCA Decca 31641

BILL ANDERSON

ME

DECCA Decca 31630

www.americanradiohistory.com

JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

LOVE AIN'T NOTHIN'
Johnny Nash (Argo 5471)

DOWN BY THE RIVERSIDE
Herbie Mann (Atlantic 7786)

JAMAICA SKA
Ska Kings (Atlantic 2232)

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

GOOFUS
Bent Fabric (Atco 6304)

PORK CHOP
Jimmy Smith (Blue Note 1906)

IF YOU SEE MY LOVE
Lenny Welch (Cadence 1446)

ALL MY LOVIN'
Hollyridge Strings (Capitol 5207)

IT'S A SIN TO TELL A LIE
Tony Bennett (Columbia 43073)

THE COWBOY IN THE CONTINENTAL SUIT
Marty Robbins (Columbia 43049)

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)

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)

RUN LITTLE GIRL
Donnie Elbert (Gateway 731)

TROUBLE I'VE HAD
Clarence Ashe (J&S 1466)

TIME IS ON MY SIDE
Irma Thomas (Imperial 66041)

SOLE, SOLE, SOLE
Siw Malmkvist (Jubilee 5479)

IT WILL STAND
Showmen (Imperial 66033)

OH! BABY (WE'VE GOT A GOOD THING GOIN')
Barbara Lynn (Jamie 1277)

TITENA/SATIN DOLL
Art Mooney (Kapp 598)

IT'S A COTTON CANDY WORLD
Jerry Wallace (Mercury 72292)

TASTE OF TEARS
Johnny Mathis (Mercury 72287)

CLOSE YOUR EYES
Arthur Prysock (Old Town 1163)

MY KIND OF TOWN
Frank Sinatra (Reprise 0279)

HELLO DOLLY
Lou Monte (Reprise 0284)

LET'S HAVE A PARTY/LITTLE DONNA
Rivieras (Riviera 1402)

DEVIL WITH THE BLUE DRESS
Shorty Long (Soul 35001)

NIGHT TIME IS THE RIGHT TIME/ THAT'S REALLY SOME GOOD
Rufus & Carla (Stax 151)

BIG PARTY
Barbara & Browns (Stax 150)

MY MAN
Walter Gates (Swan 4180)

THE SEVENTH DAWN
Ferrante & Teicher (United Artists 31635)

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

SECURITY
Otis Redding (Volt 117)

OH, ROCK MY SOUL
Peter, Paul & Mary (Warner Bros. 5442)

NEW ADDITIONS to TOP 100

56—A HARD DAY'S NIGHT
Beatles (Capitol 5222)

72—AL DI LA
Ray Charles Singers (Command 4049)

74—SUGAR LIPS
Al Hirt (RCA Victor 8391)

82—WHERE DID OUR LOVE GO
Supremes (Motown 1060)

84—LIKE COLUMBUS DID
Reflections (Golden World 12)

95—FERRIS WHEEL
Everly Bros. (Warner Bros. 5441)

96—SAILOR BOY
Chiffons (Laurie 3262)

98—ALL GROWN UP
Crystals (Philles 122)

99—BABY COME HOME
Ruby & Romantics (Kapp 601)

100—A QUIET PLACE
Garnet Mimms & Enchanters (United Artists 715)

AIMED at OPS

PUT YOUR ARMS AROUND ME HONEY/SWEET LORRAINE — Carmen Cavallaro (Decca 25641)

Just Released!

JIMMY SMITH

PRAYER MEETIN'

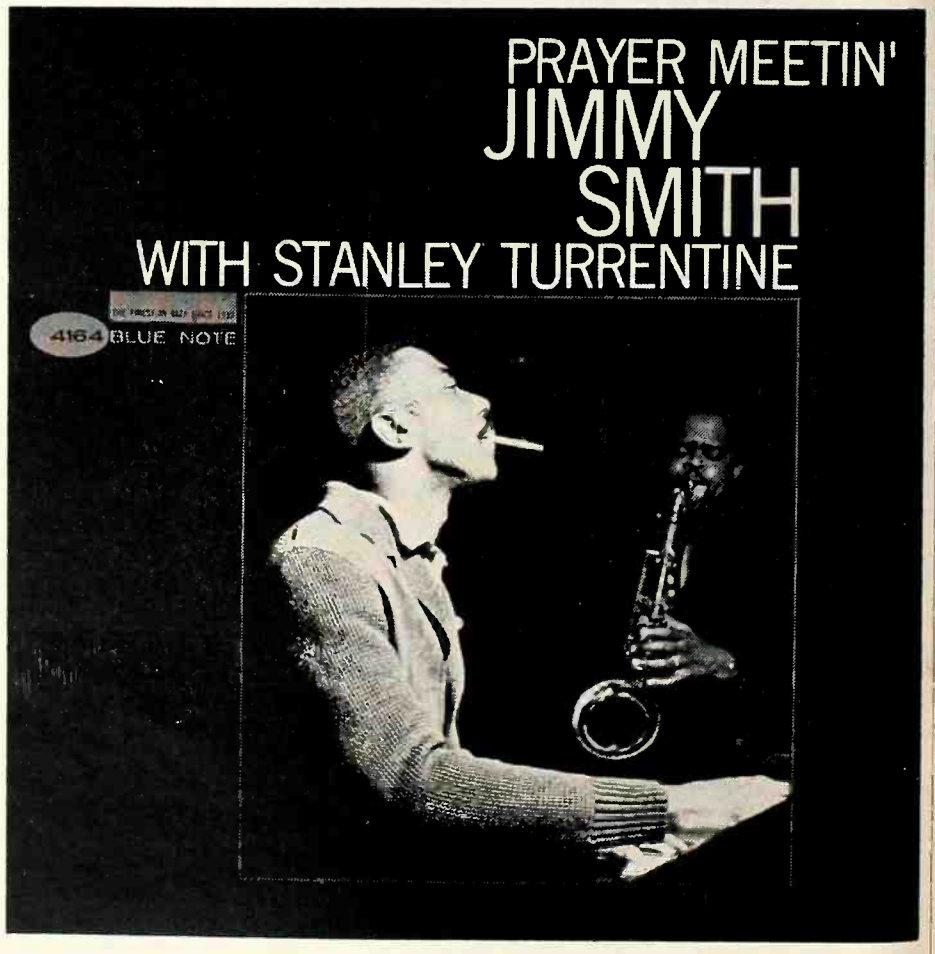
with

Stanley Turrentine, Quentin Warren, Donald Bailey,

on

BLUE NOTE

A new groovy album by the famous jazz organist



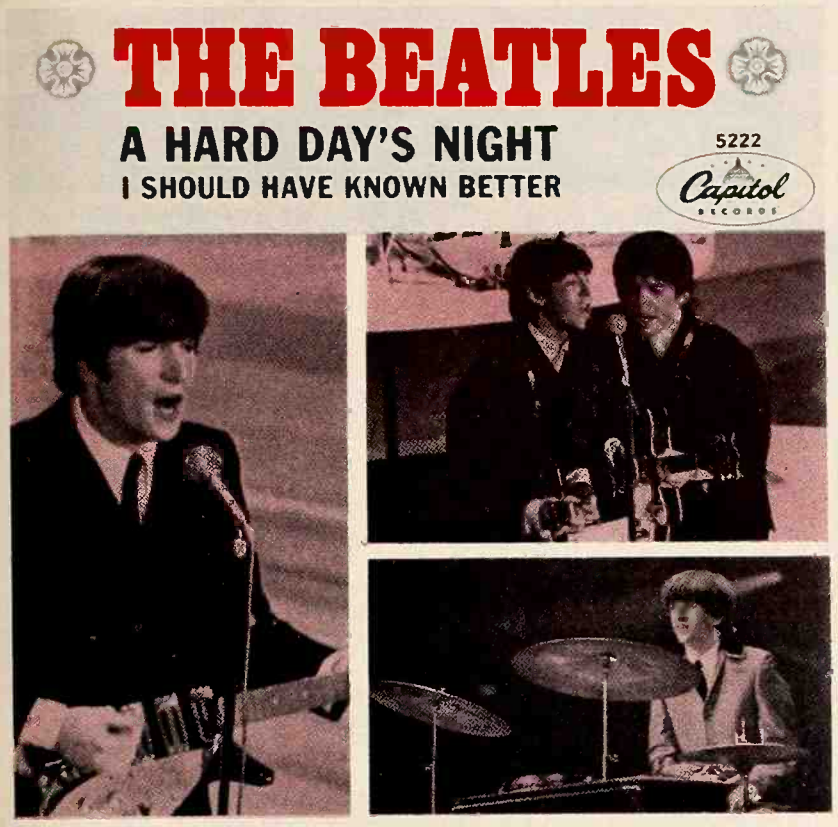
SIDE 1: PRAYER MEETIN' / I ALMOST LOST MY MIND / STONE COLD DEAD IN THE MARKET.

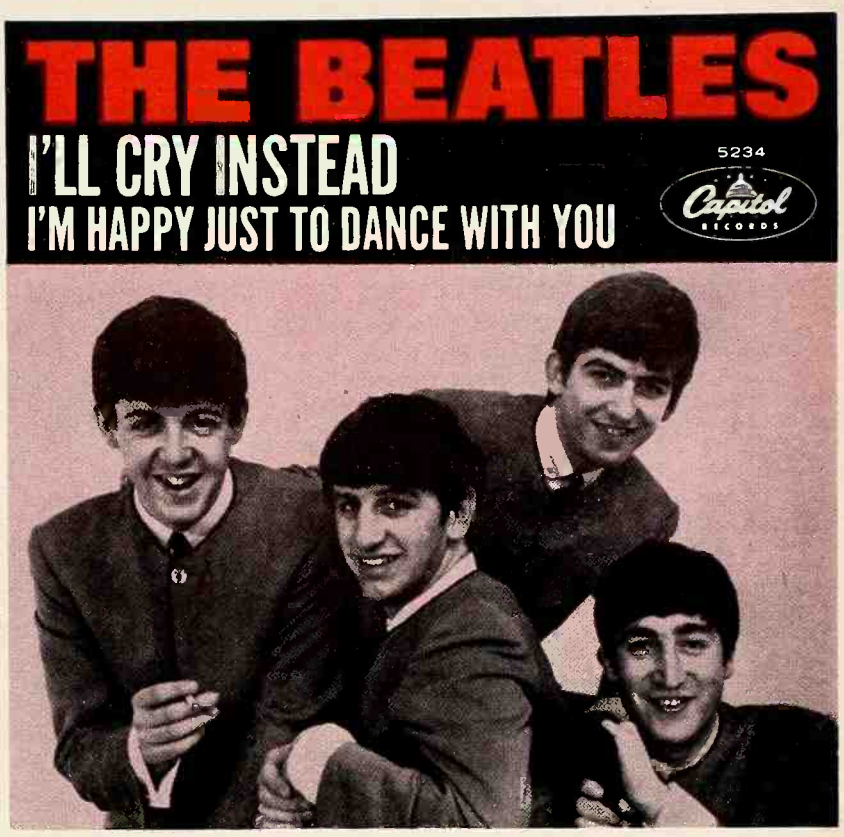
SIDE 2: WHEN THE SAINTS GO MARCHING IN/RED TOP/ PICKNICKIN'.

Blue Note Album BLP 4164 (Stereo BST 84164)

www.americanradiohistory.com

3 BRAND-NEW BEATLES SINGLES!





A BEATLES BONANZA! 6 FABULOUS NEW SIDES FROM THE BEATLES' FIRST MOTION PICTURE (A United Artists Release), A HARD DAY'S NIGHT! CONTACT YOUR CAPITOL SALES REP TODAY!-AND WATCH FOR THE BEATLES' GREAT NEW CAPITOL ALBUM, "SOMETHING NEW," COMING SOON!

Capitol
RECORDS

(S)T-2108

www.americanradiohistory.com

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

A HARD DAY'S NIGHT (2:28)
[Unart, Maclen BMI—Lennon, McCartney]
I SHOULD HAVE KNOWN BETTER (2:42) [BMI—Lennon, McCartney]
THE BEATLES (Capitol 5222)

The English sensations should find it extremely easy chart goin' with their new Capitol single, "A Hard Day's Night." It's the title tune of their soon-due pic bow and it's a pulsating driver that's sure to flip the teeners in no time flat. The thumpin' undercut, from the flick, can also step way out. Both are Lennon & McCartney-penned tunes.

PEOPLE SAY (2:20) [Trio BMI—Barry, Greenwich]
GIRLS CAN TELL (2:38) [Trio BMI—Barry, Greenwich, Spector]
THE DIXIE CUPS (Red Bird 10-006)

The Dixie Cups, who are now a tremendous wax attraction as a result of their chart-topping Red Bird bow, "Chapel Of Love," can easily continue their winning ways with this follow-up stand. Titled "People Say," it's a feelingful shuffle jump'er that again features a sensational Mike Stoller arrangement. Reverse etching's a fetching finger-snapper that can also make a chart appearance.

A TEAR FELL (2:41)
[Progressive BMI—Burton, Randolph]

NO ONE TO CRY TO (2:38)
[Hill & Range BMI—Willing, Robin]

RAY CHARLES (ABC-Paramount 10571)

It's a cinch Ray Charles will have another pair of chart triumphs as soon as this new ABC stint gets around. Artist is back in the country groove as he takes the oldie, "A Tear Fell," and revives it with a lilting beat-ballad sincerity. Ditto for the touching country tune, "No One To Cry To," which Ray puts across with telling effect. Superb Gene Lowell Singers vocal and Sid Feller instrumental support on both ends. It's a toss-up for honors.

A HOUSE IS NOT A HOME (2:58)
[Diplomat ASCAP—Bacharach, David]
COME ON BACK (2:35) [Benday BMI—Stevenson, Cordae]
BROOK BENTON (Mercury 72303)

The rich-voiced chanter can have one of his biggest decks to date in this superb beat-ballad performance which he does in the up-coming pic based on the Polly Adler book "A House Is Not A Home," Stellar Alan Lorber orchestration on a deck that should head right out for hit territory. "Come On Back" is a solid rock-a-blues swinger that also sounds like strong chartstuff.

LOOKING FOR LOVE (2:20) [Merna BMI—Hunter, Vincent]
THIS IS MY HAPPIEST MOMENT (1:59)
[Francon ASCAP—Murry, Davis]
CONNIE FRANCIS (MGM 13256)

Connie, who just added an oldie "Be Anything (But Be Mine)," to her fabulous list of chart credits, should soon do likewise with this newcomer. Tagged "Looking For Love," it's the teen-styled shuffle-rock title tune from her up-coming pic that she and Alan Lorber-led ork-choral group deliver in sparkling fashion. Coupler's a slick, swinging nitery-type performance—also from the flick.

ASK ME WHY (Concertone ASCAP—McCartney, Lennon]
ANNA [Hollis BMI—Alexander]
MISERY [George Paxton ASCAP—McCartney, Lennon]
TASTE OF HONEY [Gil BMI—Scott, Marlow]
THE BEATLES (VeeJay 903)

The label is selling this Beatles EP at the singles price and it's more than likely that it'll soar up the singles charts in short order. The big attraction is one of the newcomers, "Ask Me Why," an infectious, rhythmic cha cha-like affair. The tearful jumper, "Misery," is the other newie. Oldies are Arthur Alexander's "Anna"—dore up slow rock-a-cha cha fashion and the haunting, waltz-styled "A Taste Of Honey"—the short-while-back hit shared by Martin and Jimmy Smith among others.

MORE AND MORE OF YOUR AMOR (2:27)
[Comet ASCAP—Sherman, Weiss]
MARNIE (2:40) [Hawaii BMI—Hermann, Jason, Shayne]
NAT KING COLE (Capitol 5219)

Cole, who's currently coming off a strong chart outing in the country-styled "I Don't Want To Be Hurt Anymore," can turn the chart trick once again—this time via the bossa nova route. It's a slick charmer that Nat and Ralph Carmichael carve out in most appealing fashion. Ditto for the beautiful mood ballad, "Marnie." Both ends are 'programming musts.'

Pick of the Week

HAWAII (2:04)
[Sea-Lark BMI — Kooper, Levine, Brass]

IT HURTS TO BE IN LOVE (2:34) [Screen Gems, Columbia BMI—Greenfield, Miller]

GENE PITNEY (Musicor 1040)

It looks (and sounds like) Pitney has a double-header this time out. On one end he has a throbbing, tropical-flavored cha cha romantic thumper tabbed "Hawaii" while on the other he stomps out a touching item labeled "It Hurts To Be In Love." Top notch vocal-instrumental credits belong to Garry Sherman on the former and to Greenfield & Miller on the latter. Take your pick here.

I SURRENDER DEAR (2:20)
[Mills ASCAP—Barris, Clifford]

WHO (2:05)
[Irving Berlin ASCAP—Berlin]

NINO TEMPO & APRIL STEVENS (Atco 6306)

It's time again for Nino & April to bring back the oldies in their refreshingly popular style. On one end they do it with "I Surrender Dear," in a subdued, hush-voiced cha cha twist manner while on the other they really go teenage on an intriguing jump beat version of "Who." Delightful 'papa oom mow mow'-like choral chants on this end. Can be a big double-decker.

AIN'T SHE SWEET (2:12) [Advance ASCAP—Yellen, Ager]
NOBODY'S CHILD (2:58) [Hill & Range BMI—Arr: Sheridan]
THE BEATLES (Atco 6308)

There's Beatles product all over the place this week and chances are Atco will make a solid impression with their entry that has John Lennon in the featured vocal slot. It's the oldie, "Ain't She Sweet," that the artists rock out with an infectious glee. Tony Sheridan's the solo songster on the heart-rending, slow paced folk-updated undercut, "Nobody's Child."

EVERYBODY NEEDS SOMEBODY TO LOVE (2:46)
[Keetch, Caesar & Dino BMI—Burnes, Burke, Wexler]
LOOKING FOR MY BABY (2:20) [Progressive-Cotillion BMI—Burke]
SOLOMON BURKE (Atlantic 2241)

Burke, who just enjoyed a healthy dual-mart chart run with "Goodby Baby (Baby Goodbye)," should be in for more of the same here. On the new one Solomon's spreading the word that "Everybody Needs Somebody to Love" against a contagious 'live' type "Memphis" backdrop colorfully supplied by the Phil Medley crew. Also keep tabs on the thumpin' cha cha blueser on the lower end.

WHAT'S HAPPENING TO ME (2:27)
[Screen Gems, Columbia BMI—Sparks]
DARLING IT'S WONDERFUL (2:21) [Travis BMI—Bunn]
DALE & GRACE (Montel 930)

Dale & Grace are back on the wax scene this week with another one of their hip-swinging, beat-ballad performances destined to make the teeners and platter spinners sit up and take notice. Tabbed "What's Happening To Me," it sports the duo's attention-getting vocal blending and a screeching violin backing. Coupler's the click oldie, "Darling It's Wonderful" also done up winning beat-ballad style.

YOU'RE NO GOOD (2:15) [Morris BMI—Ballard]
SHAKE, RATTLE AND ROLL (2:07) [Progressive BMI—Calhoun]
THE SWINGING BLUE JEANS (Imperial 66049)

The group's back with another deck that's already high up on the Great Britain best seller charts. It's "You're No Good" and it's done up in captivating, cha cha blues beat style. Side should be their next big U.S. success. On the flip they take the rockin' oldie, "Shake, Rattle And Roll," and blast it out in frenzied fashion.

I WANT YOU TO MEET MY BABY (2:17)
[Screen Gems, Columbia BMI—Mann, Weil]
CAN'T GET OVER (THE BOSSA NOVA) (2:27)
[Maxana ASCAP—Lawrence, Gorme, Gins]
EYDIE GORME (Columbia 43082)

This could be Eydie's best selling deck since her "Blame It On The Bossa Nova" smasheroo. It's the canary's entry in the blue beat ska-shuffle sweepstakes and it's a sparkling, multi-track delight, tabbed "I Want You To Be My Baby." Also stay with the enchanting bossa nova romancer on the "Ipanema"-styled coupler. Fine Bob Mersey arrangements on both lids.

BREAKING POINT (2:23)
[Chevis BMI — McAllister]

THAT MAN BELONGS BACK HERE WITH ME (2:38)
[Skidmore ASCAP—Ballard, Jr., Riela]

ETTA JAMES (Argo 5477)

Canary's solid r&b-pop following's sure to go for both ends of her newest Argo offering. One end's a thump-a-rhythmic twister, tabbed "Breaking Point," while the other's a tantalizing, steady middle-beat romancer labeled "That Man Belongs To Me." Terrific vocal and instrumental support on this pick 'em pairing.

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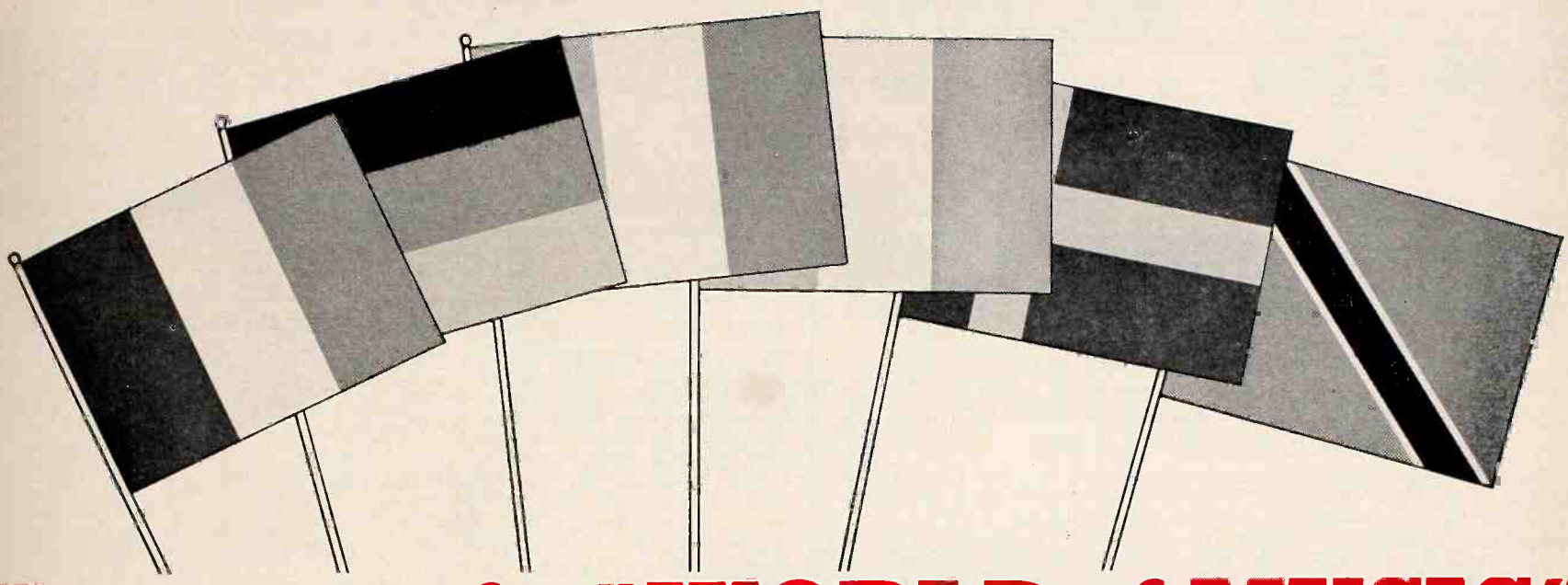


Requests for "WORLD of MUSIC" catalog reflect fast-growing demand for foreign records

Favorite of the French teenagers, sings with a twist. Includes: Baby, c'est vous, Dansons, others. 430.103/440.103

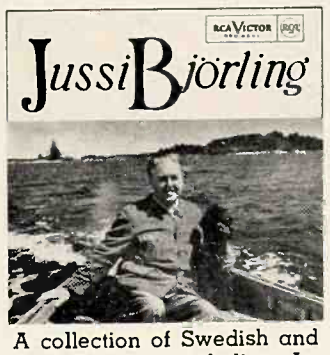
Haydn's Concerto in E flat. Knud Hovaldt, with the Scandinavian Philharmonic orchestra. LM/LSC-9956

Paul sings world-wide favorites in Italian. Included are: Crazy Love, Eso Beso, and others. LPM-10130

Sedaka makes these hits even more enjoyable. Includes: La terza luna, I tuoi capricci and other favorites. LPM-10140

Mexico's top balladeer sings: Lamento Borincano, Campanitas de Cristal, Quiereme Mucho, others. MKL/MKS-1576

Mariächi Vargas de Tecalitlan. Melodies included are Siboney, La Negra, Juarez and others. MKL/MKS-1582



A collection of Swedish and Scandinavian melodies. Includes: Tonerna, Sav sav susa, others. LM/9884

Steel Band sound, direct from Trinidad. Included are: Ramblin' Rose, Whispering, Diane, Lover, others. LPB-3021

Here are 8 Best Sellers selected from the 650 great albums in RCA Victor's new foreign record catalog.

The overwhelming response to the first offer of RCA Victor's "World of Music" catalog was extremely gratifying—and shows the growing importance of foreign records to U. S. dealers.

Catalog lists over 650 L.P.s, all available for immediate delivery from U. S. warehouses, all attractively packaged and shrink-wrapped. To get your share of this booming business, contact your RCA distributor for full details and a sample catalog. Be sure to do it today!

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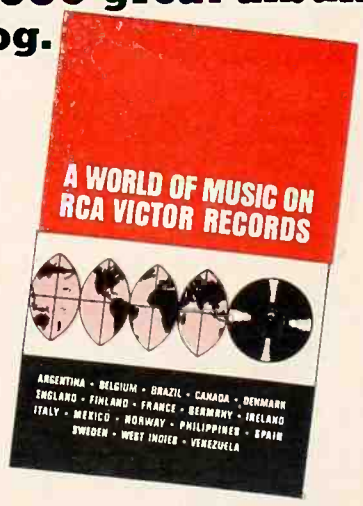

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RECORD REVIEWS

Cash Box

• 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

TONIGHT YOU BELONG TO ME (1:43)
[Johnny Mathis ASCAP—Rose, David]

THE OBJECT OF MY AFFECTION (1:48)
[Bourne ASCAP—Tomlin, Poe, Grier]

GEORGE MAHARIS (Epic 9696)

The actor-singer can have another hit deck on his hands via this delightful up-dating of the oldie, "Tonight You Belong To Me." The bright Marty Manning arrangement takes a happy-go-lucky route a la the years-back Patience & Prudence success. The soft-spoken, toe-tappin', straw hat & cane-like revival of "The Object Of My Affection," can also make the grade once again. Two real pleasing vocal stints by Maharis.

BLUE MIDNIGHT (3:10) [Roosevelt BMI—Kaempfert, Rehbein]

LOVE (2:05) [Roosevelt BMI—Kaempfert]

BERT KAEMPFERT (Decca 31638)

Bert Kaempfert, with a healthy number of instrumental successes to his credit, could have one of his strongest to date with this self-penned opus tagged, "Blue Midnight." Fred Moch's smooth trumpet flight, coupled with a slow building backdrop makes for top-notch listening. The side is a deft fit to many programming areas. The reverse, another Kaempfert original, again spotlights the trumpeter in a jazz-flavored number. Could also get plenty of spins and sales.

Newcomer Picks

SELFISH ONE (2:55) [Chevis BMI—McKinley, Smith]

EVERYTHING BUT LOVE (2:45) [Chevis BMI—McKinley, Smith]

JACKIE ROSS (Chess 1903)

The Chess outfit can soon add another star to its hit roster in the person of newcomer Jackie Ross. Lark turns in a captivating vocal performance on a handclapping rock-a-rhythmic shuffler labeled "Selfish One." Sensational instrumental showcase. Coupler's an inviting romantic jumper.

TOP DOWN TIME (2:05) [Tender Tunes, Trio BMI—Kane, Sanders]

DON'T CRY (Tomorow's Tears Tonight) (2:22)
[Tender Tunes, Trio BMI—Kane, Sanders, Steinberg]

THE ROCKAWAYS (Red Bird 10-005)

The Rockaways can be the next big group on the red-hot Red Bird label. Fellas have a sock-rock 'hot-rod'er' from the Beach Boys-Jan & Dean school, tagged "Top Down Time," that can take a quick trip to chartsville. Strong Artie Butler arrangement. Backing's an appealing, smooth-styled beat-ballad weeper.

SHOULD I CRY (2:06) [Metric BMI—Myers, Nitzsche]

IT'S OUR WEDDING (2:25) [Grand Canyon BMI—Spencer]

THE CONCORDS (Epic 9697)

This dandy teen beat jumper could give the Concords a very big chart affair. Tabbed "Should I Cry," it's a dilly that sports an early days of rock 'n roll sound and it's chock full of the vocal and musical tricks the kids dig. Bright Ron Winters arrangement. Underlid's a complete change of-pace beat-ballad romancer.

DANCE, FRANNY, DANCE (2:10) [Abnak BMI—Dakil]

LOOK WHAT YOU'VE GONE AND DONE (2:16) [Abnak BMI—Dakil]

FLOYD DAKIL COMBO (Guyden 2111)

Guyden can have a hot piece of wax property in this deck, recorded live at the Pit in Dallas—and already making noise in that part of the country. Tagged "Dance, Franny, Dance," it's a spirited handclapping rock-a-rhythmic affair that the Floyd Dakil Combo drives out with money-making enthusiasm. More solid, 'pull-out-all-the-stops' rockstuff on the flip.

EVERY DAY I HAVE TO CRY (2:26) [Tiki BMI—Alexander]

WATCH WHAT YOU DO WITH MY BABY (2:18)
[Hill & Range BMI—Giant, Baum, Kaye]

JULIE GRANT (Hickory 1260)

Hickory can have a solid chart representation, by way of England, on this deck that bows Julie Grant. One half's the short-while-back click (for Steve Alaimo), tabbed "Every Day I Have To Cry," that the lark and her vocal-instrumental accompaniment stomp out in coin-catching style. However, don't overlook the bright-sounding, up tempo coupler that takes a winning multi-track route.

Best Bets

ANDY WILLIAMS (Cadence 1447)

● UNDER PARIS SKIES (2:01) [Leeds ASCAP—Gannon, Drejac, Giraud] From the diskery's vaults comes this slick, light-swingin' up-dating of the oldie. Real hip finger-snapper that the platter spinners' should cotton to in no time flat. Side's culled from the LP of the same name.

(B+) LET IT BE ME (3:22) [Leeds ASCAP — Curtis, Delanone, Becaud] Tender charmer, the Everly Bros. hit, also from the album.

ELAINE HILL (RSVP 1101)

● IS IT REALLY WORTH IT (2:16) [RSVP BMI—Hamilton] Chances are both RSVP and Elaine Hill will have their first big chart romance with this heartfelt, up beat stomp'er with a tasty "Romeo & Juliet"-like arrangement neatly served up by G. Butcher. Side has what it takes for stardom. Watch it closely.

(B+) YOU'RE GONNA GET IT (In The Same Old Way) (2:23) [RSVP BMI—Baylis, Hamilton] Inviting thump-a-twist'er.

JAMES RAY (Congress 218)

● WE GOT A GOOD THING GOIN' ON (2:42) [Eden BMI—Norther, Briggs] Ray can get back in the "If You're Gonna Make A Fool Of Somebody" hit groove with this stomp-a-cha-cha delighter. Potent Hutch Davie choral and ork support rounds out this strong package.

(B+) ON THAT DAY (2:35) [Al Gallico BMI — Northern, Briggs] Pulsating beat-ballad blues romancer.

KIRBY ST. ROMAIN
(Tear Drop 3036)

● OH BABY DOLL (2:17) [Arc BMI—Berry] St. Romain, who scored last year with "Summer's Comin'," can do the same this time out with this driving Chuck Berry affair. Sock-rock rumbler that can move way out on the Jamie/Guyden-distributed label.

(B) SUMMERTIME FUN (1:48) [Inett BMI—McKay, St. Romain] Catchy, multi-tracked jumper.

THE WAILERS (Imperial 66045)

● MASHI (1:59) [Bolmin-BMI—Ormsby, Morrill, Burk] The Wailers, who came from left field a few months ago to click with "Tall Cool One" on another label, make their Imperial bow with this hard-drivin' instrumental full of the rockin' goodness that brings the teen dance crowd to the disk counters. The crew could repeat the earlier success with this one.

(B+) ON THE ROCKS (2:10) [Valet-BMI—Wailers] Boogie woogie flavored rock & roller.

JERRY GREEN & PASSENGERS
(Atlantic 2242)

● RAMONA (2:21) [Leist-ASCAP — Wayne, Gilbert] Here's a flavorful treatment of a decades-back oldie by Jerry Green & Passengers that could be a dark horse instrumental. Rhumba drums, solo guitar, and an echo chamber soprano happily combine to come up with an effective sound. The deck merits special attention.

(B+) PUERTO RICO (2:20) [Cotillion-BMI—Greenberg] Same flavor but with solo sax.

BOBBY & THE BLUE JAYS
(Music Voice 501)

● WOULDN'T IT BE FUNNY (2:26) [Lansing, Judy ASCAP—A.&M. DeLugg] Bobby & The Blue Jays can have a winner right off the bat with this bow that also serves as the debut for Art Talmedge's new N.Y.-based diskery. It's a really catchy low-keyed affair from the "Do You Want To Know A Secret" dept. Deejay exposure can send it soaring.

(B+) IT'S COMIN' THRU THE DOORS (The Windows & The Floors) (2:01) [Judy ASCAP—Brackman, DeLugg] Enticing, quick beat novelty about Liverpool sound.

THE CLASSICS (Stork 2)

● YOU'LL NEVER KNOW (2:16) [Bregman, Vocco & Conn ASCAP—Warren, Gordon] The Classics, who brought back "Till Then" in hit fashion a few seasons ago, can do the same with their Stork bow. It's the lovely evergreen that takes a potent new beat-ballad view. Strong Artie Butler arrangement.

(B) DANCING WITH YOU (2:13) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer] Snappy teen beat romantic jumper.

DICKEY LEE (Smash 1913)

● ONLY TRUST IN ME (2:37) [Screen Gems-Col-BMI—Lee] Dickey "Patches" Lee comes up with a strong bid for repeat chart honors with this new Smash beat-ballad aimed at the teen market. The chanter, backed by a smooth combo-choral crew, delivers this one with ease and polish. Immediate airplay seems assured.

(B+) ME AND MY TEARDROPS (2:05) [Screen Gems-Col-BMI—Lee, Reynolds] Happy, rock ballad.

THE CRAMPTON SISTERS
(DCP 1101)

● IF YOU WERE THE ONLY BOY IN THE WORLD (2:35) [Remick-ASCAP—Ayer, Grey] The Crampton Sisters recently scored a territorial hit with an oldie (I Didn't Know What Time It Was) and will likely do much better with this up-dated version of the years-back Perry Como biggie. It's a slickly-served dancing or listening deck.

(B+) IT'S GONNA TAKE A MIRACLE (2:27) [Duchess-BMI—Wecht, Walsh] Teen romance with a beat.

DON COSTA (DCP 1100)

● THE THEME FROM THE GOLDEN BOY (2:43) [E. H. Morris-ASCAP — Strouse, Adams] Don Costa dishes up a lush orchestral treatment of the theme from the new Sammy Davis B'Way show, "Golden Boy." A Sans-lyric choral background moodfully enhances the proceedings. A first-rate programming item for "soft music" stations.

(B+) MAIN STREET (1:58) [South Mountain - BMI — Costa] Honky-tonk piano in a modern setting.

THE FOURMOST (Atco 6307)

● A LITTLE BIT OF LOVING (2:05) [Jaep-BMI — Alquist] The Fourmost, who are hitting high in England with this rock ballad sparkler, are sure to capture similar honors in this country. The teens are sure to dig it all the way and send it up the hitsville path. Eye it for rapid sales.

● IF YOU CRY (2:20) [Jaep-BMI — O'Hara] Another smooth vocal sure to get a share of the spins.

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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

ALAN VALLONE (Philips 40204)

● LOVE IS OVER (2:09) [T.M. BMI—Barry, Resnick] This dramatic, slow cha cha beat ballad lament could prove to be a 'stepping stone' for Vallone. It's a heartfelt affair that the songster puts across with telling effect. Potent arrangement supplied by Alan Lorber.

(B+) THERE SHE GOES (2:00) [T.M. BMI—Clark] Touching multi-track ballad.

LONNIE DONEGAN (Hickory 1267)

● THERE'S A BIG WHEEL (1:58) [Acuff-Rose BMI—Gibson] Lonnie Donegan can get back in his money-making ways with this lively, uptempo, chorus-backed country-folk item with a moving inspirational theme and a contagious, hand-clappin' beat. Watch it closely.

(B) FISHERMAN'S LUCK (2:40) [Acuff-Rose BMI—Kershaw] Easy-going, shufflin' lament.

NATHANIEL MAYER (Fortune 557)

● MY LAST DANCE WITH YOU (2:25) [Trianon BMI—Brown] The songster opens up his potent, wide-range vocal talents full-blast on this first-rate pop-r&b chorus-backed romantic weeper with a nostalgic, while-back sound. Plenty of potential here.

(B+) GOING BACK TO THE VILLAGE OF LOVE (2:23) [Trianon BMI—Mayer, Brown] Swingin' teen-angled multi-dance item.

LOU GOSSETT, PAUL SINDAB, JOE LEE WILSON & LITTLE BUTLER (Powertree 149)

● BLUES FOR MISTER CHARLIE — PART TWO (2:28) [B. Sharp ASCAP—Ford, Sharp] Here's an interestingly off-beat item which is utilized in James Baldwin's controversial play of the same name. Funky, jazz-blues tune boasts a rapidly-changing low-key chromatic construction and some striking lyrics.

(B+) BLUES FOR MISTER CHARLIE — PART ONE (3:19) [B. Sharp ASCAP—Sharp] Melodic, lyrical, moody ballad.

THE LOLLIPOPS (RCA Victor 8390)

● DON'T MONKEY WITH ME (2:00) [Blackwood-BMI—Kusik, Douglas] Here's a new group with a strong commercial potential in this teen-oriented thumper that shows plenty of style and polish. If the PD's like it, the group could make some noise with this debut deck.

(B+) LOVE IS THE ONLY ANSWER (2:14) [Jobete-BMI—Ossman] More powerful vocal doings with strong promise.

JIMMY SOUL (S.P.Q.R. 3318)

● TAKE ME TO LOS ANGELES (2:40) [Rockmasters-BMI—Guide—Royster] Jimmy Soul has another jumpin' rocker which can best be described as a combination between his "If You Want To Be Happy" and U.S. Bonds' "New Orleans." This happy number has solid chart potential so eye it.

(B+) YOU CAN'T HAVE YOUR CAKE (2:40) [Rockmasters-BMI — Guida — Roysters] Another strong jumper on this end.

LOUIS ARMSTRONG (Verve 10326)

● I'VE GOT THE WORLD ON A STRING (2:48) [Mills-ASCAP—Arlen, Koehler] Louie's phenomenal singles success with "Hello Dolly" (on another label) could spark the same sort of action for this personal & distinctive Armstrong treatment of a years-back oldie.

● MAKIN' WHOOPEE (3:55) [Kahn, Bregmann, Vocco & Conn-ASCAP — Kahn, Donaldson] Here's another from the archives served up by the gravelly songster that should do just as well. Take your pick on this pairing.

VIC DONNA (Tiger 106)

● DANCE MARIE (1:53) [Trio-BMI—Barry, Greenwich] Vic Donna could join colleague Alvin Robinson to give the Tiger line another hit with this slick, multi-track plus chorus affair that sports a potent beat and an infectious melody. Top 40 spinners should find this a natural for wide acceptance.

(B+) I WON'T BE ME ANY MORE (2:44) [Trio-BMI — Barry, Greenwich] Blues-tinged opus, strong arrangement.

JOHN CACAVAS (Murbo 400)

● SAN ANTONIO ROSE (2:34) [Bourne ASCAP—Wills] The country-pop evergreen can be making the chart rounds once again—this time via this most attractive choral arrangement under the direction of John Cacavas. Bouncy, ear-pleasing deejay delight.

● THEN I'LL BE HAPPY (2:32) [Bourne ASCAP—Clare, Brown, Friend] More of the same charming results with this light, finger-snapping up-dating job.

THE CARONATORS (Clock 1045)

● SENORITA (2:05) [Miv BMI—Higdon, Powell] This one can make the big time in a big way. It's a stompin' Latin-flavored hand-clapper that the crew carves out in a tailored-or-teen-tastes style. Can break thru in the coming weeks.

(B+) LONG HOT SUMMER (2:35) [Miv BMI—Higdon, Powell] Potent novelty twist'er that can also make it.

LENNY & THE CHIMES (VeeJay 605)

● TWO TIMES TWO [Star Rite BMI—Seals] Lenny & the Chimes, who hit with the oldie, "Once In A While" a few-seasons-back, can do it again with this newie bow on VeeJay. It's a pretty, ballad-with-a-beat pledge of love that the teeners'll go for in a big way.

(B+) ONLY FOREVER [Joy ASCAP — Monaco, Burke] Shufflin', Four Aces-styled revival.

BOB CAIN (Minaret 117)

● WHY, WHEN YOU GET WHAT YOU WANT (You Don't Want It No More) (1:54) [Chu-Fin BMI—Cain] Cain can have an r&b-pop click on his hands with enticing, quick beat novelty rocker. Strong instrumental showcase handed in by Cliff Parman.

(B+) EVERYTHING (2:21) [Chu-Fin BMI—Brown, Cain] Ear-pleasing, Brook Benton-styled blues ballad.

Best Bets

JAY (Coral 62420)

● I'VE KNOWN YOU ALL MY LIFE (2:12) [Screen Gems, Columbia BMI—Goffin, King] Jay, formerly of Jay & the Americans, is back with a most attractive solo vocal on an extremely pretty, soft Latin beat romancer that could land loads of airtime real quick.

(B+) LITTLE SISTER (2:38) [Extra BMI—Weston] Catchy, multi-track romantic affair.

THE INITIALS (Congress 219)

● DANCING ON THE SAND (2:17) [Pocono-BMI—Hunter, Vincent] The Initials rock and wail their way thru this surfin' goodie in winning style and could strike pay-dirt in the Beach Boy-Jan & Dean manner. It's a dance delighter sure to attract immediate teen attention.

(B+) SEVENTEEN GUYS ON A BLANKET AT THE BEACH (2:06) [TM-BMI—Resnick, Young] Seasonal rocker.

ANDY ROSE & THORNS (Golden Crest 590)

● HEY SCOOTER (1:37) [Wolf Music-ASCAP — Wolfson] Here's an ear-pleasing romantic opus with a potent beat. Served up in slick manner by the group the tune could see national activity.

(B+) HOOTY SAPPERTICKER (1:53) [Wolf-ASCAP—Wolfson] Interesting novelty rocker.

THE QUINTO SISTERS (Columbia 43071)

● SUMMER NIGHTS (1:55) [Hill & Range BMI—Pomus, Shuman] The gals put together a fine piece of harmony to this rock-a-cha tune. Deck has all the qualities for the teenage market hit.

(B+) PINEAPPLE PRINCESS (1:58) [World BMI—Sherman, Sherman] Up beat revival of Annette's hit.

THE SONNETS (Guyden 2112)

● I CAN'T GET SENTIMENTAL (1:50) [Screen Gems, Columbia BMI—Moon] Side's a strong shuffle beat entry done up a la a Bobby Rydell oldie. Enough air exposure can send it up the sales ladder.

(B) FOREVER FOR YOU (2:05) [Acuff Rose BMI—Montgomery] Vocal teen ballad delight.

BILLY COSTA (Colpix 736)

● YOGI BEAR MARCH (1:57) [Colgems ASCAP — Paich] Here's a real happy-go-lucky ditty, with a "River Kwai" flavor, that could be filling the airwaves in the weeks to come. Tune, from the "Hey There, It's Yogi Bear" pic, sports bright sans lyric choral chants.

(B) WHISTLE YOUR WAY BACK HOME (2:13) [Colgems ASCAP — Gilbert, Goodwin] Snappy, banjo and whistle item.

DANNY ZIP (MGM 13254)

● HEY HEY GIRL (2:45) [Survey-BMI — Zipfel — Greene] Here's a real happy one for the teeners. The commercial qualities in this one are sure to capture the young set. Early days of r&b sounds make it really exciting.

(B+) PLEASE LISTEN TO ME (2:00) [Survey-BMI—Linde—Antell] A soft rock-a-ballad on this end.

JOE HINTON (Back Beat 541)

● YOU GOTTA HAVE LOVE (2:18) [Don BMI—Malone] Joe Hinton could do Top 100 business with this top-drawer hard-driving, chorus-backed blueser in which the chanter states the importance of romantic involvements. Deejays should really dig it.

(B+) FUNNY (3:00) Slow-moving, tradition-styled blues tear-jerker.

BOBBY CHARLES (Jewel 729)

● I HOPE (2:10) [Bar-Mar BMI—Guidry, Lewis] Bobby Lewis has had hits in the past and he can do it again with this tender slow-shufflin' pop-blues ode about a guy who is convinced that he will meet his ex-gal some time in the future. Could move quickly.

(B+) GOODNITE IRENE (2:35) [P.D.] Swingin' updating of the folk oldie.

NOLAN STRONG (Fortune 556)

● YOU'RE EVERY BEAT OF MY HEART (3:00) [Trianon BMI—Brown] Nolan Strong could well create a sales stir with this impressive low-key, chorus-backed r&b weeper which effectively uses a co tagious backbeat and some counter-point portions. Eye it.

(B+) IT'S BECAUSE OF YOU (2:59) [Trianon BMI—Brown] Slow-moving, teen-oriented romantic ballad.

LUDAWAY (Duel 530)

● HELLO LADY (2:18) [American Metropolitan Ent. BMI—Ludaway] This one's an enticing r&b-pop styled romantic novelty with a tempting, staggered beat delivery. Can make the grade. Watch it.

(B) THE PIG (2:23) [American Metropolitan Ent. BMI—Ludaway] Latin-beat rocker about a new dance.

THE POLARAS (Pharos 100)

● BREAKER (1:42) [Bevlynn BMI—Baldwin] The artists, a new group of instrumentalists, can make it big first-time-out on the new Hollywood-based diskery. Side's a thunderous surfin' pounder that could make a big chart splash.

● CRICKET (2:15) [Bevlynn BMI—Baldwin] This strong rhythmic thumper sports an intriguing cricket effect in the opener.

SAM McCUE (Flight 616)

● WHAT TO DO (1:50) [Ranral BMI—Chimka, McKay, McCue] The artist, using a multi-track vocal, dishes up a strong thumpin' rocker that has the potential to become a noise maker.

(B+) VALLEY OF TEARS (2:22) [Renret BMI—Domino, Bartholomew] Easy going vocal revival.

ACCENTS (M-Pac! 7216)

● NEW GIRL (2:03) [VaPac BMI—Hill, Williams] The Accents dish-up an extremely appealing commercial pop-r&b shufflin' affair about a chick who moved into "town" and they are interested in finding out her name. Eye it.

(B) DO YOU NEED A GOOD MAN (2:22) [VaPac BMI—Hill, Williams] Effective, lyrical medium-paced r&b tear-jerker.

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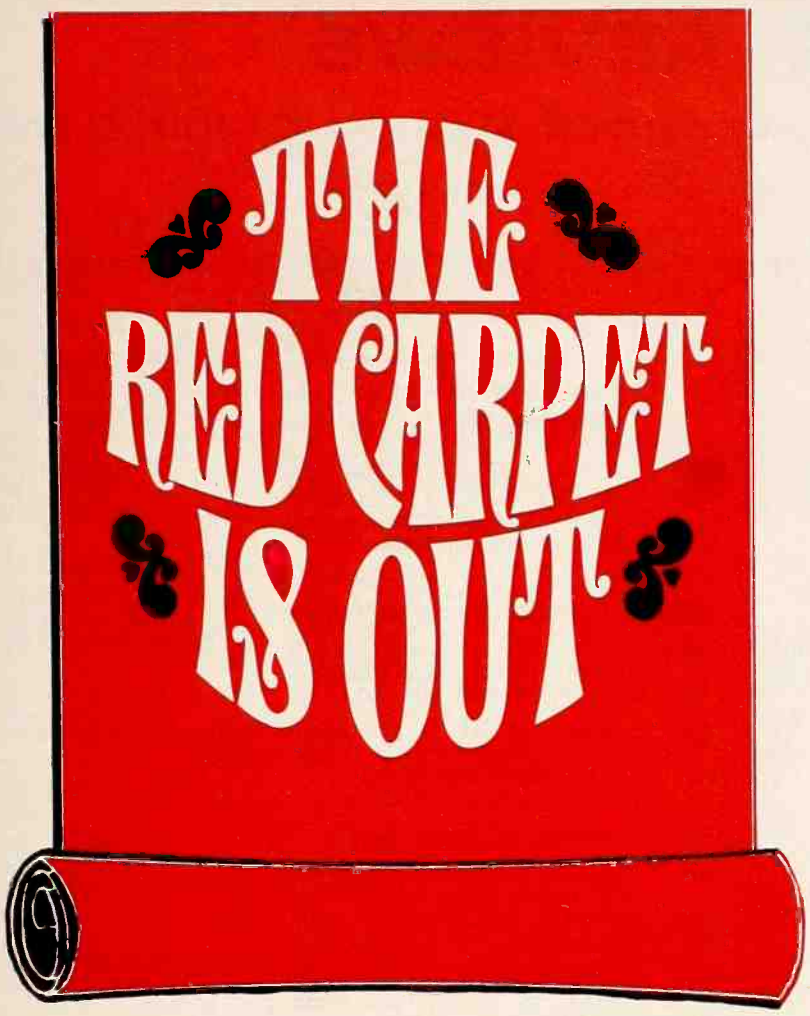

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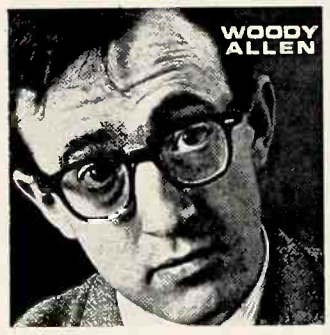

CP 518/SCP 518

CP 463/SCP 463

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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

B+ REVIEWS

JOE MOONEY (Columbia 43079)

(B+) ONCE UPON A SUMMERTIME (3:00) [Leeds-ASCAP —Mercer, Marnay, Barclay, Legrand] Sleek & polished handling of newie by vet singer-organist.

(B+) THE SECOND TIME AROUND (2:33) [Miller-ASCAP—Cahn, Van Heusen] Jazz-flavored reading of evergreen.

JIMMY LYTELL (Ember 2384)

(B+) LA NUIT (2:07) [Panther-ASCAP — Lytell, Bell] Rhythmic "Petit Fleur"-like instrumental.

(B+) NOTHIN' TO DO (2:20) [Para-BMI—Barr] More of same.

GARY SOMMERS (Tollie 9005)

(B+) GOODNIGHT SWEETHEART (2:30) [Robins-ASCAP—Campbell, Connelly, Noble] Tempting, teen-angled updating of warhorse.

(B) GOODWILL TO YOU BABY (2:30) [Musetta-ASCAP — Greene] R&B ballad, soulful.

DELL PRICE (Comet 946)

(B+) COME ON BABY (2:35) [Bentone-ASCAP—Dano, Perry] R&B wailing with soul.

(B) THEY'RE PLAYING OUR SONG (2:30) [Bentone-ASCAP—Michael, Vardis] Just fair ballad.

GARRY MILES (Liberty 55714)

(B+) ECSTASY (2:28) [Campbell Connelly-ASCAP — Manston] Melodic echo chamber vocal.

(B+) HERE GOES A FOOL (2:26) [Progressive-BMI — DeJesus, Sirupy] Ballad but smoothly delivered.

JILL HARRIS (Capitol 5220)

(B+) BABY, WON'T YOU TRY ME? (2:30) [Brianbert-BMI —Bateman] Gospel-like R&B affair.

(B+) OH, BABY (2:35) [Brianbert-BMI—Bateman, DuBois] High spirited R&B vocal w/chorus.

MONGO JONES (Vee Jay 603)

(B+) COFFEE STREET SKA (2:05) Bernettia-BMI — Collier] Blue beat with bright rock sound.

(B+) SKA LA BOMBA (2:10) [Bernettia-BMI — Collier] Trad. La Bomba with Ska effects.

FANTASTIC BAGGYS (Imperial 66047)

(B+) TELL EM I'M SURFIN' (2:02) [Trousdale - BMI — Sloan, Barri] Usual surfin' fare.

(B) A SURFER BOY'S DREAM (2:39) [Trousdale - BMI — Sloan, Barri] Ditto.

BILLY DUKE (Seville 132)

(B+) WHILE THE BLOOM IS ON THE ROSE (2:00) [Syndicate ASCAP—Dee, Wood] Tasty, cornball toe-tapper with hit potential.

(B) I'M THE LONESOMEST GUY IN TOWN (2:30) [Broadway ASCAP — Brown, Von Tilzer] Sentimental ballad lilter.

TONY RIVERS AND THE CASTAWAYS (Constellation 128)

(B+) I LOVE THE WAY YOU WALK (2:00) [Stride-BMI—Smith] Rockin' Liverpool sound.

(B) I LOVE YOU (2:17) [Chappell-ASCAP — Thorpe] More of the same.

THE VULCANES (Capitol 5199)

(B+) TWILIGHT CITY (2:35) [Lock-M.Z.G.-ASCAP — Saraceno] Infectious Ventures type instrumental.

(B) MOON PROBE (2:20) [Beechwood-Hidle-BMI — Barnum] Catchy finger-snapper.

THE NEPTUNES (Warner Bros. 5453)

(B+) I'VE GOT PLANS (1:55) [Beechwood BMI — Usher, Abeyta] Catchy hand clapper.

(B+) SHAME GIRL (1:58) [Beechwood, Screen Gems BMI—Usher, Abeyta] Four Seasonish type sound.

BEVERLY & MIKE (London 9676)

(B+) SHAME (2:30) [Gil BMI—Stevens] Swingin', finger-snappin' lindy.

(B) I WOULDN'T KNOW (2:35) [E. B. Marks BMI—McCoy] Ballad tear jerker.

RAMONA KING (Warner Bros. 5452)

(B+) RUN JOHNNY RUN (2:29) [Screen Gems, Columbia BMI —Nuckles, Riopelle] Strong foot stumper.

(B) IT COULDN'T HAPPEN TO A NICER GUY (2:15) [Briardcliff, Marathon BMI — Nuckles, Riopelle] Fast movin' stomper.

THE CONTENDERS (Chattahoochee 656)

(B+) JOHNNY B. GOODE (2:00) [Arc BMI—Berry] Revival of Chuck Berry's hit done with modern rock.

(B) RISE 'N' SHINE (1:48) [Signature BMI — Cagaanan] Funky instrumental.

HOYT AXTON (Vee-Jay 604)

(B+) L.A. TOWN [Stork BMI—Axton] Lively, pulsating, raunchy folk-blueser.

(B+) DOUBLE DOUBLE DARE [Stork BMI—Axton] More of the same.

AL BRISCO CLARK (Fontana 1909)

(B+) SOUL FOOD PART ONE (2:13) [Try Me BMI—Wright] Funky, low-down blues tear-jerker.

(B+) SOUL FOOD PART TWO (2:23) [Try Me BMI—Wright] Logical continuation of the above.

FIVE ROYALS (King 5892)

(B+) I NEED YOUR LOVIN' BABY (2:42) [Franlin BMI—Lebow, Jeffries] High-spirited, happy r&b romantic ditty.

(B+) WONDER WHERE YOUR LOVE HAS GONE (2:26) [Armo BMI—Pauling] Slow-moving, sentimental weeper.

B+ REVIEWS

NANCY SINATRA (Reprise 0292)

(B+) THIS LOVE OF MINE (2:05) [Embassy - BMI — Sinatra, Parker, Sanicola] Slick talk-sing version of oldie.

(B) THERE GOES THE BRIDE (2:48) [South Mountain-BMI —Barr, Meshel] Teen romancer.

EDDIE HARRIS (Columbia 43075)

(B+) CHICAGO SERENADE (2:29) [Quadrille BMI—Harris] Moody, midstream jazz opus.

(B) MORE SOUL, THAN SOUL (4:22) [Quadrille BMI—Harris] Slow-moving bluesy affair.

O. V. WRIGHT (Goldwax 106)

(B+) THERE GOES MY USED TO BE (2:43) [Rise BMI—Jamison] Infectious, chorus-backed, shuffin' blues balled.

(B) THAT'S HOW STRONG MY LOVE IS (2:48) [Rise BMI —Jamison] Ditto.

KELLY BRADY (Columbia 43077)

(B+) FIVE HUNDRED MILES (2:23) [Montclare BMI — Brady] Feelingful rendering of the folk sturdie.

(B+) THE CRUEL WAR (2:28) [Montclare BMI — Brady] Another fine folk updating.

DOROTHY WILLIAMS (Volt 118)

(B+) CLOSER TO MY BABY (2:25) East BMI—Williams] Soulful, shuffle-beat blues romantic item.

(B) WATCHDOG (2:30) [East BMI — Cropper, Williams] Hand-clappin' infectious r&b novelty.

C & C BOYS (Duke 379)

(B+) IT'S ALL OVER NOW (2:26) [Kags BMI—Womack] Top-drawer cover of the Valentinos chart click.

(B+) MY LIFE (2:10) [Don BMI—Malone, Silvers] Hard-driving, rhythmic blues sounds.

JIMMY McCRACKLIN (Imperial 66035)

(B+) JUST LIKE IT IS (2:14) [Metric BMI — McCracklin] Raunchy, low-down soulful blueser.

(B+) LET'S DO IT ALL (1:30) [Metric BMI — McCracklin] High-powered r&b teen dance item.

LITTLE WILLIE JOHN (King 5870)

(B+) ROCK LOVE (2:20)[J & C BMI — Glover] Interesting, chorus-backed bluesy slow twister.

(B) IT ONLY HURTS A LITTLE WHILE (2:21) [Bejo BMI—John] Tradition-oriented r&b weeper.

FIVE SHARPS (Jubilee 5478)

(B+) STORMY WEATHER (2:15) [Arko-ASCAP—Arlen, Koehler & Teen shuffle beat ballad, updating of evergreen.

(B) MAMMY JAMMY (2:05) [Benell-BMI — Perkins] R&B styled new dance thumper.

THE BLENDELLS (Reprise 0291)

(B+) LA LA LA LA LA (2:46) [Jobete BMI—Paul] Vocal with catchy blues rock beat.

(B) HUGGIE'S BUNNIES (2:25) [Maravilla BMI — Tesso] Hard rock instrumental.

CRASH CRADDOCK (King 5912)

(B+) BETTY, BETTY (2:10) [Lois BMI — Craddock, Thompson] A Buddy Holly flavored, up tempo tune.

(B+) RIGHT AROUND THE CORNER (2:25) [Jay & Cee BMI—Singleton McCoy] Thumpin' rocker.

THE TIARAS (Alliance 1934)

(B+) MEXICAN ROCK (2:27) [Stella Lane, Emperor BMI—Cole] Guitar-led bouncer.

(B) RED SAILS IN THE SUNSET (2:00) [ASCAP—Kennedy, Williams] Pleasant instrumental-ballad revival.

MARTY RICHARDS (Ascot 2153)

(B+) WHAT MAKES ONE FALL IN LOVE (2:32) [United Artists ASCAP—DiMinno] Pleasant, soft ballad affair.

(B) BELLA BAMBINA (2:07) [United Artists ASCAP—DiMinno, Cardini] Neapolitan-styled charmer.

ARTHUR AND THE CORVETS (NRC 232)

(B+) MIRACLES (2:04) [Prigan-BMI] Potent mover sure to excite the teeners.

(B+) I BELIEVE (2:21) [Druid-BMI—Davis] Catchy rock-a-cha-cha.

CHESS AND CHECKER (Chicory 1603)

(B+) CHICKEN IN THE LOGO (2:30) [Claridge-ASCAP — Slay-Boulanger-Heard] Powerful infectious slop.

(B+) BABYCAKES (2:08) [Claridge - ASCAP — L'Heureux-Boulanger] Rocking lindy. Good partytime deck.

THE TIFFANYS (Atlantic 2240)

(B+) GOSSIP (2:35) [Stilran-BMI —Williams] Exciting rhythmic slop.

(B) PLEASE TELL ME (2:40) [Stilran - BMI — Stiles - McDougal] Good ballad with Flamingos' "I Only Have Eyes For You" flavor.

KENNY LITTLE & LITTLE PEOPLE (United Artists 738)

(B+) A SHOT IN THE DARK (2:24) [Twin Chris-ASCAP—Mancini] Mancini's new flick theme with novel arrangement.

(B+) NEVER ON SUNDAY (2:28) [Unart, Lee-BMI—Hadjidakis] While-back blockbuster in Dixieland.

ESTELLE BROWN (United Artists 727)

(B+) YOU GOT JUST WHAT YOU ASKED FOR (2:20) [Ragmar-BMI — Meade, Raleigh] Soulful R&B.

(B+) STICK CLOSE (2:17) [Valley-BMI—Blackwell, Scott] More of the same.

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Cash Box RECORD REVIEWS

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

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B+ REVIEWS

SUGAR PIE DESANTO (Wax 103)

(B+) STRANGE FEELING (2:12) [B-Flat BMI—DeSanto] Moody after-hours r&bish plea for romance.

(B+) LITTLE TASTE OF SOUL (2:12) [B-Flat BMI—DeSanto] High-powered, quick-paced blues rocker.

ROVERS (Chattahoochee 653)

(B+) CAN'T BE THE FIRST (1:46) [Etnoc-Larry ASCAP—Richardson] Hard-driving folk message item.

(B) THE WEB (2:11) [Carte BMI—Edmonson] Lively, lyrical pop-folk ballad.

GORTONS' PANTHERS (Panther 334)

(B+) PANIC BUTTON (PART I) (2:27) [Penabscot BMI—Garvarentz] Solid, instrumental rocker.

(B+) PANIC BUTTON (PART II) More of the same.

THE FIVE KINGS (Columbia 43060)

(B+) LIGHT BULB (2:23) [Al Gallico BMI—Burton, Sawyer] Contagious, twist-beat handclapping rocker.

(B+) DON'T SEND ME AWAY (2:40) [Blackwood BMI—Burton, Dillard] Catchy rock-a-cha-cha novelty.

B REVIEWS

FLORIAN MONDAY (Realm 7020)

(B) MONDO (2:04) [Rolls ASCAP] Fast movin' twister.

(C+) MONDO MOE [Rolls ASCAP] Funky, shuffle-beat.

THE DU-KANES (HSH 501)

(B) SHOCK TREATMENT (1:57) [Wrist Marathon BMI—Kait] Eerie instrumental rocker.

(B) OUR STAR (2:12) [Wrist Marathon BMI — Gordon] Catchy tune.

THE CHADONS (Chattahoochee 643)

(B) WE'RE IN LOVE (2:06) [De-Pam ASCAP—Ralke-Patrick] Cute Patience & Prudence-type cha cha sound.

(B) ALL I DO IS DREAM OF YOU (2:18) [Robbins ASCAP — Freed-Brown] Rock-a-folk revival of oldie.

THE KNIGHTS (Red Feather 18401)

(B) PRECISION [Red Feather BMI—Stewart] Subdued instrumental rocker with classical flavor, especially in the opener.

(B) CUT OUT (2:18) [Red Feather BMI — Longmire-Stewart] More pleasing instrumental rockstuff.

TOMMY WILLS (Gregory 103)

(B) WALKIN' MR. SAX (2:40) [Club Miami BMI — Wills] Shuffle beat sax & whistle-led blueser.

(B) STAIRWAY TO THE STARS (2:08) [Robbins ASCAP — Parish-Maineck-Signorelli] Beat-ballad blues revival.

THE CASINOS (Terry 116)

(B) THAT'S THE WAY (2:00) [Club Miami BMI—Smith, Casinos] R&B pleaser.

(B) TOO GOOD TO BE TRUE (2:30) [Pamper BMI—Start] Easy rhythm and blues.

FRANCINE SCOTT (Chattahoochee 638)

(B) A LETTER FOR JOHNNY (2:00) [La Casa de Zorro BMI — Wayne, Massey] Teen romance item.

(B) CAROL'S BRIDAL SHOWER (2:15) [La Casa de Zorro BMI —Kay, Massey] More of same.

TOMMY GENOVA (Bella 609)

(B) FARMER JOHN (2:24) [Venice BMI — Harris, Terry] Smooth version of current hit.

(B) SINNER AM I (2:44) [Eigil BMI — Genova] Rock-a-billy opus.

STONEMAN FAMILY (World-Pacific 413)

(B) TAKE ME HOME (2:59) [Jack BMI—Clements, Reynolds] Easy-going, rhythmic pop-folk ode.

(B) GROUNDHOG (2:28) [Jack BMI] Infectious up-dating of the oldie.

B. B. CARTER (Emanuel 105)

(B) LEAVE ME ALONE (2:18) [Prompt & Koegray BMI — Alexander Medium-paced happy blueser.

(B) SWEET WORDS (2:50) [Prompt & Koegray BMI—Gray] Funky, after-hours r&b lament.

ROGER SIMON (Double L 734)

(B) KEEP US TOGETHER (2:55) [Tempo ASCAP — Sregor, Brown] Tender, slow-moving blues romancer.

(B) I'M SORRY (2:15) [Prentis Clark ASCAP—Sregor, Brown, Moten] Low-key tale of remorse.

SILAS HOGAN (Excello 2251)

(B) DARK CLOUDS ROLLIN' (2:45) [Excellorec BMI—Hogan, West] Extremely slow-moving raunchy blueser.

(B) I'M IN LOVE WITH YOU BABY (2:15) [Excellorec BMI—Hogan, West] Lively r&b traditional.

THE THIN MEN (Parkway 916)

(B) INDIAN LOVE CALL (2:50) [Harms, Inc-ASCAP — Harbach, Hammerstein, Friml] Sizzling, rocka-twist updating of oldie.

(B) GUITAR BLUES (2:21) [Evanston-BMI—Alston, Williams] Steady shuffle blues handclapper.

RELIGIOUS

ORIGINAL JOY HARMONIZERS (Orbit-103)
Teach Me Master/I'll Always Love You Jesus

MARVIN JENKINS (Tangerine-946)
The Storm Is Passing Over/How Do You Know God Is Real

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TOP 100 Albums

PIN-UP SHEET

MONAURAL — **JULY 11, 1964**

Pos.	Title	Last Week
1	HELLO DOLLY *Louis Armstrong (Kapp KL 1364)*	1
2	HELLO DOLLY *Broadway Cast (RCA Victor LCO 1087)*	2
3	FUNNY GIRL *Broadway Cast (Capitol VAS 2059)*	3
● 4	GETZ/GILBERTO *Stan Getz & Joao Gilberto (Verve V 8545)*	6
5	COTTON CANDY *Al Hirt (RCA Victor LPM 2917)*	4
6	BARBRA STREISAND/THE THIRD ALBUM *(Columbia CL 2154)*	5
7	THE BEATLES' SECOND ALBUM *(Capitol T 2080)*	9
8	RETURN OF THE DAVE CLARK FIVE *(Epic LN 24104)*	7
9	CALL ME IRRESPONSIBLE & OTHER ACADEMY AWARD WINNERS *Andy Williams (Columbia CL 2171)*	8
10	HONEY IN THE HORN *Al Hirt (RCA Victor LPM 2733)*	11
11	PINK PANTHER *Henry Mancini (RCA Victor LPM 2894)*	13
12	GLAD ALL OVER *Dave Clark Five (Epic LN 24093)*	10
13	SOMETHING SPECIAL FOR YOUNG LOVERS *Ray Charles Singers (Command RS 866 SD)*	15
14	SHUT DOWN VOL. II *Beach Boys (Capitol T 2027)*	16
15	TODAY, TOMORROW, FOREVER *Nancy Wilson (Capitol T 2082)*	12
16	TODAY *New Christy Minstrels (Columbia CL 2159)*	14
● 17	THE ROLLING STONES *(London LL 3375)*	23
18	MARY WELLS GREATEST HITS *(Motown 616)*	19
● 19	HARD DAY'S NIGHT *Beatles (United Artists UAL 6366)*	—
● 20	JOHNNY RIVERS AT THE WHISKEY A' GO GO *(Imperial LP 9264)*	27
21	MEET THE BEATLES *(Capitol T 2047)*	18
22	MORE THEMES FOR YOUNG LOVERS *Percy Faith (Columbia CL 2167)*	20
23	LITTLE CHILDREN *Billy J. Kramer & Dakotas (Imperial LP 9267)*	31
● 24	BEATLES' SONG BOOK *Hollyridge Strings (Capitol T 2116)*	50
25	A WORLD WITHOUT LOVE *Peter & Gordon (Capitol T 2155)*	32
26	THE SECOND BARBRA STREISAND ALBUM *(Columbia CL 2054)*	29
27	BACK IN TOWN *Kingston Trio (Capitol T 2081)*	17
28	CHUCK BERRY'S GREATEST HITS *(Chess LP 1485)*	25
29	FROM RUSSIA WITH LOVE *Soundtrack (United Artists UAL 5114)*	22
● 30	BEWITCHED *Jack Jones (Kapp KL 3365)*	46
31	THE BARBRA STREISAND ALBUM *(Columbia CL 2007)*	39
32	IT MUST HAVE BEEN SOMETHING I SAID *Smothers Brothers (Mercury MG 20904)*	21
● 33	THE MANY SIDES OF THE SERENDIPITY SINGERS *(Philips PHM 200 134)*	45
34	INTRODUCING THE BEATLES *(Vee Jay LP 1062)*	37
35	LOUIE, LOUIE *Kingsmen (Wand 657)*	33
36	WHO'S AFRAID OF VIRGINIA WOOLFE *Jimmy Smith (Verve 8583)*	26
● 37	I LOVE YOU MORE & MORE EVERY DAY/TEARS & ROSES *Al Martino (Capitol T 2107)*	51
38	KISSIN' COUSINS *Elvis Presley (RCA Victor LPM 2894)*	28
39	SHANGRI-LA *Robert Maxwell (Decca DL 4421)*	32
40	REFLECTIONS *Peter Nero (RCA Victor LPM 2853)*	24
41	WEST SIDE STORY *Filmtrack (Columbia OL 5670)*	36
42	SPEAK TO ME OF LOVE *Ray Conniff (Columbia CL 2150)*	41
43	IN THE WIND *Peter, Paul & Mary (Warner Bros. WB 1507)*	42
44	CALL ME IRRESPONSIBLE *Jack Jones (Kapp KL 1328)*	34
45	TOM JONES *Soundtrack (United Artists UAL 4113)*	43
● 46	THE INTERNATIONAL TEEN AGE SENSATION RITA PAVONE *(RCA Victor LPM 2900)*	56
47	HIGH SPIRITS *Original Cast (ABC Paramount ABC OC 1)*	35
48	CHARADE *Henry Mancini (RCA Victor LPM 2755)*	38
49	LETTERMEN LOOK AT LOVE *(Capitol T 2083)*	40
50	SHOWTIME *James Brown (Smash MG 27054)*	44
51	BOYS BOYS BOYS *Lesley Gore (Mercury 20901)*	47
● 52	I WALK THE LINE *Johnny Cash (Columbia CL 2190)*	67
53	NEW ORLEANS AT MIDNIGHT *Pete Fountain (Coral CRL 57429)*	53
54	SERENDIPITY SINGERS *(Philips 200 115)*	52
55	DEAD MAN'S CURVE/NEW GIRL IN SCHOOL *Jan & Dean (Liberty LRT 3361)*	59
56	JOAN BAEZ IN CONCERT VOL. II *(Vanguard VSD 2123)*	61
57	MEET THE SEARCHERS/ NEEDLES AND PINS *(Kapp KL 1363)*	54
58	MANHATTAN TOWER *Robert Goulet (Columbia OL 6050)*	47
59	I WISH YOU LOVE *Gloria Lynne (Everest 5226)*	48
60	AIN'T THAT GOOD NEWS *Sam Cooke (RCA Victor LPM 2899)*	55
61	BY REQUEST *Brenda Lee (Decca DL 4507)*	60
62	AMERICAN TOUR WITH ED RUDY *(Radio News Pulsebeat 1000)*	62
63	SUSPICION *Terry Stafford (Crusader CLP 1001)*	57
64	DISCOVERY *Vikki Carr (Liberty LRP 3354)*	58
65	LET'S HAVE A PARTY *Rivieras (Riviera U.S.A. 102)*	70
66	CATCH A RISING STAR *John Gary (RCA Victor LM 2745)*	65
● 67	UNSINKABLE MOLLY BROWN *Soundtrack (MGM E 4232)*	77
68	GOING BAROQUE *Swingle Singers (Philips PHS 600-133)*	69
69	WISH SOMEONE WOULD CARE *Irma Thomas (Imperial LP 9266)*	74
70	EARLY HITS OF 1964 *Lawrence Welk (Dot DLP 3572)*	73
71	COME DANCE WITH THE HITS *Sammy Kaye (Decca DL 4502)*	75
72	TOGETHER *Marvin Gaye & Mary Wells (Motown 613)*	66
73	FOREVER *Pete Drake (Smash MGS 27053)*	76
74	PETER, PAUL & MARY *(Warner Bros. WB 1449)*	81
● 75	WORLD OF MAKE BELIEVE *Johnny Mathis (Mercury MG 20913)*	88
● 76	FADE IN, FADE OUT *Original Cast (ABC Paramount ABC OC 3)*	91
77	ON THE MOVE *Trini Lopez (Reprise RS 6112)*	84
● 78	FABULOUS VENTURES *(Dolton BLP 2029)*	90
● 79	DON'T LET THE SUN CATCH YOU CRYING *Gerry & The Pacemakers (Laurie 2024)*	100
80	FOREVER *Billy Vaughn (Dot DLP 3578)*	76
81	WIVES & LOVERS *Jack Jones (Kapp 1352)*	86
82	I'LL SEARCH MY HEART *Johnny Mathis (Columbia CL 2143)*	89
83	STAY AWHILE *Dusty Springfield (Philips 600-133)*	80
84	JOHN GARY ENCORE *(RCA Victor LPM 2084)*	85
85	WHEN LIGHTS ARE LOW *Tony Bennett (Columbia CL 2175)*	68
86	MARVIN GAYE'S GREATEST HITS *(Tamla 252)*	63
87	NEW YORK WONDERLAND *Andre Kostelanetz (Columbia CL 2138)*	78
88	HEAR HEAR *Searchers (Mercury SR60914)*	83
89	MUSCLE BEACH PARTY *Annette (Vista 3314)*	87
90	LILIES OF THE FIELD *Soundtrack (Epic LN 24094)*	64
91	DANCE DISCOTHEQUE *(Decca DL 74556)*	97
92	DAWN (GO AWAY) *Four Seasons (Philips PHM 200-124)*	72
93	BELAFONTE AT THE GREEK THEATRE *(RCA Victor LSO 6009)*	82
94	SHANGRI-LA *Vic Dana (Dolton BLP 2028)*	93
95	PRESENTING THE BACHELORS *(London LL 3353)*	—
96	GENE PITNEY'S BIG SIXTEEN *(Musicor MM 2008)*	95
97	REFLECTIONS *Chad Mitchell Trio (Mercury MG 20891)*	96
98	ALLEN IN WONDERLAND *Allen Sherman (Warner Bros. WB 1539)*	92
99	TENDER IS THE NIGHT *Johnny Mathis (Mercury MG 20890)*	94
100	PURE DYNAMITE *James Brown (King K 883)*	98

TOP 50 STEREO

Pos.	Title	Last Week
1	HELLO DOLLY *Louis Armstrong (Kapp KS 3364)*	1
2	HELLO DOLLY *Broadway Cast (RCA Victor LSO 1087)*	2
3	FUNNY GIRL *Broadway Cast (Capitol SVAS 2059)*	3
4	GETZ/GILBERTO *Stan Getz & Joao Gilberto (Verve VS 8545)*	5
5	COTTON CANDY *Al Hirt (RCA Victor LSP 2917)*	4
6	BARBRA STREISAND/THE THIRD ALBUM *(Columbia CS 8954)*	7
7	HONEY IN THE HORN *Al Hirt (RCA Victor LSP 2733)*	9
8	CALL ME IRRESPONSIBLE & OTHER ACADEMY AWARD WINNERS *Andy Williams (Columbia CS 8971)*	8
9	PINK PANTHER *Henry Mancini (RCA Victor LSP 2795)*	12
10	TODAY TOMORROW FOREVER *Nancy Wilson (Capitol ST 2082)*	6
11	SOMETHING SPECIAL FOR YOUNG LOVERS *Ray Charles Singers (Command RS 866 SD)*	10
12	TODAY *New Christy Minstrels (Columbia CS 8059)*	11
13	FROM RUSSIA WITH LOVE *Soundtrack (United Artists UAS 5114)*	16
14	THE BEATLES' SECOND ALBUM *(Columbia ST 2080)*	14
15	BACK IN TOWN *Kingston Trio (Capitol ST 2081)*	13
● 16	BEATLES' SONG BOOK *Hollyridge Strings (Capitol ST 2116)*	22
17	RETURN OF THE DAVE CLARK FIVE *(Epic BN 21106)*	21
18	I LOVE YOU MORE & MORE EVERY DAY/TEARS & ROSES *Al Martino (Capitol ST 2107)*	23
19	SHUT DOWN VOL. II *Beach Boys (Capitol ST 2027)*	17
20	MORE THEMES FOR YOUNG LOVERS *Percy Faith (Columbia CS 8967)*	15
21	THE INTERNATIONAL TEEN AGE SENSATION RITA PAVONE *(RCA Victor LSP 2900)*	25
22	BEWITCHED *Jack Jones (Kapp KS 3365)*	19
23	REFLECTIONS *Peter Nero (RCA Victor LSP 2853)*	24
24	GLAD ALL OVER *Dave Clark Five (Epic BN 26093)*	30
25	WHO'S AFRAID OF VIRGINIA WOOLFE *Jimmy Smith (Verve 6 8583)*	29
26	DIMENSION 3 *Enoch Light & Light Brigade (Command RS 867 SD)*	18
27	CHARADE *Henry Mancini (RCA LSP 2755)*	20
28	SPEAK TO ME OF LOVE *Ray Conniff (Columbia CS 8950)*	35
29	TOM JONES *Soundtrack (United Artists UAS 4113)*	28
30	WEST SIDE STORY *Filmtrack (Columbia OS 2070)*	27
31	MEET THE BEATLES *(Capitol ST 2047)*	34
32	THE MANY SIDES OF THE SERENDIPITY SINGERS *(Philips PHS 600 134)*	37
33	HIGH SPIRITS *Original Cast (ABC Paramount ABCS-OC 1)*	26
34	SHANGRI-LA *Robert Maxwell (Decca DL 7421)*	32
35	IN THE WIND *Peter, Paul & Mary (Warner Bros. WB 1507)*	39
36	I WALK THE LINE *Johnny Cash (Columbia CS 8990)*	40
37	COMMAND PERFORMANCES *Enoch Light (Command RS 868)*	31
38	LILIES OF THE FIELD *Soundtrack (Epic ST 24094)*	33
39	WORLD WITHOUT LOVE *Peter & Gordon (Capitol ST 2155)*	43
40	SERENDIPITY SINGERS *(Philips PHS 600-115)*	36
41	LETTERMEN LOOK AT LOVE *(Capitol ST 2083)*	38
42	EARLY HITS OF 1964 *Lawrence Welk (Dot DLP 25572)*	46
43	UNSINKABLE MOLLY BROWN *Soundtrack (MGM SE 4232)*	—
44	MANHATTAN TOWER *Robert Goulet (Columbia OS 2450)*	41
45	FADE IN FADE OUT *Original Cast (ABC Paramount ABCS OC 3)*	—
46	IT MUST HAVE BEEN SOMETHING I SAID *Smothers Bros. (Mercury MGS 60904)*	42
47	NEW ORLEANS AT MIDNIGHT *Pete Fountain (Coral CRL 757429)*	49
48	FABULOUS VENTURES *(Dolton BST 8024)*	—
49	WISH SOMEONE WOULD CARE *Irma Thomas (Imperial LP 12266)*	44
50	KISSIN' COUSINS *Elvis Presley (RCA Victor LSP 2894)*	45

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS

● Indicates Strong Upward Move

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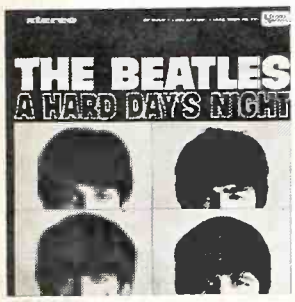
Cash Box ALBUM REVIEWS

POP PICKS



A HARD DAY'S NIGHT—The Beatles—United Artists UAS 6366

The Beatles, probably one of the most phenomenally successful vocal-instrumental groups to come out of any country, offer up tunes from their first film, a United Artists release tabbed, "A Hard Day's Night." That the film and the album will be blockbusters in the coin-making department is a foregone conclusion. The package is destined for chartdom with such slick tracks as "A Hard Day's Night," "I Should Have Known" and "If I Fell."

THE CONCERT SOUND OF HENRY MANCINI —RCA Victor LSP 2897

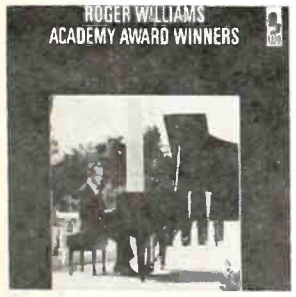
Here's a four-part concert by Henry Mancini that spotlights the talented composer-arranger-orkster in a musical tribute to Hollywood, Victor Young, David Rose and the while-back TV series, "Mr. Lucky." 30 top-drawer tunes are served up in medley form in an attention-getting fashion sure to send the album up the charts in short order. A large, lush ork and the fine conducting hand of Mancini are superb on "Moon River," "Golden Earrings," "Holiday For Strings" and "Mr. Lucky." A potent sales item.

I DON'T WANT TO BE HURT ANYMORE—Nat King Cole—Capitol ST 2118

Nat King Cole cashes-in on the built-in success ingredients of his current chart-riding single of "I Don't Want To Be Hurt Anymore" to tab this new Capitol LP outing of easy-going chorus-backed ballads. The songster is effectively spotlighted in top-drawer Ralph Carmichael-arranged versions of "Only Yesterday," "I Don't Want To See Tomorrow" and "I'm All Cried Out." Disk seems sure to score heavily in the coin dept.

TO BROADWAY WITH LOVE—Original Cast—Columbia OS 2630

"To Broadway With Love" is the Worlds Fair's lavish musical tribute to Broadway and its immortal greats. Staged by Morton DaCosta and produced by Morton Schaefer, the original material for the show was contributed by Jerry Bock and Sheldon Harnick who set a festive mood with the sparkling tag-tune opener. A host of fine performers shine in the solo spotlight as they dish up vignette-like excerpts from many box-office smashes from out of the past. The musical theater from Stephen Foster to the present is touched on in 25 tuneful numbers. A superb listening experience throughout.



ACADEMY AWARD WINNERS — Roger Williams—Kapp KL1406

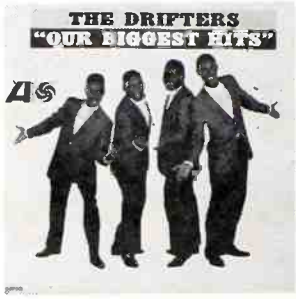
Roger Williams comes up with a set of Academy Award winners for his latest Kapp outing loaded with the stuff that chart LP's are made of. The pianist, backed by a lush string ork, glides through these film gems with ease, inventiveness and good taste. His huge following should come out in force for his delightful treatments on "Never On Sunday," "The Last Time I Saw Paris" and "Secret Love." Top chart potential.

AIN'T NOTHING YOU CAN DO—Bobby Bland —Duke DLP 78

The vet blues chanter tabs this new Duke LP after his recent giant coin-catcher of "Ain't Nothing You Can Do" and, in addition to the biggie, includes eleven other heart rending blues pieces. Bland is in his best form as he dishes-up freely-swingin' readings of "If I Hadn't Called You Back," "When You Put Me Down" and "Black Night." "Blind Man" breaks us up. Album should pull loads of loot.

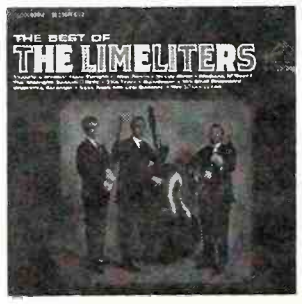
FILM SPECTACULAR VOL. II—Stanley Black —London SP44031

Stanley Black's second chapter of "Film Spectacular" is the kind of film theme LP that stands head and shoulders above most flick music offerings. The conductor, fronting the London Festival Orchestra, lends an air of symphonic grandeur to these classic film melodies. The excitement is stirring throughout on such greats as "Lawrence Of Arabia," "Gone With The Wind," "Spellbound" and others equally potent. The phase 4 stereo is brilliant and set includes piggy-back LP of past phase 4 entries. Eye this one for an early trip to the charts.



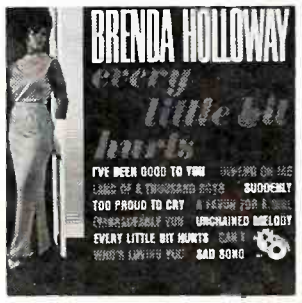
OUR BIGGEST HITS—Drifters—Atlantic 8093

The Drifters, who are currently clicking in both the pop and r&b departments with "Under The Boardwalk," are destined to zoom up the LP charts in no time flat with this Atlantic offering boasting a fine sampling of their previous triumphs and noisemakers. The group is in top-notch form on "Up On The Roof," "Rat Race" and "On Broadway." Eye the disk for rapid acceptance.



THE BEST OF THE LIMELITERS—RCA Victor LSP 2889

The Limeliters who have racked up a bevy of best-selling pop-folk LP's over their years of recording for RCA Victor offer a tasteful program of those selections most often requested of them in concerts and clubs. The crew's distinctive brand of harmony and contagious counterpoint is aptly showcased on "There's A Meetin' Here Tonight," "We Shall Overcome" and "This Train." Disk should develop into a big seller.



EVERY LITTLE BIT HURTS—Brenda Holloway —Tamla 257

Brenda Holloway, who first jumped into the national spotlight with "Every Little Bit Hurts," tags this, her first album session after her recent biggie and includes eleven other pop-r&b selections. The lark's rich, wide-range voice carries her in fine stead on "I've Been Good To You," "Depend On Me" and "Land Of A Thousand Boys." Disk should do well.

THE YOUNG LOVERS—Original Soundtrack—Columbia OL7010

The original soundtrack etching of the upcoming flick, "The Young Lovers," boasts a score by Sol Kaplan (who also conducts the score) that is both fitting to the plot development and entertaining. A wide variety of musical moods are included—tangos, bull fight music, rock and roll and blues, to name a few. Unlike many dramatic film scores, "The Young Lovers" is pleasant listening throughout, without the dead spots that detract from the listener's interest. General release of the pic should spark sales.

POP BEST BETS

GOLDEN FOLK SONG HITS VOL. III—Johnny Mann Singers—Liberty LRP 3355

The Johnny Mann Singers could have their most potent folk song album to date with this third issue on Liberty. Almost all of the tunes on this set have achieved wide-spread popularity in their own right and the flavorful delivery by the singers makes them choice listening. "Green, Green," "Saturday Night," "Blowin' In The Wind," "Rovin' Gambler" and "Abilene" are just a few of the folk gems dished up here. Set could be a biggie.

MUSIC MAKES ME WANT TO DANCE—David Carroll—Mercury MG 20926

Maestro David Carroll makes a pitch for dancers of both the old and new schools with this top-rung Mercury set of familiar items played in a variety of terpsichorean tempos. The large band shines as they render lively, full-bodied arrangements of "For You," "Middle East Mambo" and "I Still Keep Coming Back For More." Fine fare for either listening or dancing pleasure.

THE HITS FROM FUNNY GIRL—Pete King—Capitol ST2119

The Pete King Chorale and Orchestra directs its attention to the smash Streisand show, "Funny Girl" for this album session on Capitol. Here are 9 of the show's brightest tunes wrapped up in inventive and sparkling showcases for moodful and relaxed listening or dancing. In addition to some outstanding choral and orchestral efforts, instrumental solos by Murray McEachern are listening bonuses. A natural for programmers, the set is sure to enjoy brisk sales activity.

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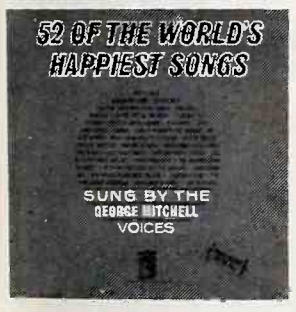
Cash Box ALBUM REVIEWS

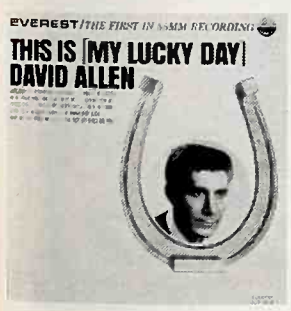
MORE TEENAGE TRIANGLE—Petersen, Darren, Fabares—Colpix 468
James Darren, Shelley Fabares and Paul Petersen scored a money-making hit with their first "Teenage Triangle" entry on Colpix and this second stanza could very well go the same success route. The three artists are heard together on two bands, and go it alone individually for the rest of the session. Geared for the teen market, the kids will like "Billy Boy," "She Rides With Me" and "Kids." Lots of coin to be made here.

DANCE! DANCE! DANCE!—Frankie Yankovic—Columbia CS 9001
Frankie Yankovic and his Yanks direct their attention to the polka and the waltz on this new danceable set on Columbia. The Polka King has a huge following across the country and this new addition to his extensive catalog is sure to be a welcome one. This is music with high spirits and a happy mood and for those who want to dance, a sheer delight. Included here are "My Sweetheart Polka," "Put Your Little Foot" and "My Darling Ann."

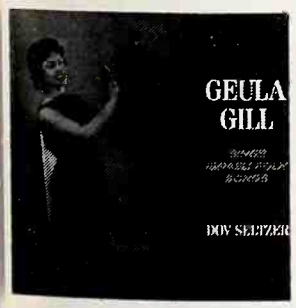
ADMIRABLE BYRD — Jerry Byrd — Monument MLP 8014
Jerry Byrd, who has earned many laurels in the past with his distinctive steel guitar stylings, offers-up a delightful mostly specially written tunes on this first-rate set from Monument. The guitarist creates some exceptional musical-portraits on "Surprise Waltz," "I Wanna Learn To Play The Steel Guitar" and "Faded Love." Deejays should find plenty of programmable material here.



52 OF THE WORLD'S HAPPIEST SONGS—George Mitchell Voices—MGM SE 4218
The George Mitchell Voices reach down into the rich international catalog of happy-go-lucky items and come up with a delightful, high-spirited set of warm evergreens. The material here is aptly suited to chorus presentation and the large group really shines as they turn outstanding renditions of "Kiss Me Honey," "Hang On The Ball Nellie" and "When I Grow Too Old To Dream."



THIS IS MY LUCKY DAY—David Allen—Everest 5224
In this era of slip-shod performers David Allen is a thoroughly professional singer. This "pro" who has been around the business for the past twenty-five years has a rich, wide-range baritone voice and a swingin' power-packed delivery. While backed by a full ork conducted by Bob Florence the songster turns in first-rate renditions of "Where You At," "Lucky Day" and "What Have You Got That Gets Me." An impressive showing.



GEULA GILL SINGS ISRAELI FOLK SONGS—Aravel AB 2002
During the past few years there has been increased interest by American folk buffs in the music of the Middle East. One of the foremost artists in this idiom is Geula Gill. The Israeli lark has a rich, wide-range voice and feelingful, professional delivery. While backed by a small combo which makes use of the ancient, authentic instruments she breezes her way through "Kol Dodi," "Hineh Ma Tov" and "Zemer Lach."

JACK ELLIOTT—Vanguard—VSD 79151
In the plaintive on-the-road tradition of Woody Guthrie, Jack Elliott has been traveling around the world for years perfecting his craft and learning new songs. On this new Vanguard set the chanter, while accompanying himself on the guitar and mouth harp, offers a moving program of folk tunes long-associated with him. Best bets here include "Roving Gambler," "Diamond Joe" and "More Pretty Girls." One of the best sets that the artist has cut to date.

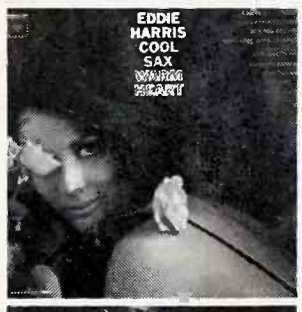
THE FABULOUS SOUTH PHILADELPHIA STRING BAND—Sure SS Vol. 17
The South Philadelphia String Band, which struts and swings in bright fashion in the annual Mummer's Parade, is also a much-recorded aggregation and on this session dishes up a generous helping of evergreens and current clicks. Launching the disk with "Hello Dolly," the strings continue with ear-arresting treatments of "Wait Till The Sun Shines Nellie," "Bye Bye Blackbird," "Ja-Da" and others. Loads of happy listening.

JAZZ PICKS

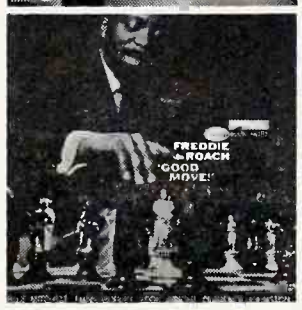
GREAT TIMES! — Duke Ellington/Billy Strayhorn—Riverside 475
Here's a dazzling jazz set spotlighting the keyboard talents of Duke Ellington and Billy Strayhorn playing a dozen duets. The material here runs the gamut from moody sturdies to comparatively recent vintage swingin' newies. The artists superbly blend together into a potent midstream orientation. Among the highlights here are "Cottontail," "In A Blue Summer Garden" and "Blues For Blanton." Loads of potential here.

COLTRANE'S SOUND—John Coltrane—Atlantic 1419
Ace saxist John Coltrane (he plays both tenor and soprano with equal poise) teams up with an accomplished crew of jazzmen on this new Atlantic set including McCoy Tyner on piano, Steve Davis on bass and Elvin Jones on drums. Coltrane wails effectively in his improvisational dynamic style on "The Night Has A Thousand Eyes," "Central Park West" and "Body And Soul." Jazzophiles should really dig the set.

JAZZ BEST BETS



COOL SAX, WARM HEART—Eddie Harris—Columbia CL 2168
Eddie Harris' forte in jazz is a pop orientation which broadens the sales horizon considerably. This new moodful session on Columbia is geared for widespread activity both in airplay and sales. The Malcolm Dodds singers add compelling vocal performances to a set of tunes, some old, some original Harris, that couple strong melodic lines with vibrant rhythms. Pleasurable listening throughout. Best bets here are "Since I Fell For You," "But Not For Me" and "More Soul Than Soulful."



GOOD MOVE—Freddie Roach—Blue Note 4158
Freddie Roach again (this is third LP on Blue Note) proves himself a deft master of the organ keyboard as he continues with a fresh approach to the instrument. Complemented by tenor saxist Hank Mobely, guitarist Eddie Wright and drummer Clarence Johnston, the organist adds subtle nuances of shading to such items as "It Ain't Necessarily So," "Pastel" and his own "Wine, Wine, Wine." Jazz buffs will dig this one.

CLASSICAL PICKS

THREE SPANISH MASTERPIECES BY ALBENIZ—Alicia de Larrocha—Columbia MS 6603
Much of the impact of Spanish compositions on the classical music world stems from the works of Albeniz, Granados and de Falla, and Albeniz stands in the foreground. The composer has tapped a rich source of folk melodies for the three pieces included here by Alicia de Larrocha, Suite Espanola, Pavana Capricho and Cantos De Espana, and has molded them into delightful and artful works. A strong melodic line never falters in beauty or excitement and the pianist's sensitivity to the works is much in evidence. A superb classical entry.

SPANISH ORCHESTRAL MUSIC—Rafael Fruhbeck De Burgos conducting the Paris Conservatoire Orchestra—Angel 36195
For the past seventy-five years some of the most dramatic orchestral music in the world has been written by Spanish composers. Conductor Rafael Fruhbeck De Burgos pays a musical tribute to this vast body of Hispanic-oriented music on this first-rate classical offering from Angel. The disk boasts a fine, varied sampling including famous selections by Falla, Turina, Albeniz, etc. Superlative listening fare.

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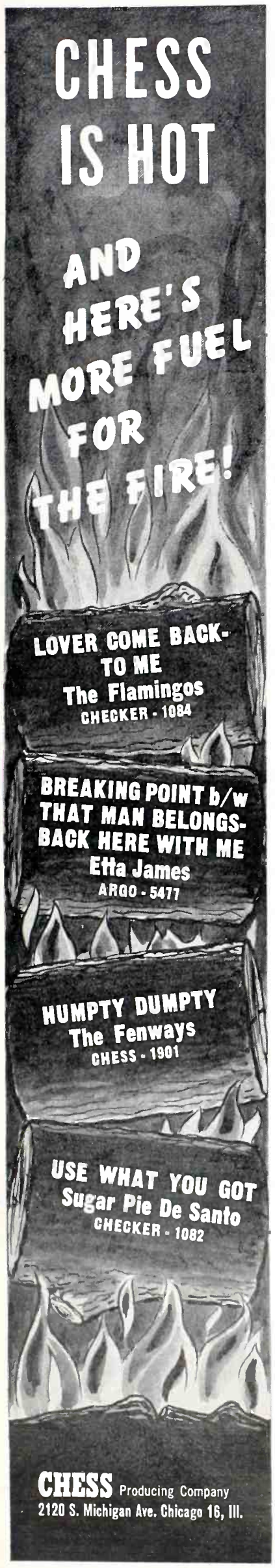

Cash Box TOP 50 IN R&B LOCATIONS

		Pas. Last Week
1	GOOD TIMES Sam Cooke (RCA Victor 8368)	3
2	NO PARTICULAR PLACE TO GO Chuck Berry (Chess 1898)	6
3	WALK ON BY Dionne Warwick (Scepter 1274)	1
4	KEEP ON PUSHIN' Impressions (ABC Paramount 10554)	7
5	BEG ME Chuck Jacson (Wand 154)	5
6	TRY IT BABY Marvin Gaye (Tamla 54095)	11
7	LAZY ELSIE MOLLY Chubby Checker (Parkway 926)	9
8	WHAT'S THE MATTER WITH YOU BABY Marvin Gaye & Mary Wells (Motown 1057)	2
9	HEY HARMONICA MAN Little Stevie Wonder (Tamla 54096)	14
10	STEAL AWAY Jimmy Hughes (Fame 6401)	16
11	MY GUY Mary Wells (Motown 1056)	4
12	TENNESSEE WALTZ Sam Cooke (RCA Victor 8368)	19
13	ONCE UPON A TIME Marvin Gaye & Mary Wells (Motown 1057)	10
14	UNDER THE BOARDWALK Drifters (Atlantic 2237)	21
15	SOMETHING YOU GOT Alvin Robinson (Tiger 104)	12
16	I WANNA LOVE HIM SO BAD Jelly Beans (Red Bird 10-003)	32
17	EVERY LITTLE BIT HURTS Brenda Holloway (Tamla 54094)	13
18	SHARE YOUR LOVE Bobby Bland (Duke 377)	23
19	ANOTHER CUP OF COFFEE Brook Benton (Mercury 72266)	8
20	DO I LOVE YOU Ronettes (Philles 121)	29
21	GIVING UP Gladys Knight & The Pips (Maxx 326)	15
22	I LIKE IT LIKE THAT Miracles (Tamla 54098)	36
23	JUST BE TRUE Gene Chandler (Constellation 130)	34
24	HELP THE POOR B. B. King (ABC Paramount 10552)	26
25	MIXED-UP, SHOOK-UP GIRL Patty & Emblems (Herald 590)	37
26	YOU'RE MY REMEDY Marvelletes (Tamla 54097)	39
27	GIRLS Major Lance (Okey 7179)	25
28	LOVING YOU MORE EVERY DAY Etta James (Argo 5465)	18
29	ANYONE WHO KNOWS WHAT LOVE IS Irma Thomas (Imperial 166041)	35
30	TOO LATE TO TURN BACK Brook Benton (Mercury 72266)	17
31	A LITTLE TOY BALLOON Danny Williams (United Artists 729)	41
32	I DON'T WANT TO BE HURT ANYMORE Nat Cole (Capitol 5155)	20
33	MY BABY DON'T DIG ME Ray Charles (ABC Paramount 10557)	22
34	OH BABY (WE GOT A GOOD THING GOIN') Barbara Lynn (Jamie 1279)	42
35	WHERE DID OUR LOVE GO Supreme (Motown 1060)	—
36	GOODBYE BABY (BABY GOODBYE) Solomon Burke (Atlantic 2226)	28
37	SAILOR BOY Chiffons (Laurie 3262)	—
38	THAT'S REALLY SOME GOOD Rufus & Carla Thomas (Stax 151)	30
39	I CAN'T HEAR YOU Betty Everett (Vee Jay 599)	46
40	ALL GROWN UP Crystals (Philles 122)	—
41	BABY COME HOME Ruby & Romantics (Kapp 601)	—
42	THE THINGS I USED TO DO James Brown (Smash 1908)	43
43	I'M SO PROUD Impressions (ABC Paramount 10544)	31
44	A QUIET PLACE Garnet Mimms (United Artists 715)	—
45	DEVIL WITH THE BLUE DRESS Shorty Long (Soul 35001)	49
46	JUST AIN'T ENOUGH LOVE Eddye Holland (Motown 1058)	40
47	YOU SEE MY LOVE Lenny Welch (Cadence 1446)	—
48	I'LL BE IN TROUBLE Temptations (Gordy 7032)	44
49	NIGHTINGALE MELODY Little Johnny Taylor (Galaxy 731)	—
50	ONE GIRL Garnett Mimms (United Artists 715)	38

Cash Box RECORD RAMBLINGS

NEW YORK:

Above the registration desk of the Eden Roc Hotel were proudly stationed 18 logos of record labels and a record packager. ARMADA arranged to have 24" by 30" enlargements of each trademark. Represented were Constellation, 20th Century Fox, Kapp, Sue, United Artists, Atlantic and Atco, Sound Stage 7, Colpix, Request, Mr. Maestro, Vanguard, Monument, Musicor, A&M, Crescendo and Roulette. The record packager was Cryovac.

In addition to its hotel display, Colpix Records rented a plane to spread the word on a banner that "Colpix Has the NU Interns," meaning that the label had the soundtrack LP to the new flick. The plane made circles around the Eden Roc, and at various times had to compete with similar publicity by a butcher shop, a rent-a-Vespa firm and a steak house.

EARL WRIGHTSON

NANCY WILSON

TONY BENNETT

There was an ARMADA Convention Trophy Race at Flagler's dog track in honor of the distrib association on Friday night. For most of the conventioneers who attended the track via a special package deal—including privacy in a special club room and a delightful buffet dinner—it was a non-profitable salute, though one distrib and some label men reportedly won heavily.

One wit said that the winning Trophy Race dog was to receive a silver plated dog biscuit.

Harry's American Bar at the Eden Roc has a Scopitone juke-box, the ones that screen a film along with a disk. The 4-color films are extremely well-produced and are shown brilliantly on the screen.

It was nice to meet and chat with **Earl Wrightson** who came by the CB offices last week with indie promo rep **Morty Wax**. Earl's got a fine new album on Columbia tagged, "Shakespeare's Greatest Hits," a collection of the bard's poems set to music by **Dick Hyman**. We'd also like to add our commendations to those of many others for the dedicated job Earl has done on the American Musical Theater TV'er. . . . Columbia's **Tony Bennett** has been named "Variety Performer Of The Year" by the American Guild of Variety Artists (AGVA) and will receive the coveted award July 12 at the World's Fair in a special ceremony at the Singer Bowl to benefit AGVA's Youth Fund. Tony joins **Barbra Streisand, Sammy Davis Jr.,** and **Harry Belafonte** who won the award the previous three years. The chanter is currently riding the Top 100 with his "Sin To Tell A Lie" etching. . . . We received a nice note from songster **Danny Williams** who's appearing at the North Pier Pavilion in Blackpool, England. Danny's making it two in a row with his current disking of "A Little Toy Balloon."

The folks at Philips have high hopes for their newest singing discovery, **Alan Vallone**, who bows on the label with a pairing tabbed, "Love Is Over" and "There She Goes." . . . The **Lou Reizners** recently welcomed a new daughter named **Claudia Michele**, born a few weeks ago at Columbus Hospital in Chicago. Lou's the import co-ordinator for Mercury, and Mama, former fashion model **Lydia Rush**. . . . **Ed** and **Linda Thrasher** are the proud parents of a new son, their first child, born June 16. Young Thrasher has been named **Jeffrey Allen**. Ed's an art director for Warner Bros. Records. . . . Our apologies to **Mort Garson**—his name should have appeared in our last week's review of the new **Arthur Prysock** (Old Town) LP review. Mort should have been credited as conductor. . . . Regina 88'er **Eddie Thompson** has been held over for another four weeks at Gotham's Hickory House. The label is also planning a follow-up LP to his "Jazz Portrait of Eddie Thompson," tagged "Thompson Stomps at Hickory," to be cut live at the nitery.

Fantasy's **Vince Guaraldi** has written, scored and waxed the sound track of a new film, "A Boy Named Charlie Brown," and the label is readying an album of the soundtrack featuring Guaraldi and his trio. . . . **Mickey Wallach**, MGM/Verve promo man about town, sez buyers and spinners are flippin' for the new "Unsinkable Molly Brown" soundtrack, "Corcovado" by **Antonio Carlos Jobim**, and "The Carpetbaggers" on Ava. . . . **H. J. Lengsfelder**, Request Records topper, infos the label has just released an LP by "The Little Singers of Tokyo," the group which was so well received here recently. The choir gave concerts at Lincoln Center, the Whitehouse and appeared on the Sullivan show. . . . Atlantic's **Bob Kornheiser** shouting smash for **Solomon Burke**'s "Everybody Needs Somebody To Love," **Carla Thomas**' "I've Got No Time To Lose" and "Goofus" by **Bent Fabric** on Atco. . . . **Jackie Wilson** is headlining the Freedomland Show July 3-9. . . . **Barry Resnick** writes that Sue has just released "I Found My Place" by the **Johnson Sisters**, "Don't Bug Me Baby" by **Debra Dion**, and "Out Of Sight" by **Hank Jacobs**. . . . Lee Stone's "Wait For Me" on the Sandura label has been re-mastered and re-issued and is reportedly getting action in the Baltimore area.

Frank Campana, Columbia's manager of artist relations and promotion, heads for a two-week visit on the Coast this week (6) and can be reached at the Hollywood office of Columbia Records. . . . **Sam Montel**, topper of Montel Records, all flipped over the initial reaction to his new **Dale & Grace** deck, "What's Happening To Me." Sam sez the side should be huge.

Allan Sherman has so much faith in his singing talents he's written material to be accompanied by a symphony orchestra. He'll debut the concert at the Hollywood Bowl next month (14). . . . Joy Records' **Johnny Farrow** is ecstatic over the national sales activity on Bobby Wood's "If I'm A Fool For Loving You." . . . **Tim Gayle**, manager of **Bobbe Von**, Pittsburgh vocalist-trumpeter, plans to have the attractive lass in the disk whirl by fall. . . . Columbia execs say that "Angelito" by **Rene and Rene** is the fastest breaking single in the country. . . . **Trini Lopez** has taken New York by storm the last few weeks. In addition to his stand at

(Continued on page 34)

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TOP 100 SINGLES

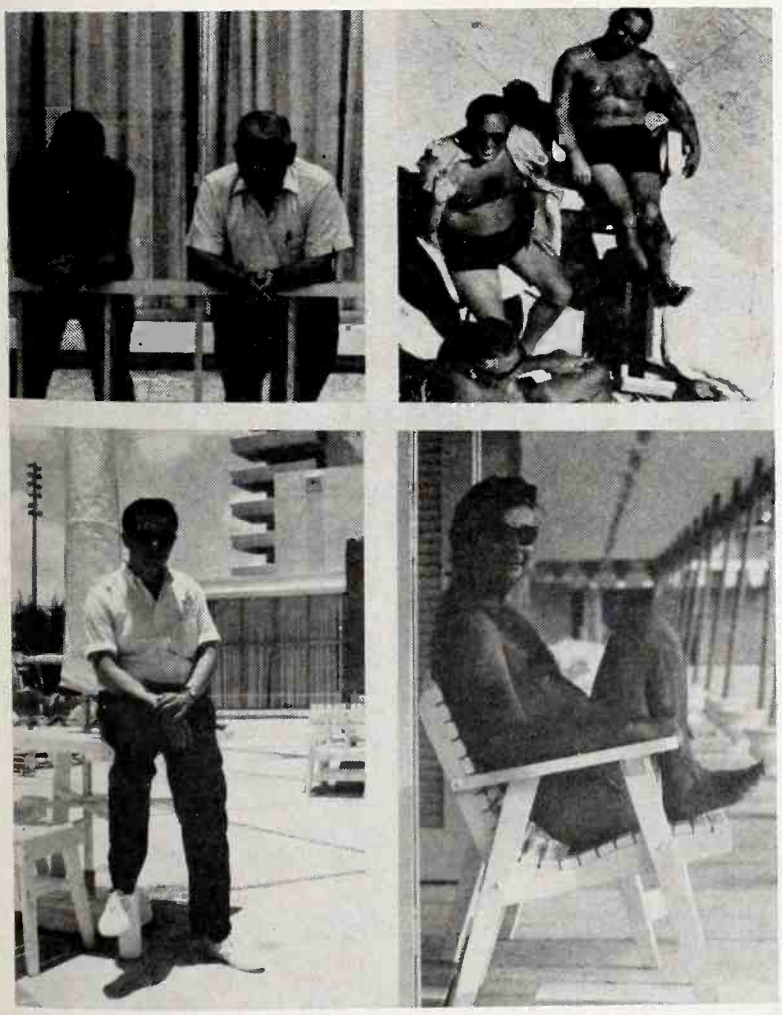
(ALPHABETIZED)

Cash Box

* Denotes Red Bullet

A Hard Day's Night	*56
A Quiet Place	100
A Little Toy Balloon	93
A World Without Love	6
Al Di La	*72
All Grown Up	98
Alone With You	36
Alone	*24
Angelito	*66
Anyone Who Knows What Love Is	76
Baby Come Home	99
Bad To Me	10
Beans In My Ears	41
Beg Me	50
Can't You See That She's Mine	*5
Chapel Of Love	9
C'mon And Swim	*73
Dang Me	*11
Diane	45
Do I Love You	*58
Don't Let The Sun Catch You Crying	8
Don't Throw Your Love Away	14
Don't Worry Baby	42
Dream Lover	94
Everybody Loves Somebody	*48
Every Little Bit Hurts	64
Farmer John	*32
Ferris Wheel	95
First Night Of The Full Moon	77
Girl From Ipanema	*7
Girls	89
Giving Up	46
Good Times	16
Handy Man	*75
Haunted House	97
Hello Dolly	29
Hey Harmonica Man	37
Hickory Dick and Doc	81
I Believe	*63
I Can't Hear You	85
I Get Around	3
I Like It Like That	*55
I Still Get Jealous	33
I Wanna Love Him So Bad	*30
I Want To Hold Your Hand	80
If I'm A Fool For Loving You	91
I'll Be In Trouble	
I'll Touch A Star	52
I'm Into Something Good	83
It Ain't No Use	87
It's All Over Now	92
Just Be True	*68
Keep On Pushin'	*17
Kick That Little Foot, Sally Ann	71
Lazy Elsie Molly	40
Like Columbus Did	84
Little Children	19
The Little Old Lady (From Pasadena)	*15
Love Is All We Need	90
Love Me Do	26
Love Me With All Your Heart	21
Memphis	2
Milord	67
Mixed-Up, Shook-Up Girl	*70
My Boy Lollipop	4
My Guy	44
No Particular Place To Go	13
Nobody I Know	*23
Not Fade Away	47
Oh! Baby (We Got A Good Thing Goin')	79
Party Girl	73
Peg O' My Heart	51
People	12
Rag Doll	*2
Remember Me	35
Sailor Boy	96
Share Your Love With Me	62
She's My Girl	86
She's The One	88
Something You Got	53
Steal Away	*39
Sugar Lips	*74
Tears & Roses	54
Tell Me	*69
Tell Me Why	27
Tennessee Waltz	38
Today	43
Try It Baby	20
Under The Boardwalk	*31
Walk On By	22
What Have I Got Of My Own	60
What'd I Say	49
What's The Matter With You Baby	25
Where Did Our Love Go	*82
Wishin' & Hopin'	*18
World I Used To Know	61
Yesterday's Gone	28
(You Don't Know) How Glad I Am	59
You're My Remedy	*65
You're My World	57

Sunny Boys



MIAMI BEACH—The brilliant Florida sun was also in attendance at the ARMADA convention. Among the tradesters who took advantage of El Sol at the Eden Roc pool were (top photo, left): Walt Maguire of the London Group set-up (left) and Joe Coughi, president of Hi Records, handled by London; (top photo, right): Monroe Goodman (bottom), Mort Craft (center) and Bud Katzel of Roulette; (bottom, left): Herb Corsack of Vanguard and (bottom, right) indie producer-writer Bert Berns.

Firecrackers, Candles & Hits!

NEW YORK — Louis Armstrong, whose "Hello Dolly!" single and album exploded like a firecracker at the marketplace, is shown in the above pic with Mickey Kapp at the LP session. The "ageless" trumpeter-singer set off a few more firecrackers last weekend (4) and lit a few candles too—to celebrate Independence Day and his birthday!

Louis has dual cause to celebrate—his follow-up single, "I Still Get Jealous," is also climbing the Top 100 in rocket fashion.

Huesman Joins Southern

MIAMI—Chuck Huesman, former resident manager of Mainline Distributors in Cleveland, has announced that he has joined Southern States Distributors.

Southern States, the Admiral products distributor for the past ten years, has added phono record labels to its line with Huesman as manager of the new department.

GRAND SLAM WINNERS!

"OH! BABY (WE GOT A GOOD THING GOIN')"
BARBARA LYNN
JAMIE #1277

"TO BE STRONG"
CLAUDINE CLARK
JAMIE #1279

"DANCE, FRANNY DANCE"
FLOYD DAKIL COMBO
GUYDEN #2111

"OH, BABY DOLL"
KIRBY ST. ROMAIN
TEARDROP #3036

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Original Smash...

WAX — IF IT'S A HIT, IT'S ON WAX
MY TIME AFTER WHILE
W-14
TINY POWELL

The original hit...

WAX — IF IT'S A HIT, IT'S ON WAX
THE HAUNTED HOUSE
W-17
JOHNNY FULLER

Just released...

WAX — IF IT'S A HIT, IT'S ON WAX
STRANGE FEELING
W-15
SUGAR PIE DE SANTO

Triumphant return...

WAX — IF IT'S A HIT, IT'S ON WAX
DOLLY'S HOUSE
W-16
B. BUMBLE & THE STINGERS

WAX RECORDS
IF IT'S A HIT, IT'S ON WAX
577 - 14th St., Suite 408
Oakland, California
TE 4-3142

BIOS FOR DEEJAYS

Dean Martin

In an era when show business personalities are usually straight-jacketed into narrow fields of expression, Dean Martin is an exception to the rule. This polished pro has a versatility that seemingly knows no bounds.

Born Dino Crocetti in Steubenville, Ohio, Martin moved with his family, when still a youth, to Long Beach, Calif. Although he recalls being "a fairly cocky kid" with no lack of self-confidence, Dean tried his hand at numerous jobs before he took up singing seriously. In 1946 he luckily found himself on the same bill with a young laughman called Jerry Lewis with whom he quickly joined up as a duo. Dean sang and played straight man to Lewis' wackiness.

Eight tremendously successful years and 16 films later, the team of Martin and Lewis was dissolved. Since then Dean has gone on as a solo to new vistas of success as a night club performer, comedian, and dramatic actor. Currently, Martin is zooming up the Top 100 with his Reprise single of "Everybody Loves Somebody."

When he is not on the road or recording, Dean lives with his wife and three children in a formal English mansion in Beverly Hills.

Bobby Wood

Bobby Wood, who is currently clicking with "I'm A Fool For Loving You" on the Joy label, was born in New Albany, Mississippi, which is about 70 odd miles from Memphis, Tennessee.

Bobby's interest in singing started when he was only four years old dabbling about his dad's cotton farm and as a member of his local church choir. After receiving the rudiments of singing from his greatest rooters and boosters—his own family—Bobby launched into piano playing at the age of nine.

Bobby left the cotton patch of his folks about three years ago and came to Memphis to try his luck at a recording career. In short order he was inked to a Pen Records contract and had several regional hits. Soon he was in demand for night club and TV dates throughout the south.

Now an exclusive Joy artist, Bobby spends his free time boating and water-skiing on the Mississippi.

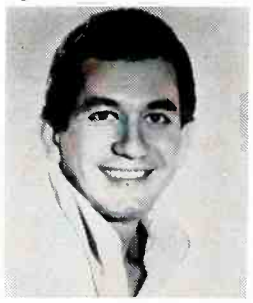
Cash Box RECORD RAMBLINGS

(Continued from page 32)

Basin Street East, the guitarist-chanter and his trio have made two appearances on the Carson Tonight Show, one on the Ed Sullivan Show, and are skedded to give a concert with **Count Basie** at Forest Hills Stadium this month (25). Trini has gotten nothing but rave reviews—just check the lines of people waiting to get in Basin Street every night.

CHICAGO:

Reprise artist **Trini Lopez**, scoring nationally with "What Have I Got Of My Own," comes to town 7/27 to open at Mister Kelly's. . . . Polka



TRINI LOPEZ

ALAN VALLONE

AL HIRT

maestro Li'l Wally and his Harmony Boys join **The Ventures** for a one-nighter at the Aragon 7/17. . . . **Frank Freid**, who snared **The Beatles** for Chi's Amphitheater 9/5, was profiled in the Sun-Times. . . . **Harvey Goldstein** will have an announcement for us soon, but meanwhile he's workin' like a beaver on singles "Love Is All We Need" by **Vic Dana** (Dolton), "Walk Don't Run '64" by **The Ventures** and "Anyone Who Knows What Love Is" by **Irma Thomas**. . . . While guesting on **Sig Sakowicz'** show recently, talent scout **Byron Griffith** spotted Elmhurst, Ill. songster **Derek Woods** and whisked him to the coast for some tests. . . . Now that Jubilee outing "Sole Sole Sole" by **Siw Malmkvist & Umberto Marcato** has made it here Royal Disc Dist's **Kent Beauchamp** is eyeing the latest **David Rockingham Trio** etching "Joy De Vie" (Josie). . . . Folk singer **Judy Collins** is appearing at the Know Where in Joliet thru 7/5. . . . Vocal-instrumental group the **Mark V**, who were a smash in the Downstage Room recently, have been booked into Pepe's Show Lounge. . . . In the singles spotlight at Garmisa Dist. are **Janie Grant's** "Ribbons & Roses" (UA), "Do You Close Your Eyes" by **Josh White Jr.** (Mercury), "Al Di La" by the **Ray Charles Singers** (Command), "Carpetbaggers" by **Jack McDuff** (Prestige) and newcomer **Michele Scottie's** "The Boys Camp Just Across The Lake From The Girls Camp Where I Go" (Philips).

Local thrush **Gloria Van** opened at O'Hare Inn's Golden Barrel club. . . . Near North News editor **Arnie Matanky** guested on Quinn's Corner (WXRT) last week. . . . Here's word from Cortland's **Earl Glicken** that "Blue Angel" by **Sally Ann Higgins** is breaking in the Milw-Peoria areas. . . . **Irv Brusso's** on the move with RCA-Victor newies "Sugar Lips" by **Al Hirt**, "A Shot In The Dark" by **Henry Mancini** and "The Honey Wind Blows" by **Glen Yarbrough**. . . . Onderful topper **George Leaner** has one that broke here and is spreadin' fast across the country. Title is "New Girl" by **Accents** (M-Pac). Group's been pluggin' it via hop appearances around town and will head for Cleveland this week. . . . **Barney Fields** is enjoying action on both sides of **Tony Bennett's** latest "Taste Of Honey" b/w "It's A Sin To Tell A Lie" (Columbia). . . . Freelance announcer **Jack Karey** cut some more radio spots for national airing.

HOLLYWOOD:

Capitol Records hosted a deejay-press party for **Nancy Wilson's** Tuesday night opening at the Cocoanut Grove. Label will record a 'live' album with singer during current engagement at the Grove. . . . **Red Baldwin** reports Atco Records are into **The Beatles** act, having picked up a single "Ain't She Sweet" from Polydor Records. . . . Vee-Jay Records, stepping up promotional build-ups for its top contract artists, sent the label's new P.R. director, **Barbara Best** to New York, Chicago, and Detroit to meet with contract artists and confer with Vee-Jay reps in those areas. . . . **Patti Page** set by manager-partner **Jack Rael** to star at the Cave in Vancouver, B.C. for ten days beginning July 15. . . . **June Wilkinson** and **Mamie Van Doren**, co-stars of the Cosnat production, "The Candidate" will duet the "Ooh Baby, I Can Hardly Wait" original composition by Sid Robin for a Jubilee recording. . . . **The Beach Boys** are now prepping a Christmas album for Capitol Records comprised of six standards and six originals. Originals will be penned by three of the boys; **Brian Wilson, Mike Love** and **Dennis Wilson**. . . . Reprise Records picked up the master, "Go Go Watusi" by **Tony, Vic, and Manuel**. Trio is one of hot acts in Hollywood, playing at The Purple Onion. Disk was produced by **Nick Venet**.

Vic Dana completed a guest stint on the **Mike Douglas** show from Cleveland, and reported to the U.S.A.F. for two weeks duty in Alaska. . . . **Eddie Cano** etching an album of selections from Broadway shows for release this month on Reprise. . . . Decca's **Chuck Meyers** getting big airplay for the **Quartette Tres Bien's** album, "Boss Tres Bien." . . . Victor artist **Gale Garnett** showcasing her folksinging talents at the Ice House through July 26. . . . **Ed Townsend's** KT Records off to an auspicious start with **Theola Kilgore's** waxing of "I'll Keep Trying." . . . **Gene Summers** has joined the Greif Garris management office in promotion and is working on **Nick Woods** first single deck, "The Softness Of Her Hair." Woods is a member of The New Christy Minstrels. . . . **Johnny Rivers** has been set to record his second LP for Imperial Records. Album will be cut at the Whiskey A-Go-Go this week and will be A&R'd by Dunhill Productions prexy, **Lou Adler**. . . . Capitol's **Lou Rawls** set for the Cincinnati Jazz Festival next month. . . . **George Duning's** scoring of the new film, "Erasmus With Freckles" represents his sixth comedy assignment in a row.

HERE AND THERE:

PHILADELPHIA — Columbia promo manager **Ted Kellem** sez he's been kept hopping this past week with sales zooming for "Angelito" by **Rene and Rene**, "A Taste Of Honey" by **Tony Bennett**, "Invisible Tears" by **Ray Conniff**, "Shrimp Boats" by **Jerry Jackson** and "Summer Means Fun" by **Bruce & Terry**.

BALTIMORE—**David Nemeroff** at the Jos. M. Zamoiski distrib tells us the phone calls and letters have been pouring in as a result of a radio contest for the **Rolling Stones** and that the hot English group's singles "Not Fade Away" and "Tell Me" have really taken off in this area.

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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.

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-690 billing. No expiration date.

COLPIX

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

MERCURY

"We're Having a Hit Wave": Cash discount is offered on all new product and catalog dates, with a special summer sales plan on country music material. Expires: July 14.

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.

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.

MGM Will Salute Its 40th Anny In Sept.

NEW YORK—MGM Pictures is getting around to celebrating 1964 as its 40th anniversary, starting in Sept. and continuing for the rest of the year.

The flick company, formed in May, 1924, will salute itself by scheduling a number of major flicks for distribution to some 40,000 movie houses around the world. In addition, a special feature. "The Story Of MGM," will be screened.

As for MGM Records, the firm's subsid, the label has no definite plans as yet to tie-in with the event. The label was formed by MGM in 1947.

Subscription Rates

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$15.00 per year—52 issues

AIRMAIL $30.00

(ALL OTHER COUNTRIES)

$30.00 per year—52 issues

AIRMAIL $45.00

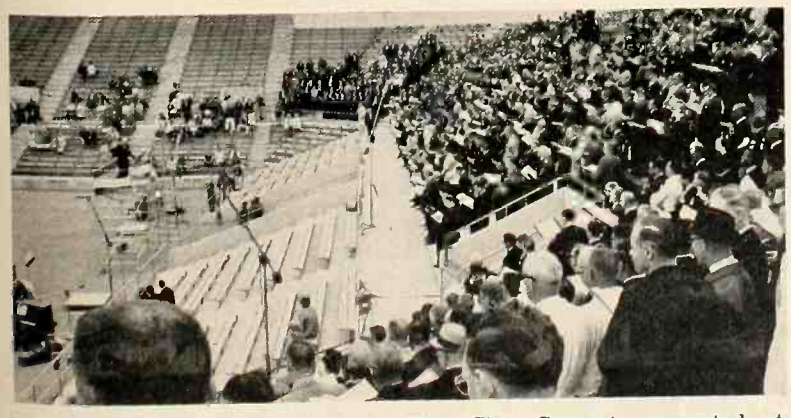
1780 BROADWAY, NEW YORK 19, N.Y.

APP & Big Sound Merge

DAYTON—A. D. Apperson, president of APP Enterprises, Inc., of Ashland, Ohio, and Floyd White of Big Sound Recording Studios in Dayton, have jointly announced the consolidation of their firms under the new name of Mega-Sound Recording Studios.

APP Enterprises, also known as Hilltop Records, have relocated their studio operations to the Big Sound studios with the home offices of the corporation remaining in Ashland.

A Fair Recording



NEW YORK—The Associated Men's Glee Club Concert, presented at the New York World's Fair in Singer Stadium as the largest choral ensemble to appear at the Fair, was recorded by RCA Custom Records during its performance in June. The group comprised singers from all parts of the United States and Canada.

Cooke Signs With GAC

NEW YORK—Sam Cooke, currently headlining at the Copacabana and riding high on the pop charts with his RCA Victor etchings of "Good Times" and "Tennessee Waltz," has signed contracts with General Artists Corp. to handle his bookings. Pictured at the signing-in ceremony above are (left to right) GAC vice-pres. Buddy Howe, Cooke, and his business manager Allen Klein.

Columbia Ups Ehrenkaufer To Spec. Projects Director

NEW YORK—Oscar Ehrenkaufer has been appointed director of special projects for Columbia Records, according to an announcement made last week by John J. Lorenz, vice president of finance for the label.

Prior to his new assignment, Ehrenkaufer was director of administration for Columbia Record Distributors. In his new post, he will be responsible to Lorenz for carrying out special projects pertaining to the financial aspects of the firm's distribution system. Ehrenkaufer has been with Columbia since 1947.

Dealer Tape Sound Center Bows From Revere-Wollensak

CHICAGO—A tape recorder sound center providing complete display and demonstration facilities in just eight feet of floor space was shown for the first time by 3M Company's Revere-Wollensak division at the National Association of Music Merchants Show in Chicago (June 28-July 2).

"We have long recognized the need of dealers for proper demonstration facilities," said R. E. Culligan, Revere-Wollensak sales promotion manager. "We wanted an attractive, eye-catching unit that would occupy a minimum of floor space, yet provide facilities for comparison of the various feature tape recorders in the Revere-Wollensak line."

This permanent store fixture is installed complete with provision for amplifier/tuner, all wiring and switching facilities and an illuminated header panel. The Revere-Wollensak Sound Center is designed to accommodate custom installation deck models as well as self-contained units. Switching arrangements are provided for comparison of units both in record and play functions.

The versatile unit is made of modular design and will easily handle up to 10 recorders in the complete Revere-Wollensak line.

The unit will be made available to dealers during the heavy fall selling season.

SAM HODGE of MUTUAL RECORDS and PARAMOUNT RECORD MFG. CO. THANKS ALL D.J.'s and his DISTRIBUTORS for making

"SHE'S THE ONE"

CHARTBUSTERS

Mutual #502

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"JOHNNY LOVES ME"

BY FLORRAINE DARLIN S 105

BILLBOARD ..... Bubbling Under

CASH BOX ..... Looking Ahead & Radio Active Chart

RECORD WORLD ..... Coming Up

MUSIC BUSINESS .. Radio Exposure Chart

MOVING UP ALL CHARTS

CALL YOUR RIC DISTRIB. NOW

ANOTHER SWINGIN' CHARTMAKER . . .

"NEVER PICK A PRETTY BOY"

C 329

DEE DEE SHARP

THE BIG ONES ARE ON CAMEO/PARKWAY

TAKING OFF!!!

DENNY PROVISOR'S

"MICKEY MOUSE"

b/w

"WALK WITH HIM"

TCF 506

the ultimate in entertainment: 20th CENTURY-FOX RECORDS

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Progressive Music Inc.

LITTLE CHILDREN
BILLY J. KRAMER ..... LIBERTY
Rumbalero Music, Inc.

DO I LOVE YOU
RONETTES ..... PHILLES
Hill & Range/Mother Bertha

MILORD
BOBBY DARIN ..... ATCO
Alamo Music, Inc.

WORLD OF LONELY PEOPLE
ANITA BRYANT ..... COLUMBIA
Ross Jungnickel

ON THE OUTSIDE (LOOKING IN)
BILLY EDD WHEELER ..... KAPP
Aberbach, Inc.

POUPEE BRISEE
AL HIRT ..... RCA VICTOR
Hill & Range Songs

TALKIN' BOUT YOU
RAY CHARLES ..... ATLANTIC
Progressive Music Inc.

I'LL TOUCH A STAR
TERRY STAFFORD ..... CRUSADER
Gladys-Blen-Lesjohn

TITENA
ART MOONEY ..... KAPP
Ross Jungnickel

HERE I GO AGAIN
THE HOLLIES ..... IMPERIAL
Rumbalero Music, Inc.

HEARTS ARE MADE TO BE BROKEN
SAPPHIRES ..... ABC PARAMOUNT
Hill & Range Songs Inc.

LET'S BREAK UP FOR AWHILE
SAPPHIRES ..... ABC PARAMOUNT
Hill & Range Songs Inc.

ALL I WANT IS YOU
BIG AL DOWNING ..... COLUMBIA
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ANOTHER BIG
CHART RIDER
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Including her latest single:
I Don't Wanna Be A Loser & It's Gotta Be You
plus
That's The Way The Ball Bounces
Leave Me Alone
Don't Call Me
I'll Make It Up To You
I'm Coolin', No Foolin' Boys
Something Wonderful
You Name It Danny
and her recent hit: That's The Way Boys Are

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FOREMOST IN FINE RECORDING

In Funny Company

HOLLYWOOD—Kapp chanter Jack Jones is flanked by laffmen Milton Berle (left) and Bill 'Jose Jimenez' Dana at the singer's Slate Bros. Club opening. Jones, who's doing SRO business nitely, was introduced opening night by Berle. The songster is currently climbing the Top 100 singles and LP charts with "First Night Of The Full Moon" and "Bewitched."

4 Concerts Listed For Newport Folk Fete

NEW YORK—A proposed schedule for the Newport Folk Festival (July 23-26) at Newport, R.I. has been announced by the board of directors of the Newport Folk Foundation.

A new feature of 1964 is a Thursday (23) night concert devoted in its entirety to traditional music. The concert will include fiddling and Gaelic language songs of Nova Scotia, French language music from Canada and Louisiana, Southern Appalachian and Ozark instrumental and vocal traditions. Also included will be a panorama of Negro music—primitive spirituals and instrumentals, blues, and jug band music.

Friday (24) evening's concert will present such singers as Johnny Cash, Joan Baez, and the Chad Mitchell Trio. Also featured on Friday evening's concert will be two Hawaiian performers, Kaupena Wong and Noelani Mahoe; Phil Ochs, topical songwriter; Koerner, Ray, and Glover, young urban blues singers; the Greenbriar Boys, city-billy interpreters of bluegrass; the singing Watson Family, featuring Doc Watson country guitar virtuoso; the Morning Star Hall Singers from the South Carolina Sea Islands; and Fred McDowell, a country blues singer and his wife.

Saturday (25): The Blue Ridge Mountain Dancers will open the show with an old time clogging step done to the strains of a mountain stringband. Others to follow include Peter, Paul and Mary, Judy Collins, Theo Bikel, the Osborne Brothers, the Staple Singers, Dave Van Ronk and his jug band with Sam Charters, Jesse Fuller, folk composer and one-man band.

Sunday (26) evening: This varied evening offers Odetta; Mississippi John Hurt, Bob Dylan, the Clancy Brothers and Tommy Maken, Judy Roderick, a group of southern Freedom Singers, and Kentucky Colonels, West Coast bluegrass band, Pete Seeger, and a group of Sacred Harp Singers.

Cash Box 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.

A HARD DAY'S NIGHT
BEATLES ..... Capitol 5222

TELL ME
ROLLING STONES ..... London 9682

AL DI LA
RAY CHARLES SINGERS ..... Command 4049

SUGAR LIPS
AL HIRT ..... RCA Victor 8391

HANDY MAN
DEL SHANNON ..... Amy 905

C'MON AND SWIM
BOBBY FREEMAN ..... Autumn 2

WHERE DID OUR LOVE GO
SUPREMES ..... Motown 1060

Top Billing

NEW YORK—Atlantic Records' The Drifters, currently hitting with a newie tagged, "Under The Boardwalk," are pictured under the marquee of the Apollo Theater chatting with their manager George Treadwell (3rd from left). The singers are Johnny Moore, Charlie Thomas, Gene Pearson, Johnny Terry and Bill Davis. The group has announced that lead tenor Rudy Lewis, who died recently, will not be replaced.

Executive Suite

NEW YORK—Peter F. Baumberger (left), vice president of RCA Victor in Europe, is shown talking with A.G.J. McGrath, managing director of Teal Records of Johannesburg, South Africa, when they paid a visit recently to the Cash Box offices.

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(See Page 27 For Further Details)

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Music City King

HOLLYWOOD — Johnny Mathis recently attended the grand opening show of Clyde Wallich's fifth Music City store in southern California. The songster (right) is shown above accepting Music City's Diamond Stylus Award from Wallichs (left) for "Johnny's Greatest Hits," the best-selling album in the history of the chain of music department stores. Mathis is currently making noise with his Mercury single of "Taste Of Tears."

Wye Joins Power Tree

NEW YORK—Curtis Lewis, president of Powertree Records, has announced that Connie Wye, formerly with Superior Record Sales, has joined the label as national sales manager. Miss Wye will begin her duties July 15, and report directly to Lewis.

5 New Tape Recorders From Revere-Wollensak

CHICAGO—Five new tape recorder products, including a $199 full stereo recorder-player and a decorator-styled automatic tape cartridge system, were introduced by 3M Company's Revere-Wollensak division at the National Association of Music Merchants Show in Chicago (June 28-July 2).

Other new 3M recorders include: a battery-operated unit, a low-priced mono unit and a deck model of the new $199 unit.

There are now 17 recorders in the Revere-Wollensak home tape recorder line. These include a variety of mono and stereo units and stereo decks in reel-to-reel recorders. There also are available self-contained and deck models in the firm's automatic system, all of which provide up to 15 hours of unattended music.

The Wollensak 1280 recorder is designed to bring full stereo recording and playing at $199. The 1280 provides for four-track stereo and mono record and playback.

The Wollensak 1281 is a stereo deck version of the 1280. It is fully amplified and can be mounted vertically or horizontally. The 1281 sells for $169.

The Revere-Wollensak M-4 automatic tape recorder features a walnut and teak wood cabinet, its own amplifiers and separate bookshelf speakers. Addition of the M-4 brings to five the number of automatic units in the line. All these units feature automatic threading, playing, rewinding and changing of cartridges. Up to 20 cartridges, 15 hours of stereo music, can be played without attention.

The new unit sells for $459. In addition to the M-4, Revere-Wollensak automatics are now available in player-recorder and player only models in self-contained units or decks. There are now available a large selection of pre-recorded tape cartridges for these recorders on 13 labels and more are being issued regularly.

The new Wollensak 600 mono recorder is the first battery operated, solid state portable in the Wollensak line. The unit, which weighs just over four pounds, is slim enough to fit into a three-inch attache case. It measures 8⅛ by 8⅜ by 2⅛ inches.

The constant speed capstan drive system provides for interchange of tapes with any standard two-track mono recorder. A VU meter indicates record level and battery condition.

Other features include: remote stop-start switch on microphone, record interlock automatic tape lifter and two tape speeds, 3¾ and 1⅞ inches per second. It operates on one 9-volt battery and six 1½ volt pen cells. The 600 comes complete with batteries and carrying case for $119.

The Wollensak 1220, selling for $129, offers horizontal or vertical operation, VU meter, tab control system and automatic shutoff.

The new mono unit has a digital tape counter and the Wollensak patented automatic head demagnetizer and braking system. It will play seven-inch reels with cover closed.

Atlantic & Atco Expect More Than $1 Million Business On New LP's

NEW YORK—Atlantic and Atco expects to do more than a million dollars in business on its new product, just unveiled at the ARMADA distrib meet.

Neshui Ertegun, vp, said that orders for over a half million dollars were written at the meet on the 20 new albums, and on the basis of this reception, he figures that the million dollar figure is "altogether too conservative."

As Len Sachs, director of LP sales and merchandising sees it, the label will realize one of the most successful album sales programs in its history.

The new albums are backed by a 12% discount, also applied to catalog merchandise, special distrib salesmen incentive bonus, co-op ad fund for distribs and point-of-sale merchandising aids.

Many of Atlantic and Atco's top performers are in the new release, including The Drifters, Solomon Burke, Ben E. King, Mr. Acker Bilk, Bent Fabric, Ray Charles, Bobby Darin, Hank Crawford, Charlie Mingus, John Coltrane, Mose Allison, Sonny Stitt, Carmen McRae, The Shadows and others.

New singles making their debut at the convention included Solomon Burke's "Everybody Needs Somebody to Love" on Atlantic, Nino Tempo & April Stevens' "I Surrender Dear" and The Beatles' "Ain't She Sweet," both on Atlantic.

WB Names Rep In Premium Field

BURBANK—Mike Maitland, president of Warner Bros. Records, announced the appointment of Ned Herzstam of Creative Record Service to represent WB and Reprise Records in the field of premium merchandising.

Herzstam will represent both companies exclusively in the preparation and solicitation of records primarily designed for the premium field. He will work closely with the label's merchandising chief Joel Friedman in the organization of his plans.

A veteran of the recording industry, Herzstam has devoted his activities to the premium field for the past several years, and has been associated with Allied Record Mfg. Co.

Stompers Set Tour

NEW YORK—The Village Stompers, who came into national prominence with their best-selling Epic disking of "Washington Square," began a two-week stint at the La Mesa Bowl in San Diego last week (1) after returning from a very successful three-week tour of Japan. The group has reported that their "Washington Square" disk has passed the 800,000 mark in Japan to make it the biggest instrumental hit the country has ever had.

The Stompers will follow the San Diego engagement with others at Nevada Lodge in Lake Tahoe, a Midwestern tour of one-niters, a week at Freedomland, a week at the Carter-Barron Amphitheater in Washington, and wind up with a month at the Village Gate in New York.

The forthcoming single release by the Village Stompers is "Mozambique" coupled with "Haunted House Blues."

More Musical Flavoring Due From Colpix

MIAMI BEACH—A repertoire expansion is in the works at Colpix Records.

During a distrib meet in Miami Beach last week, Ray Lawrence, sales manager, noted that the label is drawing up plans to enter the classical, country and western and international fields. In the artist area, Lawrence said that the label was trying to land Bobby Darin, but that negotiations at the moment are at a "standstill."

As for singles, the diskery is offering its first English rock sound, a date by Jackie Lee & Raindrops. An American newcomer on the Colpix singles roster is Toni Wine, who also writes for the Screen Gems-Columbia pubbery set-up.

For its singles artist roster, the label is making this promo effort: press kits, including pics, bios and latest single, are being sent out to distrib areas if an artist is within 100 miles of the city.

The label's distribs also heard from Joanie Tapps, vp of Columbia Pictures, on the pic company's pic roundup, which includes an expenditure of $228 million on 77 films, 16 of which are ready for release, 7 shooting and 54 in preparation.

Among the soundtrack cleffers for these efforts will include Bronislau Kaper ("Lord Jim" with Peter O'Toole), Elmer Bernstein ("Matador" with Steve McQueen) and "Lawrence of Arabia" Jarre ("Behold a Pale Horse").

Pierre Monteux Dies

(Continued from page 6)

the 18th century, it was Monteux who conducted the premiere of Stravinsky's "Rites Of Spring" in 1913. On its 50th anniversary last year, he conducted the work again—this time with the London Symphony—with the composer in the audience.

After conducting chores with ballet and opera groups in Europe, the maestro visited the U.S. in 1916-17, which led to his initial assignment with the Metropolitan Opera. After the Met, he conducted the Boston Symphony for five years. Following his return from Paris—where he founded the Orchestre Symphonique in 1929—he led the San Francisco Symphony (1934-52). Following his Boston Symphony, the Philadelphia Orchestra and the New York Philharmonic. He also guest conducted at the Lewisohn Stadium concerts in New York.

Monteux became a U.S. citizen in 1942.

One of Monteux's most popular recordings was his performance with the San Francisco Symphony, of Rimsky-Korsakov's "Scheherazade," one of his many dates for RCA Victor.

Monteux is survived by his third wife, two children by his second wife, a daughter and son, flutist and conductor, and 12 grandchildren.

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Fred Martin Exits Capitol For Own PR Firm

HOLLYWOOD—Fred Martin, public relations director of Capitol Records, has resigned to open his own public relations and publicity office. Martin has been with Capitol for over six years.

Though his resignation was effective July 1, Martin will stay on with the company until a search for his successor can be launched. Brown Meggs, head of Capitol's New York office, flew to Hollywood last week to find a replacement for Martin.

As head of publicity and PR for Capitol Martin has been responsible for numerous artist exploitation campaigns—most recent and notable of which was the publicity campaign for the Beatles. Martin also served as liaison between Capitol and network television shows.

Martin said his new firm will go into operation Sept. 1 with offices in Hollywood and Newport Beach. He will specialize in commercial and industrial accounts but also will handle some personalities.

Initial accounts include Thorstand Yachts of San Francisco and Hong Kong, Belvue Enterprises of Newport, Inc. and others which will be announced shortly.

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April-Blackwood Names Wayne Walker Nash. Rep, John Gluck To Writing Staff

WAYNE WALKER

John Gluck (center) signs a writer pact to April-Blackwood Music, as Jerry Teifer (left), professional manager, and Dave Kapralik (right), general manager look on.

NEW YORK—Moving further along in its expansion drive, April-Blackwood Music, the publishing arm of Columbia Records, has named Wayne Walker as its Nashville rep and has inked hit writer John Gluck, according to Dave Kapralik, general manager.

Walker, on the Nashville scene for the past five years as a writer and artist, will maintain liaison between New York-based writers and Nashville performers and A&R producers, reporting to Jerry Teifer, recently named professional manager of A-B. In obtaining songs from writers in Nashville and the surrounding southern states, he'll have an open-door policy for all writers. Walker is the writer of two current country music smashes, "Burning Memories" and "Memory No. 1." He's written over 500 songs.

Gluck, writer of more than 200 songs, has penned such hits as "It's My Party," "Blue Winter," "Trouble is My Middle Name" and others. His tunes have been recorded by Leslie Gore, Connie Francis, Bobby Vinton, Steve Lawrence, Brenda Lee, The Fleetwoods and Bobby Vee. His first recorded song, "Who Put the Devil in Evelyn's Eyes," was a success for the Mills Brothers. He also reports to Teifer.

Kapralik indicated that A-B plans to name other major cleffers in the near future.

Profit-Making Disk For UNICEF Fund

NEW YORK—The Disneyland diskery has a 40,000 a week singles smash that's not giving the company a penny in profits, but is certainly creating tremendous funds for a very worthy cause. The cause is UNICEF (United Nations International Childrens Education Fund). The record is the Walt Disney produced single called "It's A Small World" heard at the Pepsi Cola exhibit of the World's Fair.

After completing a ride through the Pepsi Exhibit and hearing the theme in varied fashion, the visitor exits through a doorway which leads him by a counter which sells the disk.

Rosa Resolution Support MOA Meet

MIAMI BEACH—The new officers of ROSA, the one-stop association, passed a resolution at their ARMADA convention meeting calling for attendance and support of the upcoming Music Operators of America (MOA) convention in Chicago (Oct. 14-16).

In addition, ROSA is expected to work along with state and local juke-box associations to enlist support for the MOA meet.

The ROSA meet at ARMADA also included introductions of juke-box seven-inch LP's from Columbia by the label's Gene Weiss and Jack Lutz and from Kapp by Macey Lipman.

Each of the execs expressed his faith in the need for such product for the juke-boxes that cater to adult patrons. It's estimated that some 60% of the nation's juke-boxes are in establishments catered mostly by adults, or, in music terms, good-music audiences.

Beatles Make Sales History With UA LP

(Continued from page 6)

It was also intimated by a United Artists representative that UA had the right to release the Beatles instrumental cuts from the LP in singles form. And Cash Box learned that one instrumental coupling would be issued by UA this week and another at a later date.

Although it is not probable, it is far from impossible to see ten new Beatles sides on the chart.

Capitol will release "I'll Cry Instead" and "I'm Happy Just To Dance With You," which will be in the field on July 13, and "And I Love Her" and "If I Fell," set to be in the field on July 20.

The UA soundtrack album contains eight vocal selections by the Beatles plus four instrumental themes performed by George Martin, the group's musical director, who will get the billing on singles issues of instrumentals from the LP.

The vocals include the title song, "Tell Me Why," "I Cry Instead," "I'm Happy Just To Dance With You," "I Should Have Known Better," "If I Fell," and "I Love Her" and "Can't Buy Me Love."

The instrumentals are: "I Should Have Known Better," "And I Love Her," "Ringo's Theme (This Boy)" and "A Hard Day's Night."

As for the flick itself, when it makes its bow in Aug.-Sept., it is expected to be playing in more countries at the same time than any previous movie.

United Artists has ordered 700 prints for the United States, 110 prints for Great Britain, 70 prints for Germany, and so forth, with each figure representing either a record number or an exceptionally high count.

"A Hard Day's Night" will have a Royal Premiere at the Pavilion Theatre in London on July 6 and will be attended by Princess Margaret and Lord Snowden. Initial American engagements will begin the first week in August with the New York engagement set to start August 12, following a city-wide night of previews on August 11 at all 18 UA Premiere Showcase theatres which will be playing the film.

"A Hard Day's Night" is a fictional account of 36 hectic hours in the lives of The Beatles—John Lennon, Paul McCartney, George Harrison and Ringo Starr. The movie also stars Wilfrid Brambell, famed character actor of British television. It was produced by Walter Shenson and directed by Richard Lester from a screenplay by Alun Owen.

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High By Injection

NEW YORK—Comedian Woody Allen, a recent Colpix Records pactee, is shown with the above-pictured bikini'd model in a promotion for the soundtrack LP of "The New Interns" which was staged by the label at its summer sales meeting at the Eden Roc Hotel in Miami during the recent ARMADA confab. The model injected several oranges with an alcoholic beverage.

Horizon Had Initial Rights To VeeJay's World's Fair LP's

NEW YORK—David Hubert of Horizon Records has notified Cash Box that it was he that negotiated a deal with the New York World's Fair whereby Horizon would produce a series of official Fair LP's for sale on the Fair grounds. A story in the June 27 issue reported the deal was negotiated by Jay Lasker of Vee Jay Records, which, Hubert said, was licensed by Horizon to release the albums.

WB Ups Joe Smith

(Continued from page 6)

Deane, Frank Falanga, Mike Gratz, Norris Green, Nat Lapatin and Ronnie Singer.

Hinton will work closely with Smith for a period, familiarizing himself with administrative detail and report to Maitland.

Smith has been with WB for the past three years. Before joining WB, he directed promo activities in southern Calif. for Hart Dist. and London Records, serving as regional repertoire man for the latter company just prior to joining WB. At one time, he was a deejay on station WMEX in Boston.

Hinton formerly served with Dale Ent. in Boston as a regional promo man, handling the WB line. He joined WB in 1962 as Los Angeles promo man.

"Things" On The Air

BURBANK—The smiling gentleman talking on the telephone is Freddy Cannon who is obviously quite pleased about the reports he's receiving on his new Warner Bros. release of "Gotta Good Thing Going." Ditto for Joe Smith, the label's national promotion manager who was recently named director of A&R (see separate story in this week's issue.)

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Norwegian Favorite

OSLO—Wenche Myhre, 17 year old Triola disk artist, has become one of the hottest singers in Norway, and one of the best-selling. This is no small feat in a country where the dominating radio force is Radio Luxembourg, which very likely dictates the listening and disk-buying tastes of a large section of Europe.

The young lark also records in Swedish on the Karusell label, has appeared in two Norwegian motion pictures, and is a regular performer on TV throughout the Scandinavian countries. Diskwise, the songstress cut her first disk in 1961, and her third, "Tenk Sa Deilig Det Skal Bli" went on to become a top 10 record. Since May of last year, the lark has had six disks on the Norwegian charts and has won a silver disk for "Gi Meg En Cowboy Til Mann" from a Norwegian newspaper which makes the award to any artist that exceeds the 25,000 mark in sales.

In March, Triola, manufactured by Arne Bendiksen A/S in Oslo, released "La Meg Vaere Ung" (Let Me Be Young") by Wenche Myhre—it is still high on the charts.

ARMADA Plaque To Ackerman

MIAMI BEACH — Paul Ackerman, former exec secretary of ARMADA, who returned to the Billboard, was honored at an ARMADA banquet on Sat., June 27. A plaque, in "appreciation for his life-long service to the music industry," was presented to Ackerman by Amos Heilicher, president of ARMADA.

Main Stem To Get "Wait A Minim"

NEW YORK—"Wait A Minim," the musical revue successfully running in London's West End, will make its American appearance next season on Broadway. The London management, Manleon Minim Ltd. and Toby Rowland Ltd., concluded arrangements with Frank Productions Inc. for the New York production, and FPI disclosed plans to import the intimate entertainment sometime during the winter.

Actually, the show arrives here after several stops. Minim originated in The Republic of South Africa under the aegis of Leon Gluckman as an impudent revue with a subtle, satirical point of view and extensively toured that country and Rhodesia. It was so well received that a second version was subsequently produced. The present show now running in England is composed of the best of the previous versions.

The cast is made up of eight young performers who sing, act and play a variety of unusual musical instruments. They are, together with Gluckman who also directed, responsible for most of the material in the show.

This will be the second project announced by Frank Productions Inc.

Herb Granath Is New President Of "Bedside Network"

NEW YORK—Last week's story on the new board of directors for the "Bedside Network" failed to include Herbert A. Granath, new president of the charitable association. A long-time member of the "Bedside Network," he is eastern sales manager of ABC Radio.

Monument-al Story

NASHVILLE—Monument Records is the U.S. outlet for the number 1 and 2 singles on the English Best-Selling charts. The original U.S. release, Roy Orbison's "It's Over," a recent smash here, tops the charts for the second successive week. Now, the label has obtained for U.S. release England's second best-selling single, Brian Poole's "Someone, Someone." The Orbison deck is the first side by an American to lead the English chart in 18 months.

Los Angeles NARAS To Elect Governors

LOS ANGELES—Voting members of the L.A. Chapter of NARAS (National Academy Of Recording Arts & Sciences) last week received ballots to elect 21 new members to the board of governors. Remaining on the board are those governors who were last year elected to two-year terms.

Candidates chosen recently by nominating committees are: (vocalists) Alan Copeland, Ken Darby, Jack Gruberman, June Hutton, Jimmy Joyce. (leaders & conductors) Les Brown, Bob Florence, Barney Kessel & Johnny Mann. (A&R men & producers) Richard Bock, Jesse Kaye, Ed Kleban, Tom Mack, Jack Tracy. (composers) Barry DeVorzon, Terry Gilkyson, Arthur Hamilton, Josef Myrow, Don Robertson. (studio engineers) Bob Dohery, Wally Heider, James Malloy, Dave Wiechman. (instrumentalists) Bob Bain, Lou Busch, Rene Hall, Shelley Manne. (arrangers) Henry Beau, Harry Betts, Ernie Freeman, Pete King. (art directors & literary editors) Joel Friedman, Janice May, Ed Thrasher, Ken Veeder. (comedy, spoken work & documentary) Mel Blanc, Jim Economides, Milt Larsen, Irving Taylor. (classical) James Decker, Richard Jones, William Primrose, John Scott Trotter, Morris Stoloff & Roger Wagner.

Of the 45 candidates, eight are running for re-election. They are Jimmy Joyce, Les Brown, Jesse Kaye, Don Robertson, Lou Busch, Pete King, Richard Jones and John Scott Trotter.

Lloyd Richards Named Director Of "The Yearling"

NEW YORK—Lloyd Richards, who directed the award-winning "Raisin In The Sun," has been signed to direct the musical version of the Rawlings novel skedded for production next spring.

The musical will be Richard's second chore for next year, the other being the new Buddy Hackett musical, "I Had A Ball," booked to open Dec. 6 at the Broadhurst. "The Yearling" will be produced by Lore Noto.

W&G Inks Merv Benton

MELBOURNE—Merv Benton (left), a newcomer to the Australian disk scene, is shown signing an exclusive long-term pact with W&G Records while the label's managing director, Ron Gillespie, smiles his approval. The songster's initial decks, "Baby, Let's Play House" and "Nervous Breakdown" made the charts, and a premier album tagged, "Come On And Get Me" has just been released. Negotiations for foreign distribution are underway, according to Gillespie.

Winning Smiles For A Winning Disk

SAINT VINCENT, ITALY—The smiling faces above belong collectively to Los Marcellos Ferial, and individually to (left to right) Tullio Romano, Carlo Timo and Marcello Minerbi, who recently were named winners in a promotional radio and TV contest, "A Disk For The Summer." The disk that brought them to the winner's circle was "Sei Diventata Nera," which they wrote themselves for the Durium label.

Crown Moves Into West Indies

NORWALK, CONN.—Paradiso, Inc., a firm of international Management Consultants have announced the signing of a license agreement between Crown Records of Los Angeles and West Indies, Limited of Jamaica. The agreement gives West Indies Records Limited exclusive pressing and distribution rights in Bermuda, Bahamas, Barbados, British Guiana, British Honduras, Jamaica, Antigua, St. Kitts, Nevis, Anguilla, Montserrat, Trinidad, Tobago, Grenada, St. Lucia, St. Vincent, Dominica, Costa Rica, Martinique, Guadeloupe, Panama, Aruba, Curacao, Bonaire, Dutch Guiana, Virgin Islands.

"Folies" Rights To 4 Star

NEW YORK—Pubbery rights to the current Broadway show, "The Original Folies Bergere," have been secured by Ivan Mogull for Four Star Television Music Co., Inc., a BMI affiliate, according to an announcement made last week by the Mogull office.

The show, produced by Arthur Lesser and written by Henri Betti and Philippe Gerard, stars Patachou and will be issued as an original caster with new English lyrics. Instrumental versions by various diskeries are also in the works.

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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 1ST)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
78%	A Hard Day's Night	Beatles	United Artists	78%
47%	Mixed-Up, Shook-Up Girl	Patty & Emblems	Herald	71%
45%	Where Does Love Go	Supremes	Motown	45%
44%	She's The One	Chartbusters	Mutual	61%
42%	I Believe	Bachelors	London	42%
40%	Handy Man	Del Shannon	Amy	50%
39%	Thank You Baby	Shirelles	Scepter	39%
36%	Dang Me	Roger Miller	Smash	91%
34%	I Like It Like That	Miracles	Tamla	78%
33%	Hangin' On To My Baby	Tracey Dey	Amy	33%
32%	Sugar Lips	Al Hirt	RCA Victor	32%
31%	Invisible Tears	Ray Conniff	Columbia	41%
28%	Walk Don't Run '64	Ventures	Dolton	62%
26%	Everybody Loves Somebody	Dean Martin	Reprise	80%
25%	Al Di La	Ray Charles Singers	Command	25%
24%	Steal Away	Jimmy Hughes	Fame	88%
22%	Nobody I Know	Peter & Gordon	Capitol	94%
21%	Summer Means Fun	Bruce & Terry	Columbia	21%
20%	Under The Boardwalk	Drifters	Atlantic	97%
19%	You Don't Know (How Glad I Am)	Nancy Wilson	Capitol	73%
18%	Just Be True	Gene Chandler	Constellation	53%
17%	Do I Love You?	Ronettes	Philles	99%
16%	Anyone Who Knows What Love Is	Irma Thomas		52%
15%	C'mon And Swim	Bobby Freeman	Autumn	33%
14%	Farmer John	Premiers	Warner Bros.	96%
13%	You're My Remedy	Marvelettes	Tamla	47%
12%	Keep On Pushin'	Impressions	ABC Paramount	93%
11%	Baby Come Home	Ruby & Romantics	Kapp	21%
11%	I Want To Hold Your Hand	Arthur Fiedler & Boston Pops Orch.	RCA Victor	28%
10%	Angelito	Rene & Rene	Columbia	34%

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Better Watch Out Boy Accents (Commerce)	9%	Peg O' My Heart Robert Maxwell (Decca)	49%	How Do You Do It Gerry & Pacemakers (Laurie)	7%
I Can't Hear You Betty Everett (Vee Jay)	79%	All Grown Up Crystals (Philles)	8%	Nightingale Melody Little Johnny Taylor (Galaxy)	7%
I'm Into Something Good Earl Jean (Colpix)	37%	You're My World Cilla Black (Capitol)	82%	Sunny Neil Sedaka (RCA Victor)	26%

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Cash Box COUNTRY TOP 50

		Pos.	Last Week
1	MEMORY #1 (Cedarwood—BMI) Webb Pierce (Decca 31617)		2
2	MY HEART SKIPS A BEAT (Bluebook—BMI) Buck Owens (Capitol 5136)		1
3	DANG ME (Tree—BMI) Roger Miller (Smash 1881)		13
4	SORROW ON THE ROCKS (Screen Gems Col.—BMI) Porter Wagoner (RCA Victor 8338)		3
5	LOVE IS NO EXCUSE (Tree—BMI) Jim Reeves & Dottie West (RCA Victor 8324)		7
6	I'M HANGING UP THE PHONE (Yonah & Pearl D—BMI) Carl Butler & Pearl (Columbia 43030)		10
7	CIRCUMSTANCES (Champion—BMI) Billy Walker (Columbia 43010)		4
8	WHERE DOES A TEAR COME FROM (Mimosa—BMI) George Jones (United Artists 724)		12
9	INVISIBLE TEARS (Central Songs—BMI) Ned Miller (Fabor 128)		5
10	I STEPPED OVER THE LINE (Don Robertson—ASCAP) Hank Snow (RCA Victor 8334)		11
11	WINE, WOMEN, AND SONG (Sure Fire—BMI) Loretta Lynn (Decca 31608)		6
12	SLIPPING AROUND (Peer Int'l—BMI) Marion Worth & George Morgan (Columbia 43020)		18
13	LOOKING FOR MORE IN '64 (Yonah-Peach—SESAC) Jim Nesbitt (Chart 1065)		8
14	THE COWBOY IN THE CONTINENTAL SUIT (Marizona—BMI) Marty Robbins (Columbia 43049)		21
15	BURNING MEMORIES (Cedarwood—BMI) Ray Price (Columbia 42971)		9
16	MY BABY WALKS ALL OVER ME (Lutal—BMI) Johnny Sea (Philips 40164)		17
17	GONNA GET ALONG WITHOUT YOU NOW (Reliance-ASCAP) Skeeter Davis (RCA Victor 8347)		18
18	WELCOME TO MY WORLD (Tuckahoe & Nelrae—BMI) Jim Reeves (RCA Victor 8289)		14
19	THAT'S ALL THAT MATTERS (Pamper—BMI) Ray Price (Columbia 42971)		16
20	RHINESTONES (Painted Desert—BMI) Faron Young (Mercury 72271)		26
21	ANGEL ON LEAVE (New Keys—BMI) Jimmy Newman (Decca 31609)		20
22	SECOND FIDDLE (Starday—BMI) Jean Shepard (Capitol 5169)		30
23	BE BETTER TO YOUR BABY (Tree—BMI) Ernest Tubb (Decca 31614)		25
24	KEEPING UP WITH THE JONESES (Tree—BMI) Margie Singleton & Faron Young (Mercury 72237)		22
25	THE WHITE CIRCLE ON MY FINGER (Sure-Fire—BMI) Kitty Wells (Decca 31580)		24
26	BLUEBIRD LET ME TAG ALONG (Central—BMI) Rose Maddox (Capitol 5186)		23
27	TAKE MY RING OFF YOUR FINGER (Cedarwood—BMI) Carl Smith (Columbia 43033)		41
28	UNDERSTAND YOUR MAN (Johnny Cash Music—BMI) Johnny Cash (Columbia 42964)		28
29	I'VE THOUGHT OF LEAVING YOU (Marizona—BMI) Kitty Wells (Decca 31622)		38
30	SUMMER SKIES AND GOLDEN SANDS (Duchess—BMI) Jimmy "C." Newman (Decca 31609)		32
31	PASSWORD (Kitty Wells—BMI) Kitty Wells (Decca 31622)		27
32	ASK MARIE (Acuff-Rose—BMI) Sonny James (Capitol 5197)		36
33	PUT YOUR ARMS AROUND ME (4 Star Sales—BMI) Norma Jean (RCA Victor 8328)		39
34	THEN I'LL STOP LOVING YOU (American—BMI) Browns (RCA Victor 8348)		29
35	PICK OF THE WEEK (Yonah—BMI) Roy Drusky (Mercury 72265)		33
36	FOLLOWED CLOSELY BY TEARDROPS (Northern—ASCAP) Hank Locklin (RCA Victor 8318)		31
37	BALLAD OF IRA HAYES (E. B. Marks—BMI) Johnny Cash (Columbia 43053)		44
38	I LOVE TO DANCE WITH ANNIE (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1265)		42
39	BALTIMORE (Acuff-Rose—BMI) Sonny James (Capitol 5129)		34
40	TOGETHER AGAIN (Central—BMI) Buck Owens (Capitol 5136)		46
41	THE VIOLET AND A ROSE (Cedarwood—BMI) Wanda Jackson (Capitol 5142)		35
42	BE QUIET MIND (Yonnah—BMI) Ott Stephens (Reprise 0272)		45
43	ME (Acclaim & Somos Island—BMI) Bill Anderson (Decca 31630)		—
44	SAGINAW, MICHIGAN (Tree Music—BMI) Lefty Frizzell (Columbia 42924)		37
45	BAD NEWS (Acuff-Rose—BMI) Johnny Cash (Columbia 43053)		—
46	MOLLY (Col.-Screen Gems—BMI) Eddy Arnold (RCA Victor 8296)		40
47	I WANT TO HOLD YOUR HAND (Duchess—BMI) Homer & Jethro (RCA Victor 8345)		19
48	SOMETHING I DREAMED (Glad—BMI) George Jones (United Artists 724)		—
49	I'M A WALKING ADVERTISEMENT (FOR THE BLUES) (Delmore—BMI) Norma Jean (RCA Victor 8328)		48
50	THE FIRST STEP DOWN (Rod Soal—BMI) Bob Jennings (Sims 161)		43

Cash Box COUNTRY ROUND UP

The building fund for the Country Music Hall of Fame and Museum has passed the half-way point with pledges totaling $170,000. The goal of $300,000 is sure to be reached by the January 1 deadline. Eight pledges of $10,000 were made at the New York fund-raising luncheon last month. The luncheon was hosted by **Robert J. Burton**, president of BMI and chairman of the Country Music Association's fund-raising committee. The $10,000 pledge entitles the donor to have his name incribed on a bronze plaque in the lobby of the Hall of Fame building. The amount may be paid in a lump sum or at the rate of $1,000 annually. Those pledged are Denny-Moeller Talent Agency, Pamper Music, Tree Publishing Co., **Connie B. Gay**, **Hubert Long**, BMI, BMI Canada, RCA Victor, Columbia, Decca, Mercury, Peer International, Hill and Range and Painted Desert.

SHEB WOOLEY

MAC WISEMAN

MIKE OATMAN

Rexine Allen, daughter of Mercury's **Rex Allen**, is now being managed by **Arlene Tanner**. The lark is now preparing for her club circuit and also auditioning bands for her new act. Anyone interested in future bookings or auditioning are invited to contact her manager at 309 West 57th Street, New York City.

Vet music publisher **Charlie Adams** of Ridgeway Music was recently a guest of Lucky Lee Enterprises in Seattle at a cocktail party and four-day fishing excursion. The occasion was held to announce the recording of Lee's first single by Adams, which will take place July 6 at the Decca studios in Nashville. Lucky Lee Enterprises are planning a large country and western music center in Seattle which will include a ballroom, cocktail lounge and restaurant.

Raleigh Music is real excited about the new **Sonny James** Capitol recording of "Sugar Lump." Tune has been received well in both the pop and country fields and, from all reports, looks like it will be the biggest deck for the chanter since "Young Love." Deejays wanting sample copies are advised to write to **Bob Beckham** in care of the pubbery at 817 16th Avenue South, Nashville, Tenn.

The folks at KTCR-Minneapolis are real busy these days preparing for their first annual country-western spectacular which will take place on July 11 in Minneapolis' Metropolitan Stadium. The program will boast the largest assembly of country stars ever to appear on the same stage in the midwest. Twelve of the stars have never before appeared in the Twin Cities. Station executives are estimating attendance at from 20,000 to 25,000. Because the outlet's signal reaches some 70 counties in Minnesota, Wisconsin and South Dakota, special package plans are being offered to cover hotel rooms and music. The stellar list of stars includes **Marty Robbins**, **Red Foley**, **Sheb Wooley**, **Grandpa Jones**, **Canadian Sweethearts**, **Johnnie Bond**, **Melba Montgomery**, **Bobby Luman**, **Johnny** and **Joanie Mosby**, **Joe Maphis**, **Rose Lee**, **Mac Wiseman**, **Ben Colder** and **Bobby Lord**. Texas **Bill Strength** will hold down the emcee chores.

Red Feather Records of Albuquerque, New Mexico has announced that **Little Richie Johnson** has taken over all their promotion of records. The label has just started recording this year and already have released a number of singles and albums. Any spinners needing material are advised to drop a line to Little Richie at Box 3, Belen, New Mexico.

Mike Oatman, longtime program director-deejay on KHEY-El Paso, moves over into the sales dept. of the key country outlet. Mike notes that he will still conduct a morning air show and will be active in promoting and booking singles and shows in the El Paso market. **Gene Guthrie** takes over Mike's program director niche.

Bob Wills, who records for **Dewey Groom's Longhorn Records**, is presently out in California doing some movie and TV work about his life. The artist recently packed in one of the biggest Sunday crowds ever into Groom's Longhorn Ranch. Wills is currently putting his hopes in his new release of "Sooner Or Later."

Leon McAuliffe and the **Cimarron Boys** recently returned from three weeks touring in Ireland and England. The gang rushed over the polar route from London to Los Angeles in time for an ABC-TV shot with **Jimmy Dean** at the Long Beach Arena. Leon and the band are presently on tour in California with key dates lined in the few days in Pamona, San Diego, Hollywood, Oxnard, La Puente, Artesia, Fontana, Fresno.

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TOP COUNTRY ALBUMS

		Position	Last Week
1	**MOONLIGHT AND ROSES** *Jim Reeves (RCA Victor LPM/LSP 2854)*		2
2	**GUITAR COUNTRY** *Chet Atkins (RCA Victor LPM/LSP 2783)*		1
3	**MORE HANK SNOW SOUVENIRS** *(RCA Victor LPM/LSP 2812)*		4
4	**NIGHT LIFE** *Ray Price (Columbia CL 1971/CS 8771)*		3
5	**THERE STANDS THE GLASS** *Carl Smith (Columbia CL 2173/CS 8973)*		7
6	**BLUEGRASS HOOTENANNY** *George Jones & Melba Montgomery (United Artists UAL 3352/UAS 6352)*		6
7	**LORETTA LYNN SINGS** *(Decca DL 4457/DL 74457)*		5
8	**IN PERSON** *Porter Wagoner (RCA Victor LPM/LSP 2840)*		11
9	**FOLK SONG BOOK** *Eddy Arnold (RCA Victor LPM/LSP 2811)*		10
10	**THE BEST OF BUCK OWENS** *(Capitol T 2105/ST 2105)*		16
11	**ON THE BANDSTAND** *Buck Owens (Capitol T 1879/ST 1879)*		13
12	**BLUE AND LONESOME** *George Jones (Mercury 20906)*		15
13	**BEST OF GEORGE JONES** *(United Artists UAL 3298/UAS 6289)*		8
14	**I WALK THE LINE** *Johnny Cash (Columbia CL 2190/CS 8990)*		21
15	**GOLDEN COUNTRY HITS** *Hank Thompson (Capitol T 2089)*		17
16	**KITTY WELLS STORY** *(Decca DXD 174/DXS 7174)*		9
17	**LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL** *(Columbia CL 2045/CS 8845)*		12
18	**BLUEGRASS SPECIAL** *Bill Monroe (Decca DL 4382)*		18
19	**OUR MAN IN TROUBLE** *Don Brown (RCA Victor LPM/LSP 2831)*		22
20	**RING OF FIRE** *Johnny Cash (Columbia CL 2953/CS 8853)*		14
21	**BEFORE I'M OVER YOU** *Loretta Lynn (Decca DL 4541/DL 74541)*		25
22	**RAILROAD MAN** *Hank Snow (RCA Victor LPM/LSP 2705)*		19
23	**SONGS WE LOVE BEST** *Jimmy Dean (Columbia CL 2188/CS 8988)*		27
24	**BILL ANDERSON SINGS** *(Decca DL 4499/DS 74499)*		20
25	**SAGINAW, MICHIGAN** *Lefty Frizzel (Columbia CL 2169/CS 8969)*		24
26	**A WIDOW MAKER** *Jimmy Martin (Decca DL 4536/DL 7-4536)*		—
27	**THANKS A LOT** *Ernest Tubb (Decca DL 4514/DL 74514)*		29
28	**HANK WILLIAMS, JR. SINGS HANK WILLIAMS, SR.** *(MGM E/SE 4213)*		23
29	**GUITAR GENIUS** *Chet Atkins (RCA Victor CAL 753/CAS 753)*		—
30	**ESPECIALLY FOR YOU** *Kitty Wells (Decca DL 4493/74493)*		26

COUNTRY D.J.

REGIONAL RECORD REPORTS

MORISS TAYLOR
KPAY
Chico, California

1. Dang Me (Roger Miller)
2. The Cowboy In The Continental Suit (Marty Robbins)
3. Sugar Lump (Sonny James)
4. I Guess I'm Crazy (Jim Reeves)
5. Where Does A Little Tear Come From (George Jones)
6. Sweet Adorable You (Eddy Arnold)
7. Sorrow On The Rocks (Porter Wagoner)
8. Invisible Tears (Ned Miller)
9. That's All That Matters (Ray Price)
10. Together Again (Buck Owens)

LONNIE BELL
KOYN
Billings, Montana

1. Sorrow On The Rocks (Porter Wagoner)
2. My Heart Skips A Beat (Buck Owens)
3. Burning Memories (Ray Price)
4. Love Is No Excuse (Jim Reeves & Dottie West)
5. Second Fiddle (Jean Sheperd)
6. Together Again (Buck Owens)
7. Breakfast With The Blues (Hank Snow)
8. Welcome To My World (Jim Reeves)
9. Invisible Tears (Ned Miller)
10. Sweet Adorable You (Eddy Arnold)

DAVE FISHER
KSTV
Stephenville, Texas

1. Walkin', Talkin', Cryin', Barely Beatin' Broken Heart (Johnny Wright)
2. Take The Bucket To The Well (Bobby Lord)
3. Baltimore (Sonny James)
4. Gallow's Pole (Tex Ritter)
5. Blue Smoke (Warren Smith)
6. Together Again (Buck Owens)
7. I Love To Dance With Annie (Ernest Ashworth)
8. Pickin' White Gold (Tex Williams)
9. Pretty Little Gal (Doye O'Dell)
10. No One But Me (Billy Hensen)

LEE SANDERS
WBGC
Chipley, Florida

1. Memory #1 (Webb Pierce)
2. Looking For More In '64 (Jim Nesbitt)
3. Wine, Women And Song (Loretta Lynn)
4. Dang Me (Roger Miller)
5. Invisible Tears (Ned Miller)
6. Sorrow On The Rocks (Porter Wagoner)
7. My Heart Skips A Beat (Buck Owens)
8. Gonna Get Along Without You Now (Skeeter Davis)
9. I Want To Hold Your Hand (Homer & Jethro)
10. Circumstances (Billy Walker)

KEN POWERS
KDXE
Little Rock, Arkansas

1. Take My Ring (Carl Smith)
2. Wine, Women And Song (Loretta Lynn)
3. Breakfast With The Blues (Hank Snow)
4. Slipping Around (George Morgan & Marion Worth)
5. That's How A Heartache Begins (Patsy Cline)
6. Together Again (Buck Owens)
7. Two Many Irons (Jimmy Dickens)
8. The Cowboy In The Continental Suit (Marty Robbins)
9. I'm Hanging Up The Phone (Carl & Pearl Butler)
10. Circumstances (Billy Walker)

KRSY
Roswell, New Mexico

1. My Tears Are Overdue (George Jones)
2. Slipping Around (Marion Worth & George Morgan)
3. Don't Take Advantage Of Me (Bonnie Owens)
4. Things To Remember (Leon McAuliff)
5. Blue Train (John D. Loudermilk)
6. Circumstances (Bill Walker)
7. I'm Hanging Up The Phone (Carl & Pearl Butler)
8. Sam Hill Merle Haggard)
9. Where Does A Tear Come From (George Jones)
10. Blue Bird Let Me Tag Along (Rose Maddox)

CHED
Edmonton, Canada

1. Memory #1 (Webb Pierce)
2. Sorrow On The Rocks (Porter Wagoner)
3. My Heart Skips A Beat (Buck Owens)
4. Wine, Women And Song (Loretta Lynn)
5. Invisible Tears (Ned Miller)
6. Burning Memories (Ray Price)
7. Circumstances (Billy Walker)
8. Gonna Get Along Without You Now (Skeeter Davis)
9. Password (Kitty Wells)
10. Love Is No Excuse (Jim Reeves & Dottie West)

SONNY WEATHERLY
KRZY
Albuquerque, New Mexico

1. Dang Me (Roger Miller)
2. The Cowboy In A Continental Suit (Marty Robbins)
3. Second Fiddle (Jean Shepard)
4. Last Letter (Jack Green)
5. Invisible Tears (Ned Miller)
6. I'm Gonna Act Right (Mel Tillis)
7. Where Does A Little Tear Come From (George Jones)
8. Stand Up Fool (Rose Maddox)
9. Slipping Around (Marion Worth & George Morgan)
10. Gold Cup (Buddy Cagle)

COUNTRY REVIEWS

B+ very good
B good
C+ fair
C mediocre

THE CASH BOX BULLSEYE

PLEASE BE MY LOVE (2:29) [Glad BMI—Sauceman, Fields]
WILL THERE EVER BE ANOTHER (2:22) [Glad BMI—M. & C. Montgomery]
GEORGE JONES & MELBA MONTGOMERY (United Artists 732)

That winning team of Jones and Montgomery is back again with another sure-fire release which shows every indication of zooming up the charts in no time flat. The top side, "Please Be My Love," is a lively, hard-driving, rhythmic folk-flavored ditty on which the artists pledge everlasting love. The undercut, "Will There Ever Be Another," is a tradition-oriented, bluegrass-styled country lament essayed with loads of sincerity and assurance.

FORT WORTH, DALLAS OR HOUSTON (2:25) [Acuff-Rose BMI—Loudermilk]
LIFE'S RAILWAY TO HEAVEN (2:39) [Leeds ASCAP—Adams]
GEORGE HAMILTON IV (RCA Victor 8392)

George Hamilton IV, who scored last time out with "Fair And Tender Ladies," should certainly duplicate that success with this new hitsville contender labeled "Fort Worth, Dallas Or Houston." The tune is an infectious, medium-paced twangy romancer about a guy who hopes to find the girl of his dreams somewhere in the Lone Star state. "Life's Railway To Heaven" is a top-flight rendition of the slow-moving country-gospel oldie.

WORKIN' IT OUT (2:04) [Melody Trails BMI—Silverstein, Raim]
FIREBALL (1:56) [Flatt & Scruggs BMI—Graves, Flatt, Scruggs]
LESTER FLATT & EARL SCRUGGS (Columbia 43080)

Lester Flatt and Earl Scruggs, who scored recently with "Petticoat Junction," are an easy cinch to pull loads of coin with this new entry from Columbia. The top side here, "Workin' It Out," is medium-paced, rhythmic folk-flavored novelty with an infectious beat. The coupler, "Fireball," is an extremely fast-moving bluegrass-styled instrumental. Also merits a close look.

DON'T BE ANGRY (2:59) [Acuff-Rose BMI—Jackson]
IT'S NOT ME (2:22) [Acclaim & Samos Island BMI—Zenetis]
STONEWALL JACKSON (Columbia 43076)

Stonewall Jackson comes up with a potent follow-up stanza to his last chart click of "Not My Kind Of People" with this ultra-commercial affair called "Don't Be Angry." The tune is an easy-going, shufflin' pledge of eternal love essayed with feeling and poise by the songster. On "It's Not Me" the artist dishes-up an affectionate, chorus-backed tradition-styled tale of woe.

HEY WAITER (2:08) [English BMI—Stuckey]
YOUR LOVE FOR ME IS LOSING LIGHT (2:00) [English BMI—Dickerson]
TONY DOUGLAS (Sims 187)

Tony Douglas can jump into the national spotlight with either side or both of this new ultra-commercial Sims outing. One lid, "Hey Waiter," is a tender, medium-paced, chorus-backed tearjerker in feelingful, sentimental vein. The other end, "Your Love For Me Is Losing Light," is an easy-going, shufflin' weeper about a love affair that is rapidly fading away. Eye 'em both.

STATLER BROS. (Columbia 43069)

(B+) HAMMERS AND NAILS (2:37) [Moss Rose BMI — Grough] The Statler Brothers could well have a hit on their hands with this top-drawer folk-styled opus about the perils of the early settlers. Side boasts a moving mid-deck recitation by Johnny Cash.

(B+) THE WRECK OF THE OLD '97 (2:15) [Johnny Cash BMI —Cash, Johnson, Blake] On this end the crew offers a high-spirited updating of the folk oldie complete with some effective sound effects.

WAYNE RANEY (Starday 677)

(B+) LOVE THIEF (1:50) [Al Galico & Starday BMI—Kilgore, Watkins] Wayne Raney unleashes his potent, wide-range vocal talents full-blast on this fast-moving twangy romantic hillbilly novelty. Plenty of potential here.

(B) STRICTLY NOTHING (1:57) [Starday BMI—Jones, Miller] On this end the songster dishes-up a medium-paced tale of remorse with an infectious, listenable beat.

LAURA SUE YORK (Philips 40201)

(B+) NO PLACE TO GO (2:40) [Pamper BMI—Nelson] Newcomer Sue York displays an impressive, professional singing style on this slow-shufflin' chorus-backed weeper about a dead-end romance. Watch it closely.

(B) BROKEN HEARTS ANONYMOUS (2:36) [Cedarwood BMI — Wilkin] More fine country sounds. This one's a medium-paced heart-tugger about a gal who prays her man will return.

GREEN GRAY (Daralina 1051)

(B) WELCOME TO THE CLUB (2:35) [Be-Are BMI—Wayne] Green Gray could create a quick stir with this top-notch chorus-backed swingin' affair about a poor fellow who has been rejected by his gal. Deejays should really dig it.

(C+) ANOTHER MAN (2:15) [Be-Are BMI — Etheridge] Slow-moving, shuffle-beat, traditional romantic ballad.

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Cash Box ARGENTINA

Cash Box met Nestor Selasco, president of Sicamericana S.A. (Music Hall), who recently returned from the United States after a two month trip that also included the Mexico City Record Convention. Selasco reported that his label has made arrangements with Roulette and Seeco of the States for the representation of their product in Argentina, and will soon start marketing these labels here. Besides, MH has finished the testing of its new recording equipment, which will allow it to record on stereo and mono simultaneously. MH is also launching a low priced line, Ritmo, which will be sold at 450 pesos ($3.15) while regular LP's cost 630 ($4.50). First releases are albums by **Carlos Argentino, Adolfo Beron** and **Los Cantores del Alba.**

On July 10, CBS will celebrate the first anniversary of the release of "Celia," the first record by **Leo Dan** (which is still selling pretty well, by the way). Since Dan is the label's top selling artist, and his seven singles have never failed to get onto the charts, this means a big party, probably with background music provided by "Santiago Querido" and "Estelita," Dan's latest smashes. Shortly after the party, Leo will fly to Peru for a series of performances on TV and stage.

RCA has started the marketing of its new "Half LP" series (7" 33 rpm records with three tunes on each side) and is concentrating its efforts on a record containing songs by **Palito Ortega, Rita Pavone, Neil Sedaka, Chico Novarro, Violeta Rivas** and **Edoardo Vianello,** top names in its roster. **Adolfo Pino,** RCA's sales and Promotion manger, seems very confident about the success of this release, and is giving it very heavy air play and exposure. Other RCA outings include an album featuring **Neil Sedaka** singing in Italian, an LP by **The Astronauts,** and an album recorded in Buenos Aires by Japanese **Orchestra Tokio,** specialized in tango music.

Lic. Enrique Rosso of Odeon infos about the best selling titles in his company. Two Beatles' singles are topping: "Twist and Shout" and "Love Me Do," following them are "Rosita" by **Trini Lopez,** "Tangolero" by **Danielo,** "El Patito" by **Chicote Lopez,** and "Al Di La" by Emilio Pericoli. On the LP side, "El Monstruo Despierta," a selection LP, is heading the list, with "Trini Lopez," "The Beatles" and "El Payador Perseguido" ("Atahualpa Yupanqui" also in it).

Mauricio Brenner of Fermata reports strong promotion for "Te Amo Solo a Ti," Spanish version of **Nico Fidenco's** Italian smash. Up to now it has been cut by **Juan Ramon** (Disc Jockey), **Roberto Yanes** (CBS) and **Ronaldo** (Tonodisc), who has coupled it with "Cada Vez." **Marco Aurelio** (Odeon Pops) has cut "Mi Desconocida" and "Lo Llaman Pecado," to local products, while **Juan Ramon** is also tracking "Sospecha" and "Mi Amor." **Monica Lander** (Odeon Pops) has cut "Que Lindo Es Soñar," while **Siro San Roman** has added his version to "Meglio Stasera," the "Pink Panther" theme.

Julio Korn Publishers is working on the promotion of "Total," a tune penned by **Martin Meyer** and **Gasparino,** which has been cut by **Beto Fernan** (Music Hall) **Tito Alberti** (Philips) and the same **Gasparino** (Odeon Pops). The pubbery is also working on **Palito Ortega's** new LP, which contains twelve tunes controlled by it. Among the titles are "Que Lindo," "Changuito Cañero," "Te Estoy Llorando" and others. The new **Chico Novarro** (also RCA) LP has several JK titles, too: "La Sospechita," "La Mula," "Dios En Tus Ojos," etc. **Beto Fernan** has also recorded "Ahora Si" and "En Un Mundo de Amor," two strong local titles.

Romiglio Giacompol of Smart infos about the promotion of "El Divorcio," a big Brazilian chart rider, and "Las Cerezas," released here in the version of **Los Hermanos Carrion** by two different companies, Music Hall and CBS. The latter will also release the first album by **Catherine Spaak,** recorded for Ricordi in Italy. **Antonio Prieto** (RCA) has recorded "Una Lacrima Sul Viso," already released here in the **Bobby Solo** and several other versions.

More about Music Hall: **Beatriz Lupo** says that **Los Dukes** have cut "Me Permite" and **Romana** is waxing "Como Te Extraño, Mi Amo," two chart riders.

Ricardo Mejia infos that his diskery ("rack jobbing business," as he explains) plans to release an album to be sold through retailers, instead of newsstands. The album would be distributed by the Opera organization (a one-stop store) and would feature several Club del Clan artists, carrying the same title. Some of the tunes are "En El Tren," by **Rolo Moreno,** "Si Yo Fuera Muchacho" by **Simonette,** and "Rio Magdalena" by **Perico Gomez.**

Martin Pablo Alvarez of Tempo informs that his pubbery will move soon to new and larger offices at Cangallo 1765, Buenos Aires. Its current address is Callao 182. The new building will offer better facilities for artists and people of the trade, since the available space will be nearly doubled, and rehearsal studios added.

More about Odeon: the diskery is releasing "Rio de Sueños," the latest **Cholo Aguirre** production, recorded by **Cacho Lucero;** there are also three new singles by **the Beatles:** "Can't Buy Me Love," "Roll Over Beethoven" and "All My Loving." Since the previous Beatles' singles have been in the charts, the diskery expects much from these ones, too.

News from Phonogram: there are new singles by **Andy Reyes** ("Anita"), **La Sonora Kalingo** ("El Marido"), **Los Cantores del Alba** ("Dudas") and the **Blue Diamonds** ("Hey! Ba-ba-re-bop"). On the LP side, the news are an album by **Erroll Garner** ("A New Kind of Loving"), another one by **Freddy** ("Memories of Saint Pauli").

Disc Jockey is releasing "Charade" and "Leoncio" by **Horacio Malvicivo** and his group, an album cut in Brazil by **Waldir Azevedo,** another one by **Poly** and his group, and a new LP by Paraguayan harpist **Luis Bordon.** There is also a single by local group **Los Golpeados,** and a folk music single by **El Changuito Salteño:** "Vidala de la Copla."

Dr. Juan Barbará of Lagos Publishers infos that he is promoting "Alla Cara Cara Nonna," not only in Argentina, but also in other Latin American and European countries. "Alla Cara" is a local product penned and recorded by teen singer **Piero,** already released by Philips. Barbará says that the tune is breaking up in certain parts of the country, like Corboda.

Hugo Celano of Sprint Music is already back from his trip to Chile, where he spent several days promoting the tunes his pubbery controls in this area. The tunes are "I Se Domani," recorded by **Antonio Prieto** for RCA, and "Un Baccio Piccolisimo," reportedly also cut by Prieto, who's currently in Spain.

Mario Kaminsky of Microfon is working on the first Prestige releases, to be marketed in short time. The titles are **"Miles Davis," "Stan Getz** Greatest Hits," an LP by the **Modern Jazz Quartet** and another one by **Johnny Stitt.** Other Microfon outings include an album with African music and a "Bossa Nova" LP featuring Miltinho.

Cash Box JAPAN

Paul and Paula, who recently visited Japan and excited pop fans, sang in Japanese **Yasuo Tanabe's** song titled "Futarino Hoshio Sagasoyo" at Nippon Victor. The record was released on June 20.

The Beatles Festival under the sponsorship of Nikkan Sports shinbun, daily sports newspaper, and Toshiba Records was held on June 12 at Yomiuri Hall, Yurakucho, Tokyo, attracting a full audience. There was a special show which was an amateur Beatles contest. Sixteen amateur couples were elected from the 35 applicants by the jury, **Mr. Haruyama,** bureau head of the business division, **Mr. Matsuda,** chief of the Japanese Music division of Toshiba Records and **Three Funkies.** The audience consisted mostly of teenagers.

The first award was won by **Mr. Morikatsu Kitmura** who sang "She Loves You." Second came **Mr. Moto Hachimura** and three others, and third came **Koji Shibata.** After the above-given prizes, the young audience was further delighted by a Beatles film and "Three Funkies Show."

Peter, Paul & Mary, who visited Japan on June 11, conducted interviews with newspaper men at New Latin Quarter Club in Akasaka. After the interview, they sang five pieces such as "Puff" and "If I Had A Hammer" etc., beautiful tunes and cheerful playing. On June 12 they left Tokyo for Osaka for their public performance there on June 13. Their performance in Tokyo was at Sankei Hall on June 16, and they stayed here about a week.

The theme song of the English film "Sammy Going South" by Towa Company Ltd., was released as a new July record by Nippon King. The theme song by **Nana Kinomi** was announced at Tosho Hall on June 30.

Duke Ellington, who arrived in Haneda Airport aboard PAA plane by invitation of **Yomiuri Shinbun** and Kanbara Music office, was interviewed by the press at Haneda Airport's Special Guest Room.

Japan's Best Sellers

LP BEST SELLERS

This Week	Last Week	
1	1	**The Beatles**—The Beatles (Odeon)
2	2	**Surfin' Ventures**—Ventures (Liberty)
3	4	**The Best Of Brenda Lee**—Brenda Lee (Decca)
4	3	**Continental Tango In Japan**—Alfred Hause—(Polydor)
5	—	**The Best Of Brothers Four**—Brothers Four (Columbia)

INTERNATIONAL

This Week	Last Week	
1	5	**Movin'**—Astronauts (RCA)
2	3	**Where All The Flowers Gone**—Kingston Trio (Capitol); Peter, Paul & Mary (W.B.); Conny Mabos (Philips) Sub-Publisher/Toshiba
3	1	**Navy Blue**—Diane Renay (20th Fox); Aiko Kokoneo (Toshiba); Yukari Ito (King); Sub-Publisher/Toshiba
4	2	**Viva Las Vegas**—Elvis Presley (RCA); Blue Jeans (Toshiba); Sub-Publisher/Aberbach Tokyo
5	4	**Hello Dolly**—Louis Armstrong (Kapp)
6	6	**Poetry In Motion**—Johnny Tillotson (Cadence)
7	7	**Lollipop Lips**—Connie Francis (MGM); Yumiko Kokonoe (Toshiba) Sub-Publisher/Shinko
8	9	**From Russia With Love**—Kenny Ball (Columbia) Sub-Publisher/Taiyo
9	10	**Twist & Shout**—Beatles (Odeon)
10	—	**Suspicion**—Elvis Presley (Victor)

JAPAN'S BEST SELLERS

This Week	Last Week	
1	1	**Kimidakeo**—Teruhiko Saigo (Crown)
2	2	**Kimitachiga Ite Bokuga Ita**—Kazuo Funaki (Columbia)
3	3	**Tokyo Blues**—Sachiko Nishida (Polydor)
4	4	**Toky Olympic Ondo**—Haruo Minami (Teichiku)
5	5	**Sasurai**—Shigeru Katsumi (Toshiba)
6	6	**Ashitaga Arusa**—Kyu Sakamoto (Toshiba)
7	8	**Ah Seishun No Mune No Chiwa**—Kazua Funaki (Columbia)
8	9	**Chapel Ni Tuzuku Shiroi Michi**—Teruhiko Saigo (Crown)
9	7	**Niizuma Ni Sasageru Uta**—Chiemi Eri (King)
10	—	**Ore Wa Omaeni Yowainda**—Yujiro Ishihara (Teichiku)

Argentina's Best Sellers

1	2	***Me Permite** (Korn) Palito Ortega (RCA); Pepito Perez (Disc Jockey) Los Dukes (Music Hall)
2	1	***Como Te Extraño Mi Amor** (Mundo Musical) Leo Dan (CBS); Grillo Mejia (RM); Pepito Perez (Disc Jockey); Romana (Music Hall)
3	3	**No Tengo Edad (No Ho L'Eta Per Amarti)** (Korn) Gigliola Cinquetti (Music Hall); Eli Salvador, Jo Chapman (RCA); Los Tres Sudamericanos (CBS); Simonette (RM)
4	9	***Santiago Querido** (Melograf) Leo Dan (CBS)
5	4	**Twist and Shout (Fermata)** The Beatles, Los Jets (Odeon Pops); Sylvie Vartan (RCA); Jack Nietsche (Reprise); Los Tammys (Philips); Chubby Checker ((Fermata)
6	7	**Si Tuviera Un Martillo** (Fermata) Rita Pavone, Lalo Fransen (RCA); Trini Lopez (Reprise); Village Stompers, Brothers Four (CBS); Los Tammys (Philips)
7	5	**Love Me Do** (Amame) (Korn) The Beatles (Odeon Pops); Soria (RM); Los Capitanes (Disc Jockey)
8	6	***Que Suerte** (Korn) Violeta Rivas, Neil Sedaka, Don Bartolo (RCA); Los Tres Sudamericanos (CBS); Beto Fernan (Music Hall); Galan-Cardenas (RM)
9	8	***Sabor A Nada** (Korn) Palito Ortega, Los Cava Bengal, Violeta Rivas (RCA); Siro San Roman (Music Hall); Lucho Gatica (Odeon)
10	11	***Cumbia Bendita** (Korn) Chico Novarro (RCA)
11	13	***Alicia** (Melograf) Ricardo Roda (CBS)
12	10	***Mary Isabel** (Mundo Musical) Leo Dan (CBS)
13	12	**Te Guardare En El Corazon** (More) (Fermata) Enrique Guzman (CBS); Neil Sedaka (RCA); Riz Ortolani (Fermata); Jack Nietsche (Reprise)
14	14	**Rosita** (Korn) Trini Lopez (Odeon Pops)
15	—	**Meglio Strasera** (Fermata) Miranda Martino (RCA)

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ITALY

The Italian public, invited to choose the "summer disk" through the great Radio TV contest "A Record For The Summer" gave preference to the disk "Sei Diventata Nera" by **Los Marcellos Ferial**, on "Durium." The trio Los Marcellos Ferial, **Marcello Minerbi, Tullio Romano** and **Carlo Timo'**, reached the top of our charts in the summer of 1962, with another "hot disk," the well known hit "Quando Calienta El Sol." This was a Spanish etching of the tune. They are once again on the record scene with typical Italian ballads. They hit the top of our charts with their disk "Angelita Di Anzio," and now after the Saint Vincent TV Show of last week, they are fast climbing the charts with the 1964 Summer disking of "Sei Diventata Nera" also penned by the pop trio.

"Spara Morales," cut by a new talent, **Elio Cipri**, was recently pacted by Fonit/Cetra. This is one of the first singles by this artist. The song is published by Sugarmusic. At the third place is a Neapolitan song, "Stanotte Nun Durmi'," waxed by the well known talent **Mario Abbate** on Vis Radio. We seldom speak of Neapolitan success in this column, we hope that this song will open once again the music scene for Neapolitan production. Publisher of the title is the Vis Radio pubbery, Edizioni Everest.

The list of the finalists (presented during the third night of the Saint Vincent TV Show) continues with "Sei Come Una Lucertola," waxed by **Joe Fedeli** on Phonogram. (The disking was produced by **David Matalon.**) "La Casa Piu' Bella Del Mondo" by **Betty Curtis** on CGD, "Non Ho Il Coraggio," by **Bruno Filippini** on MRC, "Poco Sole," by **Ornella Vanoni** on Ricordi, "Amore Scusami," by **John Foster** on Phonocolor, "Con Te Sulla Spiaggia," by **Nico Fidenco** on RCA, "Quando Siamo In Compagnia," by **Tony Dallara** for Saar, "Week-End In Portofino," by **Gian Costello** on Voce Del Padrone (EMI Italiana), "Mare Non Cantare" recorded by **Fred Bongusto** on Ri.Fi., "Solo Due Righe," by **Peppino Di Capri** on Carisch and "L'Ho Conosciuto Al Mar," a Meazzi's recording of **Lilly Bonato**.

The Saint Vincent's TV contest "A Disk For The Summer" had an immediate result, putting 8 new records among the first 30 best sellers of our hit parade. On top of our charts is "Amore Scusami," as recorded by **John Foster** on the Phonocolor label; other best selling records listed in the order are "Con Te Sulla Spiaggia" (**Nico Fidenco/RCA**), "Sei Diventata Nera" (**Los Marcellos Ferial/Durium**) "Solo Due Righe" (**Peppino Di Capri/Carisch**), "Quando Siamo In Compagnia" (**Tony Dallara/Saar**), "Mare Non Cantare" (**Fred Bongusto/Ri.Fi.**), "Poco Sole" (**Ornella Vanoni/Ricordi**) and a disk not included among the finalists, "Il Rimorso" (**Franco Talo'/Meazzi**).

The 3rd edition of "Il Cantagiro," which we spoke about last year produced by **Ezio Radaelli**. 31 singers, divided into two teams, along with three guest stars will leave from Ancona on the Adriatic coast, and tour all over Italy, for fifteen days, performing each night in a different place. The organization has put at disposal of each artist a car, with which the singers will travel on tour. The caravan is accompanied by special publicity automobiles of record firms, and by others to advertise their products during the tour. More than two hundred cars will make-up this special caravan that started its tour from Ancona on June 28th. "Cantagiro" (singing Tour) became popular in 1962, when **Adriano Celentano** launched his greatest hit "Stai Lontana Da Me" (Tower of Strength). After this success Cantagiro revealed its strongest promotional power, why well known Italian singing stars are taking part in it. The first team (the team "A") includes the name singers, while the second team (team "B") includes the tyro talents. The complete list of artists of team "A" and "B" along with the songs they will perform during the tour and respective record firm are as follows: Team "A": **Betty Curtis**, "Scegli Me O Il Resto Del Mondo" (CGD), **Pino Donaggio** "Capirai" (EMI Italiana), **Fabrizio Ferretti** "Ma Quando Sono Al Mare" (Ri.Fi.), **Lando Fiorini** "Rome Nun Fa La Stupida Stasera" (Ricordi), **Piero Focacca** "Mia Sorella" (CGD), **Isabella Iannetti** "Va, Tu Sei Libero" (Durium), **Little Tony** "Non Aspetto Nessuno" (Durium), **Cocki Mazzetti** "La Fine Di Tutto" (Ri.Fi.), **Michele** "Ti Ringrazio Perche'" (RCA Italiana), **Donatella Moretti** "La Legge Dell'Amore" (RCA Italiana), **Gianni Morandi** "In Ginocchio Da Te" (RCA Italiana), **Gino Paoli** "Lei Sta Con Te" (RCA Italiana), Nini' Rosso "Son Qui Ad Aspettarti" (Durium), **Robertino** "L'Innocenza" (Curci), **Edoardo Vianello** "La Tremarella" (RCA Italiana).

Team "B": **Fausto Leali** "La Campagna In Citta'" (Saar), **Dino** "Eravamo Amici" (RCA Italiana), **Roby Ferrante** "Non Ti Ricordi Piu'" (RCA Italiana), **Paula** "Son Gia' Tre Ore Che Ti Aspetto" (Clan), **Mike Fusaro** "Il Mio Amore," **Giancarlo Silvi** "E Cosi' Sia" (Durium), **Lucio Dalla** "Lei" (RCA Italiana), **Guido Russo** "Per Amore Di Un Amore" **Gilla** "La Corsa," **Giancarlo Guardabassi** "Se Ti Sento Sola" (RCA Italiana), **Nicola Di Bari** "Amore Ritorna A Casa" (Saar), **Paolo Mosca** "La Voglia D'Estate" **Ico Cerrutti** "L'Uomo Del Banjo" (Clan), **I Gemelli** "Amici, Forza, Tutti Qui," **Renato Arruk** "Si Passera'" (Fonit Cetra), **La Cricca** "Il Surf Della Mattonella" (RCA Italiana).

The hit of this year's "Cantagiro" will be guest **Peppino Di Capri** (winner of the last year, team "A"), **Domenico Modugno**, and the complete Clan of **Adriano Celentano**, that includes Adriano himself, **Don Backy, Gino Santercole, I Ribelli, I Fuggiaschi**. The public in all towns where the singers will perform is invited to vote for a song, and there will be two winners, one for the "A" team, and the other one for the "B" team. Radio and TV will broadcast and transmit a great part of the shows.

Cash Box had the pleasure of meeting **Joe Giannini** of CGD International: he talked about the visit of **Mimma Gaspari** to the States, where she supervised the recording sessions of **Gene Pitney**, who recorded, in Italian, six new tunes for our market. Gene is enjoying great popularity in our country, thanks to his performance of "Quando Vedrai La Mia Ragazza," at the San Remo Festival of this year. The Gene Pitney recording of this song, sold more than 400,000 copies. Immediately after, Gene climbed our charts with another Italian title "Ritorna," while now he is registering a new entry with "Chi Vede Te" also in Italian. **Joe Giannini** has confirmed the participation of Gene Pitney in the next San Remo Festival in 1965.

Gianfranco Intra, a well known pianist, composer, arranger and orchestra conductor, has been appointed A/R exec of CGD International. He will leave for Paris, where he will supervise the recordings of some Italian versions of songs performed by the French film star **Marie Laforet**. Original recordings are issued under the French label Festival, produced by **Roger Maruani**.

Marie Laforet is on our charts with her Italian version of "Les Vendanges De L'Amour" (La Vendemmia Dell'Amore).

Joe Giannini also announced the Italian singing tour of another Festival group, "The Surfs" also produced in France by **Roger Maruani**: The group will perform in all the principal centers of Italy, including Rome, Milano, Venice, Palermo.

Guest of Milan, is during these days **Kenny Rankin**: the young CBS talent, who is enjoying an extraordinary success in the States thanks to his recording of "Where Did My Little Girl Go," is for the first time in Italy, where he will take part to a great TV show programmed this week in Venice. Italian CBS, according with the conversation we had with **Lucio Salvini**, head of the Promotional Office of Ricordi/CBS, has immediately started a strong promotional campaign on this new artist, and it seems that very soon his name will be popular in our country. Kenny Rankin is accomplishing a musical tour all over Europe.

"La Mamma" the French Title composed and recorded by **Charles Aznavour** and released by himself in the Italian version under the RCA label, has been recorded now also by **Domenico Modugno** under the Fonit/Cetra label. This must be considered as an homage of one of the most popular Italian singers to the great talent of Charles Aznavour: The song, originally published by French Music, is sub-published in Italy by Ricordi.

The name of **Julia De Palma** is coming back on the Italian record scene: the songstress was recently pacted by Surf Records, a new record firm recently established by **Piero Rolla**, a young pop composer, already well known in the musical environment. The first recording of Julia is "Ma-Mandolino" (Published by Sidet) that she recorded also in a German version devoted to the German speaking markets. Now she is preparing her first LP to be released under the new mark. She will take part in some TV shows. A promotional campaign is expected.

"Core Furastiero" and "Santa Lucia Luntana," are two old famous Neapoliton songs: these titles have been recently recorded by the well known talent of **Aurelio Fierro**, under his label King Universal. We have received this news from the Press Office of Phonogram that distributes the King Universal line. Both recordings are part of a series of recordings performed by Aurelio Fierro and devoted to the most famous old Neapolitan tunes. Complete series is entitled "Napoli D'Altri Tempi" (Naples At The Time).

A sad news: Only this week Cash Box received the news of the death of **Valentina Bideri**, the lady that for many years, being prexy of the famous Neapolitan pubbery Bideri, was considered one of the leading figures of the Neapolitan music world. Let's express to her nephew **Luciano Villevielle Bideri**, General Manager of Edizioni Bideri, our heartfelt sympathy.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Charts	
1	1	9	**It's Over**—Roy Orbison (London) Chappell
2	3	5	**Someone Someone**—Brian Poole (Decca) Burlington
3	6	4	**Hello, Dolly**—Louis Armstrong (London) Edwin H. Morris
4	2	8	**You're My World**—Cilla Black (Parlophone) Aberbach
5	9	4	**Ramona**—The Bachelors (Decca) Francis Day & Hunter
6	5	6	**My Guy**—Mary Wells (Stateside) Aberbach
7	4	5	***Here I Go Again**—The Hollies (Parlophone) Belinda
8	15	3	**You're No Good**—Swinging Blue Jeans (HMV) Morris
9	13	3	***Nobody I Know**—Peter & Gordon (Columbia) Northern Songs
10	8	4	**Shout**—Lulu & The Luvers (Decca) Weiner
11	19	2	**Hold Me**—P.J. Proby (Decca) Campbell Connelly
12	12	5	***Can't You See That She's Mine**—Dave Clark Five (Columbia) Ardmore & Beechwood
13	—	1	**The House Of The Rising Sun**—The Animals (Columbia) K.P.M.
14	7	6	**No Particular Place To Go**—Chuck Berry (Pye) Jewel
15	10	7	***The Rise & Fall Of Flingel Bunt**—The Shadows (Columbia) Shadows
16	11	9	**Constantly**—Cliff Richard (Columbia) World Wide
17	17	6	**Non Ho L'Eta Per Armarti**—Gigliola Cinquetti (Decca) Chappell
18	14	10	***Juliet**—The Four Pennies (Philips) Flamingo
19	16	15	**I Love You Because**—Jim Reeves (RCA) Bourne
20	20	2	**Hello, Dolly**—Frankie Vaughan (Philips) Chappell

*Local copyright

Top Ten LP's

1	1	**The Rolling Stones** — The Rolling Stones (Decca)
2	2	**With The Beatles** — The Beatles (Parlophone)
3	5	**It's The Searchers** — The Searchers (Pye)
4	8	**Buddy Holly Showcase**—Buddy Holly (Coral)
5	6	**West Side Story**—Soundtrack (CBS)
6	3	**Dance With The Shadows**—The Shadows (Columbia)
7	—	**Kissing Cousins**—Elvis Presley (RCA)
8	—	**The Bachelors And 16 Great Songs**—The Bachelors (Decca)
9	7	**Session With The Dave Clark Five**—Dave Clark Five (Columbia)
10	9	**In Dreams** — Roy Orbison (London)

Top Ten EP's

1	1	**The Rolling Stones** — The Stones (Decca)
2	2	**All My Loving**—The Beatles (Parlophone)
3	4	**Anyone Who Had A Heart**—Cilla Black (Parlophone)
4	7	**Love In Las Vegas**—Elvis Presley (RCA)
5	3	**On Stage**—The Merseybeats (Fontana)
6	10	**Peter, Paul & Mary**—Peter, Paul & Mary (Warner Bros.)
7	6	**The Bachelors No. 2**—The Bachelors (Decca)
8	8	**The Hollies** — The Hollies (Parlophone)
9	5	**Best Of Chuck Berry**—Chuck Berry (Pye)
10	9	**Twist And Shout**—The Beatles (Parlophone)

ITALY (continued)

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	4	***Amore Scusami**: John Foster/Phonocolor Published by Leonardi
2	3	9	**E' L'Uomo Per Me (He Walks Like A Man)**: Mina/RI.FI Published by Connelly
3	2	2	**Il Problema Piu' Importante**: Adriano Celentano/Clan Published by Sidet
4	4	12	**Cin Cin (Cheat-Cheat)**: Richard Anthony/EMI Italiana Published by Southern
5	5	9	***Angelita Di Anzio**: Los Marcellos Ferial/Durium Published by Durium
6	—	1	**Scrivi**: Rita Pavone/RCA Italiana Published by RCA Italiana
7	10	2	***Con Te Sulla Spiaggia**: Nico Fidenco/RCA Italiana Published by RCA Italiana
8	7	21	**La Citta' Vuota: (It's A Lonely Town)**: Mina/RI.FI Published by Aberbach
9	—	1	***Sei Diventata Nera**: Los Marcellos Ferial/Durium Published by Durium
10	6	4	***In Ginocchio Da Te**: Gianni Morandi/RCA Italiana Published by RCA Italiana

*Denotes Original Italian Tunes

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Cash Box CANADA

Bill Fisher's Allied Firm has Canadian distribution rights for product originating on Pye in Great Britain by **The Magil Five.** Their current chart outing in several Canadian markets is the revival of "Mockin' Bird Hill." The newest release by the group is another revival, "Near You." Both outings were chart riders in Great Britain. An album is also set to debut this week on Allied, featuring the Magil Five. Another recent chart success from Allied in numerous Canadian areas was "Tall Cool One" by **The Wailers.** They now are represented on a new Golden Crest release entitled, "Beat Guitar." Their LP debut was also released this week by Fisher's Firm. The Allied Sales Force from across Canada gathered for their annual sales meeting in Montreal week ending July 3rd.

Many smiles around the Apex Division over at Compo these days as action aplenty is beginning to develop on the U.A. soundtrack package of **The Beatles'** screen debut, "A Hard Day's Night." **Paul Tessier** hotfooted over to Montreal's CKGM with a pre release copy of the set and the station featured it heavily in programming Friday and Saturday (6/26 and 27). Telephone response to the new Beatles sounds was little short of fantastic. Good response noted at the dealer level to the latest **Pete Fountain** outing on coral, "Licorice Stick." Another instrumental is doing well for the Compo boys, a particular favourite of Decca Division topper **Red Roberts** is the latest **Robert Maxwell** hit, "Peg O' My Heart." The firm is getting set for its annual sales conference set for Montreal's Airport Hilton, July 30, 31 and August 1st. Red Roberts is set to address the gathering of Decca—Coral—Apex distributors and affiliates from coast to coast in Canada. Guests in attendance will include **Sid Goldberg,** national director of sales for the parent Decca Firm in the U.S. and **Mike Maitland,** Warner Bros., Reprise topper. Incidentally the Compo people took over distribution of all Reprise product in Canada (7/1). **Red Roberts** indicates that a recent Decca-Apex promotion on Country and Western album product allowing dealers a buy 10—get two deal, was an unqualified success. It began (6/8) and lasted over a month.

Maruy Logan continues to do very well with his initial Quality release, "Just One Of Life's Little Tragedies." It is a solid chart item in Montreal and is reportedly doing very well in other key Canadian markets. Music Director **Gary Parr** at CKPR in the Canadian Lakehead reports much interest in the Logan side in his area. Logan's co-manager, **Barry Brazeau,** tells C.B. that an American release for "Tragedies" is just about set.

Andy Kim in touch from New York to report that his latest single is about ready to put in an appearance. Andy did extremely well, particularly in the Maritimes with his last Twentieth Century Fox outing, "Give Me Your Love."

Jilliane Harris scored a solid success in a weekend stand at the Ottawa Coffee House, Le Hibou (6/27). She received rave notices from the Capitol City's press types. Her album on Melbourne is doing nicely sales wise across Canada. Already plans are afoot for a new set to appear in the early Fall. A singles session is also planned wherein completely new material will be recorded for the thrush's single debut. No single will be lifted from the debut set. Jilianne has also been booked to appear at the Mariposa Folk Festival August 7th., 8th. and 9th.

Many Canadian record types have shown interest in a talented young troubador-type vocal-guitarist that has been enjoying a lengthy stay at The Piazza Tomasso on Montreal's Sunset Strip. **Elario Lozano** arrived at the Montreal nitery from Leone's in New York several months ago. His initial booking has now been extended several times as his manner of singing and entertaining the Piazza's patrons has won him scores of fans in Montreal. A recording contract seems certain for the fine entertainer.

Sparton's **Jim Corbett** was extremely proud of a recent window display in a Montreal record outlet featuring Command album product. Burtons Book Shop on Montreal's main drag, St. Catherine Street, devoted an entire front window to the display of Command catalog items, including sets by **Enoch Light, The Robert De Cormier Singers, The Ray Charles Singers** (spotlighting the latter group's chart topping set, "Something Special For Young Lovers") and **Dick Hyman.** The display was inspired by a Sparton promotion entitled, "Enoch Light Week in Canada."

Knox Coupland tells C.B. that Toronto's CHUM is filling the Queen City's airwaves with items by **Rita Pavone.** The lark's debut English single, "Remember Me" is a solid CHUM chart listing.

Knox went on to say that the Canadian RCA Victor folks are looking forward to an international smash by way of the latest outing by **Les Jerolas,** "Hello Dolly" in French. The side was played at a recent world wide gathering of RCA types in New York with resulting orders coming from the U.S. and Belgian divisions of the firm, while many other countries requested samples. This is the fine take off on **Satch** by the very talented French Canadian group. It's garnering air play throughout Canada from both French and English stations and tremendous sales are resulting.

Al Allbutt expects good chart things to happen for **Jayson King's** disc debut. It'll be on Bell in the U.S. and Tamarac in Canada. The pairing is another very commercial **Bob Crewe** production with the young singer offering potent readings of "Heartaches" (Al's tune from the Leeds Catalog) and "Bamboo Man." Either side could develop chart power in short order.

Newest addition to the CKGM-Montreal news team is veteran Canadian newsman, **Denis Natal.** He arrives at the Montreal outlet from Halifax. **Dave Geddes** moves from CKGM-FM in Montreal to a regular air stint in CHIC in Brampton, Ontario. Well known Kingston, Ontario spinner, **Brian Olney** is reportedly exiting his top rated spin 'em segment on CKWS to take over new duties as a sales account executive with the station. His many friends along record row wish him well in his new venture.

Look for "Mexican Shuffle" by **Herb Alpert's** Tiajuana Brass to be one of the top instrumental sides this Summer. It's on Quality, and already is off and running at all of the firm's branches across Canada. Meanwhile, "Rag Doll" by **The Four Seasons** appears certain to top all the playsheets in double quick time. The Philips side is a blockbuster in all Canadian markets.

Capitol's **Frank Henry** has high hopes for a recent French language LP by **Les Cailloux.** Frank calls it the French Canadian answer to the hootenanny fad.

Bob Martin and the Columbia people are in high gear with single after single headed for the top ten. "Angelito" by **Rene and Rene** is developing into a blockbuster all across Canada reports Bob. The Columbia exec is just back at his firm's Toronto H.Q. after a western trip that took him to all key centres in the Canadian west. The **Romeos** figure to cash in on the recent publicity storm over Canada's new symbol, the Eskimo Owl, "Oopik." The group has just released a new single pairing "Oopik" and "Muskoka And You." Bob is keeping his fingers crossed for new outings by **Linda Lloyd.** "Graduation U.S.A." and Montrealer **Kenny Rankin's** "U.S. Mail" plus the good outing by **Jerry Reed** and **The Hully Girlies,** "June Night." Bob reports that he enjoyed a visit with **Richard Scott,** one time Toronto spinner who now holds down an air spot at Calgary's CKXL, arriving in that city after a lengthy stand at Winnipeg's CKY. Columbia did a very successful promo bit with CHUM in Toronto based on **Bob Goulet's** new movie, "Honeymoon Hotel." CHUM deejay, **John Spragge** hosted a preview screening for a theatre full of enthusiastic lady fans. Three lucky ladies won second honeymoons for their hubbies and themselves at Bigwin Inn in Muskoka.

Bruce Patenaude has been given the nod as Music Director at Montreal's CJAD. He replaces **Frank Kirton** who moves on to a similar post at CHML-FM in Hamilton, Ontario.

Cash Box GREAT BRITAIN

Increased needle time and round-the-clock broadcasting comes to Britain, a shot in the arm for disks, those who make them and those who buy them with greater exploitation over the air than ever before. Thus ends the long standing dispute between the BBC and the Musicians' Union over needle time which was due to go to arbitration next week. Following a series of top level meetings the Musicians' Union, while maintaining opposition to use of records where, in their view, musicians should be employed, have withdrawn their objection to the BBC's right to broadcast 75 hours of records per week instead of 28 hours as at present. The BBC for its part has agreed to step up musicians' fees in the next year, maintain the present level of employment of musicians in established BBC orchestras and to set up a provincial training orchestra for some 65 promising young musicians. Both parties expressed concern over the diminishing opportunities for musicians generally in this country and pledged themselves to co-operate closely over this and the many other problems covering the agreement and to review their progress in two year's time.

The BBC has already announced its plans for the increased needle time which should be fully operative by March 1965. Over 50% of the extra disk time will be devoted to classical music broadcast mainly on the Third program between 8:00 a.m. and 6:30 p.m. Pop music will get its share of extra time in the Light program which will be on the air from 5:30 a.m. to 2:30 a.m. In the commercial field it is understood that Radio Luxembourg, which supplies non-stop Top Twenty disk shows seven nights a week, are considering the possibility of obtaining a wavelength to enable them to put Luxembourg on the air during the day.

Meantime, the pirate ships Caroline and Atlanta remain anchored in international waters off the South Coast of England but if discussions, which are now taking place, materialize one of the ships will set sail for the North to beam programs in that area.

Pye records managing director **Louis Benjamin** returned from a two-day visit to the United States recently with two more catalog deals to his credit. From July 1, Pye will issue Dot records here on its own label. (Dot was previously issued by Decca on the London label). Top talent includes **Pat Boone, Billy Vaughn** and **Lawrence Welk.** The launching party set for September will be attended by **Randy Wood** (president); **Jim Bailey** (international director) and several top artists. Benjamin's second acquisition is the Red Bird catalog controlled in the U.S. by Stuyvesant Records and recently at the very top of the American charts with "Chapel Of Love" by **The Dixiecups** already released here on Pye. Benjamin also had meetings with Hickory Records who are delighted with the **Lonnie Donegan** single "There's A Big Wheel" which he recorded in Nashville for transatlantic release.

Peter de Rougemont, vice president of CBS European Operations in London, recently, reports that the company's new pressing plant in Israel is nearing completion. Apart from CBS recordings the plant will also undertake custom pressing.

Simon Schmidt of CBS Israel will be visiting Nairobi and adjacent territories in the near future with a view to setting up servicing facilities for record importers in East Africa.

Irwin Pincus of Gil Music Corp., New York in London recently visiting brother Lee, head of Ambassador Music, London. Gil Music's policy of exploiting British and continental songs is currently paying off with "Everybody Knows" by **Steve Lawrence** and "Remember Me" by **Rita Pavone.** Before returning to New York, Irwin Pincus paid a brief visit to Paris.

Manufacturers sales of records in April valued at £1,918,000 were again well above the level of a year ago. Home sales increased by a quarter and Export sales, after dipping in March, picked up again and were more than a quarter higher than April 1963. On the production side there was a substantial rise in the output of 33⅓rd r.p.m. records whilst production of 45 r.p.m. disks was almost half as high again as a year ago.

Polydor has entered the production field for the first time in this country and plan to build up a roster of British artists and material which, if international enough, will be marketed overseas by the D.G.G. organization. **Johnny Francis** has been appointed A & R chief and recordings will be made in independent studios. Distribution will be direct and via bona fide wholesalers.

Dr. Graziano Motta of Phonogram Records, Italy, in London for talks with Philips Records to finalize details for **The Merseybeat's** tour of Italy in August. The group, who sprang to fame via their Fontana single "I Think Of You" attended a special cocktail party to meet London-based Italian journalists.

Freddie and the Dreamers have just completed their third film "Every Day's A Holiday." Meantime their next single "Just For You" (title song from their second film) has been issued on Decca and in the States on London.

Quickies: Filmusic currently handling theme from the film "Seance On A Wet Afternoon" composed and recorded by **John Barry** on United Artists. . . . **Enrique Lebendiger** of Fermata music company of Brazil in London for the Cisac Confederation currently on an extensive tour of European capitals. . . . Decca confident of chart success with new **Rolling Stones** single "It's All Over," which they waxed in Chicago during their recent tour released here to an advance of 250,000. . . . The Beatles just back from Australia topped bill in the first of a series of late-night pop shows on BBC—guest stars **Dusty Springfield, Mark Wynter** and **Karl Perkins** and the **Nashville Teens.** . . . **Peter de Rougemont** (CBS European Operation); **Dr. Guido Rignano** (Ricordi Italy) and **Bernard Mikulski** (CBS Germany) will be visiting the Columbia national sales convention in Las Vegas later this month. . . . **Philip Jones** responsible for the top rated "Thank Your Lucky Stars" TV'er promoted to Supervisor of Light Entertainment for ABC TV. . . . **Ella Fitzgerald's** EP "Hello, Dolly!" rush-released here on Verve. . . . EP by top Belgian star **Adama** issued on HMV. . . . From his latest film "Wonderful Life," **Cliff Richard** waxes "On The Beach" for Columbia. . . . "Wonderful Life" album also released on Columbia. . . . A Bacharach tune for **Dusty Springfield's** latest Philips single "I Just Don't Know What To Do With Myself." . . . **Louis Armstrong** "Hello, Dolly!" album issued on London. . . . July 10 is Beatles day when their new single "A Hard Day's Night" (from their current film) is released as well as an LP also tagged after the film. . . . "Hello, Dolly!" topping Best Selling Sheet Music Lists for Edwin H. Morris pubbery.

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Cash Box SCANDINAVIA

DENMARK

First a correction: "My Bonnie" with **The Beatles**, listed on the Danish charts the last two weeks is on the Polydor label not Odeon/Parlophone. This week, "My Bonnie" is replaced on the Danish charts by "Ain't She Sweet," also on Polydor.

"Pop music does not belong in radio programs for teenagers, as pop music is not music." This seems to be what Danish Broadcasting Co. has found out recently and its new head of the entertainment dept., **Niels Jorgen Kaiser** has debuted in his job by stopping popular pop programs, such as "Ti Vi Ka' Ii" (The Ten We Like) and a Top 20 pop records program. DBC, however, feels that jazz has more in common with the word music and has promised more jazz programs for the teenagers.

"My Boy Lollipop" by **Millie Small** on Fontana is topping the charts here this week. It is published in Denmark by Imudico A/S.

New sheet music from Imudico A/S includes the above-mentioned "My Boy Lollipop" with Danish lyrics by **Peter Mynte**, and "Hello Dolly" with Danish lyrics by **Allan Hondé**.

FINLAND

Paavo and **Antti Einiö** of Scandia-Musiikki Oy is back in **Helsinki** from the recent Sonet meeting in Stockholm. Sonet has done very well in Finland during 1963-'64 season with top selling artists on the label being **Jan Rodhe & The Adventurers**. Among the foreign records on Sonet, doing very well in Finland, is **The Rivieras** with "California Sun." Scandia is also publisher of many of the songs recorded by **The Beatles**, and reports extremely good sales on the sheet music of, among others, "All My Loving," at the moment topping the list of most sold sheet music in Finland, **Cash Box** was informed. Among local recent recordings by the Beatles that can be mentioned "Hän Sinun On" (She Loves You) and "Kun Hänet Nähdä Sain" (I Saw Her Standing There) with **Johnny & The Hounds** on Scandia.

Osmo Ruuskanen of Fazer Music reports to **Cash Box** that **Lasse Mårtenson** has recorded "Hello Dolly" in Finnish for Philips. Fazer is publisher of the song in Finland. A top-seller for Philips is **Anneli Sari** with "Liian Nuori Rakkauteen" (Non Ho L'Eta). A promising Decca recording of a local song is "Tänä Iltana Tahtoisin Unohtaa" (Tonight I Will Forget) by **Taisto Tammi**. The song is published by X-Sävel.

On Finnish radio there are two different "Eight On The Top" programs. One for Finnish records and the other for foreign. By tradition, Finnish-language records have always been more popular than foreign titles, but a look at one of the most recent Finnish Eight On The Top shows that at least the titles of the Finnish-made recordings are becoming more international. The eight most popular records according to this program includes: 1): "Farmer John" (**Antti Einiö & The Islanders**/Scandia), 2): "East Virginia" (**Dany & The Islanders**/Scandia), 3): "Kaikki Rakkauteni" (All My Loving) (**Eero & Jussi**/RCA Victor), 4): "Dream" (**John & The Exponents**/Parlophone), 5): I've Found A Friend (**Johnny & The Hounds**/Scandia), 6): "Country Girl" (**Herbert Katz**/Broadway), 7): "Tuhma Dolly" (Delia's Gone) (**The Finn Trio**/HMV), and 8): "Kiss Of Fire" (The Esquires/Decca). Only number 3 and 7 are sung in Finnish, Nos. 6 and 8 are instrumentals, the others are sung in English.

NORWAY

Meeting the tourist invasion, Philips has an LP titled "Hear Norway My Way" with selected Norwegian songs presented by the soprano **Aase Nordmo Lövberg** and **Robert Levin** at the piano.

Entering the charts here this week at fourth spot is "Hello Dolly" by **Louis Armstrong** on Kapp.

Among recent releases from Iversen & Frogh A/S (EMI here) that can be mentioned is "Let Me Go Lover"/"Long Tall Sally" by **Jan Höiland** on Columbia.

Jorg-Fr. Ellertsen A/S has released an EP with four standard tunes, all Norwegian, titled "Norwegian Singsongs" by **The Troll Keys** on the Troll label. Inspired by **Louis Armstrong**'s success, Troll has made a single with **The Big Chief Jazzband**, Norwegian jazz musicians.

Arne Bendiksen A/S has released this year's Austrian Eurovision Song Festival entry, "Warum Nur Warum" by **Udo Jürgens** on Vogue.

SWEDEN

Tadashi Hino, chief of foreign music section of Nippon Grammophon Co., Ltd. in Tokyo, recently spent a few days in Stockholm for biz talks with **Eric Nyholm** of Karusell Grammofon AB and **Roland Ferneborg** of Swe-Disc. While in Stockholm, he found several records at Swe-Disc, including singles, EPs as well as LPs, which soon will be released in Japan.

Latest releases from Karusell Grammofon AB include "My Baby Don't Dig Me"/"Something's Wrong" by **Ray Charles** and "Lazy Elsie Molly"/"Rosie" by **Chubby Checker**, both on Karusell. On Verve there is an EP with **Ella Fitzgerald** singing among others, "Hello Dolly." "Beach Party"/"Don't Stop Now" by **Frankie Avalon** on United Artists completes the recent list of releases from Karusell.

Skandinaviska Grammophon AB (EMI) has rushed out "Jetzt Dreht Die Welt Sich Nur Um Dich" by **Gitte** and **Rex Gildo** on Columbia, the song that came third in the recent German Song Festival at Baden-Baden. Other EMI releases include "Long Tall Sally"/"I Call Your Name" by **The Beatles** on Odeon and "(Just Like) Romeo and Juliet"/'Can't You Tell By The Look In My Eyes" with **The Reflections** on Stateside.

Sonet Grammofon AB has released the first record on the new Red Bird label tabbed "Chapel Of Love"/"Ain't That Nice" by **The Dixie Cups**. Two EP's on the Sonet label, one with Italian recordings from the San Remo Festival 1964 and one by **Chuck Berry** completes the releases from Sonet.

Knäppupp has released this year's San Remo and Eurovision winner "Non Ho L'Eta" by **Gigliola Cinquetti** on Triola as EP, and on Dot a **Billy Vaughn** EP which includes. "Sukiyaki."

The latest collection from Metronome includes an EP on **Siw Malmkvist** with "Liebeskummer Lohnt Sich Nicht," the winner at the recent German Song Festival at Baden-Baden. **Boris** and **The Beat Dogs** have made "Can Your Monkey Do The Dog"/"Shake Hands" and an English recording titled "News From Liverpool" by **The Mike Cotton Sound**, all on Metronome. Finally, on Atlantic, there is "Private Property"/"Wise Guys" by **Shirley Matthews** and **The Big Town Girls**.

Roland Ferneborg of Swe-Disc told **Cash Box** that he is very happy about the progress of the company since last October. Swe-Disc's recordings are doing very well not only in Sweden, but also in other parts of the world such as the United States, Japan, Australia, New Zealand and South America. Only recently, Swe-Disc records have reached the African continent, where they are available in Sudan. Swe-Disc is very productive in the LP field, with not less than 20 LPs that have been released in the first nine months the company has existed. On one of the most recent LPs, "Spotnicks in Stockholm," the international famous Swedish group **The Spotnicks** have done among others "Sentimental Journey," "Cape Kennedy" and "Hootenanny Express." Two jazz albums, "Jazz Under The Midnight Sun" by **Lars Lystedt Sextet** and "A String Of Scandinavian Pearls." Among singles, the most recent release is "Tears And Roses"/"I'm Gonna Burn All The Letters" by **Sam Payne**.

New sheet music from Sonora Musikförlags AB includes the songs "Nobody I Know" and "Like Dreamers Do." Both songs are composed by members of **The Beatles**.

Topping the charts here from this week is "Tennessee Waltz" by **Alma Cogan** on Columbia. New on the charts in Sweden this week is "Buckle Shoe Stop" by **The Snobs** on Decca, and "True True Lovin'" by **Cliff Richard** on Columbia and "Non Ho L'Eta" by **Gigliola Cinquetti** on Triola.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	
1	—	5	**My Boy Lollipop** (Millie/Fontana) Imudico A/S
2	4	5	**Suspicion** (Terry Stafford/London) Belinda (Scandinavia) AB
3	2	3	**Long Tall Sally** (The Beatles/Odeon)
4	9	9	**Nu Rejser Jeg Hjem** (Detroit City) (Gustav Winckler/Sonet) Cedarwood (Scandinavia) AB
5	—	1	**Ain't She Sweet** (The Beatles/Polydor)
6	10	12	**Non Ho L'Eta** (Gigliola Cinquetti/Triola) Stockholms Musikproduktion
7	5	9	**Java** (Al Hirt/RCA Victor) Broadway Music AB
8	—	6	**I Love You Because** (Jim Reeves/RCA Victor) Morks Musikforlag
9	6	2	**Roll Over Beethoven** (The Beatles/Odeon) Stockholms Musikproduktion
10	—	4	**California Sun** (The Rivieras/Sonet) Robert Mellin (Scandinavia) AB

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	14	**I Love You Because** (Jim Reeves/RCA Victor) Reuter & Reuter AB
2	2	10	**My Boy Lollipop** (Millie/Fontana) Thore Ehrling Musik AB
3	6	2	**Roll Over Beethoven** (The Beatles/Odeon) Stockholms Musikproduktion
4	—	1	**Hello Dolly** (Louis Armstrong/Kapp) Thore Ehrling Musik AB
5	3	11	**Non Ho L'Eta** (Gigliola Cinquetti/Triola) Stockholms Musikproduktion
6	4	6	**Constantly** (Cliff Richard/Columbia) Stockholms Musikproduktion
7	5	3	**Suspicion** (Terry Stafford/London) Belinda (Scandinavia) AB
8	8	14	*La Meg Være Ung (Wenche Myhre/Triola) Arne Bendiksen A/S
9	7	14	**Can't Buy Me Love** (The Beatles/Odeon) Edition Lyche
10	10	3	**Juliet** (The Four Pennies/Philips) Edition Lyche

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	
1	4	5	**Tennessee Waltz** (Alma Cogan/Columbia) Reuter & Reuter AB
2	1	7	**My Boy Lollipop** (Millie/Fontana) Thore Ehrling Musik AB
3	2	8	**Suspicion** (Terry Stafford/London) Belinda (Scandinavia) AB
4	3	6	**Don't Throw Your Love Away** (The Searchers/Pye) Reuter & Reuter AB
5	—	1	**Buckle Shoe Shop** (The Snobs/Decca) Palace-Sweden Music AB
6	5	10	**I Love You Because** (Jim Reeves/RCA Victor) Reuter & Reuter AB
7	—	1	**True True Lovin'** (Cliff Richard/Columbia) Belinda (Scandinavia) AB
8	6	3	**Hello Dolly** (Louis Armstrong/Kapp) Thore Ehrling Musik AB
9	—	1	**Shakin' All Over** (The Swinging Blue Jeans/HMV) Sweden Music AB
10	—	1	**Non Ho L'Eta** (Gigliola Cinquetti/Triola) Stockholms Musikproduktion

*Local copyright.

Shining Star

ONTARIO—Songstress Lucille Starr grins happily as she accepts a gold deck for her million-seller waxing of "The French Song" on Quality Records. The label's national sales manager, Lee Farley (left), makes the presentation while the lark's partner Bob Regan looks on approvingly. Lucille Starr and Bob Regan are also known as the "Canadian Sweethearts."

Cole Is "King" In Canada

MONTREAL—Disk tradesters gathered here recently to honor Nat Cole during his week-long stint at the Place Des Arts. The affair was hosted by Capitol of Canada's branch manager Dick Riendeau. Pictured above (left to right) are Reindeau; Paul White, the label's national promo manager in Canada; Nat Cole; Alex Sherman of Sherman Enterprises; and Ed Leetham, national sales manager for the diskery.

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CBS In France Means Larger Market For American Disks

PARIS—One of the most significant events in France's music-disk biz was the purchase by CBS of the Odeon-Arteco operation sixteen months ago. This is the only common market country, with the exception of Germany, where CBS has a wholly-owned subsid. The implications stemming from the introduction of the CBS label in France have had far-reaching effects. To help delineate the objectives of the company to the trade Bernard Taylor, president and general manager of Arteco, recently granted **Cash Box** an exclusive interview.

Taylor started off by discussing the introduction and exploitation of the American catalog and promotion of classical, jazz and pop records. On the classical side of the ledger, the exec noted that CBS is one of the most famous names in the world and has promoted French artists like Robert Casadesus, Philippe Entremont and Zino Francescatti in the U.S. "We have promoted the concerts arranged in France for our artists such as Brailowsky, Casadesus, Serkin, Stern, etc.," he said. Jazz has not been overlooked and the visits of Miles Davis and Bill Doggett for the Antibes Festival in 1963 and a series of concerts by Thelonius Monks helped establish the company in this area. Taylor pointed out the fact that major American popular artists (i.e. Andy Williams, Dion and the Brothers Four) have won followings in France via appearances at musical festivals and key television shots.

Another aspect of concern was the constitution of the basic catalog. This was accomplished, according to Taylor, "by releasing, under the CBS label, records which had been sold in France before the establishment of CBS in this country and which constitute, because of their regular sales, a strong foundation for the expanding French catalog."

In line with problems of cementing the basic catalog, the exec then launched a discussion of the "West Side Story" phenomenon. With the release of the film in France, prior to the CBS-Odeon agreement, the original soundtrack had sold to the tune of 30,000 LP units and 17,000 EP pieces. In March of 1963, CBS re-released this record. At the end of May, 85,000 mono albums and 80,000 EP's had been sold. Taylor further explained that "it is of interest to note that the success of the 'West Side Story' film—which gave impetus to the promotion of the sale of the original soundtrack albums, placing them in the top position usually held by French hits—is blocking the potential sales of the 'Porgy And Bess' album which CBS released in view of the success obtained by the film in Germany and Holland." However, because of the tremendous success of "West Side Story," the release of the "Porgy And Bess" flick has been delayed a year. Taylor is confident that when the movie does go into general release, the soundtrack will meet with an enthusiastic reception.

Taylor wound up his talk on the basic catalog by stating that CBS emphatically promotes recent American releases by distributing French pressings of "name" American artists as well as popular hit product.

The second broad topic discussed by Taylor was the transfer to CBS of important Odeon artists. This was brought off by maximum promotion of such former Odeon artists as Marcel, Merkes, Paulette Merval, Jean Segurel, Lina Margy, etc. When ever any of these Odeon stars appeared in concert or p.a.'s, CBS prepared exploitation tie-ins and promotional campaigns. One indication of the success of the firm was highlighted at the recent CBS convention at Torremolinos, Spain. Arteco, competing against all other CBS companies or licensees in Europe, won the first

BERNARD TAYLOR

prize for the most commercial album produced locally with "Rose-Marie." Leaving no stone unturned, "There was also the transfer to CBS of the best-selling Odeon records, such as those by Berthe Sylva which continue to be big sellers of the catalog," the exec said.

The third aspect which Taylor dwelt on was the exploitation of the international catalog. In this area, because of international agreements, CBS has released in France, French language artists from other countries: Catherine Spaak (Italy), Claude Liveille (Canada) and, now, it is beginning to work on the extensive Latin American catalog. A strong boost to the firm's international image was accomplished by a previous Odeon-Parlophone agreement in which Arteco has the French pressing rights to all Beatles records. A tremendous promotion was set-up for the English group by Arteco during their appearance at the Olympia Theatre in Paris earlier this year. An interesting sidelight of the CBS takeover is that Arteco has not stopped promoting its own label name in France. Arteco, who has the exclusive French distribution rights of Blue Note Records, has continued to intensify promotion of this jazz line. In fact, Taylor noted that "this association with CBS and Blue Note places of the Arteco catalog in the number one position in France for jazz records."

The fourth phase of the discussion centered around the firm's establishment of a French pop catalog. Taylor explained that CBS is presently engaged in firming the present talent roster and is actively searching for new artists. Although the present roster is comparatively small, the exec contended that is "a proof of the wisdom of the local management." The first order of business, in Feb. 1963, was to organize the foundations of CBS-France. Now that this organization is almost completed, the firm is presently in the position of concentrating on the creation of a French catalog, thus giving new artists the advantages of an international exposure.

In conclusion, Taylor stated: "The immediate result of the policy we have adopted since our merger is that sales, during the last six months, have doubled as compared with those of last year, and tripled as compared with those of two years ago. Now that we have consolidated our foundations, we can permit ourselves to go ahead and attract the best French artists to our company. By exploiting at at the same time the international catalog and taking place on the market with a new team of French artists, our aim is to make CBS the first name in the French record industry. It will take a little time, but we will not accept less."

Cash Box HOLLAND

Bovema's 2nd Annual Kaag Concours, now taking place each Sunday until 19th July with strong competitors, has a busy jury and attentive audiences with strong commercial appeal. Vick International Co. participated in a special program promoting its Clearasil-product and offering a prize of Bovema-albums for the winners.

"A World Without Love" is included in **Peter and Gordon's** EP-recording which was last week released on Bovema's Columbia-label in Holland.

Gramophonehouse's Imperial label is hitting the stands now with **Johnny Rivers'** rapidly-rising "Memphis." "We anticipated the release in order to meet the market's demands," says **Cees Mentink**, Imperial's chief. The label also rushed out **Shirley's** Dutch version of "Liebeskummer Lohnt Sich Nicht," which recently topped the 1964 Songfestival in Baden-Baden.

Bovema's Capitol label, already with its **Beach Boys'** single "Get Around" as a fast-selling item in the teenage category, last week released a strong summer repertory, among which are 2 LP's by the renowned **Les Paul & Mary Ford** team, **Stan Kenton's** new album with **Jean Turner** and an attractive LP "Country Hits by Country Stars."

Exactly twelve centuries ago, the famous Austrian-German monastry in Ottobeuren was established by Count Silach. The present abbot, **Vitalis Maier**, wanted to open the cultural festivities in June 1964 with **Anton Bruckner's** "Fifth Symphony." As the performing Orchestra, the abbot choose the Dutch **Concertgebouw Orchestra**, which has a world wide reputation with Bruckner performances. Conductor was **Dr. Eugen Jochum**. The entire performance in the magnificent, baroque Cathedral of Ottobeuren was broadcasted on Eurovision TV on June 10th. Only ten days after the TV performance, Philips released the recorded tapes via two LPs in a superb edition with a forty-page full-color book about the monastry and its art treasures.

Jaap Stamer, of Phonogram, reported that negotiations have been entered into with **The Serendipity Singers**, to set-up a live-show for Dutch TV. No definite decisions have been reached as yet. However, from the standpoint of Dutch TV and music press the interest can be called most positive. Two Philips singles were released in Holland by The Serendipity Singers: "Don't Let The Rain Come Down" and "Beans In My Ears" apart from their first LP.

Rita Reys, Holland's "First Lady of Jazz," has a smash hit last year for Philips with her jazzy version of the bossa nova tune "Desafinado." It looks like Rita will hit once more in 1964 with . . . jazz versions of **Beatle** successes. With her trio and a drummer Rita Reys recorded "Can't Buy Me Love" and "All My Lovin'" for Philips. The deck is currently jumpin to the top of the Dutch hit parade.

Recordings of Holland's most popular instrument, the street-organ, find an increasing market yearly among American and other tourists to this country. Because of this condition there are out a few, full-color albums in two or three different languages, **Otto Vriezenberg** of Phonogram told **Cash Box**. After the success of the Philips LP "Amsterdam Souvenir" by the **Arab**, Vriezenberg added, his company has just released "Street Organ Parade" on the Fontana-label. This album offers recordings by eight various Dutch street-organs (all prize-winners), packaged in a fine full-color edition with detailed photographs and descriptions of the instruments.

Under the collective title "Musical Memories," Phonogram has started a try-out with four specially packed 45 rpm's of best-selling pop tunes from the past which are still in strong demand. Among them are such items as "From The Time You Say Goodby" by **Vera Lynn** and "Sail Along Sil'vry Moon" by the **Billy Vaughan Orchestra**. If the series has any substantial market, **Leo Boudewijns** Phonogram's general manager, told **Cash Box**, that it will be enlarged rapidly with many other popular "old favorites" from the Phonogram pop catalog.

Funckler Manager **Pete Felleman**, is still excited about **Trini Lopez**. The Artone subsidiary just released the artist's strong deliveries of "Bye Bye Blondie" and "Michael" which were recorded by him during his latest tour thru Germany. Sides being sung in German are expected to hit hard in this territory. Also new on the Reprise label is the first single release from the forthcoming flick "Robin And The 7 Hoods" which features **Frank Sinatra** in "My Kind Of Town" and "I Like To Lead When I Dance." It's the sixteenth single release so far in the newly-started "Sinatra Song Series" which is being presented in full-color deluxe sleeves.

Artone has hit the market with a new LP release from the Cadence catalog, including original material by such outstanding artists as **Andy Williams, the Everly Brothers, Don Shirley** and **Martha Flowers**.

Paul Visser of Artone-Funckler's publicity & promo depts. reports lots of activity concerning the Cameo-Parkway label and **Chubby Checker**. Artone rush-released his latest chart-riding entries "Lazy Elsie Molly" and "Rosie" in a full-color deluxe sleeve. Although reported to appear in concert here June the 17th during a visit to his in-laws in Haarlem, Holland, the chanter did not show up but got a lot of headlines in the local press instead. Rumors are that Mr. and Mrs. Checker will visit the low lands in the near future.

Recent Funckler additions from the American Sue catalog include new hit singles by **Inez Foxx** and **Jimmy McGriff**. The lark is heard on "Hurt By Love," which has been coupled with her former chart item "Mockingbird." McGriff is presented with his hot waxing of "Kiko," culled from a forthcoming album.

"(Just Like) Romeo & Juliet" by **The Reflections** has been issued by Artone in the Benelux territory. The original Golden World master is receiving heavy airplay and consequently is expected to take shape in due course.

Artone's A&R Dept. proudly announces new material by local Teenage personalities **Z. Z. & The Masks**. A & R-chief **Lion J. Swaab** recorded several new sides with this group last week. "Shake Hands," a German chart item, will be released this next week.

Holland's Best Sellers

This Week	Last Week	
1	1	**Vous Permettez Monsieur** (Adamo/Pathé) (Anagon/Heemstede)
2	3	**Constantly** (Cliff Richard/Columbia) (World Music/Brussels)
3	4	**Quand Les Roses** (Adamo/Pathé) (Anagon Music/Heemstede)
4	2	**La Mamma** (Corrie Brokken/Philips, Charles Aznavour/Barclay) (Editions Altona/Amsterdam)
5	6	**Non Ho L'Eta** (Gigliola Cinquetti/Show Records) (World Music/Brussels)
6	7	**Can't Buy Me Love** (The Beatles/Parlophone) (Les Ed. Int. Basart/Amsterdam)
7	9	**Oh, My Darling Caroline** (Ronnie/Telefunken) (Holland Music/Amsterdam)
8	8	**Een Moederhart, Een Gouden Hart** (Gert Timmerman/CNR) (Les Ed. Int. Basart/Amsterdam)
9	5	**De Winter Was Lang** (Willeke Alberti/Philips) (Les Ed. Int. Basart/Amsterdam)
10	10	**I Love You Because** (Jim Reeves/RCA) (World Music/Brussels)

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Cash Box BRAZIL

Rita Pavone is in Brazil. Arriving from a successful tour of Buenos Aires, the tiny performer was well received in this country. Since the moment of her arrival at the airport (as a matter of fact, Rita had already hit the front pages when she passed thru São Paulo on the way to Argentina). The cocktail party hosted by Emissoras Unidas (TV, Radio and Theater Record) and RCA Victor for the press, culminating opening night at the theater, was a brilliant affair, and Rita conquered the public and critics with her natural charm. The young Italian songstress did not disappoint her fans in the least, singing, dancing, talking, shouting, sitting on someone's lap, Pavone's personality has electricity and her cheerfulness is infectious. Rita Pavone is here on a tight schedule and will fly for a couple of days to Rio for a personal appearance where she will be introduced to many personalities, and play 2 shows a day. She told us that she is very impressed with Brazilian modern music and intends to sing some of it in the future, adding in this way to her varied repertoire. Ramalho Neto, production manager of the RCA diskery, just announced that the company signed a contract with an important clothing firm, to produce "the Rita Pavone's slacks"!

Sebastião Bastos, back from his trip to the United States has important news about Audio Fidelity do Brasil: he acquired from **Sidney Frey** the affiliated Brazilian company. Next July 1st "Audio Fidelity" will initiate its new phase of activities. The distribution will be done through RCA Victor, who will be in charge of the sales in Brazil. **Sebastião Bastos** and **Luiz Mocarzel** are still heading the production and promo departments. First releases within will be "Orgão, Samba E Percussão," with **André Penazzi**, mono and stereo; "Tangos" (mono and stereo), **Carlinhos Maffasoli**; "Temas Prediletos De Filmes," with **Jo Basile**.

João Araujo of "Companhia Brasileira de Discos" (Philips) advises that their latest hits include **Carlos Augusto**'s "Sou Poeta Sim," by the well-known composer **Adelino Moreira**, **Connie Francis**' "Inverno Triste," "Baby Don't You Cry" by **Ray Charles**, and continuing great success with **Silvinho**'s "Vou Morrer De Rir." Of the current new releases, great excitement has been created by the release of **Jorge Ben**'s latest single "Bicho Do Mato," as well as "Borandá" from the new album by the **Tamba Trio**, called "Tempo" with arrangements by that extraordinary pianist **Luiz Eça**. "I Musici" has also been released for the first time in connection with the Music Festival currently in Brazil.

We had the opportunity to visit the new recording studio of Musidisc, which was shown to us by the company's president **Nilo Sergio**. Nilo is duly proud since the new modern studio is probably the best equipped in all Latin America and can compete with any studio in any country. It's a sort of "dream-come-true" of the music pro, who imported the very best from the States, England and Germany, to create the best quality available. **Valdir Soares**, of the promo dept. of the company informs about the new releases: LP's—"Romanticos De Cuba Em Paris," with that popular orchestra and chorus group interpreting all-time french favourites; from the "Nilser" series "Trio Romance," where the tercet play a varied program of modern music; "Doucement," with **Jean Paques-Frank Engelen**, string orchestra of several American hits of all-times, this waxing from the series Master. In compacts: "Romanticos De Cuba Na Itália" and "Romanticos De Cuba No Cinema" from the Musidisc series and "Violinos Suaves," Nilo Sergio, Orchestra and Voices and "Bossa Nova," **Modern Bossa Nova Quartet**, both from the Nilser series.

From CBS do Brasil, **Evandro Ribeiro**, general manager and **A. Silva**, head of the International department, come the following news: another Italian songster under contract with the diskery—**Jerry Adriani**—specializes in teen pop music. **Roberto Carlos**' new LP is ready for release; another youngster with a similar name but different style—**Carlos Alberto**—is preparing his second album; the first one sings the teen type of music, the second one is a Lucho Gatica styled bolero chanter. An excellent LP of the modern Brazilian music (successor of Bossa Nova) on the market, with **Edson Machado** and his group. From the classical field the news are: **Ana Stella Schic**'s LP was released in Argentina with excellent reaction. During the eminent pianist's tour in Europe, several phone calls were made to the radio stations asking whether the artist was still in the country where her album was being heard. Also that three albums with "Cantos And Dances From The Renaissance," with the Choral Group of **Dante Martinez**, under the direction of Maestro **Roberto De Regina**, are being released.

Esther Delamare is heading the office of Discos Elenco, while **Aloysio De Oliveira** is touring the US. News from the label in Rio de Janeiro: an album cut by one of the great names in the Brazilian Modern Music—**Baden Powell**—responsible for many current successes, is being released. The company is preparing its first stereo LP, called "Caleidoscopio," featuring one selected number from each waxing previously made by the label. Also that the "American in Brazil" **Lennie Dale**, an exclusive artist of the label, will have his first LP soon on the market; it was cut during his "Show De Bossa" in a night-club in Rio.

Mauricio Quadros is the new acquisition of "Industrias Elétricas e Musicais Fábrica Odeon," in Rio de Janeiro. Mauricio, well reputed newspaperman is heading the Promo department and contact with the press. He has already had news from the company, as follows: **Tito Madi**, the romantic chanter and inspired composer, pacted with Odeon; his first LP is in the making, as usual with several of his own compositions. **Hélio Chaves** has a new LP with boleros and "samba-canções" of sure success, ready for release.

Another significant contract for Odeon is that of pianist **Roberto Szidon**. First classical album of the "Angel" label: the work by Villalobos, dedicated to **A. Rubinstein** "Rudepoema," on its first complete recording in Brazil, plus other works by Villalobos.

A series of recordings of erudite Brazilian music starts with the Philharmonic Orchestra of Rio de Janeiro, under the direction of Maestro **Isaac Karabchewsky**, with the "Madrigal Renascentista de Belo Horizonte."

J. Rahmi, active general manager of Chantecler informs that the label has a new man at the head of the promo dept.—**Basilio Alves**, who was already a member of that section. First list of info from the new exec: **Cantinflas**' son, **Alberto Moreno**, currently in Brazil, signed contract with the label for an LP. A new release of Chantecler on the pop music line is "Coquetel De Sambas," featuring the singer **Antonio Netto**, of the group "Os Modernistas." The first LP by the popular duo Nizio and Nestor is being prepared. Another teen-rhythm songstress called Toninha will cut several waxings. The guitar-juggler Miranda has his second album ready to present his showmanship on the market. The label gains a new group to its cast—"Os Demónios da Garôa," who are preparing the first LP. Another 12" with Italian music is on the market, this time with **Emilio Pericoli**, who also sings a Portuguese lyric of a Brazilian ballad by **Evaldo Gouveia** and **Jair Amorim**, "Serenata Da Chuva." With **Renato Perez**, his baritone-sax and orchestra, and also the voice of **Heleninha** on four numbers, the LP now released and titled "Samba Toff" is a good contribution to modern Brazilian music.

Discos RGE, through its PR and Press Dept., headed by **Mario Duarte**, informs: **Prini Lorez**, the young man who caused so much controversy because of the "coincident" (?) artistic resemblance to **Trini Lopez**, signed contract with TV-Record (Channel 7). Prini is preparing a trip to Argentina where he will tour the neighboring country where his records are appearing on the charts. **Oslain Galvão** will also have his rendition of the Portuguese version of Modugno's "Stassera Pago Io" (the fifth!) on the market soon. The name of a new LP on the label, in the purest Brazilian modern music is by the young pianist **Tenório Junior**, and titled "Embalo."

Enrique Lebendiger, president of Fermata Do Brazil sending enthusiastic news from his successful world tour.

Brazil's Best Sellers

1 *Que Queres Tu De Mim (Nossa Terra) Altemar Dutra/Odeon
2 Datemi Un Martello (Fermata) Rita Pavone/RCA Victor
3 America (Shapiro) Trini Lopez/Odeon
4 Abrazame (Romance Musical) Bienvenido Granda/RGE
5 La Bamba (Embi) Trini Lopez/Odeon
6 Eu Que Amo Somente A Ti (Fermata) José Ricardo/RCA Victor
7 *Cansei De Pedir (n.p.) Carlos Alberto/CBS
8 *Rua Augusta (Vitale) Ronnie Cord/RCA Victor
9 Eu Pago Esta Noite (Fermata) Francisco Petronio/Continental
10 I Want To Hold Your Hand (BMI) The Beatles/Odeon

Brazil's Top Five LP's

1 Nelson Sempre Nelson Nelson Conçalves/RCA Victor
2 Mensagem Altemar Dutra/Odeon
3 Meus 18 Anos Rita Pavone/RCA Victor
4 O Grande Intérprete Carlos Alberto/CBS
5 'S Young Ray Conniff/CBS

Cash Box TOP 100 LABELS

ABC-Paramount	17	Hi	97
Almo	1	Laurie	8, 73, 96
Amy	75	Liberty	15, 81
Atco	67	London	45, 47, 63, 69
Atlantic	31	Maxx	46
Autumn	78	MGM	94
Capitol	3, 6, 23, 42, 54, 56, 57, 59	Motown	25, 44, 82
Chess	13	Mutual	88
Colpix	83	Okeh	87, 89
Columbia	12, 43, 66	Parkway	40
Command	21, 72	Philles	58, 98
Constellation	68	Philips	1, 18, 41
Crusader	52	RCA Victor	16, 35, 38, 49, 74 80
Decca	36, 51	Red Bird	9, 30
Dolton	90	Reprise	48, 60
Domain	71	Rust	86
Dot	61	Sar	92
Duke	62	Scepter	22
Epic	5, 27	Smash	4, 11
Fame	39	Tamla	20, 37, 55, 64, 65
Golden World	84	Tigar	53
Gordy	34	Tollie	26
Herald	70	United Artists	93, 100
Hickory	28	Veejay	24, 85
Imperial	2, 10, 19, 76	Verve	7
Jamie	79	Wand	50
Joy	91	Warner Bros.	32, 95
Kapp	14, 29, 33, 77, 99	World Artists	28

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.

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Cash Box MEXICO

Here is a little story about the song "Cuando Calienta El Sol" (Love Me With All Your Heart" and its composers and performers: this song was written by **Mario, Carlos** and **Pedro Rigual**, who are better known as **Los Hermanos Rigual**. This song has almost 500 different versions and till now they have sold more than 800,000 records in countries like the United States, Italy, France, Germany, Argentina, Spain, Mexico, etc. . . . Among the American versions are recordings by **Ray Charles, Billy Vaughn, Benny Carter, Steve Allen** and others. Los Hermanos Rigual figure they will receive from its publisher, PEER International, around 100,000 dollars. This vocal trio also has written other popular songs like Corazón de Melón," "Cuando Brilla La Luna" and "La Del Vestido Rojo." This month, they will leave Mexico to perform in Madrid, Italy and Paris for around six months and are now recording at RCA, Mexico three new songs also written by them with which they have hope of having the same success as "Love Me With All Your Heart."

The titles of these songs are "Eres Sensacional" (You're Sensational), "Tus Cosas Bonitas" (You're Beautiful Things) and "Que Fantástic" (It's Fantastic), accompanied by world famous arrangers and conductors **Chucho Zarzosa** and **Mario Ruíz Armengol**, having as A&R man **Rubén Fuentes**. Los Hermanos Rigual performed in the past "San Remo Song Festival" and by this time they have recorded 4 long plays in Mexico, three in Italy, three in Argentina, two in Spain and two in Venezuela, all of them on the RCA label.

In Mexico is Argentinian idol **Palito Ortega**, who is the composer of top hits in this country like "Despeinada," "Sabor A Nada," "Déjala, Déjala" and many others. Palito came to town to record a long play at RCA with Mexican arrangers and orchestras and he brought 24 songs of his own to be chosen by A&R. Palito will stay here around two weeks and later fly to Europe to fulfill. some contracts.

Gamma Records released a second long play with young Spanish artist Marisol, containing songs like "La Paloma," "La Bamba," "Cielito Lindo," "El Porom Pompero," etc.

Among the new Peerless recordings are "Diridiana" and "La Cosquillosa" with **Los Teen Agers**, "Nena Vete A Dormir" and "Hey, Señor Sax" with **Boots Randolph** and "Barba Azul" and "Ponte A Reír" with **Los Apson Boys**.

RCA Victor has a new promotion manager in the person of **Arturo Valdés**, who used to be foreign sales manager of the company. Arturo has new promotional ideas, which we will know about in the next weeks.

Popular American singer **Brenda Lee** bows July 8 at the Terrazza Cassino night club. The Casuals will back her. One day before, bowing at El Patio night club will be another world-known American singer, **Connie Francis**. So we will have performing at the same time in Mexico City the two most popular American singers.

CBS released a new album with the best female singer we have at the moment, **Sonia López**, who sings on this LP twelve new songs in her original tropical style, accompanied by her own orchestra. Sonia is the best seller of popular music in Mexico. Among the songs included are "Ave De Paso," "Laberinto," "El Callejón," "Soy Mulata," "Maldición" and others.

From Italy, we received a post card from Mexican singer **César Costa**, who wrote he may record at RCA Italiana. Meanwhile, in Mexico RCA released his latest single containing the songs "Walk On By" and "Tu Me Tienes Que Amar" (You Have To Love Me), inspired by **Luis Demetrio**.

CBS released its first recording with **Gina Paoli**, containing the songs "Volevo Averti Per Me" and "Grazie" with the music of **Giampiero Reverberi**.

Singer **Malú Reyes** made two different duets, one with **Freddy Noreiga** singing "Ya Me Amolé" and another with **Pepe** singing "La Reconciliación De La Despeinada Y El Copetón," both songs written by **Marcelo Salazar**. These recordings were made at Musart Records.

Folk singer and composer **Cuco Sánchez**, who just arrived from Spain and several Latin American countries, made his debut at El Quid night club with great success. Cuco is preparing a new picture named "Lloren Quitarras, Lloren" (Cry Guitars, Cry) and will start a new long play at CBS.

New young singer **Martha Duhalt** cut at Orfeon Records a new single, containing on its top side the Italian songs "No Es Fácil Tener 18 Años" (It Is Not Easy To Be 18 Years Old) with the **Kay Perez** orchestra.

The songs "Needles and Pins" and "She Loves You" were released by CBS by the orchestra of **Buddy Morrow**, as well as "The Longest Day" with **Mitch Miller**.

Mexico's Best Sellers

1 **Perdoname Mi Vida**—Alberto Vázquez (Musart)—Lucho Gatica (Musart)—Héctor Cabrera (Velvet)—(PHAM)
2 **Tijuana**—The Persuaders (Gamma)
3 **Ave De Paso**—Sonia López (CBS)
4 **Las Cerezas (La Celiege)**—Hnos. Carrión (CBS)—(Orfeon)—(Campei)
5 **Twist And Shout (Muévanse Todos)**—Vianey Valdéz (Peerless)—Los Rebeldes del Rock (Orfeon)—The Beatles (Musart)—(Grever)
6 **Entrega Total**—Javier Solís (CBS)—Alvaro Zermeño (Orfeon)
7 **Sospecha (Suspicion)**—Elvis Presley (RCA)—Ricardo Rocca (RCA)
8 **Quiero Estrechar Tu Mano (I Want To Hold Your Hand)**—The Beatles (Musart)—Los Angeles Azules (Musart)—(Grever)
9 **Con Un Beso**—Sonora Santanera (CBS)
10 **She Loves You (Ella Te Ama)**—The Beatles (Musart)—Los Angeles Azules (Musart)—(Grever)

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Cash Box GERMANY

Work is well underway for the 4th annual German-American Folkfest to be held in Berlin.

Teldec radio promotion chief **Fritz Koehler** has been engaged as entertainment director, and it looks like a swinging ball for all concerned. The fest will be held from the 25th of July until the 9th of August. All proceeds from the event go toward a fund to send needy Berliners who cannot afford a vacation on a short vacation. The average attendance figure has been 450,000 people and even more are expected this year. Along with a full carnival grounds, a small old New England city is being built along with a duplicate of the "Mayflower." The 3rd and 17th Air Force Band will provide music, a daily radio quiz show will be held, the Berlin Amateur Jazz Festival will be presented and over 20 prominent artists have promised to perform free of charge.

Artists will include **Camillo Felgen** from Radio Luxemburg, **Will Glahe** from Switzerland, **Angelina Monti, Udo Jurgens, Donald Wolf, Gerd Boettcher, Nelson Ferraz, Grit Van Hoog, Basi Erhardt, Maria Hellwig, Jimmy Makulis, Teddy Parker, Peggy Brown, Suzie, Tommy Kent, Annamarie, Billy Mo, Drafi Deutscher** and **Ronny**.

Peer Music reports new swingers from its publishing house include the German version of "Girls, Girls, Girls" by **The Juniors**, "Country Boy" b/w "You Were There" by **Heinz** and "Maria No Mas" sung by **Cliff Richard**. Electrola Records reports that **Rex Gildo** and **Gitte**, who finished 3rd in the German Pop Music Festival, are burning up the charts with their festival release. The record is right behind their new German **Cliff Richard** record in sales.

Teldec is going all out for promotion on **The Rolling Stones**. The lads are beginning to sell well here and their LP is also doing good business. **Paul Anka** is also selling better than ever before in German with his new release "Two Girls From Germany."

Rudi Schroeder of Will Meisel Music has two new releases on their Monopol label which they are pushing along with **Paul Anka's** "Sunshine Baby" in German and "My Baby's Coming Home" in English. **Peter Lach** of Capriccio Music reports that religious songs are really the trend in Austria. **Chaplain Flury** leads the hit parade there and **Souer Sourire** is in the number 3 slot.

August Seith of Chappell/Seith Music is busy pushing "Hello, Dolly!" in English with **Louis Armstrong** and in German by **Will Brandes**. The firm is also red hot with "My Boy Lollipop" by **Millie** in English and **Heidi Bachert** in German, "California Sun" with **The Rivieras** in English and **Benny Quick** in German, "Charade" in several versions, "Tears and Roses" from **Al Martino** in English and **Gerhard Wendland** in German and so many new releases that we don't even have space to mention them.

Polydor reports that its LP "Elizabeth Serenade" racked up sales of 65,000 LP's in South Africa. The LP sold 10,000 pieces here. **Theo Seeger** of Peer Music reports that **Fred Fox**, the vice-president of Sam Fox Publishing Company and **Alberto Carisch**, manager of Southern Music in Milan, Italy and president of Milano Record Company along with Mr. **Dott. Gallotti**, director of MRC were in Hamburg for discussions about future recordings. They met with Mr. Seeger in his Hamburg offices. **Barbara Kist** of Peter Schaeffers Music dropped in to tell us that **Nana Mouskouri** will be making a big tour of the U.S.A. together with **Harry Belafonte**, who personally signed her for the tour. Nana will be singing her 2nd place winner in the German Pop Music Festival "Wo Ist Das Glueck Vom Vergangenen Jahr" (Where Is The Happiness From Last Year) in English. The song is published by Peter Schaeffers and was written by Barbara Kist and **Aldo Von Pinelli**. **Hans Hammerschmidt** did the arrangement. Philips reports that Chaplain **Alfred Flury** heads up the Austrian hit parade with his religious pop recording of "Lass Die Kleinen Dinge" (Let Little Things Go). Chaplain Flury's first recordings, an EP, is gaining wide acceptance in Germany and may go on to become as big a success as the recordings of **The Singing Nun**.

Hans Gerig is working hard on the new recording of "Schaffe, Schaffe, Haeusle Baue" (Work, Work, Build A House) which made the top 10 this week from **Ralf Bendix**.

Ariola Records reports top action on "Hello, Dolly!" from **Louis Armstrong**. **Karl Heinz Busse** reports that he has signed the world champion figure skating champion **Manfred Schnelldorfer** to a recording contract. Dr. Busse also has the rights for the French hit "La Mamma" which **Charles Aznavour** will soon record in German. The French group **Les Surfs** will also record soon in German for Dr. Busse!

Rolf Budde reports that he's got new waxings out by **Conny, Greetje Kauffeld, Trea Dobbs** and several others. His publishing firm is also pushing "Think" by **Brenda Lee** and the **Pat Boone** tune "Never Put It In Writing" recorded in German from **Peter Fritsch**.

Austroton Records has brought out a memorial LP for former German President **Theodor Heuss**.

That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	Weeks On Chart	
1	2	2	*Napoli—Connie Francis—MGM—Francon/Schneider
2	1	10	*Shake Hands—Drafi Deutscher—Decca—Intro/Meisel
3	3	2	*Schoene Maedchen Muss Man Lieben (A Guy's Got To Love Beautiful Girls)—Bernd Spier—CBS—Melodie Der Welt/Michel
4	4	2	*Liebeskummer Lohnt Sich Nicht (It Doesn't Pay To Be Lovesick)—Siw Malmkvist—Metronome—Intro/Meisel
5	5	2	*Wunderschoenes Fremdes Maedchen (Wonderful Stranger Girl)—Hans Juergen Baeumler—CBS—Melodie Der Welt/Michel
6	6	2	Morgen Hast Du Kleine Sorgen (Today's Teardrops)—Anna Lena—Metronome—Intro/Meisel
7	7	2	Johnny Komm' (Johnny Loves Me) — Suzie — Deutsche Vogue—Transatlantik/Karthal/Beierlein
8	10	2	*Bye Bye Blondie — Trini Lopez — Reprise/Ariola — Capri/Peter Schaeffers
9	9	6	Das Geht Doch Keinen Etwas An (C'est Bien Jolie D'Etre Copains)—Suzanne Doucet—Metronome—Intro/Meisel
10	—	1	*Schaffe, Schaffe, Haeusle Baue (Work, Work, Build A House)—Ralf Bendix—Electrola—Hans Gerig Music

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Cash Box Editorial

A Mid-Year Look At Business

If the Fourth of July can be used for a mid-year look at the local baseball team's performance, why not use the same date to look back on industry production, a true barometer of how business is doing.

It appears as though all four of the juke box manufacturers are enjoying good years. Rock-Ola introduced its Grand Prix phono and our Chicago office reports that production has been in full swing since the first showing.

Rowe AC will continue in production through the year on the Tropicana phonograph looking to back-up what reportedly was a fine first half, with a second 6-month of good business.

Seeburg just premiered the LP-480 and initial reports indicate that the machine is receiving a fine reception. Wurlitzer, at its own mid-year with the Model 2800, had a sales upswing according to the last report to stockholders. The Little LP news which was made two weeks ago will undoubtedly enhance the already bright music machine picture. It is expected that a summer slowdown will lead to a fall pick-up capable of topping last year's figures.

On the amusement machine level, the pingame is enjoying its finest period in years. Pool tables show no sign of slowing down. Shuffles, hit hard by the pool table boom, continue to sell well in many areas. Bumper pool, a leader five years ago, is reportedly experiencing a revival in several sections. Arcade equipment, the novelty and gun games, as well as kiddie rides, enjoyed a good spring season.

The audio-visual movie machines could be sleepers. Fall releases on new films are expected to stimulate sales. With enough success, US manufacturing plants may overcome the slow production schedules in European plants now being used until facilities are available in this country.

Cigarette machines have probably been hit harder than most types of equipment in recent years and factories report a total of 10,000 machines off from 1962. One of the reasons the drop has not been greater is because of the tremendous number of cigarette vendors being bought by coin machine operators. Nine candy machine manufacturers report a dip of 9,000 machines in annual volume but again, the drop would be greater if not for these same music-cigarette operators who have stepped into the candy vending picture. Incidentally, this market should experience some growth in the coming months.

Several manufacturers have, or are expected to introduce, a candy vendor designed for the marginal location. The vending convention in October should provide a showcase for this and similar equipment for this type location. A major manufacturer will in fact introduce a complete line of economy vending machines and it could be the start of another trend—smaller, more compact machines with the smaller industrial plants the target for vending ops who have had to pass them by.

Music machine operators are busy attempting to make more money with the same location and a controlled investment via long term contracts. They are merchandising the music. The addition of a cigarette machine has helped many an operator stay healthy, too. Pool tables unquestionably have pulled many operations up by the boots. Vending machine operators haven't near approached the saturation mark. The business is still suffering from growing pains. There is much growth to come. We are certain the coin machine operator will benefit from diversifying into these operating areas.

Realizing that some distributors are hurting from an abnormal amount of credit extension to operators, and that perhaps one or two amusement machine manufacturers have not repeated past successes, and of course the ever-present operator who is failing or, more to the point, selling off his route to the healthy operating firm, the picture is never 100% healthy. This was true when business was at its best. But the industry is benefiting from a tremendous amount of financial investment at the operating and manufacturing levels. It is definitely a stable business. Nothing we know of that has proved unusually profitable during the last twelve months appears to be in a precarious position at this time. The only 'boom-type' income has come from pool tables and after seven years or so it appears as though they'll be around forever.

Needless to say, the picture we have painted is bright. Generally speaking, it is accurate. Who can say that the industry cannot look to another six months of good business?

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Little LP Stirs Excitement Among Nation's Music Ops

NEW YORK—The Little LP was a prime topic among the nation's music machine operators last week as record companies advised that a total of about forty of the six-selection 33 rpm stereo disks would be available, through normal sales channels, by August 1.

Columbia, RCA Victor and Kapp Records had officially announced a regular program of Little LP's to be distributed through company-owned distributors, independents, and at the one-stop level. While Columbia owns the large majority of its distribution outlets, Kapp Records advised it's independent distribs that where the product was not being promoted to the one-stoppers, the label would sell direct. In order for the Little LP program to be successful it will be necessary for the one-stop outlets in the nation to play a major part in the distribution of the disks to juke box ops.

An executive of Kapp Records addressed one-stoppers on Sunday in Miami Beach during an ARMADA Convention at the Eden Roc Hotel and told the music men that their complacency would cost them money. "The juke box operator has helped you to flourish," stated Macey Lipman, Kappy sales exec, "and you can again capitalize on this market with great success by promoting the Little LP." Little LPs feature album material culled from the standard 12-inch LP's, thereby making available adult music for the juke box operators, the largest segment of whom operate equipment in taverns.

Columbia Records, who released six Little LP's two weeks ago, along with an equal number of stereo singles featuring one LP selection on each side of a seven-inch 33 rpm disk, said last week that six additional Little LP's would be released by August 7.

The disks are wrapped in color reproductions of the standard LP, with push-out display material consisting of miniature cover reproductions and title strips (see CB June 27).

Columbia's Gene Weiss, National Singles Sales Manager, told 500 one-stoppers at the ARMADA meet that the Little LP would be an important addition to current juke box op record material. He discussed the promotional potential for disks at the juke box level, stating that "you can turn off the radio, but you can't turn off the juke box."

During related discussions on juke box operator subjects, ROSA, the national one-stop association, pledged support of the Music Operators of America Convention (Sherman House, Chicago, Oct. 14-16). ROSA will enlist support of record companies between now and the October deadline, suggesting label support through exhibit displays on the Convention Floor. Columbia Records, RCA Victor, and Capitol Records, are among the majors who have already signed for the Convention.

On the foreign fronts, Henry Cabot Lodge returned from Vietnam last week and reported to LBJ that the war in Asia can be won "providing we indeed want to win it." The Republican politico pledged support of MOA and promised to enlist the cooperation of Barry Goldwater who may be King by Oct. 14-16.

SCCOA To Meet On July 19th

ASHBY BRADFORD

COLUMBIA, S. C.—Ashby Bradford, President, notified the South Carolina Coin Operators Association, that the next SCCOA meet will be held Sunday, July 19, in Charleston.

Early membership drives are being conducted in conjunction with the sale of tickets for the business-pleasure meeting. Bradford mailed a notice to all ops advising them of the annual dues—$40.00 per year—and attached application forms for use by non-members.

Decca To Exhibit At MOA

■ 4 Major Labels Now Represented

CHICAGO—Claude Brennan, National Sales Manager, Decca Records, told the Music Operators of America last week that the label had agreed to exhibit at the forthcoming MOA Convention, scheduled to be held in the Sherman House, Oct. 14-16. The label was the fourth major record company to approve the Convention deal. Managing Director Fred Granger relayed the news to the trade press and to all MOA officials.

In conjunction with the announcement, Granger mentioned that Columbia's Gene Weiss was the first of the record company execs to okay a participation in a tentatively planned record programming forum, the core of which will most certainly center on Little LP's and new product for juke box operators.

MOA officials expressed satisfaction at the support the music ops show has received from labels, most of whom have not participated in years. President Lou Casola said that MOA "invites all record companies to join hands with MOA to make this Convention the best the industry has ever seen."

LOU CASOLA

Columbia, Capitol, RCA Victor, Decca and Jay-Jay are all signed as of now.

Ill. Ops Work Toward Heavy MOA Attendance In Oct.

CHICAGO—The main purpose of the Illinois Coin Machine Operators Association meeting held Sunday, June 28, in the Embassy Room of the Morrison Hotel in this city, was to assure a well attended general meeting during the forthcoming MOA Convention, October 14, 15 & 16, in the Sherman House.

Les Montooth, president of ICMOA, and the other officers and directors, were for the most part considerably bolstered in their efforts by the support given by executives of MOA, and local distributors, who attended this session in force, and assured ICMOA of their continuing support. The distributors hosted a buffet luncheon in the Cotillion Room when the meeting adjourned.

The guest speaker, Don Van Gorp, midwestern regional manager of Columbia Records, when introduced by Montooth, injected considerable optimism in his address when he advised that the "Little LP" product is becoming more plentiful for the nation's music operators. He said that more major and independent record manufacturers are beginning to enter the merchandising plan for the operators, concentrating on greater selectivity of good adult material, packaging of product, and (where Columbia Records is concerned) making available 'do-it-yourself' merchandising kits for music operators.

He stressed the fact that although only 8% of the approximately 500,000 phonos are in teenage locations, this market is not being ignored. Therefore, 7 inch stereo singles (33 rpm) are available as well as Little LP's. The LP's are selling to the operators from one stop suppliers for $1.50, and singles (stereo) for 70¢.

Van Gorp concluded by stating that "we all look forward to most record producing companies moving into this type of merchandising program to concentrate on supplying music operators with good, adult product."

ICMOA Director Earl Kies dwelt in his short talk on the possibilities in the Illinois State Legislature on the abolition of the $10.00 per machine state tax. He explained that since policing and investigation "eats up" all of the money collected by the state, officials would probably not interfere with the association's efforts, providing the committee would labor diligently, to reach legislators and debate the inequities the tax poses for Illinois operators.

Lou Casola, Fred Granger and Clint Pierce, of MOA, greeted the Illinois contingent. Casola again issued a stern warning to the operators that they must contact their congressmen to attempt to defeat the pending Celler Bill, which is presently in the Rules Committee of the House of Representatives.

"We are very hopeful of getting by this term in Congress because of the pre-election activities during the coming months," Casola said. "However, make no mistakes about the fact that the bill will most certainly be reintroduced during next year's session. We must have your complete support if we are to defeat this unfair legislation," said Casola.

He informed his audience that since the central MOA headquarters is a clearing house for all activities in Washington, California and Illinois,

(Continued on page 52)

80% Of So. Da. Ops Attend Qtrly Meet

JOHN TRUCANO

MINNEAPOLIS—Earl Porter, Sec.-Treas., Music and Vending Association of South Dakota, reported last week that 80% of the association's membership turned out for the quarterly meeting held here June 21-22 at the Brookview Country Club. 100% of the associate members—distributors, manufacturers and suppliers—also attended. The Convention was hosted by Lieberman Music Company of this city.

Business meets were held at the Viking Motel on Monday, June 22, President John Trucano, presided.

It was agreed that the next full meeting should be held in Chicago at MOA time. Final plans will be made at the next buisness meet, scheduled for September 6, in Mitchell, S.D.

S.D. Associate members include: Sandler Distributing Company, Minn.; National Vendors, St. Louis, Mo.; Jim's Record Shop, St. Paul; H. Z. Vending, Minn.; Tri-State Vending, Fargo, N. D.; V. K. Wholesale Co., St. Paul; Brown Bros. Inc., Minn.; K. C. Sales, St. Paul; and Acme Music Co., Minn.

Business Is Pleasure In Hawaii

HONOLULU—Gary Sinclair, Wurlitzer West Coast District Sales Manager and Ron Pepple, the Wurlitzer distributor in Seattle, Washington, have returned from a lengthy trip encompassing Hawaii, Japan, Hong Kong, Okinawa, Manila and the Philippines. They have lots of interesting anecdotes and quite a few good pictures as a result.

In a letter describing a photograph taken in Hawaii, Gary Sinclair says, "Attached is a photo of one real pretty girl and some guys." Actually, there is more impact to the picture than Gary indicates since the pretty girl is Alice Kushiyama, wife of Lorin Kushiyama, President of Hawaiian Amusement, Ltd., Wurlitzer distributor for the Hawaiian Islands. Lorin and Alice are seated at the far left, Alvin Kushiyama, manager of operations, in the center, and Gary Sinclair and Ron Pepple at the right.

This sure looks like the fun way to get new business.

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Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

300 Attend Cigarette Vending Annual

LOW GROSS WINNER Mike Bruck, Long Island Tobacco, receives award from PM's Max Berkowitz.

PUTTING CHAMPS l. to r. Mrs. Curt Nathan, US Automatic Sales, Mrs. Hy Berwischt, Auto. Sales, Mrs. Morris Kahan, County Enterprises.

GOLF TOURNEY WINNERS receive trophies from Max Berkowitz (l. to r.) Jerry Wolf, Harrough Corp; Morris Kahan, Country Enterprises; and Frank Marks, Marks Music.

SACKETT LAKE, N.Y.—Close to 300 vending machine operators and guests spent the weekend (June 26-28) celebrating the 28th Annual Outing of the Cigarette Merchandisers Association at the Laurels Country Club here. President Jackson Bloom spoke for all when he stated that the affair was one of the most pleasant ever held.

Business discussions were held intermittently throughout the three-day affair which was interspersed with cocktail parties, dinners, entertainment and a golf tourney. (Pictures).

Among the tobacco firms represented were: John Falvey, and Mickey Hurvitz, Brown & Williamson Tobacco Corp; Sam White and Sid McNally, Liggett & Myers; Bud Bass and George Gross, P. Lorillard Inc.; Ben Gold and Max Berkowitz, Philip Morris; Joe Rowe and Bob Fenton, American Tobacco; Jack Africk and B. Norris, Reynolds Tobacco Co.

Vending machine factory execs who were in attendance were Mel Rapp, Continental-APCO; Charles Brinkmann, Westinghouse Electric Corp; Murray Weiner, representing Automatic Products Co.; Lou Magerer and Bill LaPorte, National Vendors; George Klersey and the Runyon Sales Staff, for Rowe AC Services; the Atlantic NY Corp. for Seeburg. Sam Bloom of American Match and Irv Chanin of Maryland Match attended.

Golf trophies were awarded. The ladies received white summer handbags. Bingo was made possible by Brown & Williamson. Philip Morris donated the gold awards. L&M provided the special entertainment, as per usual. Manager Morris 'Tiny' Weintraub hosted the affair and conducted the program of events.

Pete Petropoulos, Rowe Sales Mgr.

PETE PETROPOULOS
"Mr. Chesterfield"

CHICAGO—Rowe AC Manufacturing has appointed Peter J. Petropoulos to the newly-created position of National Sales Manager, with headquarters at the Whippany, N. J., plant, it was announced last week by Jack Harper, Vice President and General Manager.

Harper said Petropoulos will be responsible for national accounts and for military, bottler and theatre accounts. The latter have formerly been serviced by Bob Martin, who has recently taken on a new sales training assignment.

Petropoulos most recently has been a Vice President of Koed Corporation, New York. From 1960 to May of this year he was Director of Special Services for Rudd-Milikian, Inc.

During the period 1946 to 1960, Petropoulos held several sales positions with Liggett & Myers Tobacco Co., where he was director of special sales promotions and military sales manager. In his activities for Liggett & Myers, he was known as "Mr. Chesterfield."

Petropoulos is married and resides with his wife and two children at 30 School House Lane, Lake Success, N.Y.

National At The Fair

N. Y. WORLD'S FAIR — National Vendors has placed a total of 56 of the new Moduline Candy Merchandisers on location here, according to reliable reports. Theater Drink Inc. operates the equipment. Interstate, Wometco, and Paramount also operate vendors at the Fair.

Illini Meet Held

(Cont'd from page 51)

all contact with congressmen and other government officials should be covered with duplicate copies (letters, telegrams and post cards) sent to MOA headquarters in Chicago.

Les Montooth and Bill Poss advised that ICMOA members received excellent response from the House Rules Committee in Washington from a concerted deluge of telegrams and letters.

The gist of short talks by Clint Pierce and Fred Granger was the rosy optimism surrounding the forthcoming MOA Convention, in the area of attendance and heavy return of signed contracts from exhibitors.

"We are already assured of the greatest convention in MOA's history," Pierce declared.

In a brief exchange between Les Montooth and Springfield director Bud Hashman it was decided that active members must contact the operators in their respective communities to urge them to join ICMOA, and to participate in all its activities. All agreed that a lot of missionary work will have to be intensively done to accomplish the best results.

Vice Prexy Bill Poss moved to hold the year-end general meeting during the MOA Convention in the fall. Normally, July is the end of ICMOA's fiscal year.

"After all," Poss said, "it is only fitting and proper that we hold the big meeting, with election of officers for the new term, at the big MOA Convention, where ICMOA was first conceived—during the convention in 1963."

Among the other officers and directors present were: Mary H. Gillette, secretary-treasurer; Bob Lindelof, Orma Johnson and Ronnie Meline. Chicago distributors' representatives were from Empire Coin Machine Exchange, World Wide Distributors and Atlas Music Company. Also, Paul A. Huebsch, midwest regional manager of Rowe AC Manufacturing Corp., was on hand representing the manufacturing segment of the industry; and Fred Sipiora, head of Singer One Stop Records, attended the meeting.

Hungerford Clears Industry's Position Re Coin Shortage

CHICAGO—Thomas B. Hungerford, Executive Director of NAMA, filed a statement with the Subcommittee on Legal and Monetary Affairs, House Committee On Govt. Operations, June 30, to clarify the vending industry's position concerning the current coin shortage.

In his statement, Hungerford said that while vending is completely dependent upon coins for survival, the industry has not contributed to the current situation. He explained that the industry must expedite rapid turnover of pennies, nickels, dimes and quarters, in order to stay liquid. "Coins must be removed from the machines as quickly as possible," stated Hungerford. He told the Committee that 3.5 million vending machines take the larger denomination coin while an additional one million 'bulk' units receive mostly pennies. "Coins left in machines invite burglary," he said, "and operators therefore funnel coins from machines to banks, retailers and similar businesses." A leading vending company's estimate served to illustrate his statement. "The average machine is emptied 150 times each year. Of the $3.2 billion annually put in machines, only $22 million in coins will be found at any given time. Less than 1 coin in 200 is tied up."

He closed by offering the Committee the assistance of NAMA and the industry to help solve the shortage.

ARCADE EQUIPMENT

Arizona Gun	$369	Genco Quaterback	$125
Auto Photo #9	795	Hi-Fly Baseball	125
Bally Fun Phone	125	Ingo Floor Grip	50
Bally All Star	125	Jet Pilot	175
Cap. Midget Movies	110	MacLevy Foot Vibrator	135
Capitol Auto Test	475	Metal Typer, Standard	225
C. C. Basketball Champ	125	Metal Typer, Harvard	195
C. C. Drop Ball	125	Midway Raceway	395
C. C. All Star Hockey	100	Muto. Lord's Prayer	150
C. C. Pro Basketball	295	Muto. Silver Gloves	125
C. C. Goalee	110	Muto. Cross County	195
C. C. Twin Hockey	175	Munves Set Shot Basketball	195
C. C. Pro Hockey	295	Panorams, Capitol	275
Chester Pollard Golf	125	Southland Speedway, 2 Pl.	395
Chester Pollard Football	125	Southland Time Trial Speedway	425
Ex. Hi-Ball	75	Wms. Sidewalk Engineer	110
Space Age	175	Wms. Peppy	195
Evans Hole-In-One	95	Wms. Ten Pins	125
Evans Bat-a-Score	125	Wms. Crane	125
Fist Striker	125	Wms. Road Racer	225
Genco Grandma	195	Watling Scale	110
Genco 2 Pl. Basketball	125		
Genco Motorama	175		

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Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

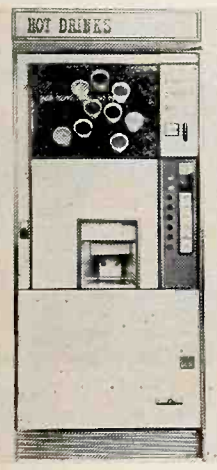
Rowe's SK-9 Single Cup Unit Sales Tops Factory's Total Coffee Vending Volume

■ 5 Week Volume Necessitates Swing To Prod. Boost

WHIPPANY, N.J.—Rowe AC Manufacturing announced last week that it recently went into full production of a new fresh-brew single-cup coffee vending machine which offers several engineering and operational advantages over competitive units.

Jack Harper, Vice President and General Manager, said the new "Model SK-9" unit "has met with such immediate and enthusiastic acceptance in the field that sales for the first five weeks have exceeded those of all other Rowe coffee equipment during the past 9 months and the units are now back-ordered."

The SK-9 coffee vendor is designed to provide fresh-brewed coffee service to the large market of locations whose volume has not been adequate to warrant installation of the batch-brew type vendors marketed by Rowe. The SK-9 brews a single cup at a time, using dry ingredient products including creaming agents, thus eliminating the need for refrigeration and the frequent service attention necessary with liquid dairy products.



New "SK-9" fresh-brew single-cup coffee vending machine manufactured by Rowe AC Manufacturing, Whippany, N. J. Unit is designed to provide fresh-brewed coffee service to locations whose volume is not adequate for installation of batch-brew type vendors. Significant features include exclusive, optional "double chamber" brewing giving more cups per pound; self-cleaning reverse-flush brewer; simplified electrical circuitry; independent water system; and extreme ease of maintenance, with all operating parts removable or replaceable in minutes without tools.

Significant features of the Rowe SK-9 coffee vendor are:

Exclusive, Optional "Double Chamber" Brewing: The brewer can be operated as a "double chamber" brewer to extract more cups of coffee per pound, thus improving the economy of operation.

Self-Cleaning Brewer: The brewer design automatically reverse flushes the filter screens each cycle so that it is seldom, if ever necessary to remove screens for cleaning for mechanical performance. Regular cleaning is simple because the parts are so accessible.

Simple Electrical Circuitry: A "post-selection" system eliminates complicated wiring and uses only one relay, yet provides coffee nine ways, in addition to soup and chocolate selections. Maintenance costs are consequently reduced.

Independent Water System: The water system is designed to provide the best in performance under field conditions of varying sales volume, fluctuating water supply pressures, and poor water conditions. The water pump has no metallic moving parts to clog with lime scale and is a reliable time-tested pump. The water system is independent of supply pressures and will deliver more than 40 drinks, even if the water supply is shut off completely. The water tank will heat water as fast as drinks are drawn so that once the tank is up to temperature, there is always a sufficient supply of hot water.

Ease of Maintenance: The vendor has been designed for fast efficient service and extreme ease of maintenance. All operating parts can be removed or replaced in a matter of minutes, without the use of tools.

Accurate Coffee Portions: Coffee portions are easily adjusted to deliver any size portion from 5 to 10 grams. Portion sizes are repetitive within one-quarter gram.

Easily Adjustable Cup Size: The cup head can be readily adjusted to accommodate various sizes and types of cups.

Complete details of the new Rowe AC "Model SK-9" single cup coffee brewer are available from Dept. MJ, Rowe Manufacturing, Merchandise Mart Plaza, Chicago, Ill. 60654.

Kelsey, Vendo, Compete For Continental

WESTBURY, N.Y.—The United States Federal Court, Eastern District, Brooklyn, asked representatives of The Vendo Company and Kelsey Hayes Corporation to re-submit finals bids for the purchase of Continental-APCO and Continental Vending Machine Corp.

Two weeks ago, Kelsey Hayes bid $6 million for the major vending machine manufacturing company. Since Continental is in Chapter X Reorganization, a sale of the firm's assets must be approved by a Federal Court. Following the Kelsey-Hayes bid (CB June 27) The Vendo Company submitted a bid, reported to be higher than the one submitted by Kelsey. Hence, the Court's suggestion that final sealed bids be submitted Monday, July 6, at which time the Court will either choose the bid most favorable to Continental or continue to study the bids from both firms.

Vendo owns manufacturing facilities in Kansas City, Mo; Aurora, Ill; and Fresno, California. The firm's subsid, Vendo and Montiel, S.A. de C.V., Mexico City, also manufactures equipment. Licensees in England (Sankey and Sons Ltd) and Japan (Mitsubishi Heavy-Industries, Reorganized Ltd.) also manufacture equipment under the supervision of the parent firm.

Kelsey-Hayes, in addition to manufacturing cabinets for the present Continental vending line, also owns plants which produce automotive and farming equipment.

1963 Vending Machine Production Off 6%

■ Single-Cup Fresh Brew Machine Sales Up

CHICAGO—The value of manufacturers' shipments of vending machines in 1963 decreased 6 per cent from 1962, according to a statistical study underwritten by the National Automatic Merchandising Association.

The study, prepared annually by the U.S. Bureau of the Census at the request of the vending industry's national trade association, shows the value of last year's machine shipments totaled $163 million compared with $172 million in 1962.

However, the value of goods sold through vending machines in 1963 registered a 9 per cent increase to $3.2 billion.

Although shipments of some individual types of vending machines gained in value in 1963, the figures for every major category show a decline.

For example, the overall value of beverage machine shipments amounted to $105.3 million in 1963, down 5 per cent from the $110.3 million shipped in 1962.

A growth of 6 per cent was noted in the value of machines for single-cup, fresh-brew coffee to $16.9 million from $15.9 million in 1962. Shipments of canned soft drink venders in 1963 advanced 100 per cent to $2 million from $1 million in 1962.

The value of vending machines for confections and foods amounted to $29.7 million in 1963, down 8 per cent from $32.2 million in 1962. In this category, the value of "multipurpose" (refrigerated and nonrefrigerated) venders rose to $6.7 million from $6.4 million in 1962.

Shipments of "all other" vending machines totaled $27.9 million and $29.8 million during 1963 and 1962 respectively.

In this group, postage stamp machines showed an advance to $706,000 in 1963 from $456,000 in 1962.

The Bureau of the Census report represent both domestic and export shipments of new vending machines, including those shipped on consignment. No data are included for rebuilt or repaired machines.

VENDING MACHINES: QUANTITY AND VALUE OF SHIPMENTS, 1962 AND 1963

Item	1963			1962*	
	Number of Companies Reporting	Number of Machines	Value ($1,000)	Number of Machines	Value ($1,000)
VENDING MACHINES, TOTAL	79	591,580	162,815	682,687	172,335
Vending machines for beverages, total	37	185,890	105,262	197,456	110,336
Coffee[1]					
Instant or liquid concentrates	12	6,954	2,783	11,369	3,958
Fresh-brew (batch)	8	4,133	4,991	6,512	7,513
Fresh-brew (single cup)	9	16,226	16,873	15,649	15,884
Canned beverages (refrigerated)	4	3,240	2,025	1,693	1,044
Soft drink:					
Bottle	13	131,296	50,572	132,473	50,390
Cup (post-mix)	9	13,055	19,153	16,841	21,196
Cup (pre-mix)	7	5,088	4,467	6,405	5,145
Other vending machines for beverages[2]	7	5,898	4,398	6,514	5,206
Vending machines for confections and foods, total	35	179,618	29,680	234,851	32,233
Bulk	6	113,295	1,812	158,816	2,741
Candy bar	9	41,711	13,721	50,688	15,542
Hot canned foods and soups	6	2,573	1,322	2,959	1,381
Multipurpose (refrigerated and nonrefrigerated)	7	4,982	6,659	5,239	6,431
Other vending machines for confections and foods[3]	17	17,057	6,166	17,149	6,138
All other vending machines, total	47	226,072	27,873	250,380	29,766
Cigarette	14	62,793	21,474	72,620	22,874
Ice	7	854	2,793	1,202	3,253
Postage stamp	6	13,382	706	9,556	456
All other vending machines except for beverages, confections and foods[4]	26	149,043	2,900	167,002	3,183

*Revised

1 These products are primarily coffee vending machines though they may also vend hot chocolate and/or hot soup from the same cabinet.
2 Includes packaged milk (indoor and outdoor); milk (bulk or cup); beverage combination (hot and cold); hot beverages such as hot chocolate and/or hot soup (except canned soup) not sold in a combination machine with coffee; and packaged dry ingredients for mixing into beverages.
3 Includes vending machines for such commodities as apples; cookies, crackers, and biscuits; popcorn, pastry; ice cream; and packaged chewing gum.
4 Includes vending machines for such products as cosmetics and toiletries, novelties, detergents, newspapers, and stationery supplies.

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See your doctor, says your Christmas Seal organization.

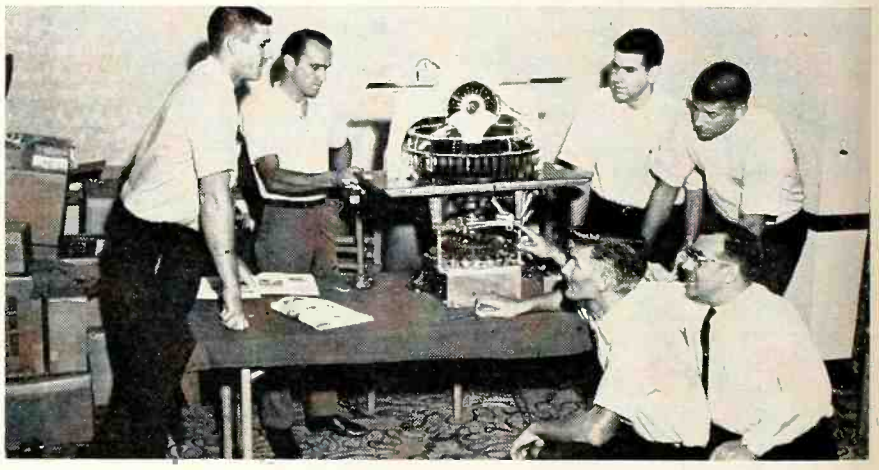
The Service School

Ops Benefit From Sessions On Maintenance & Machines

CHICAGO—Service schools play a more important part in the overall music operating picture today than ever before. As factories conduct operator session, mechanics and the operator-owners become more cognizant of the technical-service end of the business. The result is that service costs are cut and profits are greater.

Two weeks ago (June 25) The Wurlitzer Company held a service school at the LaSalle Hotel (see pictures). Chief Service Engineer C. B. Ross and Field Engineer Hank Peteet combined their technical talents and instructed operators from the Chicago area. The information was related from the engineer execs to the blackboard to the desk pad and eventually to the routine service steps taken during the course of business on a route. It was another session that will pay off for the operator at the location-service level.

WURLITZER'S HANK PETEET sketches a diagram in order to illustrate his point during service school in Chicago's LaSalle Hotel.



CHIEF ENGINEER C. B. ROSS points to the part that is the subject of discussion during operator service session. About one dozen operating companies were represented.

OPERATORS PUT THEORY TO PRACTICE as Model 2800 parts are removed from machine by operators who heard Wurlitzer service execs discuss technical aspects of jukebox.

Concessionaires' Convention Nears

CHICAGO—Seven more firms have reserved a total of nine additional booths at the combined National Association of Concessionaires and the Motion Picture Industries Trade Show to be held here at the Conrad Hilton Hotel, Sept. 28-Oct. 1, Spiro J. Papas, NAC exhibit chairman, announced last week.

"In addition to a most elaborate and comprehensive trade show," Spiro said, "the 1964 NAC convention will include business seminars at which profit-making ideas in all phases of the concessions industry will be discussed, a specially prepared film in narrative form depicting exciting innovations in refreshment centers will be shown and the first NAC presentation of awards will be made to concessionaires who have demonstrated skills in various phases of the industry during 1964."

James O. Hoover, Columbus, Georgia is NAC general convention chairman and Philip L. Lowe, Newton Centre, Mass., heads up the NAC program committee.

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30 YEARS OF FAITH IN AN INDUSTRY—

THE ATLAS STORY

***"PEOPLE—NOT MACHINES—MAKE FOR A SUCCESSFUL BUSINESS ENTERPRISE"*—EDDIE GINSBURG**

Founded By The Ginsburg Brothers, 30 Years Ago, Atlas Music Today Continues Its Pioneering Spirit

CHICAGO—Thirty years ago when Morrie and Eddie Ginsburg established Atlas Music Company (then known as Atlas Novelty Company), at 2200 North Western Avenue, there were many trials and tribulations before the firm began to experience its meteoric rise. However, as Eddie Ginsburg spells it out now, they had a lot of faith in an industry that was enjoying tremendous growth in this country—the coin machine industry.

The busy execs shown here about 30 years ago were Atlas Music Company heads Morrie and Eddie Ginsburg, when the budding young distrib was "spreading its wings."

Atlas Music Company thrived, and has since made a lasting mark in the wholesale segment of the industry. Having, until several years ago, branch offices and showrooms in Pittsburgh, Pennsylvania and Des Moines, Iowa.

Tragedy struck the inseparable Ginsburg brothers early in 1959 when Morrie, an inspirational driving force in the farflung midwestern coin machine markets, died suddenly of a heart attack while vacationing at Miami Beach with his wife, Rose.

After recovering from the stunning shock of his brother's death Eddie responded by forging ahead with the firm's business and growth activities, expanding into the sales and servicing of coin-operated vending machines.

"I imagine you can credit our ingenuity and inventiveness for our rapid climb in the coin machine wholesaling business from our earliest beginning," Eddie Ginsburg stated. "We almost always managed to be 'first' whenever it came to developing newer and better methods to renovate and improve upon good, used music, amusement or vending equipment for sale to our customers. Who—incidentally—always manage to come back to Atlas Music for more.

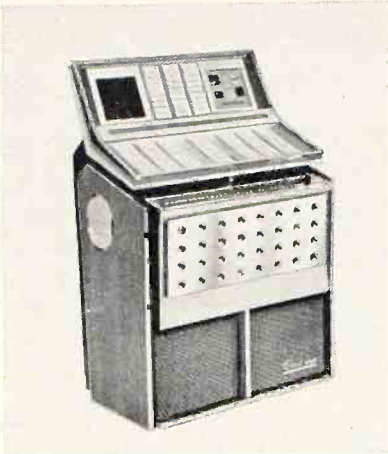
"Naturally, we manage to have the finest shop facilities and highest degree of specialized abilities in our personnel. These are two of the main reasons we maintain such a fine mutual relationship with Atlas Music Company's customers.

"In the area of servicing equipment for the trade we can cite numerous 'firsts' where we spearheaded favorable changes," Ginsburg added. "For example, most shops all over the United States steam clean their

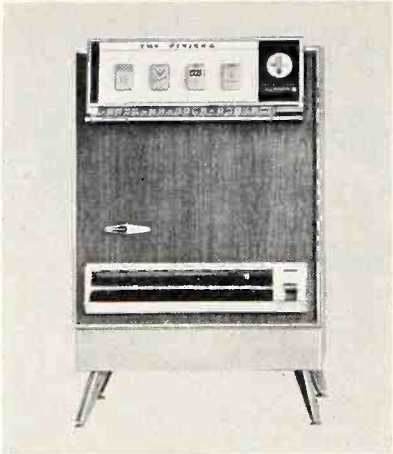
(Continued on page 59)

This was Atlas Music's first site, from 1934 until 1954, at 2200 North Western Avenue. Then the firm moved to the modern headquarters at 2122 North Western Avenue.

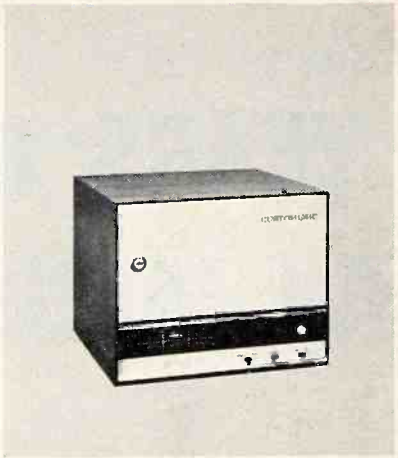
www.americanradiohistory.com



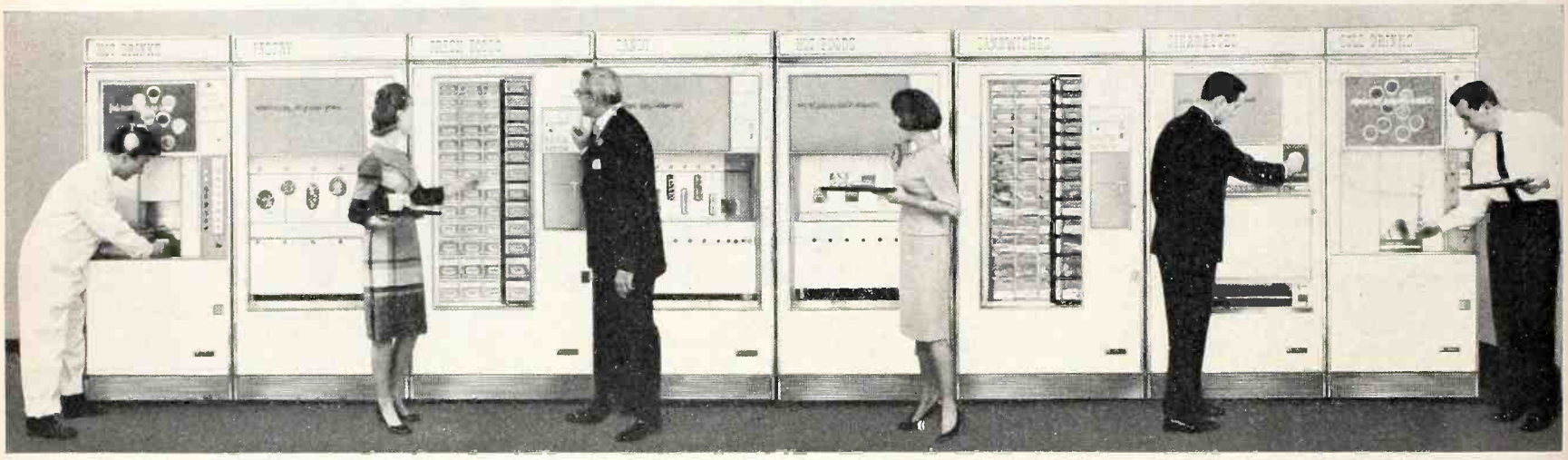
THE NEW ROWE® AMI TROPICANA, world's finest music-maker



THE RIVIERA, cigarette salesman extraordinary



CUSTOMUSIC,(TM) background music programmed with a purpose



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Congratulations, Atlas!
Congratulations on your

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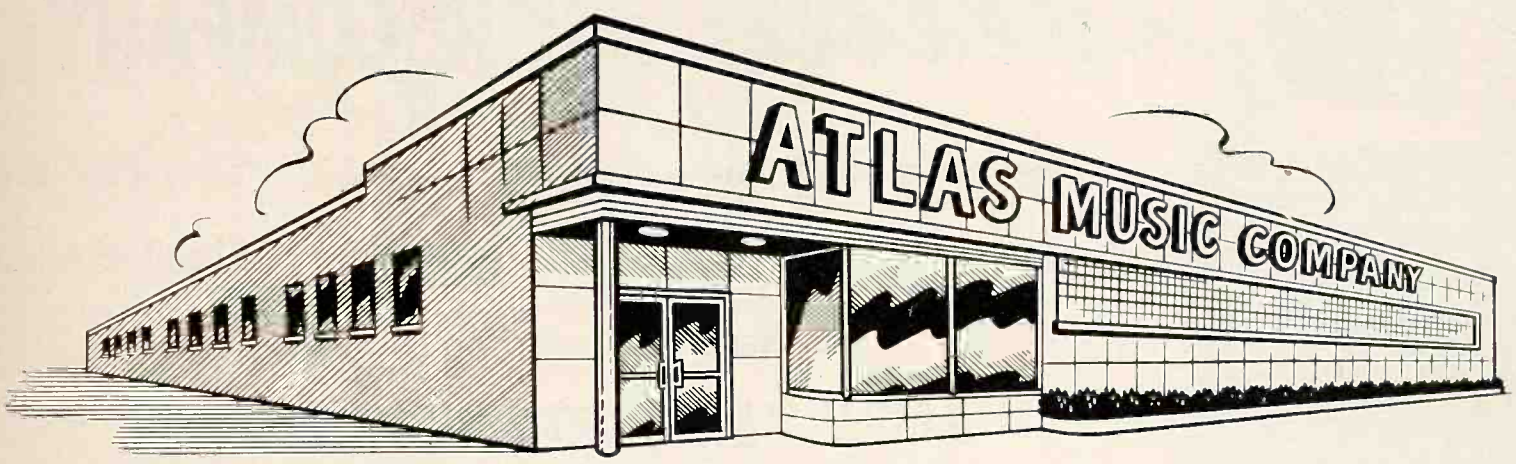

Edward A. Ginsburg

To our loyal customers, suppliers, employees . . . sincere thanks for your invaluable contributions to our dynamic growth and leadership during the past three decades ∾ On the occasion of our 30th Anniversary, we rededicate our efforts to the continued advancement of this great Industry.

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ATLAS MUSIC COMPANY

30th ANNIVERSARY

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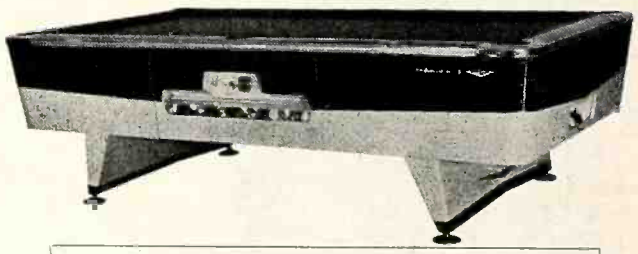

Congratulations
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on your
30th ANNIVERSARY

Irving Kaye Co. Inc.
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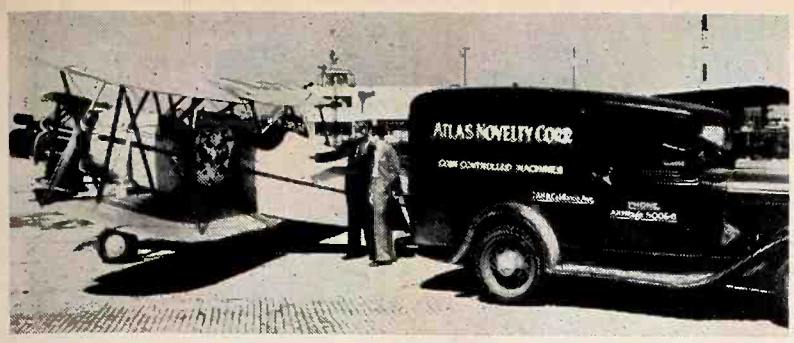
O'Malley To Address Atlas Dinner Party

CHICAGO — Eddie Ginsburg, president of Atlas Music Company announced last week that Patrick L. O'Malley, president and chief executive officer of Automatic Canteen Company of America, will be guest speaker during the dinner party at the firm's 30th Anniversary Celebration at Pheasant Run Lodge and Country Club, Friday, July 10.

O'Malley has long been considered one of the most widely acclaimed and desirable dinner speakers throughout the country.

PATRICK L. O'MALLEY

www.americanradiohistory.com



Atlas Music Company pioneered air shipments many years ago. The late Morrie Ginsburg is shown expediting a shipment in an ancient biplane at Midway Airport.

THE ATLAS STORY—

(Continued from page 55)

used equipment before offering it for sale. Atlas Music was a proud developer of this method in our shop many years ago.

"When we expanded and moved into our present, very modern plant (at 2122 North Western Avenue) some ten years ago, we instituted numerous revolutionary new methods to still further improve on our already fine reconditioning facilities.

"Morrie and I always felt from the very beginning that it takes people—not machines—to make for a successful business enterprise. And, this was constantly one of our most positive accomplishments. Atlas Music Company has employees who have been associated with us for more than 25 years. Two for 30 years—and still going strong!

"Among our oldest oldtimers are youngish Frank Bach and Willard Warlin (30 year men). Mort Jacobs, Mike Blumberg, Morris Minkus and Frank Mallak (more than 20 years), and many more oldtimers in point of time and service.

"Frank Bach and Willard Warlin will be presented with appropriate awards and citations during Atlas Music Company's gala 30th Anniversary Party, Friday, July 10, at the Pheasant Run Lodge and Country Club, near St. Charles, Illinois."

Service manager Ray Grier touches up a phono in the paint spray booth.

In the spring of 1961 Eddie Ginsburg sold Atlas Music Company to the Automatic Canteen Company of America, remaining as president and general manager. Then in the autumn of 1963 he re-purchased the firm from Canteen Company, retaining distribution of the Rowe-AMI line of coin-operated automatic phonographs, and full-line Rowe vending machines, and "Customusic" background music equipment.

In addition, Atlas Music Company handles distribution of Bally Mfg.'s amusement games, Valley Mfg. Co's. and Irving Kaye Company's coin-operated pool tables and accessories, and United Mfg. Co's. bowlers and shuffle alleys.

"It is difficult for me to express my complete happiness of having reacquired total ownership of this wonderful company, which my brother and I founded more than 30 years ago.

"I can only say, humbly, that this gala Anniversary Party is a mere expression of my deepest feelings and satisfaction. My wife and daughter join me in expressing my thanks to all my co-workers at Atlas Music Company, and to our wonderful customers."

Eddie Ginsburg ranks with the nation's top thoroughbred horse fanciers, and maintains a beautiful, rambling breeding farm near Palatine, Illinois.

Schedule For Atlas Outing

9 to 12 Noon

GOLF

Men's Tournament and Ladies Tournament

Chairmen: Mike Blumberg, Bob Fabian

SWIMMING and RECREATIONAL ACTIVITIES

Chairmen: Chuck Harper, Joe Klykun

Coffee "and"—served 9 to 10 a.m.

12 to 2 P.M.

BRUNCH ON THE PATIO

Chairladies: Mrs. S. Levin, Mrs. M. Blumberg

2 to 6 P.M.

FASHION REVUE

Chairladies: Jo Ann Ginsburg, Mrs. S. Gersh

GOLF • CARDS • SWIMMING • ENTERTAINMENT

6 to 7 P.M.

COCKTAIL HOUR

Chairmen: Sam Gersh, Mort Jacobs

7 P.M.

DINNER

Presiding Chairman, Edward Ginsburg

Guest Speaker, Patrick J. O'Malley
President, Automatic Canteen

ENTERTAINMENT—DANCING—AWARDS

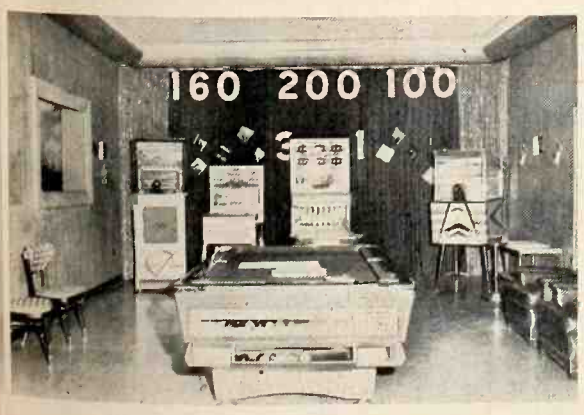
Chairmen: Bill Phillips, Stan Levin, Frank Ogle

People, Places, Parts & Pingames At Atlas—

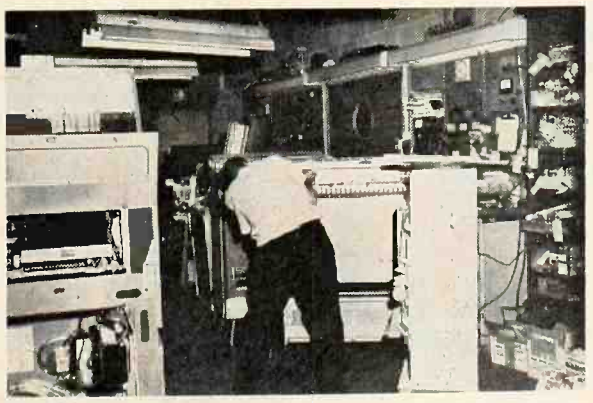
Prexy Eddie Ginsburg "at his desk" with customers.

Mort Jacobs, parts manager, on the job.

Atlas Music's vending showroom (left to right) Chuck Harper, Jo Ann Ginsburg, Vice-prexy Sam Gersh and Joe Klykun.



The amusement games showroom.



An idea of what a busy shop looks like.

Another view of the shop.

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PRO 2—	88 x 51
PRO 3—	93 x 53
PRO 4—	103 x 58

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Amityville, New York

London's '480' Show In Miami, A Hit

MILWAUKEE—Nathan Victor, general manager of S. L. London Music Company, Incorporated, in this city, hosted a showing of the new Seeburg "LP Console 480" coin-operated phonograph in the firm's showrooms on Sunday, June 7. Sam London, president, planed in from his Miami, Florida headquarters to be on hand for the gala affair. Representing the Seeburg Corporation's Music Division were vice presidents Joe Barrett and Al Gitlitz.

London employees on hand included: Walter Koelbl, Walter Glish, Donald Doedden, William Madsen, Donald Emery, Frank Kodousek, John Pier, George Faust, Martha Schalk, Rose Marie Blank and Mary Zimmerman.

Among the operators who attended were: Anthony Hirt, Ollie Marx, Fred Braun, Roland Tonnell, Charles Manley, Ray Schmitz, Elmer Schmitz, Oscar Winters, Mike Young, H. Turnmire, Nile Gluth, Leslie Reder, Paul Rosinsky, and William Lang.

Also, James Stecher, Paul Jacobs, Levi Yarroch, and many more guests.

Wayne Hitt, Texas Op A Sheriff

SINTON, TEXAS—Cash Box Readers have many sidelines, not a few of which oftentimes take on greater importance than the business at hand—namely the operation of coin machines. A case in point can be found in San Patricio County in Texas where Operator Wayne Hitt was recently elected to the Office of Sheriff of the County.

Hitt has been in the music and cigarette business for seventeen years. Effective January 1, 1965, Hitt will also be Sheriff. "It was an uphill battle," says Hitt, "but hard work paid off."

Wayne Hitt is a success in other areas, too. He's been a Cash Box subscriber for years!

Sinatra, Adams On Little LP

CHICAGO—Little LP juke box material released by the Seeburg Corporation for the week of July 6th include Frank Sinatra's 'Days Of Wine And Roses, Moon River and Other Academy Award Winners' on Reprise, and Edie Adams' 'Behind Those Swingin' Doors' on Decca—both for the 'Pop Vocal' category.

Seeburg's 'Pop Instrumental' slot is filled by Joe Bushkin's 'Joe Bushkin in Concert Town Hall,' also on Reprise, and Pete Fountain's Coral recording of 'Pete Fountain's New Orleans at Midnight.'

A second Decca recording among Seeburg's July 6th releases is Werner Muller's 'Aus Grosser Europa—Tournee,' which qualifies as the week's 'International' selection.

Hall McKinley Dead

UNION CITY, N. J.—Hall McKinley, sales rep of American Shuffleboard Corp., died suddenly Sunday, June 28, at the age of 68. He was with American for 25 years.

A native New Yorker, McKinley was related to the Presidential Family of McKinleys, a firebuff with the Bell and Cycle Club, a Charter Member of B.P.O.E. #1, NYC, and a US Navy vet of WW I. He leaves a son, Hall F. and his wife Helen McGuire McKinley. He was interred at Woodlawn Cemetery, Bronx, NY.

Eastern Flashes

The word for the Tenth Avenue scene early last week was 'sweltering' as the mercury climbed at one point to a record breaking 99° mark. In the words of Sid Greenfield of Musical Distribs, "Every night I leave this place I get barbecued!" Thankfully, however, most of the coin machine depots along the way are air conditioned, and even the Alaskan-like atmosphere of Harry Berger's West Side Coin Machine Corp. was a welcome respite from the heat along the avenue. Mortie, Harry's collection man for the vending and games route, decided that the best way to avoid the inferno was to turn his attention for a few of the warmer days to the West Side parts department which also enjoys the fruits of the air cooler.

A somber note was struck at American Shuffleboard's Union City plant with the sudden death of veteran American salesman Hall McKinley on Sunday, June 28th. The salesman, who was a distant relative of President McKinley and a veteran of the U.S. Navy, worked the Maryland, Virginia, New Jersey and New York territory for the shuffleboard company. McKinley, who leaves his wife Helen and son Hall Jr., was buried in Woodlawn Cemetery in the Bronx.

One of the finest and most successful of summer association events thus far was the annual outing of the Cigarette Merchandisers Association held at the Laurels Country Club the weekend of June 26-28. Among the highlights of the outing, which included the customary cocktail parties and land and water sports, was a show put on for the entertainment of the CMA members and their guests by Liggett & Myers. The show featured a mind reading act by the name of 'Lucille and Eddie' who astounded the assemblage with an amazing exhibition of the thought-transfer illusion. Murray Weiner, New York vending vet, was so astonished when Lucille, blindfolded on the stage, was able to decipher a note from his pocket in the audience, that he couldn't get that puzzled grin off his face all evening. The second show, which immediately followed the Liggett & Myers act, was held in the Laurels nightclub and featured singer Julius LaRosa and comedian Guy Marx. Fred Pollak, Rowe AC's VP Genl Sales Mgr, comfortably settled in Whippany, NJ offices, after renting a home in Lake Hopatcong from Milwaukee Braves' Hank Fisher. Jim Newlander, Promotion head, still looking for a home for his family.

Murray Kaye, at Atlantic New York, contends that the new Seeburg LT-480 phono is "movin' like matzah balls!" He's also happy about the entrance of Columbia, RCA and Kapp into the production of 33 1/3 rpm adult material for juke operators, and is anxious to see how quickly the other labels take up the standard. Officials at Columbia Records announced last week that six new Little LP's will be made available to ops by August. One of the most attractive features of the LT-480, Murray advises, is the fact that a healthy sales boost has been noted in the "collection department." He quoted one operator of the new machine as saying that his sales rose over 45% in one of his locations. The striking difference in style and mechanics of equipment of the early days to the sophistication of today's machines is dramatically displayed by the presence of an old Seeburg 'Synphonola' phonograph in the Atlantic showroom. The machine, which dates back to the early '30's, was formerly owned by Paul Tartaglia and Sons' County Vending.

Equally enthusiastic about the current breakthrough in Little LP production by the record manufacturers was Wurlitzer regional service rep Hank Peteet as he passed through Harold Kaufmann's Musical Distribs. Hank said he was always convinced that a great many locations existed where adult juke box material would flourish and said he feels certain that there is an excellent market for the manufacturers just in this area. Hank thinks the Columbia 'Operator Pack' method of packaging the special disks is a terrific idea, in that it provides the necessary album jacket cut-outs and title strips right on the package. Sid Greenfield, being a heck of a sport about the lack of air conditioning in the shop, joked that the repairman was called three years ago to fix the busted unit and said if it wasn't for the fact that the previous owner waited six years before they moved out, he might not be as patient. Peteet conducted a Chicago service school before flying to NYC.

Louie Wolberg at Runyon New York, the proverbial 'cool moose', calmly and efficiently went about his normal business duties in the cool of the Runyon offices. Not so Runyon mech Sid Gerber, who swears he practically passed out after a short walk over to Eighth Ave. through the mid-afternoon heat. Louie, who dropped over to the Laurels for the Sat. evening show with his wife and little girl from their own place near Monticello, sounded like the local chamber of commerce with his plaudits of the mountains for summer fun. Barbara, Runyon's switchboard girl, is also very big for the mountains. She and a few dozen girl friends have rented a 4x4 bungalow for the season, right outside of the Laurels. Naturally, the presence of the CMA made that particular weekend twice as good as usual.

Chicago Coin's 'Spotlight' puck bowler continues to enjoy an excellent reception with metro New York game operators, according to Al D'Inzillo at Al Simon Distribs. News was recently made at the Simon store with the purchase of a woodworking plant which will shortly become an intrinsic step in the future production of the U.S. Billiards pool tables. Another piece of news was the addition of former Seeburg man Harry Stuckey to the Simon staff. Good luck, Harry. . . . Louis Druckman was busy clearing space on the crowded United East Coast showroom floor for United's new 'Tiger' shuffle alley which is now being shipped in from Chicago.

Mike Munves says that as a result of a concerted push, he and Dick Greenberg should be all caught up on back orders for equipment by July 4th. The only one who wasn't busy at the Munves shop was Mike's dog 'Rusty' who has been enjoying semi-retirement for several years now. . . . Marty Berger of Universal, whose new 'Candymat' mechanical candy dispenser is causing excitement among metro area ops, stopped into the Weiner Brothers Sales showrooms for a sales and strategy confab with Bill and Murray. The Weiners are also doing a commendable job with the Smokeshop cig vender and the Gold Medal popcorn machine.

Paramount's Al Miniaci at poolside, during the CMA outing, advising listeners that son Dominick will enter college in the fall. The all-star football center graduated from a Bronx High School this season and is rarin' to go. . . . Sol Lipkin, American's road man, back from Ft. Wayne but ready for another east coast trip. . . . Howard and Irv Kaye, at the Laurels with Mary Kaye, Irv's wife, and Howard's wife and baby. . . . Seymour Pollak and his wife opposite ice cream sodas at 2 AM in the coffee shop. . . . Nat Sugerman and Sheila, motor boating on Sackett Lake. . . . Molly Sugerman playing mah-jong with the girls. . . . "The Senator" and Fran Bodkin, lobby-sitting. . . . Selma and Tiny Weintraub, hustling to keep the weekend activities active. . . . Mr. and Mrs. Nash Gordon, golf stars, enjoying, at the Sateve show. . . . John Cooper, Sheldon's head with his family. Son Al a Notre Dame law student. . . . John and Maxine Bilotta, cancelled. Daughter Patricia (and son-in-law Robert, a Syracuse op) made 'em grandparents for the fifth time(!) A boy—8½ lbs.—they'll call him Patrick Sean (begorrah!). . . . Smokeshop's Art Brier sorry he couldn't make it. Recuperating and coming along fine. . . . Westinghouse vending chief Charlie Brinkmann with his entire family. Brinky's breaking with news to come. . . . Continental's Mel Rapp, delighted with progress on the sale.

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Chicago Chatter

Illinois Coin Machine Operators' Assn. met in the Embassy Room of the Morrison Hotel last Sunday, June 28, on a sweltering 94 degree day in Windy (?) City. The hot weather kept many operators away, but most of the officers and directors were on hand. Also, there was an imposing attendance in the hospitality suite Saturday evening, and during the meeting on Sunday from among local coin machine distribs and MOA officers. Paul Huebsch, midwest regional sales manager for Rowe AC Mfg., was among the guests. Don Van Gorp, midwestern regional manager of Columbia Records, was guest speaker. He discussed the future of the Little LP record for coin-operated phonos. The gist of his comments centered on the mushrooming effect on adult music for phonos from among Columbia and other major and independent record producing companies. ICMOA's next meeting will be held in the Sherman House during the MOA Convention, October 14-16. At that time there will be an election of officers for the next term.

Among the guests we chatted with in the ICMOA hospitality suite were: From Empire Coin Machine Exchange: Joe Robbins, Mr. & Mrs. Jack Burns, and Mr. & Mrs. Bill Milner. . . . Atlas Music Prexy Eddie Ginsburg, Stan Levin, Chuck Harper, Joe Kline and Sam Kolber. . . . Representing World Wide Distribs: Nate Feinstein, Harold Schwartz, Irv Ovitz, Fred Skor, and Tom Higdon. . . . Also Mr. & Mrs. Les Montooth, Mr. & Mrs. Clint Pierce, Mr. & Mrs. Earl Kies, Mr. & Mrs. Lou Casola, Orma Johnson, Bill Poss, Mr. & Mrs. Fred Granger, Mary Gillette, Bob Lindelof, and several members of ICMOA.

Among those who will be on hand at Eddie Ginsburg's Atlas Music Co. 30th anniversary party at the Pheasant Run Lodge are Bally Mfg's. Bill O'Donnell and Herb Jones. Herb is tickled over the fine immediate acceptance among the nation's coin machine operators of Bally's newest, "Grand Tour" flipper-type pingame. . . . Irving Kaye, of Irving Kaye Co., a visitor in Chi last week, will try to be present at Eddie Ginsburg's big party, Friday, July 10, at Pheasant Run.

When last seen Alvin Gottlieb, of D. Gottlieb & Company, was, as usual, dashing out from the plant to Gottlieb Memorial Hospital in suburban Melrose Park to keep on top of the new fund drive for further expansion of the hospital's facilities for patient care. D. Gottlieb & Co. plant closing this week for vacation.

Hank Ross, co-head of Midway Mfg. Co., advised last week that the plant will be shutdown around July 4 for two weeks to give the firm's employees their annual vacation. . . . While Williams Electronic Mfg. Corp. is shuttered for vacation, Vice Prexy Sam Stern and Jack Mittel are busier than usual in the executive offices. . . . When we dropped into United Mfg. Co. t'other day Bill DeSelm advised that United's "Thunder" big ball bowler is proving to be one of the firm's most popular bowlers in years.

Longtime Downstate operator "Red" Lucan held a mortgage burning party t'other day in his plant and invited all his chums—and, of course, the Galesburg Fire Department. Red is the proprietor of Mac's Music Company. . . . Peter J. Petropoulis was last week appointed to the newly created post of national sales manager by Jack Harper, Rowe AC Mfg. Corp. Pete will headquarter in the Whippany, N. J. plant with vice prexy Fred Pollak and staff. Rowe AC delighted over reception at the new "Sk-9" fresh-brew, single cup coffee vending machine this week. Jack Harper info's that initial sales are so heavy that the machine is already behind in production and being back-ordered.

Zeke Giorgi, a Downstate coin machine serviceman for many years, was nominated in the Illinois primary election for the Illinois Legislature. He is placed in the number 87 position on the state ballot. . . . Wurlitzer's C. B. Ross and Hank Peteet held a service school class on the Wurlitzer model "2800" coin-operated phono in the La Salle Hotel Thursday, June 25. Wurlitzer's midwest regional manager Bert Davidson was also on hand to greet the operators and servicemen who attended the session.

When we dropped into Chicago Dynamic Industries last week we observed that even though the plant is shut down for vacation (two weeks) orders are still being shipped to ChiCoin's distribs everywhere. Mort Secore and Ralph Wyckoff are as busy as ever. (Busier, sez Ralph!).

We were goodnaturedly taken to task recently by lovely Jo Anne Ginsburg (Eddie Ginsburg's daughter who's tending the switchboard at Atlas Music during the summer vacation season). Yup, it's Jo Anne, not Joan. . . . While on the subject: Beauteous Denice Darcel, who is currently appearing at Carl Stohn's Pheasant Run Theater, will grace the Atlas Music party in the Pheasant Run Lodge on Friday, July 10.

Sig Sakowicz invited us to help in judging the Miss Illinois Contest July 10. No, thanks, Sig, Atlas Music's day-long affair comes first. . . . One of the busiest vending execs in town is Dick Cole, who distributes Ditchburn's "Mini-cold" cold drink vendors. . . . While mopping his brow Johnny Frantz, of J. F. Frantz Mfg. Co., escorted us through his plant to show us that production and shipping are keeping pace despite the hot weather. Johnny's biggest sellers, he sez, are still "Kicker & Catcher" and "Little League" baseball (both counter games).

Delightful visitors in town last week were Mr. & Mrs. Harry Gross, of The Office, in the Virgin Islands. They visited at World Wide Distribs with Nate Feinstein and Irv Ovitz. . . . Seeburg execs were very busy indeed greeting visitors to their suites, 512 & 513, in the Conrad Hilton Hotel during the NAMM (music) show last week. . . . Herb Perkins, of Purveyor Distribs, was just getting ready to jet off to the West Coast when we chatted with him last Monday. He says his staff is so busy these days he'll have to stagger the vacation schedule.

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California Clippings

Although the Teamsters Union has settled with the Breweries, there still has been no settlement reached with the distributors. The prolonged strike is beginning to effect real hardship on some of the local operators, and in turn has slowed things down considerably with the distributors and wholesalers in town.

Irving Stimler, national merchandising manager for MGM Records in town and visiting with Sammy Ricklin at California Music. Nash Lazalde on vacation for one week. Buddy Robinson busy keeping up with the orders for "The Beatles Second Album."

A visitor at Simon Distributing Co. this week was **Mr. K. K. Nakayama** from Tokyo, Japan. A new shipment of All-Tech pool tables arrived at Simon this week, and the shop is busy processing another export order for shipment to the Far East.

At Amco Music and Vending, Leo Simone said that the Seeburg Marquee Coffee Vending Machine—with the new merchandising look—has consistently showed an increase in sales in locations, with some operators reporting sales doubled. Leo also said the new LPC—480 has done so well for one local operator that he has already ordered an additional ten phonographs.

More operators are taking advantage of Advance Automatic Sales Co.'s unique drive-in parts department as the word gets around. The shop busy this week re-conditioning used equipment that has come in. Jack Leonard reported that the mail order business in the parts department has been particularly good. **Sonny Lomberg** up the coast to Santa Barbara calling on the operators.

At the Wurlitzer Factory Branch, Ralph Cragan, newly appointed Southwest regional sales manager for the Wurlitzer Co., returning from a trip through the territory, stopped off to pay a visit to Clayton Ballard. Ralph was enroute to Seattle where he is preparing to move his family to Dallas, Texas where he will headquarter. Wurlitzer's Western regional manager Gary Sinclair also in town this week for a one day visit.

A carload of pool tables being unloaded on the dock at Paul A. Laymon, Inc. Bally's 'Grand Tour' pin ball game receiving a very good reception from the operators at Laymons. **Jimmie Wilkens** said that everyone at Laymons is encouraging their customers to upgrade their equipment and take advantage of the many new and different models of equipment now being offered. **Paul A. Laymon** again showing his beautiful flower gardens to his many friends in the Pacific Palisades. **Bill Fritz**, manager of the parts department, entertaining guests from back East.

At the R. F. Jones Co., Chuck Klein reported that a boatload of vending equipment left the Rowe plant at Whippany, New Jersey this Tuesday and will arrive in Los Angeles July 21, where half of the cargo will be unloaded for the local Jones office, with the boat proceeding to San Francisco, where the other half will be delivered to the Jones warehouses there. The vending department is busy now completing the delivery of three large vending banks. Ed Wilkes fully recuperated from recent surgery, and vacationing in the mountain resorts. Everyone trying their luck at a new game, 'Ski 'n Skore' which arrived from the DuKane Co.—a new manufacturer. Rowe Regional Sales Manager, Hans Von Reydt, in town visiting with Chuck this week. Ralph Phipps, Rowe field service engineer on a tour of the Southwest territory. John Hotz put on two new men in the service department; Jose Navarro, and Francisco Ojeda.

Seen along Pico Blvd. this week were: **Ray Hanlin**, San Bernadino; **Larry Greenspan**, Oceanside; **Bill Spurgen**, Riverside, and **Luis Alonso Barbabosa** manager of Centro Musicale in Tijuana, Mexico.

UPPER MID-WEST MUSINGS

The South Dakota Vending and Phonograph Association held its quarterly meeting in Minneapolis at the Viking Motel, Sunday and Monday June 21-22. Attending the meeting were: **Mr. & Mrs. Ike Pierson, Mr. & Mrs. Earl Porter,** and **Mr. & Mrs. Ralph Harvey,** from Mitchell, So. Dakota; **Mr. & Mrs. John Trucano,** Deadwood; **Mr. & Mrs. Dean Schroeder,** Aberdeen; **Mr. & Mrs. Lawrence Jenkens,** Bath; **Gene Hoerth,** Herried; **Mr. Roy Foster,** Sioux Falls; **Mr. & Mrs. Elmer Cummings,** Brookings; **Mr. & Mrs. Herman Warn,** Salem; **Mr. & Mrs. Tony Ratchford,** Huron; **Mr. & Mrs. Darlow Maxwell,** Pierre; **Mr. & Mrs. Clifford Brown,** Rapid City, So. Dakota. . . . Many of the operators also brought their children along and made a real vacation of it. A few operators arrived on Friday and Saturday, many of them taking in the Minnesota-Detroit ball game on Sunday afternoon. . . . Distributors at the two day convention were: **Irv. Sandler, Warren Sandler** and **Solly Rose,** Sandler Dist. Co.; **Harold Lieberman, Lou Rubin,** and **John Zeglen,** Lieberman Music Co.; **Kenny Glen** and **John Glen,** K. C. Sales, St. Paul; **Dick Brown** and **Irving Gorsen,** Brown Bros.; **V. K. Swaney** and **Carl Christianson,** V. K. Swaney Dist. Co.; **Eddie Zorinsky,** H. & Z. Dist. Co., Omaha. . . . Manufacturers representatives were: **Mr. & Mrs. Bob Dunlap,** Seeburg, and several other reps. **John Kreidler,** National Vendors Inc.

Happy Birthday This Week To:

WEEK OF JUNE 28

N. W. Watson, Shreveport, La. . . . **Glenn E. Sears,** Davenport, Ia. . . . **Randolph Knott,** Galesburg, Ill. . . . **Louis Nemish,** Det., Mich. . . . **G. F. Haley,** Chgo., Ill. . . . **David Gropman,** Boston, Mass. . . . **James Scott,** Huntsville, Tex. . . . **Lucky Skolnick,** Miami, Fla. . . . **Darrell H. Garman,** Republic, Kans. . . . **Edward S. Wilkes,** L.A. Calif. . . . **Harry F. Jacobs, Jr.,** Milwaukee, Wisc. . . . **Edwin H. Stanton,** Auburn, N.Y. . . . **Geo. Swartz,** Brookline, Mass. . . . **Jos. Lotwoski,** Chgo., Ill. . . . **Joe P. Smith,** Crestview, Fla. . . . **Cameron W. Frank,** Ft. Worth, Texas. . . . **Harold P. Withrow,** St. Joseph, Mo. . . . **Edw. E. Levin,** Chgo., Ill. . . . **Wm. H. Luenhagen,** L. A., Calif. . . . **Ray Wherrit,** San Luis Obispo, Calif. . . . **Walter F. Squires, Sr.,** New Haven, Conn. . . . **Sol Groenteman,** Phila., Pa. . . . **Chas. E. Novak,** Cedar Rapids, Ia. . . . **Robert H. Losey,** Tiffin, O. . . . **Thomas O. Busby,** Tampa, Fla. . . . **Harold E. Laing,** Wilmington, N. C.

WEEK OF JULY 5

Rose M. Bennett, Toledo, O. . . . **Frederick A. Zemke,** Ann Arbor, Mich. . . . **S. M. Johnson,** Atlanta, Ga. . . . **Harry D. White,** Oseoda, Mich. . . . **Edward A. Grodzicki,** Dearborn, Mich. . . . **Thomas Sarris,** Crestview, Fla. . . . **J. B. Chambers,** Houston, Texas. . . . **Bud Hashman,** Springfield, Ill. . . . **W. R. Parrish,** West Columbia, S. C. . . . **Wm. Arthur Wood,** St. Louis, Mo. . . . **Chas. J. Ewing,** Evansville, Ind. . . . **Wm. E. Hullinger,** Delphos, O. . . . **Joseph Ficca,** Torrington, Conn. . . . **James McDonald,** Atlantic City, N.J. **Wm. A. Webster,** Marianna, Fla. . . . **Louis S. Glass,** Madison, Wisc. . . . **Edward L. Carlson,** Detroit, Mich. . . . **Bryan McCullogh,** Gt. Bend, Kansas. . . . **Roy E. Garrison,** Phoenix, Arizona. . . . **Myron S. Hillman,** Fall River, Mass. . . . **W. B. Loosier,** Decatur, Ala. . . . **Jimmie A. Soules,** Decatur, Ill.

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Meeting Dates & Trade Events

JULY

19 South Carolina Coin Operators Association, Inc.
Place: Charleston, S.C.

22-24 National Food Distributors Association, Annual Convention
Place: Pick Congress Hotel, Chicago, Ill.

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.

BONANZA

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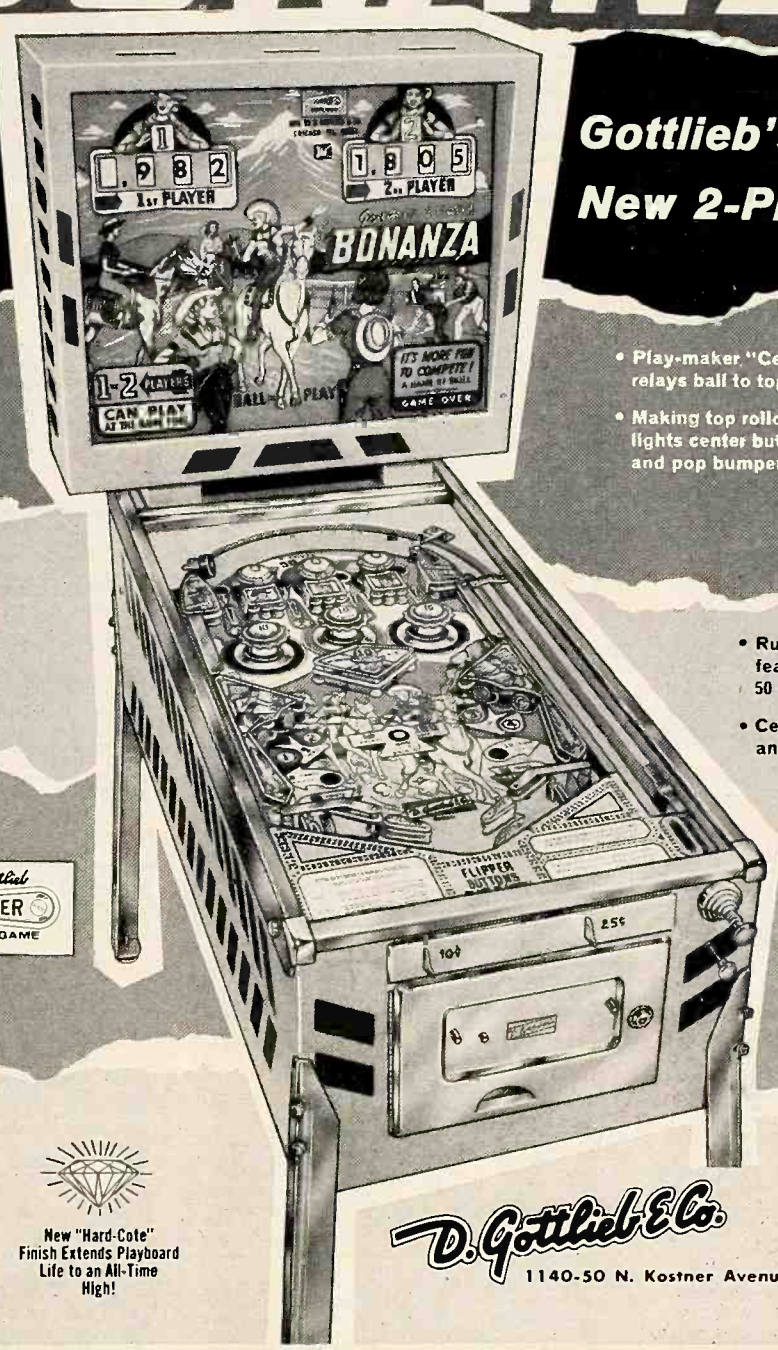

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In Tribute

NEW YORK—One of the highlights of the recent UJA-Coin Machine Division Dinner given in honor of Harry Siskind here last month, was the presentation of a posthumous award to Mrs. Molly Sugerman, widow of the late Barney Sugerman, veteran coinman who passed away two months ago. Pictured here l. to r., are Nathan Sugerman, Mrs. Molly Sugerman, Chairman Irving Holzman, Committeeman Al "Senator" Bodkin, making the presentation and Myron Sugerman. The award was made from the dais at the Statler-Hilton Hotel here.

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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 Hideways $95 or three for $250; Wurl: 1900's $225 or three for $600; Bally Fun Phones like new $95; Spinner $50; Table Hockeys $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)

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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, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

EXPORT. KEY WEST; SHOW TIME; BEACH TIME; HOLLY CRANES; BALLERINA, 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. — GRETNA LA. (Tel. 367-4365)

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POKERINO, REFINISHED, RECONDITION, new backglass with drop chute, knock off, with or without match feature. Match feature in kit form for your present games. Also new backglass, points, decals. JAMES TRAVIS—P.O. BOX 206—MILLVILLE, N.J.

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CLASSIFIED ADVERTISING

FOR SALE—(Cont'd)

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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. 228-6557).

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FISCHER CROWN FIESTA BUMPER POOL like new $195.00; Thunderbolt Horse $175.00; Titan Rifle $250.00; Chico World Series $175.00; Mills 8 col. candy $75.00; Wurl. 5250 W. Bx. $49.50; Seeb. 200 $39.50. Phone or write: GRECO BROTHERS AMUSEMENT CO., INC., 1288 BROADWAY, ALBANY, NEW YORK. HO-5-0228.

MILLS AND JENNINGS FRUITSLOT 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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CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Manufacturers have not authorized prices where no price is shown

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Gold Crest (3½x6' 6 Pkt. Table) ..
Gold Crest (4½x9' 6 Pkt. Table) ..
Gold Crest (3½x7' 6 Pkt. Table ...
Gold Crest (4x8' 6 Pkt. Table .....

AMERICAN SHUFFLEBOARD CORP.
Electra "6" (6' 6-pkt. table) .....
Electra "7" (7' 6-pkt. table) .....
Electra "8" (8' 6-pkt. table) .....
Classic "6" (6' 6-pkt. table) .....
Classic "7" (7' 6-pkt. table) .....
Classic "8" (8' 6-pkt. table) .....
Imperial Shuffleboard (16' to 22') ..
Imperial Cushion Model (12') .....
Bank Shot Model (9') .....

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Natl. Sales Agents, L. T. Patterson Distributors.
Foosball Match .....
Europa Meister Eishockey .....
Musikbar 100 .....
Billiard Tables Miniatur .....

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CIGARETTE VENDORS
Smokeshop "Starlite 450"; 18 sel., cap. 450
Smokeshop "Starlite 630"; 18 sel., cap. 630
Smokeshop "Starlite 850"; 27 sel., cap. 850

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Model 12 Studio $3,245.00
V-2 Auto-Voice Recorder

BALLY MFG. CO.
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Bongo 2P Pin (3/64) .....
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Super 8 Shuffle (4/63)
Bucky Bronco Kiddie Horse $995.00

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Nat'l Sales Agents, Duncan Sales Co.
Arizon Gun (Live action pellets)

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

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

CHICAGO COIN MACHINE
Bronco 2P (5/64) .....
Champion Rifle Range (1/64) .....
Cadillac Ball Bowler (1/64) .....
Spotlite Shuffle 11/68 .....

CONTINENTAL-APCO, INC.
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
Popcorn Vendor .....

EXHIBIT SUPPLY CO.
Card Vender (Mechanical). Model 412 "Vacuumatic." Vends Exhibit's Trading Cards. Capacity: 500 .... $78.50
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Plastic Laminator (Mechanical). Model 444PV "Vacuumatic." Vends laminating material. Capacity: 800. $98.50

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Empress 92 (92") .....
Crown One Hundred (100") .....
Regent 91 (91") .....
Regent 77 (77") .....
Crown Fiesta—Reg. Bumper .....
(Non Coin) Empire VIII (101") ...
Empire VII (92") .....

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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 .....
Aristo Scale .....

D. GOTTLIEB CO.
Bonanza 2P (6/64)

PAUL W. HAWKINS MFG.
Rodeo Pony .....$ 845.00
Ben Hur Chariot 645.00
Twin Quarterhorse 575.00
Derby Pony Jr. 550.00
Sam The Clown 395.00

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NON-COIN MODELS
Deluxe Continental (4½'x9') .....
Ambassador 70 (85"x47") .....
Ambassador 75 (92"x52") .....
Ambassador 80 (106"x58") .....
Ambassador 90 (114"x64") .....
Deluxe Eldorado 6 Pkt. Series ....
Mark I, 77x45 .....
Mark II, 85x47 .....
Mark III, 92x52 .....
Mark IV, 106x58 .....
Mark V, 113x68 .....
Deluxe Satellite, 77x45 .....
Deluxe Klub Pool .....
Regular 56x40 .....
Jumbo 75x43 .....

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 (6/64)

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
Consolette-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)
Giepen Coffee Vendor (Natl. Agents)
Vend-A-Book Comic Book Vendor

ROCK-OLA MFG. CO.
Caravelle (20 Col. 800 Packs) Model 3002 Cigarette Machine .....
Model 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 (33-1/3 Optional) .....
1628 Deluxe "Stereo Twins" Speakers .....
1629 "Stereo Twins Jr" Speakers .....
1950 Remote Volume Control Unit .....
Model 500 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control
1578 160-Sel. Wallbox .....
1584 100-Sel. Wallbox .....
1551 Universal Wall Box Bar Bracket .....
1981 Money Counter for Model 425, 418-SA, & 414 .....
Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.
Model 1403-S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity. Coffee 4 ways, extra cream and sugar, with sugar and cream buttons a standard feature. (Extra strong coffee button kit, Model 2017, available for Model 1403-S. Also available as Model 1403 without hot whipped soup feature).
Model 1200—Coffee, Hot Chocolate, Soup—single cup fresh brew, 500 cup capacity. Coffee 4 ways, extra cream and sugar buttons are standard.
Model 3402—Coffee, Hot Chocolate, Soup and Tea—(Compact Model). Single cup, fresh brew, serves coffee and tea 4 ways.
Model 3403—as above, without 4 way tea feature.
Model 450 Book-O-Mat/Shop-O-Mat, all 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 Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility, 200 selections, 160 selections, or 100 selections.
HAC-200 Hideaway, 200 Sel. Mon.
HEB-200 Hideaway, 200 Sel. Selective Stereo
CFA Stepper, CFD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-coin Rejector.
F-10436 Bar Grip, W.B. Mounting Bracket
EX-600 Cylindrical Wall Speaker
EX-700 Wall Speaker
L-2130 Ceiling Spkr., Choice of Grille Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille
Riviera Cigarette, 20 sel. 800 pack.
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.
Ambassador Cig. Vendor 286; 14 sel., cap. 510
Celebrity Cig. Vendor 260; 20 sel., cap. 800
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.
77 Candy Merchandiser, 11 sel., 360 cap.
Tasty 20 Candy Merchandiser, 20 sel., 560 cap.
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.
Dollar Bill Changer, 10 change combinations, up to $300 bank capacity.
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.
Customic Background Music (Tape Cartridge)

THE SEEBURG CORP.
LPC-480 (Tangerine or Blue) (6/63)
LPC-1B (Blonde Cabinet) Stereo LP Console, 100 Selection Phono.
LPC-1BR (Blonde Cabinet) Stereo LP Console, 160 Selection Phono, with remote control.
LPC-1—Stereo LP Console, 160 Selection Phono.
LPC-1R—Stereo LP Console, 160 Selection Phono., remote control.
All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature. Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.
HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.
DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.
SC-1—Stereo Consolette, 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! 750 Sel.
BMS-2—Background Music unit, 1000 sel.
BMC-1—Background Music Compact
BMCA-1—Companion Audio
CIGARETTE VENDOR
4E3—Modular unit, 825 pack capacity.
4E3XM—Modular (less match unit) 825 pack capacity.
4E4—Free Standing, Personalized, 825 pack capacity.
4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity
4E5, 4E5M; 22 sel., cap. 825
COFFEE VENDOR
662-C—Seeburg/Bally Coffee 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: 6
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.
Thunder Bowler (6/64)
Pacer Shuffle (4/64) .....

URBAN INDUSTRIES
Movie Theaters
Model AP-10 .....
Panoram .....
Kiddie Kolor Kartoon .....

U.S. BILLIARDS INC.
6 Pkt. Series:
Pro 1—78x46 .....
Pro 2—88x51 .....
Pro 3—93x53 .....
Pro 4—103x58 .....
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.
San Francisco 2P (5/64)
Palooka 1P (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
5125 Stereo Extender Spkr. (Packed in Pairs)
5126 Stereo Directional Spkr. (Packed in Pairs)
Hideaway Phonographs
2717 Stereo-Mono. 200-sel. .....
2711 Stereo-Mono. 100-sel. .....

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COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

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

MUSIC MACHINES

AMI

D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-40, '54, 40 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55 HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II
1478, '60, 120 Sel. Tempo II
1495, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess

SEEBURG

M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel. Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY1005, '61, 160 Sel.
AY1005, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.

WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 & 78 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
1650, '53, 48 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.
2600, '62, 200 Sel.
2610, '62, 100 Sel.
2700, '63, 200 Sel.
2710, '63, 100 Sel.

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Barrel-O-Fun '61 (4/61)
Barrel-O-Fun '62 (11/61)
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Beach Time (9/58)
Beauty Contest (1/60)
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Lido (2/62)
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Lotta-Fun (9/59)
Miami Beach (9/54)
Miss America (2/58)
Monte Carlo 1P (Pin) (2/64)
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Roller Derby (6/60)
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Shoot-A-Line (6/62)
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U.S.A. (8/58)

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Firecracker 2P (12/63)

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Atlas 2P (5/59)
Big 1P (1/64)
Brite Star 2P (4/58)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
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Criss Cross 1P (3/58)
Dneg. Dolls 1P (6/60)
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Vagabond (10/62)
Viking 2P (10/61)

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BALLY

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King Pin Bowler (9/55)
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Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)

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Strike Bowler (11/57)
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AB Galloping Dominos
AB Circus Play Ball (4/59)
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B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
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GA Super Hunter (6/57)
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GA Spr. Wild Cat
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Criss Cross Diamond (1/60)
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Air Hockey
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CC Goalee
CC Midget Skee Super model
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Mu Sky Fighter
Muto Voice-O-Graph
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Post-War Model
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Mu Drive Yourself
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Southland Time Trials (9/63)
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Bally Moon Ride
Wm. Official Baseball (4/60)
Wm. Major League (3/63)
Wm. Voice-O-Graph 1962

KIDDIE RIDES

Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Tnrvle. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirlybird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

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1964-1965 COIN MACHINE & VENDING DIRECTORY

22nd Anniversary Edition

THE COMPLETE BUYERS' GUIDE TO EQUIPMENT, SUPPLIES, SERVICES

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SUPPLIERS

Complete lists of firms supplying the coin machine and vending equipment industries: parts, suppliers, merchandise, candy, cigarettes, allied industries.

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1963 exports 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.

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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.

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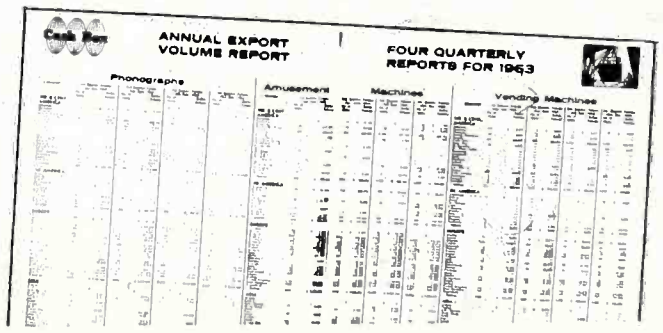

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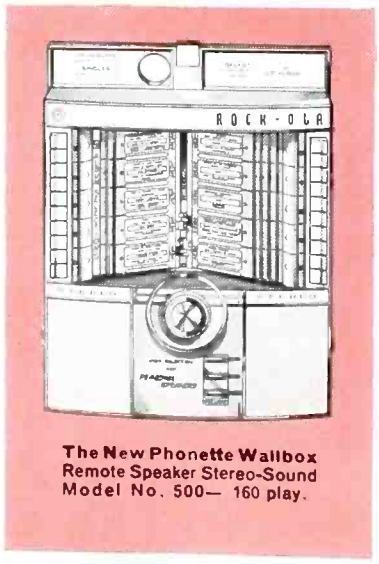

The New Phonette Wallbox
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Model No. 500— 160 play.

Rhapsody II—160 play deluxe stereo-monaural phonograph with new 7" LP feature (optional). Model No. 418SA.

Capri II—100 play deluxe stereo-monaural phonograph. Full dimensional stereo sound (optional). Model No. 414S.

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