

—NEW HITS TO BEGIN THE NEW YEAR—

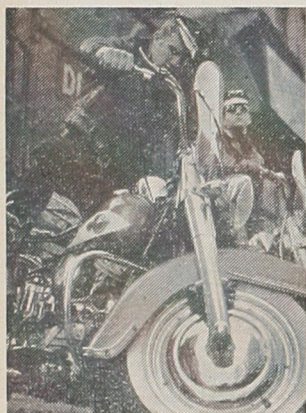
JUNIOR PARKER'S
"STRANGE THINGS HAPPENING"
 AND
"I'M GONNA STOP"
 DUKE 371

MISS LAVELL'S
"WHY YOUNG MEN GO WILD"
 AND
"RUN TO YOU"
 DUKE 372

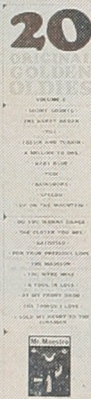
BUDDY ACE'S
"IT MAKES YOU WANT TO CRY"
 AND
"YOU'VE GOT MY LOVE"
 DUKE 373

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

THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS
 7 Central Park West, N.Y.C.



Benefit Date



BROOKLYN, N.Y. — Nearly 2,000 teens turned out recently in a tumultuous tribute to WMCA-New York's six popular "Good Guys" and Patty La Belle, lead singer of the Bluebells, and other top recording stars who entertained at the annual holiday dance at St. Michael's School, held this year to benefit the U.S. Marine Corps' "Toys For Tots" campaign. The deejays and the stars collected over \$1000 and as many toys for underprivileged children due to benefit from the joint Marine-WMCA project. In the above pic station personality B. Mitchell Reed is shown crouching in front of a group of Marines holding the lark.

Epic Bows Greco Single From "Rugantino"

NEW YORK—Epic Records has just issued a new singles outing by Buddy Greco. It's a tune-tagged "Ciumachella" (Choo-Mah-Kay-Lah)—from the new Italian musical, "Rugantino," which is set to open in New York next month. Greco sings it in Italian as well as English. Unusual aspect of the show is that it's done in its original Italian, with a special screen giving the audience the English subtitles.



PLATTER SPINNER PATTERN

WLS—Chicago will help ring in the new year with a "Good Sound of Music Spectacular" featuring hits of the past 10 years, to be played throughout the broadcast schedule. Top hits of 1963, along with songs of today, started the musical recently on the Bob Hale Show at 3:00 PM New Year's Eve. Running through Jan. 10, the music spectacular will spotlight the biggest song hits from Jan. 1963 to today. The musical showcase will feature 890 million dollars worth of music, the figure computed from sales of the records. . . . WLS is presently urging listeners to have a safe holiday season. In cooperation with the National Safety Council, Don Stewart, station director of public affairs, has custom-produced a three-part series of safety announcements. The series includes an appeal for pedestrian and highway safety, a reminder to keep walks clean to prevent accidents.

"Cold Feet" Becker doesn't have cold feet any more. WJZZ-Newark's Mike Becker, reporter for the WJZZ Trafficopter had a big problem. As the cold weather set in, he found that it was even colder 2000 feet in the air. Every type of jacket (insulated, lumber, wool, nylon), plus innumerable sweaters made the trip into the blue yonder with Mike and the Trafficopter. He finally came up with a winning combination of sweaters and lumber-jacket . . . but his feet seemed to feel the cold more than ever. A couple of days ago, while flying above the north Jersey metropolitan area, he mentioned, over the air, that his feet were turning blue. Just in time for Christmas, a pair of heavy, green, hand-knit wool socks arrived at the outlet for Mike. There wasn't any card enclosed so Mike doesn't know who to thank . . . but "Cold Feet" Becker no longer has cold feet.

WXYZ-Detroit personalities recently staged one of the midwest's biggest charity dances of the 1963 holiday season. Outlet deejays, Lee Alan, Joel Sebastian and Dave Prince hosted a dance on Dec. 23 to benefit underprivileged youngsters. All proceeds went to Detroit's Old Newsboys "Goodfellow Fund."

Vaughn Meader is busy making the Gotham promo rounds plugging his new Verve LP, "Have Some Nuts." The laugh man has already visited the Alma John and Hal Jackson shows (WWRL) and is set for the Joe Franklin (WOR-TV), Sandy Lesburg (WBFM), Barry Farber (WOR), Lee Carle (WGIL), Ted Lawrence (ABC) and Evelyn Cunningham (WLIB) shows during the first two weeks in Jan.

Demand Radio, the 24 hour per day program syndication service of Mars Broadcasting, Inc., enters its third year this week with renewals of KTHT-Houston, WTOL-Toledo, according to Robert V. Whitney, executive veep of the firm. KBEA-Kansas City was recently added to Demand lineup. The Demand concept, according to Whitney, has now enjoyed an intensive test and has been demonstrated to raise ratings, lower costs and eliminate management headaches. Negotiations are in progress for new Demand Radio outlets in Omaha, Denver, Boston, Cleveland and Chattanooga. Demand Radio was designed

by Mars in 1960, and was tested during that year as a total programming service of WFYI-Long Island, New York. The service consists of fully produced and market-tailored program material produced at Mars studios in Stamford. A Demand station need only add time, temperature, community notes and news. Music and entertainment elements consist of nostalgia, pop music and artists but no rock 'n roll or top forty material. All Mars produced material is specifically created for the station and market. Mars also produces the Dick Clark radio show, a two hour per day variety-music program with Dick Clark and major guest stars and a series of produced radio promotion packages.

Nearly 2,000 teens turned out in a tumultuous tribute to WMCA-New York's six popular "Good Guys" and Patty LaBelle, lead singer of the Bluebells and other top recording stars who entertained at the annual holiday dance at St. Michael's School, held this year to benefit the U. S. Marine Corps' "Toys For Tots" campaign. The deejays and the stars collected over \$1000 and as many toys for underprivileged children due to benefit for the joint Marine-WMCA project.

Charles Denby, president of the Pittsburgh Symphony Society, announced a gift of \$1000 from WWSW-Pittsburgh Symphony Endowment. Denby said he is particularly pleased with the contribution because WWSW officials have announced the station will continue its annual support of the orchestra at the present level, and, in addition, hope to make contributions to the endowment from time to time. WWSW has broadcasted Pittsburgh Symphony concerts from Syria Mosque hall on delayed basis since 1941.

WEW-St. Louis' production director, Ron Lipe, expanded his group of offspring to a quartet just before Christmas with the arrival of a gift-wrapped seven-pound, 6 ounce bundle named Marla. Congrats Ron!

Spinner-newsman Hilary Bogden will begin his 20th year of broadcasting at WJAS-Pittsburgh on Jan. 14, 1964. Hilary's current pop variety show is heard week nites from 8 to 1 AM and is listed as one of Pittsburgh's top night time shows.

The most popular records of 1963 were reviewed in a year end wrap-up of pop music on WINS-New York on Murray Kauffman's Dec. 31 air stanza. The top 50 decks of the year were played on the program between 7:00 PM and 10:30 PM.

VITAL STATISTICS:

Cornel Tanassy has been given the green light as music director WJZZ-Newark . . . John Canton is the new program supervisor of KUDL-Kansas City . . . Roc Robbins has exited his air spot on WFUN-Miami to assume the music director chair on WCOP-Cincinnati . . . Leslie R. Nance is a new announcing add on WDBJ-Roanoke . . . Ken Croes given the nod as acting manager of KERO-TV-San Diego. . . Chris Parrish is WFLA-Tampa's new music director.

THANK YOU, INDUSTRY

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Man of The Year — 3rd Straight Year — **GEORGE JAY"**
 BILL GAVIN Annual Nat'l Survey

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 Area Code: 312 Contact: JIM GOLDEN



TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bullet

A Fool Never Learns	*67	Marvelous Toy	48
Anyone Who Had A Heart	*27	Midnight Mary	10
Ask Me	93	My One And Only Jimmie Boy	82
As Long As I Know He's Mine	53		
As Usual	*11	Need To Belong	30
Baby Don't You Weep	65	Nitty Gritty	9
Baby I Love You	*40	Out Of Limits	*17
Baby's Gone	84		
Bad Girl	62	Pain In My Heart	*60
Be True To Your School	29	Penetration	99
Bon Doo Wah	46	Please	89
Boy Next Door	39	Popsicles & Icicles	3
Can I Get A Witness	26	Pretty Paper	24
Charade	61	Quicksand	14
Come Dance With Me	95		
Comin' In The Back Door	76	Shelter Of Your Arms	77
Daisy Petal Pickin'	*25	She's A Fool	56
Deep In The Heart Of Harlem	86	Since I Fell For You	6
Dominique	4	Since I Found A New Love	96
Drag City	*12	Snap Your Fingers	97
Drip Drop	23	Somewhere	*16
Dumb Head	73	Son Of A Rebel Rouser	90
Everybody	33	Southtown U.S.A.	94
For You	*21	Stewball	52
Forget Him	5	Surfin' Bird	*7
For Your Precious Love	41	Talking About My Baby	70
442 Glenwood Avenue	98	Talk Back Trembling Lips	8
Girls Grow Up Faster Than Boys	49	That Boy John	87
Greasy Spoon	68	That Lucky Old Sun	20
Harlem Shuffle	*66	There I've Said It Again	2
Have You Heard	37	Today's Teardrops	81
He Says The Same Things To Me	100	Tonight You're Gonna Fall In Love	*74
Hey Little Cobra	*78	Tra La La La Suzy	38
His Kiss	79	True Love Goes On And On	91
Hooka Tooka	*64	Turn Around	32
I Can't Stop Talking About You	71	Um, Um, Um, Um, Um, Um	*34
If Somebody Told You	*78	Walkin' The Dog	43
I Gotta Dance To Keep From Crying	47	Watch Your Step	72
I Have A Boyfriend	45	We Belong Together	75
I'm Leaving It Up To You	31	What Kind Of Fool (Do You Think I Am)	63
In My Room	50	What's Easy For Two	55
In The Summer Of His Years	*44	When The Love Light Starts Shining	
It's All In The Game	59	In His Eyes	22
It's All Right	57	When You Walk In The Room	83
I Want To Hold Your Hand	80	Whispering	*15
Java	92	Who Cares	85
Kansas City	35	Wives And Lovers	13
Little Boy, The	54	Wonderful Summer	42
Little Red Rooster	69	You Don't Have To Be A Baby To Cry	19
Loddy Lo	36	You Don't Own Me	*28
Long, Tall Texan	51	You'll Never Walk Alone	88
Louie, Louie	1	You're No Good	58

ALBUM PLANS

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

BLUE NOTE

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

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 billing. No expiration date.

DECCA-CORAL-BRUNSWICK

"Up Front Counts More with Decca-Coral-Brunswick:" special incentive on LP product. See local distributors for details. Expires: Jan. 31.

LIBERTY-IMPERIAL-DOUBLE L

15% discount on four new albums on the Liberty, Imperial and Double LP labels; 100% exchange privilege, with merchandise exchangeable after April 1, 1964. Payments: 1/3 payments on Jan. 10, Feb. 10, Mar. 10.

LONDON

Complete catalog available at discounts, dated billing, ad allowances, etc. Contact local distributors for full details. Expires: Mar. 31.

MERCURY

"Parade of Stars"-10% discount on all albums (except "Storyteller"). Dating is available to qualified dealers. Expires: Feb. 29.

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS

"Stage III:" 10% discount on entire catalog. Expires: Feb. 29.

PRESTIGE

15% discount on Prestige 7000 series; 10% discount on Prestige Folklore and Prestige 16000 series; Bluesville: buy-5-get-2-free. Expires: Jan. 31.

REQUEST

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

SMASH

"1964-A Smash of A Leap Year:" 12 1/2% discount on all Smash and Fontana albums.

STARDAY

"The Wonderful World of Country Music Sales Plan:" 15% discount on all regular-priced merchandise. 10% discount on Starday's economy line of seven LP's listing at \$1.98. 100% exchange privilege, dated billing and coop ads available from distributors. Described as a winter plan.

TAMLA-MOTOWN-GORDY

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

Teen Queen



HOLLYWOOD—A typewriter, \$500 in cash and a date with Jimmy Gilmer. These are the gifts awarded to "Teen Queen" Miss Diane Martin of Los Angeles after her election on a special "Queen For A Day" program broadcast last week on ABC-TV. In the above pic the Teen Queen is flanked by Dot's Jimmy Gilmer, currently riding the charts with "Daisy Petal Pickin'," and Jack Bailey emcee of the show.

Milva To Debut In U.S.

NEW YORK—Italian songstress Milva will make her American debut at Carnegie Hall on Jan. 18 and at the Academy of Music in Brooklyn on the 19th.

Milva achieved her first recognition at the 1961 San Remo Song Festival and has since gone on to score in the top three of every Italian festival. The lark records for Cetra in Italy and has 15 singles and 15 LP's on the market. She will remain in the U.S. for two weeks.

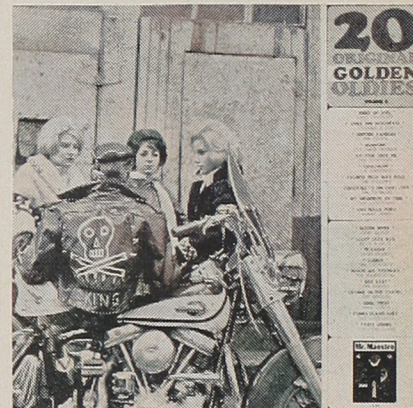
New Shirley Bassey Deck Issued By U.A.

NEW YORK—United Artists Records has issued a new single by British songstress Shirley Bassey tagged, "My Special Dream" backed with "How Can You Tell?"

The "Dream" side is an adaptation of one of the themes from Carl Foreman's flick, "The Victors."

DION DIMUCI	DRIP DROP	COLUMBIA
Tiger Music, Inc.		
BOSSA NOVA BABY		
ELVIS PRESLEY	RCA VICTOR	
Elvis Presley Music		
YOU'RE ALL I WANT		
BROOK BENTON	MERCURY	
Bennie Benjamin Music Inc.		
TWEEDLE DEE		
NINO TEMPO & APRIL STEVENS	ATLANTIC	
Progressive Music		
REACH OUT FOR ME		
LOU JOHNSON	BIGTOP	
Ross Jungnickel Inc./Blue Seas Music Inc.		
MISERY		
THE DYNAMICS	BIGTOP	
Noma Music Inc.		
I GOT A WOMAN		
FREDDIE SCOTT	COLPIX	
Progressive Music Pub. Co., Inc.		
THE MATADOR		
JOHNNY CASH	COLUMBIA	
Johnny Cash Music Inc.		
LONELY MAN		
DON & JUAN	MALA	
Hill & Range Songs, Inc.		
COULD THIS BE LOVE		
DON & JUAN	MALA	
Hill & Range Songs, Inc.		
THE ABERBACH GROUP		
1619 Broadway, New York, N. Y.		

THE LEADER IN THE OLDIES FIELD



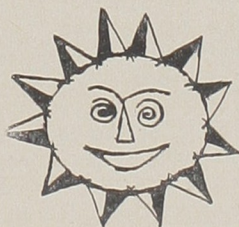
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Mercury Program: "Parade Of Stars"

(Continued from page 6)

For folk fans, Mercury offers "Rag-time Jug Stoppers" by Dave Van Ronk. Two new jazz albums are "Shirley Horn With Horn" and "Kirk in Copenhagen" by Roland Kirk. C & W is represented with "Story Songs for Country Folks" by Faron Young, and "Songs of The Cities" by Roy Drusky.

Rounding out the pop section of the release are a various artists album of "Irving Berlin Songs" and "Billy Eckstine Now Singing in 12 Great Movies."

New classical releases include: "Hovhanness Symphony No. 4 and Giannini Symphony No. 3," performed

by The Eastman Wind Ensemble; "Henryk Szeryng Plays Treasures For The Violin," with Charles Reiner, pianist; "Bach Suites For Unaccompanied Cello," Janos Starker; "Hungarian Rhapsodies by Liszt," by the London Symphony Orchestra, conducted by Antal Dorati; and "Beethoven Piano Concerto No. 4 and Piano Sonata in E Major," by Gina Bachauer with the London Symphony Orchestra.

The classical division also introduced six new albums in the "Great Music" series—all of French composers and all performed by the Detroit Symphony under the direction of Paul Paray.

Composers represented in these "Great Music by French Composers" albums are Debussy, Ravel, Bizet, Chabrier, Berlioz, and Franck.

An expansion of the already eight-album strong "Storyteller" series was announced with the addition of four albums: "Snow White and The Seven Dwarfs and Rumpelstiltskin;" "Pinocchio and Alice in Wonderland;" "Little Red Riding Hood and The Three Little Pigs;" "Treasure Island and Aladdin and the Magic Lamp."

Introduced last Sept., this is the first addition to the "Storyteller" series of low-priced children's albums.

Sales aids include a complete window and POP display kit carrying out the "Parade of Stars" theme, and diecut easel jackets.

A highlight of the meeting was the presentation of the annual awards to distributors for outstanding performance in 1963 in five categories.

Award-winning distributorships were: Seaboard, Hartford, All-Product Award; All South, New Orleans, Singles Award; Mid-America, Des Moines, LP Award; Multi-Disc, New York, Classical Award; and Dale Enterprises, Boston, Wing Award.

On hand to receive the awards for their distributorships were Marv Ginsberg and Joel Roskin of Seaboard; Henry Hildebrand of All South; Jack Mishler of Mid-America; Abe Chayet of Multi-Disc, and Herb Dale of Dale Enterprises.

UA's "Winter Wonderland"

(Continued from page 6)

clude five new Tale Spinners for Children albums.

Subsid label issues—presented at similar sessions presided over by Andy Miele, general manager for subsid labels—include "Gene Pitney's Big Sixteen" (Musicor), "The Best of Richard Hayman" (Ascot), "Jazz from the Movies," with Duke Ellington, John Lewis and others, "Dixieland and Honky Tonk Pianos" and two new "Super" albums with the original soundtrack music from four flicks.

UA execs present at the meet included Art Talmadge, Si Mael, veep and comptroller, Lloyd Leipzig, director of creative services, Joe Berger, national sales manager, Jay Jacobs, national director of sales merchandising, Jack Gold, A&R director, and Ron Nackman, production director.



... there's only one!

Mercury Executives Speak At Sales Meet



CHICAGO—During the recent Mercury Records sales meet here, the label's top executives spoke to the distributors in attendance on a wide range of subjects including new product, sales plans, etc. Pictured (left to right) in the top row are Mercury prexy Irving B. Green, Irwin H. Steinberg, executive vice-president, and Kenny Myers, veep in charge of sales. Shown (left to right) in the bottom row are Bernard Braddon, administrative director of the classical division, merchandising manager George Balos, and Morris Diamond, national promo manager.

Five Mercury distributors were honored with special awards for outstanding sales efforts during the label's recent confab. Shown (in pic at lower right) following the presentation, are (left to right), in the front row, K. S. Myers, veep; Henry Hildebrand, All South, New Orleans; Herb Dale, Dale Enterprises, Boston;



and Dick Bruce, sales manager. In the back row are Abe Chayet, Multi Disc, New York; Jack Mishler, Mid-America, Des Moines; and Marv Ginsberg, Seaboard, Hartford.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	
1.	1.	4.	*I Want To Hold Your Hand—The Beatles (Parlophone) Northern Songs
2.	2.	19.	*She Loves You—The Beatles (Parlophone) Northern Songs
3.	4.	7.	*You Were Made For Me—Freddie & The Dreamers (Columbia) Feldman
4.	3.	5.	*Glad All Over—Dave Clark Five (Columbia) Ivy
5.	5.	8.	Secret Love—Kathy Kirby (Decca) Harms-Witmark
6.	6.	6.	*I Only Want To Be With You—Dusty Springfield (Philips) Springfield
7.	7.	4.	Dominique—The Singing Nun (Philips) Flamingo
8.	9.	8.	*Don't Talk To Him—Cliff Richard (Columbia) Shadows
9.	10.	4.	Twenty Four Hours From Tulsa—Gene Pitney (United Artists) Arch
10.	8.	7.	Maria Elena—Los Indios Tabajaras (R.C.A.) Latin-American
11.	11.	4.	*Geronimo—The Shadows (Columbia) Shadows
12.	15.	2.	Swinging On A Star—Big Dee Irwin (Colpix) Chappell
13.	12.	12.	You'll Never Walk Alone—Gerry & The Pacemakers (Columbia) Chappell
14.	14.	3.	*I Wanna Be Your Man—The Rolling Stones (Decca) Northern Songs
15.	13.	8.	*I'll Keep You Satisfied—Billy J. Kramer (Parlophone) Northern Songs
16.	—	1.	Kiss Me Quick—Elvis Presley (R.C.A.) West One
17.	18.	3.	*Not Too Little Not Too Much—Chris Sandford (Decca) Marquis

Great Britain Top Ten LP's

1.	1.	With The Beatles—The Beatles (Parlophone)
2.	2.	Please Please Me—The Beatles (Parlophone)
3.	4.	West Side Story—Soundtrack (CBS)
4.	3.	How Do You Like It—Gerry & The Pacemakers (Columbia)
5.	—	On Tour With The George Mitchell Minstrels (H.M.V.)
6.	6.	Born Free—Frank Ifield (Columbia)
7.	9.	Freddie & The Dreamers—Freddie & The Dreamers (Columbia)
8.	5.	Meet The Searchers—The Searchers (Pye)
9.	—	The Shadows Greatest Hits—The Shadows (Columbia)
10.	—	Kenny Ball's Golden Hits—Kenny Ball (Pye Golden Guinea)

Great Britain Top Ten EP's

1.	1.	Twist And Shout—The Beatles (Parlophone)
2.	2.	The Beatles Hits—The Beatles (Parlophone)
3.	3.	The Beatles No. 1—The Beatles (Parlophone)
4.	4.	Love Songs—Cliff Richard (Columbia)
5.	6.	Los Shadows—The Shadows (Columbia)
6.	5.	Ain't Gonna Kiss Ya—The Searchers (Pye)
7.	—	Peter Paul & Mary—Peter Paul & Mary (Warner Bros)
8.	—	Shindig With The Shadows—The Shadows (Columbia)
9.	—	In Dreams—Roy Orbison (London)
10.	—	Wages Of Sin—Harry H. Corbett; Wilfred Bramble (Pye)

House Of Budget Hits
Billboard Breakout LP

DOMINIQUE
The Singing Nun's Song

Le Chœur des Religieuses de Montmartre

MONAURAL

CONTINENTAL RECORDS
500 Fifth Ave., NYC

"BABY WHAT YOU WANT ME TO DO"
ETTA JAMES
ARGO 5459

CHESS PRODUCING CO
2120 Michigan Ave. Chicago 16, Ill.

THE MIRACLES

"I Gotta Dance To Keep From Crying"

Tamla 54089

TAMLA RECORDS

Chartbound!!!

MAXINE DAVIS

"I FOUND A LOVE"

GUYDEN #2099

J/E
Jamie/Guyden DISTRIBUTING CO.

Starday's Winter Plan

(Continued from page 7)

ing amount of the Starday catalog is being released overseas by London Records in England, which now have no less than forty Starday albums issued or in production. In addition Starday gets 100 sides released per year in Germany, six albums per year in Australia, twelve in Japan, and varying amounts in other countries.

Starday's overseas publishing setup in affiliation with Hill and Range licensed 680 recordings of songs from the Starday Music catalog in countries outside the U.S. and Canada during 1964. A 25% increase is predicted for 1964.

The new Starday product includes: "The Wonderful World of Country Music," 16 songs by various artists (a \$1.98 list); "Cowboy Copas & His Friends," "Code of the Mountains," Bill Clifton with 5-string banjo; "Mister Piano Man," Moon Mullican; "The Ten Talented Fingers of Guitar Star Jackie Phelps; "Slipping Around," 14 honky-tonk songs by various artists; "Precious Moments" by The Blue Sky Boys; "Songs That Made Him Famous," Clyde Moody; "Lost Love & Lonely Nights," various artists; "Country Music Convention Album," celebrating the 38th anniversary of the Grand Ole Opry; "Big 'D' Jamboree"; and "Country Philosophy & Cracker Barrel Humor" by the Arthur "Guitar Boogie" Smith.

Dept. Of Commerce Lists 1964 Int'l Trade Fairs

WASHINGTON—Businessmen interested in selling their products overseas can choose from more than 400 international trade fairs in 49 countries in 1964, the U. S. Department of Commerce has reported.

A 12-page special report published in the current issue of "International Commerce" lists the dates, locations and specialty classifications of the various fairs. These range from audio equipment to toys and from antiques to plastics. Also listed chronologically are more than 115 fairs to be held in the United States.

While most of the international trade fairs last only a week, several will run for as long as a month. A few, such as the New York World's Fair, scheduled to open April 22, will run throughout the summer months of 1964 and 1965.

The Department's Bureau of International Commerce will stage exhibitions of U. S.-made products in a number of these international fairs.

"International Commerce" is available from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D.C. or any of the Department of Commerce Field Offices, at 35 cents a copy (annual subscription, \$16.)

Further information regarding these fairs may be obtained from the Bureau of International Commerce, U. S. Department of Commerce, Washington, D.C. 20230.

FCC OK's Sale Of WWRL To Sanderling

NEW YORK—The FCC last week formalized what is reportedly the highest sales price for a Negro-based radio station, approving the transfer of New York's WWRL from Long Island Broadcasting to WOPA Inc. for \$1,825,000.

WOPA Inc. is part of the Sanderling station chain which also includes Negro outlets WDIA-Memphis, KDIA-Oakland as well as KFOX-Long Beach. WOPA is the broadcasting operation in Oak Park, Ill. Egmont Sanderling is president of the group.

Campbell-Connelly Elects 2 To Board, New Post For Seymour

LONDON—The Campbell-Connelly group of music operations has elected two firm members to its board and has made an appointment.

Moves, made following the death of Reg Connelly last Sept., include: new board members: Roy Berry, who also continues as general manager; and Miss L. Young, for many years personal secretary to Connelly. In addition, George Seymour has been named director of Cinephonic Music and Harrison Music.

Epic Reports Click For 2-LP Lanin Set

NEW YORK—The Holiday party season brought an immediate sales response to a 2-LP "Lester Lanin Dance Album," Epic Records reported last week. The label said that successful sales stemmed from purchases of the package as an Xmas gift item and as a highlight of Holiday Season parties. The set is a round-up of 18 different dance steps on 28 separate bands and also includes an illustrated descriptive booklet by dance expert Edwin J. Sims. The album, Epic also noted, looks like the maestro's strongest LP seller since his "Twistin' in High Society."

Mabel Mercer: 50th Show Biz Anny

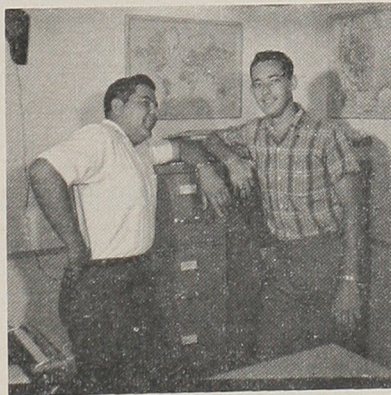
NEW YORK—Mabel Mercer, the sophisticated niter songstress, celebrates her 50th year in show business this Tues. (7).

The performer, now appearing at New York's Downstairs at the Upstairs for her ninth straight month, started on the trail to present status 50 years ago in England, joining a vaudeville act of her family's in the North of England.

After learning her art in vaudeville and on the stage, she left for Paris, where she became a prime favorite with the cognoscenti at Bricktop's famous club, for ten years. In 1938, the artist left for the United States.

She has had a number of album releases on the Atlantic label.

Discussing Tuckahoe Tunes



MADISON, TENN.—Alex Zanetis (left), composer of "As Usual," "Guilty," "I'm Gonna Change Everything" and "Snap Your Fingers," is pictured with Ray Baker, general manager of Tuckahoe Music and its affiliated pubberies, at a new tune confab.

ROSA Skeds N.Y. Meet

PHILADELPHIA—The next meet of ROSA, the one-stop association, takes place in New York this weekend (11, 12) at the Americana Hotel. It'll be a closed gathering for ROSA members and other one-stops.

Smash's Leap Year

(Continued from page 6)

production agreement with James Brown.

Fach also declared that the New Year would see the Fontana label develop into the top label in the foreign film track field. Label, Fach also said, plans an expansion of its country music line, Cumberland Records.

New Smash product includes: debut albums by Jerry Lee Lewis ("Jerry Lee Lewis' Golden Hits") and The Caravelles ("You Don't Have to Be a Baby to Cry"); "Pickin' & Singin'" by Mother Maybelle Carter; tenor saxist Billy Mitchell's "A Little Juicey"; Mudcat Thomas' "Backwood Blues"; "Dixieland/Folk Style" by Bill Justis.

Fontana is offering "Black Orpheus" and "Alike, My Love," with a score by Manos ("Never On Sunday") Hadjidakis. Other Fontana albums include: "Melodies of Japan," Johnny Gregory; "Doin' the Hi-Life," popular dance rhythms recorded in Africa by six natives orchestras; "Tamoure" by Carlos Rubio.

Merchandising support includes easel-backed LP covers, album cover-books and a special point-of-sale display pennant, provided free-of-charge.

Doug Moody also introduced new singles product, including The Angels' new deck, "Wow-Wow-Wow." Fach then announced awards to Smash distributors for outstanding achievement in three categories: Hutch Carlock of Music City in Nashville for "Best Over-All Smash Distributor"; Ray Hildebrand of All South in New Orleans for "Best Singles Distributor"; and Sam Klayman of Supreme in Cincinnati for "Best LP Distributor."

A special award was presented to The Angels by Moody for "Achieving a National Number One Hit in 1963" ("My Boyfriend's Back").

Fach also announced that three scooters would be given away Feb. 29, when the current program expires, to the three distributors who do "the greatest job with the Smash Leap Year release."

Other Smash execs on hand at the meet, which also included a Sat. night cocktail party and dinner and show, included Alan Mink, national promo manager; Eva Dolin, publicity director and regional managers Lou Dennis, Joe Delmedico and Elliot Greenberg, newly-appointed mid-western regional man.



HOT! HOTTER!

PETE SEEGER-LIVE HOOTENANNY-AB1006
Cashbox-Folk Pop Best Bet Dec. 21, 1963
Billboard 4 Star - Dec. 7, 1963

aravel
46-23 Crane Street, L. I. C., N. Y., EX 2-6442



BACK ON THE CHARTSVILLE ROAD
with a New smash by

("Hey Baby")

Bruce Channel

"GOING BACK TO LOUISIANA"

Le Cam 122

MAJOR BILL SMITH P.O. Box 11152 Ft. Worth, Texas

Colpix Declares Div.

NEW YORK—The Board of Directors of Columbia Pictures Corp., parent company of the Colpix label and various music operations, has declared the regular quarterly dividend of \$1.06¼ per share on the \$4.25 cumulative preferred stock payable Feb. 17, 1964 to stockholders of record on Feb. 3.

WB To Cut "Rugantino"

BURBANK—Mike Maitland, president of Warner Bros. Records, has announced that the label has acquired the wax rights to "Rugantino," the Italian musical premiering on Broadway Feb. 8.

The diskery will issue the original cast album prior to the show's opening and will include the theater souvenir booklet with each LP. Extensive promotional and merchandising plans are being readied by the diskery.

BIG GOSPEL ALBUM!

Nashboro 7016

"THE CONSOLERS"

Including their great rendition of
"WAITING FOR MY CHILD"

HOT NEW RELEASE!

**BROTHER JOE MAY'S
NEW GOSPEL ALBUM**

Nashboro 7017

STRONG BLUES SINGLES!

**BLUES AT NIGHT b/w
DON'T MISTREAT ME BABY
LIGHTNIN' SLIM**

Exello 2240

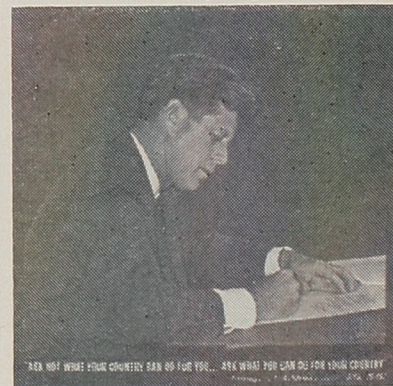
**I'M GOING IN THE VALLEY
SILAS HOGAN**

Exello 2241

NASHBORO RECORDS

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

House Of Budget Hits
Billboard Spotlight LP



CONTINENTAL RECORDS
500 Fifth Ave., NYC

Dale & Grace Snare Gold Disks



NEW YORK—Dale and Grace, who jumped from obscurity to national popularity with their chart-topping Jamie-Guyden-distributed Montel deck of "I'm Leaving It Up To You," are pictured above proudly displaying gold records which they received for the hit. Standing at the right are the Montel brothers, Sam and George, on whose label the duo record.

Fox Pubbery Gets MJQ Music Catalog

NEW YORK—The Sam Fox Publishing Co. has announced its appointment as sole pubbery rep for the catalog of MJQ Music, Inc.

The jazz and jazz-oriented catalog includes the compositions of Alec Wilder, Gunther Schuller, Andre Hodeir, Werner Heider, Lalo Schifin and many others including the American composers John Lewis, Milt Jackson, Jimmy Giuffre, J. J. Johnson and more.

House Of Budget Hits
Billboard Spotlight LP



CONTINENTAL RECORDS
500 Fifth Ave., NYC

Coming Up Fast!!!
"Let Me Give You
MONEY"

The Pipes
#388

DOOTO
REG. U.S. PAT. OFF.

GOING,
GOING
GONE

Brook Benton
#72230

Mercury
RECORDS

Contact Bows 1st LP: Ellington's "My People"

NEW YORK—Contact Records, recently formed here, has released its first LP—the original-cast version of Duke Ellington's "My People."

The opus was presented last summer during the "Negro Centennial" celebration at Chicago's McCormick Place. Performers who performed the work—Joya Sherrill, Jimmy McPhail and Lil Greenwood along with Billy Strayhorn's Orch.—are also on hand on the LP, which features the original music composed by Ellington.

The diskery is lining up its distrib network, the first distrib being Jet Dist. in New York.

Deejays and radio stations can get a promo copy of two songs from the show, write to Contact at 1841 Broadway (Room 1205).

Jensen Names Veep & Controller

CHICAGO—James E. Lee has been appointed veep and controller of Jensen Industries, the phono needle manufacturer, according to Karl W. Jensen, president.

Lew was formerly a senior on the audit staff of Arthur Anderson & Co. and has also been with the Ford Motor Co. steel division in Detroit. He is a certified public accountant.

Newman Cops L.A. Commission



NEW YORK—Jimmy Newman, who is currently clicking in the country dept. with "D. J. For A Day" on Decca, recently received a commission as honorary Louisiana State Policeman from Col. Tom Burbank for his untiring efforts to promote Louisiana and Bayou folk music. Standing (left to right) in the above pic are Jimmy Key, the chanter's manager, Newman and Bill Carrol, Decca's Louisiana rep.

AF-Col.-Dukes Suit Goes To Trial Soon

NEW YORK—A suit brought by Audio Fidelity Records against Columbia Records and the Dukes of Dixieland is set to go to trial here on or about Jan. 27 in the Supreme Court, New York County.

In its action, AF charges that an LP cut by The Dukes for Columbia contained five compositions they had previously cut for AF during their stay at the label. AF contends that under its pact with the group those songs could not be recorded until a lapse of five years. AF says this restriction was violated by the release of the album, "The Dukes at Disneyland," in 1962. The Dukes left AF in 1960 and signed with Columbia the following year.

Earlier, AF lost an attempt to receive a temporary injunction on the sale and distribution of the album. Upon re-argument, a temporary injunction was denied once more, but the Judge called for an early trial. Justice Owen McGivern signed the order for the trial.

The AF suit seeks money damages and punitive damage against The Dukes for "willfully" recording the numbers in question.

Form Indie Production, Label Outfits In N.Y.

NEW YORK—Ridema Productions, an indie disk production company, and Pelham Records have been formed here by Howie Marlin, Lenny Dell, Arnie Ritt, Louis DeFazio and Sol Solomon. Product from the firms, based at 527 Madison Ave., is due within the next few weeks. Ritt was formerly affiliated with Ritco Records and Marlin and Dell are associated with The Dimensions, the Coral vocal group.

Correction

NEW YORK—A singles review in last week's issue carries incorrect publisher info, as noted on label copy. The disk is "California Sun" by The Rivas on the Riviera label. Correct publisher of the tune is Tyrol Music and Peanuts Music, a subsid of Lloyd & Logan. Writer is Henry Glover.

Correction

NEW YORK—Last week's Pick of the Week review of Capitol's new singles by The Beatles contained incorrect publisher info on one of the sides. Gil Music (BMI) is the right publisher for "I Saw Her Standing There," and not Walter Hofer, as the label indicated. Hofer represents Dick James Music in the U.S., British publisher of the tune.

Mercury Inks Geld-Udell To Indie Producing Deal

CHICAGO—Mercury Records' topper Irving B. Green last week announced the signing of the indie production firm of Geld-Udell as a producer for the Mercury group. Deal is to run for five years, with an undisclosed number of sides. Volume, however, is understood to be "substantial."

Geld-Udell has a number of successful sides to its credit, including dates by Brian Hyland, who has moved over to the Philips label from ABC-Paramount (see separate story), Ray Peterson and Curtis Lee. In addition, it has produced sides for ABC-Par, Brunswick and MGM.

Geld-Udell principals Peter Udell and Gary Geld teamed up in 1960. Successful songwriters as well as producers, they have written tunes for Jackie Wilson, Joni James, Linda Hopkins and Hyland. Currently they're writing material for Connie Francis' new movie, "Looking for Love."

Sam Gordon, exec of the firm,

New Jazz Label: Realm

NEW YORK—A new jazz label—Realm Records—has been formed here by Jackson Leichter. Leichter is head of another diskery, Sir Records, but the companies are not otherwise affiliated. Set for mid-Jan. release are two LP's, "Jazz for Bach Buffs" by the Baroque Jazz Ensemble, and "Lullabies in Jazz" by keyboard soloist Dave McKenna.

In most markets, Realm will be handled by Sir distrib. Sir itself has just named the following distrib: Music Suppliers, Inc. in Boston; M. S. Dist. in Chicago; Walter Slagle in Denver; Robert Records in St. Louis and Bold Dist. in Hialeah, Fla.

Amy Rushes "Midnight" LP

NEW YORK—Amy Records is rushing Joey Powers into its LP catalog with a release named after his current singles smash, "Midnight Mary." Meanwhile, the single is still going strong, according to Larry Uttal, label topper. He said that Dec. 27 was the biggest day the firm has had yet in "Midnight" orders: 30,000 singles were shipped.

Mitchell Trio Member Weds

NEW YORK—Singer Mike Kobluk, one third of the folk singing group the Chad Mitchell Trio, wed Claire Foran in her native Corpus Christi on Monday, Dec. 30. It was the first marriage for both. Kobluk, who was born and raised in Trail, British Columbia, is the solo voice on the Trio's current Mercury record hit, "The Marvelous Toy."

Zucker Expands H'wood Promo Office

HOLLYWOOD—Irwin Zucker, now in his 15th year of disk promotion, has expanded his offices in Hollywood with a move to larger quarters at 6515 Sunset Blvd. The firm has added Elsie Dobbs to its staff. She was formerly publicity director of the Southern California Cancer Center. Skip Ferderber is also an account exec for the firm.

MJQ Marks 12th Anny

NEW YORK—The Modern Jazz Quartet, John Lewis, Milt Jackson, Percy Heath and Connie Kay, recently celebrated its twelfth year with a successful concert at Philharmonic Hall.

The quartet will begin '64 with a series of concerts in the East and on the West Coast. The group will also have a new album on Atlantic released this month.

Familiar Event



NEW YORK — Vincentico Valdes (right), famed Latin wax artist, is shown in the above shot with arranger Joe Cain going over material for a forthcoming album. This is the 14th LP that the pair have worked on together.

Int'l Disk Club To Hear Bobby Weiss On World-Wide Counterfeiting

NEW YORK—Bobby Weiss, formerly the international music man for Warner Bros. Records, will speak on "International Pirating and Bootlegging of Records," at this week's luncheon of the International Record & Music Men's Club. Date is Thurs. (9), time is 12 p.m., place is the Village Room of the Hotel Taft. Weiss is presently president of International Music Liaison, which provides international supervision of promo and distribution of disk catalogs.

5 LP's In Jan. DGG Release

NEW YORK—Deutsche Grammophon, distributed in this country by MGM, has announced that its Jan. release of albums is headed by the complete opera, Beethoven's "Fidelio," sung in German by a cast that includes Leonie Rysanek, Irmgard Siegfried, Dietrich Fischer-Dieskau, Ernst Haefliger, Gottlieb Frick, the Bavarian State Chorus and Orch. conducted by Ferenc Fricsay.

Other packages in the release are the "Metamorphosen" by R. Strauss & the "Symphonic Metamorphoses On A Theme Of Weber" by Hindemith with the Berlin Philharmonic conducted by Wilhelm Furtwangler, Schumann's "Symphony No. 1 and No. 4" with the Berlin Philharmonic conducted by Rafael Kubelik, Mahler's "Das Lied Von Der Erde" with Nan Merriman, Ernst Haefliger, the Concertgebouw conducted by Eugen Jochum, and Wagner's "Siegfried Idyll," "Lohengrin Overture to Act I," "Die Meistersinger Von Nurnberg Overture," and the "Tristan Und Isolde Prelude to Act I" with the Berlin Philharmonic conducted by Rafael Kubelik.

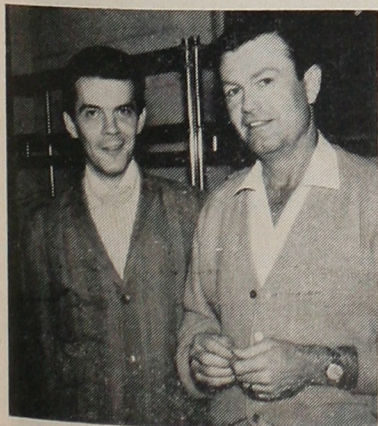
Gene Engle Dies

LOUISVILLE—Gene Engle, keyboard artist for Pee Wee King over a 10 year span (1949-59), died of a heart attack here recently at the age of 56. He was driving a car when he had the coronary. His wife was in the car at the time and was slightly injured in the crash that followed.

Correction

NEW YORK—The Dec. 28th issue of *Cash Box* mistakenly reported the title of the new Kingston Trio LP as "Sing Along With The Kingston Trio" on the LP chart. The correct tag for the new Capitol package is "Sing A Song With The Kingston Trio."

Backstage Visit



AUSTIN, TEXAS—A mutual admiration society seems to be in the making as Darrell Royal (right), coach of the top-rated Texas Longhorns, visits backstage with Justin Tubb during a recent show featuring Tubb, Webb Pierce and Hank Snow. Royal is an avid country music fan, while Justin is a former student at the University of Texas.

Regina To Issue JFK Memorial Album

NEW YORK—Another disk tribute to the late President John F. Kennedy has been released by the Regina label titled, "A Profile Of Courage," which features several of the President's outstanding speeches, including his inaugural address and address to the UN on the Cuban crisis.

Label topper Jack LaForge announced that 25% of the LP's gross receipts will be donated to Mrs. Jacqueline Kennedy's favorite charities.

Columbia, Epic Name James, Lishinsky To New Info Services Posts

NEW YORK—The Columbia and Epic labels have made two promotions in their information services department.

As announced last week by John Kurland, director of public relations and information services at Columbia and Epic, Billy James has been appointed Columbia and Epic's manager of west coast information services, while Judy Lishinsky has moved up to administrator of information services at Epic. Miss Lishinsky takes over the post previously handled by James.

Both will be responsible to Kurland for local and national press contact involving the activities of Columbia and Epic artists.

James joined Columbia as a copywriter in May, 1961. He was transferred to the literary services dept., where he wrote album liner notes as well as copy for Columbia and Epic ads. In Aug., 1962 he was promoted to manager of information services for Epic. Prior to joining the Columbia organization, he had four years' experience in copywriting and publicity and three years' in theater and TV.

Miss Lishinsky joined Columbia promo dept. in Sept., 1962 after three years in the publicity dept. of RCA Victor Records. Before her Victor association, she was on the editorial staff of Seventeen and Coronet mags.

H&A Selmer Shows 30% Sales Increase In '63

ELKHART, IND.—H. & A. Selmer, Inc., the instrument manufacturer, wound up 1963 with a 30% increase in sales over 1962, Jack Feddersen, Selmer president, has reported.

The exec, speaking at the firm's recent annual sales meet in Elkhart, home of the firm, said that a sales target for 1964 called for "substantially higher sales."

A re-alignment of district managers' territories into 17 divisions instead of 15 was also announced.

Journey's End



NEW YORK—The S. S. Amsterdam dropped a couple of Ankas in New York harbor, as Paul Anka and his wife, the former Ance De Zogheb, arrive back home. The Victor songster recently completed his fifth international tour, which included appearances in five cities in Poland at the express invitation of the Polish government.

Decca Unveils 3 New Phonos

NEW YORK—Decca Records has announced the addition of three new phonographs to its line which now includes twelve portables, three consoles, a consolette, a component system and a demonstrator model.

The three new models are the Conway I, a mono portable, the Norfolk I, a consolette, and the Summit I, a high fidelity component system. The models have suggested list prices of \$39.95, \$79.95 and \$99.95 respectively. All three are available immediately to dealers.

NARAS-UCLA Jan. Course Open To Public

LOS ANGELES—American jazz and folk music as the sources of recording material will be reviewed by four noted artists in the Jan. 9 Recording Arts course at UCLA. The authorities are Benny Carter, Lou Gottlieb of the Limelitters, Stan Kenton and Salli Terri.

The program is the fourth and last of a special series within the course that has been designated as open to the public for a minimum admission fee. The full course, presented by the National Academy of Recording Arts and Sciences and University Extension at UCLA, will feature two additional lectures for class enrollees only, before the end of the semester.

M.O.C. Pacts Murry Kellum

MEMPHIS—Joe Cuoghi, president of M.O.C. and Hi Records, has announced the signing of Murry Kellum to the MOC label.

Kellum's "Long Tall Texan" single, released in May of last year, began a slow chart-climb, hit its maximum in Nov. and leveled off in Dec. The 21 year-old singer-guitarist is from Jackson, Miss.

Cuoghi also announced that future releases under the Hi banner will be made on the first of each month. The Jan. release highlights "Comin' On" and "Soft Winds" by the Bill Black Combo and "Day Dreamin'" and "Angel In My Dreams" by Norm West.

Atlantic Gets Master Out Of Detroit

NEW YORK—Atlantic Records has acquired the national distrib rights to a reportedly hot master out of Detroit. Side is "Gotta Find A Way" by Teresa Lindsey on the Correctone label.

Epic Pacts Freewheelers



NEW YORK—Epic has signed the Freewheelers, a new folk group currently appearing in Boston, Mass. The label plans to release the group's first album in the near future. Standing (left to right) in the above pic are Mike Maticunas, Gary Cogley, Wally Salaman and Jack McCarthy.

Colpix Inks Guy Mitchell



NEW YORK—Guy Mitchell, the vet songster, has signed an exclusive disk pact with Colpix Records, according to Don Kirshner, music man of Columbia Pictures, the parent company.

Mitchell's long stay at Columbia Records produced such top hits as "My Heart Cries For You," his first disk triumph, "Sparrow on the Tree-top," "The Roving Kind," "My Truly, Truly Fair," "Pittsburgh, Pennsylvania" and many others. His total disk sales at the label are a reported 15 million copies. After leaving Columbia, he cut some sides for the Joy label.

At Colpix, he'll cut both singles and LP's, with a singles effort to come first in the near future.

In the pic, Mitchell (center) is flanked by Howard Greenfield (left) and Jack Keller (right), producers of his first singles release for the diskery.

House Of Budget Hits Billboard Breakout LP



CONTINENTAL RECORDS
500 Fifth Ave., NYC



HOT! HOTTER!

HOOTENANNY-AB1003
Cashbox-Folk Pop Best Bet-Nov. 23, 1963
Billboard-4 Star - Nov. 30, 1963

aravel
46-23 Crane Street, L. I. C., N. Y., EX 2-6442

A RED HOT HIT



HICKORY 1226

HELP WANTED — SALESMAN

Excellent opportunity for hard driving, ambitious salesman now calling on department store buyers, variety stores, discount houses, chains, etc. Double your present income representing nationally known record manufacturer on commission basis. Exclusive protected territory if selected, North Jersey, New York City, New York State, New England, Ohio and Michigan open. Interested only in men now earning \$15,000 and up. Unlimited opportunity for right man. State all qualifications in first letter, write for appointment to box 603, CASH BOX, 1780 Broadway, NYC.

RAY FOSTER'S

"PLEDGING MY LOVE"

IS BREAKING OUT!

PJ RECORDS #1370

451 W. 47th St., NYC, JU 2-6557

THE STARS SHINE ON



JANE MORGAN
"BLESS 'EM ALL"
(CP 713)

A DIVISION OF COLUMBIA PICTURES CORPORATION

It's a Hit!
The Tams

What Kind Of Fool
(Do You Think I Am)

b/w
Laugh It Off

ABC-10502



RISE UP THE CHARTS FAST!

"HOOKA TOOKA"

P-890

CHUBBY CHECKER

THE BIG ONES ARE ON CAMEO/PARKWAY

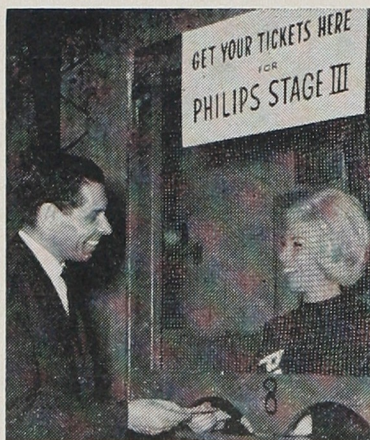
Timmy Shaw

"GONNA SEND YOU BACK TO GEORGIA"

Wand 146

WAND RECORDS

Philips' Sales Confab



CHICAGO—Lou Simon, national sales manager for Philips Records, was an early check-in (top pic) at the box office where distributors got tickets to "Philips Stage III-Jan. Program." The label's national sales meeting, held Dec. 30 at Pheasant Run Lodge, St. Charles, Ill., had a theater motif throughout. (See other story this issue.) The box office chores and usherette duties throughout the meeting were handled by Shirley Lynn. In the middle shot Marvin Ginsburg (right) of Seaboard Distributors, East Hartford is pictured receiving the "Philip" statuette—a "Meritorious Award For All-Product Sales Performance" from Lou Simon. In the bottom photo Frank Holland (right) of Boston's Mutual Distributors receives his "Philip" from Simon.

Orion Changes Name To Metronome, New N.Y. Office Head

NEW YORK — Orion Development Corp., representing the Scandinavian label Metronome has changed its name to the parent firm. The New York offices of Metronome Records—still located at 117 West 48th St.—is now headed by Mrs. Brigitta Peschko.

House Of Budget Hits
Merit Award Album



CONTINENTAL RECORDS
500 Fifth Ave., NYC



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.

"PAIN IN MY HEART"

OTIS REDDING Volt 112

"A FOOL NEVER LEARNS"

ANDY WILLIAMS Columbia 42950

"TALKING ABOUT MY BABY"

IMPRESSIONS ABC-Paramount 10511

TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME"

SHIRELLES Scepter

"IF SOMEBODY TOLD ME"

ANNA KING Smash 1858

"HIS KISS"

BETTY HARRIS Jubilee 5465

"I WANT TO HOLD YOUR HAND"

BEATLES Capitol 5112

Sewing-Up "Buttons" Session



NEW YORK—Aaron Schroeder's music and indie disk production companies went quickly to work following his pubbery's acquisition of the score to the acclaimed French flick, "The War of the Buttons."

After listening to the music—now in the A. Schroeder Music catalog, Schroeder and Wally Gold found the most "plausible" music to extract and gave it over to staff writers Mel Mandel and Norm Sachs, who came-up with a lyric called "Pop Go the Buttons."

Next into the act came Schroeder's "Past, Present and Future Productions," whose David Mook secured the services of the youngsters from Broadway's "Oliver" for a disk session, arranged by Stan Applebaum. Child actors are featured in the flick. The Schroeder-Mook-Gold production is due for release shortly on a label yet to be announced. A soundtrack LP is also in the works.

According to Schroeder, this "complete musical packaging" is the first in a series of film, TV and Broadway musical projects to be handled by A. Schroeder Music in '64.

In the pic, the "Oliver!" chorus rehearses under Schroeder's direction. Co-producer of the flick, Yves Robert (the other producer is Daniele Delorme), looks on. Scene is the music room of Schroeder's new penthouse set-up at 25 W. 56th St.



COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1		26	
BEGGING TO YOU	1	SOMEBODY TOLD SOMEBODY	21
Marty Robbins (Columbia 42831)		Rose Maddox (Capitol 5038)	
2		27	
BEFORE I'M OVER YOU	3	THAT'S WHY I SING IN A HONKYTONK	35
Loretta Lynn (Decca 31541)		Warren Smith (Liberty 55615)	
3		28	
NINETY MILES AN HOUR	2	I DON'T LOVE NOBODY	31
Hank Snow (RCA Victor 8239)		Leon McAuliffe (Capitol 5066)	
4		29	
B.J. THE D.J.	7	AS CLOSE AS WE'LL EVER BE	23
Stonewall Jackson (Columbia 42889)		Gary Buck (Petal 1310)	
5		30	
LOVE'S GONNA LIVE HERE	4	SAGINAW, MICHIGAN	42
Buck Owens (Capitol 5025)		Lefty Frizzell (Columbia 42924)	
6		31	
JEALOUS HEARTED ME	8	MOUNTAIN OF LOVE	25
Eddy Arnold (RCA Victor 8253)		David Houston (Epic 9625)	
7		32	
D.J. FOR A DAY	10	ANOTHER BRIDGE TO BURN	39
Jimmy Newman (Decca 31553)		"Little" Jimmy Dickens (Columbia 42845)	
8		33	
TOO LATE TO TRY AGAIN	9	IF THE DOOR COULD TALK BACK	26
Carl & Pearl Butler (Columbia 42892)		Webb Pierce (Decca 31544)	
9		34	
HELPLESS	5	FIVE LITTLE FINGERS	44
Joe Carson (Liberty 55614)		Bill Anderson (Decca 31577)	
10		35	
TRIANGLE	12	8 x 10	30
Carl Smith (Columbia 42858)		Bill Anderson (Decca 31522)	
11		36	
WHO'S BEEN CHEATIN' WHO	6	500 MILES AWAY FROM HOME	32
Johnny & Jonie Masby (Columbia 42841)		Bobby Bare (RCA Victor 8238)	
12		37	
OLD RECORDS	14	THROUGH THE EYES OF FOOL	47
Margie Singleton (Mercury 72213)		Roy Clark (Capitol 5099)	
13		38	
THE MATADOR	11	THE ALMIGHTY DOLLAR	34
Johnny Cash (Columbia 42880)		Freddie Hart (Monument 45826)	
14		39	
LAST DAY IN THE MINES	15	TADPOLE	46
Dave Dudley (Mercury 72212)		Tillman Franks (Starday 651)	
15		40	
TROUBLE IN MY ARMS	17	WIDOW MAKER	—
Johnny & Jonie Masby (Columbia 42841)		Jimmy Martin (Decca 31388)	
16		Kirk Hansford (Columbia 42935)	
YOU'LL DRIVE ME BACK (INTO HER ARMS)	20	41	
Faron Young (Mercury 72212)		MAPLE ON THE HILL	43
17		Joe & Rose Lee Memphis (Capitol 5077)	
WHAT'S IN OUR HEART	16	42	
George Jones & Melba Montgomery (United Artists 635)		BIG CITY GIRLS	—
18		Carl Belew (RCA Victor 8270)	
THERE'S MORE PRETTY GIRLS THAN ONE	22	43	
George Hamilton (RCA Victor 8250)		THANKS A LOT	36
19		Ernest Tubbs (Decca 31526)	
HEART BE CAREFUL	13	44	
Billy Walker (Columbia 42794)		LET'S GO ALL THE WAY	—
20		Norma Jean (RCA Victor 8261)	
GOING THROUGH THE MOTIONS	29	45	
Sonny James (Capitol 5087)		THE MORNING PAPER	49
21		Billy Walker (Columbia 42891)	
THE GREATEST ONE OF ALL	18	46	
Melba Montgomery (United Artists 652)		RESTLESS RIVER	37
22		Earl Scott (Mercury 72190)	
PEEL ME A NANNER	24	47	
Roy Drusky (Mercury 72204)		BAD, BAD, TUESDAY	—
23		Tom Tall (Petal 1210)	
HOWDY, NEIGHBOR HOWDY	28	48	
Porter Wagoner (RCA Victor 8257)		MR. FOOL	—
24		George Jones (Mercury 72200)	
ANOTHER CHANCE TO FALL IN LOVE	27	49	
Kitty Wells & Roy Drusky (Decca 3123)		I ALMOST FORGOT YOU TODAY	38
25		Carl Smith (Columbia 42858)	
WOODEN SOLDIER	19	50	
Hank Locklin (RCA Victor 8248)		SWEET SNOW DEAR	40
		Johnny Wright (Decca 31537)	



COUNTRY ROUND UP

Music City talent agency topper Bob Neal sends along word that his firm has inked Claude King to an exclusive booking pact. King joins the increasingly impressive roster of artists booked by the Neal office, including George Jones, Sonny James, Charlie Louvin, etc. King was recently in Nashville for Columbia sessions with Don Law and Frank Jones with a

Ranch in southern Texas for two weeks of hunting. Latest reports from the hunting grounds—four bucks, two javalina hogs, six wild turkeys and needless to say, a good time by all.

Ken Nelson, Capitol A&R exec, is setting aside all royalties from the new album "Country Music Hoote-



GEORGE JONES



HANK SNOW



ROY DRUSKY

new release scheduled for Jan. The talented artist-writer makes Shreveport, La. his home base.

Jim Rane, with Texas talent Enterprises of Dallas, announces that the Beavers will open in Las Vegas at the "Desert Inn"—Jan. 7 thru 12. Immediately following, the Beavers, Rick, Robbin and Judy will open for a month's stay at the Mates in Reno.

Lester Flatt and Earl Scruggs have Nashville's highest rated Saturday TV program, according to the latest Nielson survey. This survey covers local as well as network programming. Their audience rating shows almost as many viewers as the other two stations combined.

George Jones has a busy schedule inked for the next few weeks. After south-west appearances the past two weeks, Jones will fly to Nashville for recording conferences this week, play dates in Chicago and Cleveland and then return to Nashville for some wax dates under the A&R direction of Pappy Daily and Tommy Jackson.

December was a big month for WEXL-Detroit. On Dec. 12th the station celebrated its first anniversary with its country music format. On Dec. 7th WEXL celebrated local artist day at the station's remotes. Such local performers as Curly Dan and Wilma Ann Werf were present. The station has increased its new staff adding Jim Mitchell from WFUL-Fulton, Kentucky and Bill Mann from WNBH-New Bedford, Mass.

CKOY-Ottawa has recently hit the air waves with a power of 50,000 watts. The outlet's Ted J. Daigle sez they would like to receive "voice tracts" from artists with their messages and also "tracts" introducing their records, weather, time, etc. Records and material on country artists are also appreciated.

Jimmy Key, director of Newkeys Music, advises that the firm has launched a new label in Rice Records. They plan a number of sessions in the near future, the first one being David Price, who is a deejay on WMCP-Columbia, Tennessee. In the past, David has had success with such releases as "Save A Little Corner," "Good Morning, Self" and "You Make It Easy." Additional artists will be announced in the near future for Rice. . . . Dates for Key Talent artists Dave Dudley find him at the Big D Jamboree in Dallas on Dec. 8, Oklahoma City on New Year's Eve and Fort Worth on Jan. 3 and 4. . . . Buddy Meredith and band will spend the holidays in Cheyenne, Wyoming where they close on Jan. 4. Buddy heads for Nashville for a recording session at that time.

Columbia's Ray Price, vacationing the month of Dec., winged with his lovely wife Lynda to the famous King

nanny" for the family of the late Herb Henson. The album features all of Capitol's top country and western artists, and was recorded during a show celebrating Cousin Henson's tenth anniversary of his "Trading Post" TV show in Bakersfield.

Joe Carson and his western swing band are doing much to promote country music in Wichita Falls, Texas area. They are "at home" at the Cavalier Club (a new private club) when not on the road. Business at the club is so brisk, they are expanding the size by adding a dining room and kitchen. Carson and the boys were recent hosts to vet country chanter Mac Curtis.

Starday topper Don Pierce reports the label's newly-launched Country Music Record Club of America is already receiving strong support. The program was started Oct. 1 after Pierce made the decision to organize the c&w record club as the result of a conversation with Roy Acuff. Roy stated how hard it was to find favorite country music record albums. The club, specializing in country and sacred music, is the first to concentrate solely on these two areas. Minnie Pearl is honorary president for the club's first term. Pierce is already well into an extensive ad campaign on radio and in various publications.

Sonny James prepping for a new single release did well at his new Capitol LP, along with numerous bookings for January and February. The chanter is also planning a number of TV and fair appearances for later in '64.

A Jim Denny Artist Bureau package consisting of Hank Snow and the Rainbow Ranch Boys, Grandpa Jones, Jean Shepard, Carl Perkins, the Willis Brothers and Delores Smiley recently played three key dates in the Sunshine State. . . . Another package from the Nashville talent stable which included Carl Smith, Carl and Pearl Butler, the Browns and Red Sovine and his Tennessee Valley Boys played Burlington and Davenport on Dec. 28 and 29.

BIG COUNTRY HIT





COUNTRY D.J. REGIONAL RECORD REPORTS

VERLYN DEATON
WIMO
Winder, Georgia

1. The Stand In (Bill Goodwin)
2. I Closed My Eyes And Saw The Light (Del Reeves)
3. Love's Gonna Live Here (Buck Owens)
4. Surely (Warner Mack)
5. I Wish I Was A Single Girl Again (Jan Howard)
6. Valley Of Love (Cain Grant)
7. I Almost Forgot Her Today (Carl Smith)
8. Lonesome Side Of Lonely Street (Gene Woods)
9. Bad, Bad Tuesday (Tom Tall)
10. Going Through The Motions (Sonny James)

HAPPY DAY
KNEZ
Lompic, California

1. Trouble In My Arms (Johnny & Jonie Mosby)
2. You'll Drive Me Back (Faron Young)
3. Love's Gonna Live Here (Buck Owens)
4. My Mom And Santa Claus (George Jones)
5. B. J. The D. J. (Stonewall Jackson)
6. Heart Be Careful (Billy Walker)
7. Another Bridge To Burn (Jimmy Dickens)
8. If The Back Door Could Talk (Webb Pierce)
9. Surely (Warner Mack)
10. The Matador (Johnny Cash)

BILL THOMPSON
WBAC
Cleveland, Tennessee

1. D. J. For A Day (Jimmy Newman)
2. Lonesome Side Of Lonely Street (Gene Woods)
3. Begging To You (Marty Robbins)
4. I Closed My Eyes And Saw The Light (Del Reeves)
5. Love's Gonna Live Here (Buck Owens)
6. The Stand In (Bill Goodwin)
7. Going Through The Motions (Sonny James)
8. As Usual (Brenda Lee)
9. Valley Of Love (Cain Grant)
10. Let Me Off At The Corner (Dottie West)

VERNE LOTZ SHEPPARD
KOTA
Rapid City, South Dakota

1. Ninety Miles An Hour (Hank Snow)
2. Last Day In The Mines (Dave Dudley)
3. The Matador (Johnny Cash)
4. Love's Gonna Live Here (Buck Owens)
5. Jealous Hearted Me (Eddy Arnold)
6. D. J. For A Day (Jimmy Newman)
7. Going Through The Motions (Sonny James)
8. Cowboy Boots (Dave Dudley)
9. 500 Miles Away From Home (Bobby Bare)
10. Mountain Of Love (David Houston)

CHUCK BROWN
WJMS
South Hill, Virginia

1. Peel Me A Nanner (Roy Drusky)
2. You'll Drive Me Back (Faron Young)
3. Last Day In The Mines (Dave Dudley)
4. Jealous Hearted Me (Eddy Arnold)
5. Surely (Warner Mack)
6. Before I'm Over You (Loretta Lynn)
7. That's One Broken Heart (Wiley & Jessie Barkdull)
8. That's Why I Sing In A Honky Tonk (Warren Smith)
9. As Close As We'll Ever Be (Gary Buck)
10. Triangle (Carl Smith)

BOB CLARK
WEXL
Detroit Michigan

1. D. J. For A Day (Jimmy Newman)
2. If The Back Door Could Talk (Webb Pierce)
3. Don't You Know (Swanee Caldwell)
4. B. J. The D. J. (Stonewall Jackson)
5. Before I'm Over You (Loretta Lynn)
6. How Long Is Forever (Willie Nelson)
7. Mark On My Finger (Connie Hall)
8. Going Through The Motions (Sonny James)
9. Morning Paper (Billy Walker)
10. 12th Of June (Mac Curtis)

JIM NESBITT
WJOT
Lake City South Carolina

1. I Closed My Eyes And Saw The Light (Del Reeves)
2. Begging To You (Marty Robbins)
3. Up On The Hill (Vernon Stewart)
4. Let's Go All The Way (Norma Jean)
5. The Stand In (Bill Goodwin)
6. The Matador (Johnny Cash)
7. Love's Gonna Live Here (Buck Owens)
8. Valley Of Love (Cain Grant)
9. This Little Hurt (Warner Mack)
10. The Stuttering Song (Arthur Smith)

KPEG
Spokane, Washington

1. The Last Ride (Bobby Wayne)
2. Outside Looking In (Bonnie Guitar)
3. B. J. The D. J. (Stonewall Jackson)
4. Dominique (Marty Ford)
5. You'll Drive Me Back (Faron Young)
6. Last Day In The Mines (Dave Dudley)
7. D. J. For A Day (Jimmy Newman)
8. Half Breed (Canadian Sweethearts)
9. Big City (Wynn Stewart)
10. Saginaw Michigan (Lefty Frizzell)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"SWEET LITTLE COUNTRY GIRL" (2:02)

[Four Star Sales BMI—Burgess]

"THE PILLOW THAT WHISPERS" (2:28) [Cedarwood BMI—Reeves]

CARL SMITH (Columbia 42949)

Carl Smith should quickly add this new Columbia release to his long string of wax triumphs. The top side here, "Sweet Little Country Girl," is a quick-paced, rhythmic, shufflin' chorus-backed ditty about the apple of the songster's eye. The attractive coupler, "The Pillow That Whispers," is a slow-moving bluegrass-styled tear-jerker in the best soulful country tradition.

"A WEEK IN THE COUNTRY" (2:35) [4-Star BMI—Knight]

"HEARTBREAK AVENUE" (2:40) [Acuff-Rose BMI—Foree]

ERNEST ASHWORTH (Hickory 1237)

Ernest Ashworth, who had the biggest record of his career with his previous release of "Talk Back Trembling Lips," is a cinch to duplicate that success with this top-flight Hickory outing tabbed "A Week In The Country." The song is a high-powered, rousing, chorus-backed happy bluser with a contagious, listenable beat. Deejays should really dig it. "Heartbreak Avenue" Ernest dishes-up an appealing, slow-moving, shuffle-beat lament in his easy-going polished style.

"NEVER ALONE (2:12) [Sure-Fire BMI—Perry]

"HANGIN' AROUND" (2:00) [Sure-Fire BMI—Hall, Myrick]

WILBURN BROS. (Decca 31578)

The Wilburn Bros. who scored last time out with "Tell Her So," come up with a potent a follow-up stanza with this latest entry called "Hangin' Around." The tune is a slow-moving, chorus-backed melodic romancer read with feeling and verve by the duo. "Hangin' Around" is a lively, uptempo, rhythmic ditty in the boys proclaim their affinity for a gal who is currently going with another guy.

"LONG JOHN" (2:24) [Blu-Tiss BMI—Miller, McDonald]

"LATE MOVIES" (2:31) [Pamper—Cochran]

TEX WILLIAMS (Liberty 55652)

The vet country songster has enough things going for himself with this new Liberty release tabbed "Long John" to have a quick hit on his hands in no time flat. The tune is a rousing, high-spirited honky tonk-styled ode all about a guy who is extremely popular with the gals. Eye it. The flip, "Late Movies," is a tradition-oriented, shuffle-beat slow-moving hillbilly lament essayed with loads of poise by Williams.

"DON'T LEAVE ME LONELY TOO LONG" (2:21)

[Moss Rose BMI—Drusky]

"I PROMISE NOT TO CRY" (2:15) [Glad & Weldee BMI—Dee]

KATHY DEE (United Artists 687)

Newcomer Kathy Dee could well make a chart name for herself with this extremely commercial United Artists outing, "Don't Leave Me Lonely Too Long." The tune is a slow-moving, shuffle-beat in which the lark thinks back about the joys of her old romance. Plenty of potential here. "I Promise Not To Cry" is a tender, medium-paced, dual-track lament. Also merits a close look.

RED WILLIAMS (Decca 31579)
[Santo & Champion BMI—]
(B+) "I CAN'T BELIEVE" (2:45)
R. & V. Schneider] Red Williams unleashes his potent, wide-range vocal talents full-blast on this tender, slow-moving, chorus-backed country ballad. Spinners should come out in droves for it.

(B+) "LOVE'S NOT WORTH IT" (2:00) [Santo & Champion BMI—Williams] More fine country sounds. This one's a catchy, uptempo affair with an infectious, rhythmic beat.

TONY DOUGLAS (Sims 160)
(B+) "HOME AWAY FROM HOME" (2:40) [English BMI—Jennings, McDuff] Tony Douglas could grab some fast spins with this top-drawer, chorus-backed bluser in which the chanter touts the benefits of his own special nostalgic place. Watch it.

(B+) "ITS JUST ABOUT TIME" (2:20) [English BMI—Jennings] Slow-moving, country traditional tear-jerker read with authority and polish by Douglas.

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GERMANY

The New Year is a week old and although Xmas sales are over, there's no time to count the profits because Carnival time is here. In Germany, Carnival means march music and waltzes with political or drinking lyrics and it's a fine season for sales. In addition, all of the major firms have shot all guns looking for the first big hit of the new year. Almost every major artist has a new release in the stores, and it looks like there were more singles releases this January than in any previous month last year.

The new seasonal trend also seems to be LP's by top singles artists. LP's are stronger than ever before saleswise, and singles are certainly weaker, and the record industry is looking to cash in on the trend. Film music, pop hits, and just about every imaginable sort of music is now on long playing records and the field is also beginning to look overcrowded. With the increased production of LP's, a new problem faces the market. What to do with LP's that aren't sold. It has long been a practice of the record industry to sell out their singles which haven't sold in large quantities which are re-sold at 1.50 DM (37 cents) even though the normal single sells at 4.75 DM (\$1.19). The question facing the business now is will LP's also be put into the "Sellout" racks at much lower prices? As long as there were few LP's, they continued to sell year for year. Pop artists made almost no LP's and classical records sell for years. Now the situation is reversed.

Less and less singles are being produced, and more and more LP's. Limited "rack jobbing" looms on the horizon for the first time. During the Xmas season, more and more stores had low priced LP product (also a fairly new trend here) in special racks outside of the store for impulse buying.

Discounting in all fields is also a coming trend in Germany and the "cut rate" store is showing its face for the first time. Records have not been available in these stores, but it may come.

More and more labels are appearing on the market, but the small labels have held the price of 4.75 DM for singles and have barely entered the LP field, so no danger seems to be in store for the major labels as they still completely control the distribution field here.

All in all, business is getting harder although the dollar volume is up due to a tremendous increase in LP sales. The risk is much greater because the LP's cost almost 6 times as much to produce as the single. It looks like an interesting year. Bert Kaempfert has signed a new contract with DGG (Polydor label) for all countries outside of the USA and Canada where he has a direct contract with Decca Records.

Bert Varell of Marbot Music is busy working on the new Charles Aznavour LP, the first for the French star in German.

Peter Schaeffers reports that his music publishing house is swinging with the English and German versions of the Claus Ogermann hit "Your Other Love," sung respectively by Connie Francis and Mina. He's also got big newbies with the German versions of US hits like "Tip Of My Fingers" by Gus Backus, "I Found Carol" by Tony Ronald and "Just Let Me Cry" by Gina Dobra. Right now new recordings of "She's A Fool" by Gina Dobra and other goodies by Anita Lindblom, Anneka Groenloh, Heidi Bruhl and many others are looking for top chart positions. Peter is also celebrating the 10th anniversary of his publishing firm together with Edward Kassner. He's ready to swing into 1964 with new recordings by Gino, Pat Boone, Mina, Chris Howland and many others.

Rudy Slezak of Aberbach Music reports that he's swinging with 2 top versions of "Bossa Nova Baby" in German by Bill Ramsey and Ted Herold. He's also got hot discs in the fire with "Then He Kissed Me" by The Hully Gully Girls, "Mary Ann Limbo" by Sven Jansen and many others. Maybe 13 will be a lucky number in Germany for Elvis Presley. Elvis' 13th film is now being shown here and Teldec Records is really pushing not only the LP "Acapulco" but also the hot single "Bossa Nova Baby" which is racking up top sales. The best selling record for the firm is the first German waxing by Italy's Rita Pavone, who is also developing into a top star here.

Austron Records reports that Catherine Spaak is set for German recordings on the Ricordi label. The sessions will take place in Italy.

Germany's Best Sellers

This Week	Last Week	Weeks On Charts	
1	1	9	Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music
2	2	13	*Vom Stadtpark Die Laternen (The Lanterns In The City Park)—Gitte & Rex Gildo—Columbia—Hans Gerig Music
3	3	4	*Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii)—Paul Kuhn—Columbia—Paul C. R. Arends Music
4	4	5	*Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone—RCA—Rolf Budde Music
5	5	5	If I Had A Hammer—Trini Lopez—Reprise—Hans Gerig Music
6	6	8	*Rosmarie—Pat Boone—London—Melodie Der Welt
7	7	5	*Rosen Haben Dornen (Roses Have Thorns)—Carmela Corren—Ariola—Meisel/Intro
8	8	11	*Die Nacht Ist Mein (Tonight's My Night)—Connie Francis—MGM—Francon/Schneider
9	10	2	*Drei Musketiere (Three Musketeers)—Conny—Electrola—Metronome Music/Froboess/Budde
10	10	2	*Schenk Mir Einen Talisman (Give Me A Good Luck Charm)—Peter Kraus—Polydor—Viktoria Music
			*Original German Copyright

Mexico's Best Sellers

- 1 Recuerdos De Ipcarai—Neil Sedaka (RCA). Monna Bell (Gamma). (Fermata Mexicana).
- 2 Magia Blanca (Devil Woman)—Hnos. Carrión (CBS). Trío Venezuela (Velvet). (Brambila).
- 3 El Lechero—Hnos. Zaizar (Peerless). Las Guerrilleras (Peerless). Los Matemáticos (RCA).
- 4 Si Supieras—Sonora Santanera (CBS).
- 5 Gracias—Connie Francis (MGM). (Brambila).
- 6 Dominique—Los Dominique (Orfeon).
- 7 Despeñada—Los Hooligans (Orfeon). Manolo Muñoz (Musart). Pablo Beltrán Ruiz (RCA). Los Xochimilcas (Peerless). Kay Perez (Orfeon). (Reimsa).
- 8 Tequila Con Limon—Arturo y Los Juniors (Peerless).
- 9 Quiero Quedarme Aquí (I Want To Stay Here)—Steve Lawrence & Eydie Gorme (CBS).
- 10 El Martillito (If I Had A Hammer)—Los Mabers (Musart). Los Hooligans (Orfeon). Trini López (Reprise).



CANADA

Cathy Carr, of "Ivory Tower" fame, and her husband Ron Cash are reportedly the new owners of Montreal's plush El Morroco. The couple already operates a dude ranch in nearby upstate New York.

New evening personality on Ottawa's CKOY is Nelson Davis, most recently associated with CHVC in Niagara Falls, Ont. Nelson joined the Ottawa outlet on the day the station increased its signal strength to 50,000 watts, twenty-four hours a day.

Biggies of late from Quality include the Connie Francis version of "In The Summer Of His Years." The J.F.K. tribute is sung in a very sincere style by the great femme vocalist, and will likely develop into a strong seller for Connie. All royalties from the sale of this record will be turned over to the Patrolman J. D. Tippit Fund by Miss Francis. Dale Ward's Dot outing, "Letter From Sherry" seems destined for considerable turntable time in the early part of '64. Tracey Dee's newie on Reo, "Here Comes the Boy," is reportedly well underway sales wise on the west coast due to concentrated air exposure on CFUN, Vancouver. The side is already well established on the Top Fifty list at Winnipeg's CKY and was Dick William's pick hit at CFPL, London (20/12). CKEY's Al Boliska reports that early rising Torontonians are especially fond of the newie by The Singing Nun. However, the side they seem to go for most is "Tous Les Chemins," which was intended as the B side of the disk with "Alleluia" as the topper. Recent Toronto visitor was Big Dee Irwin. He indicates that there is considerable action on the flip side of his most recent disc outing, too. The action says Dee is on "Skeeter." A guaranteed blockbuster on all fronts is Jimmy Gilmer's newest, "Daisy Petal Pickin'."

Rodeo International folks are doing some heavy tub thumping for a new release on their label by Shirley Field. The tune that's getting the big push is called, "An Illusion." The session was cut in Music City at the Bradley Studios. She is also the writer of the tune that will precede an album release on the same label early in the new year.

The Hurdon Brothers have made it official in the latest edition of their "Tartan Talks" newsletter. Bobby Curtola's record product will now be distributed in the U.S.A. by Cameo-Parkway. It has not been made clear whether or not the young hitmaker's efforts will continue as before in Canada on the Tartan label, but it seems probable that there will be no change in the Canadian set up, immediately anyway.

Well known New York disk-promoter Paul Brown has been working hard on behalf of the good outing by Michael-Ann on Kip, "Nine Out Of Ten." The side came in for considerable air exposure on Ottawa's CKOY, and could easily begin to move should other Canadian stations follow suit. It's distributed in Canada by London.

Interesting to note the various selections as "Top Song" of the year '63 in Canada by several of C.B.'s chart contributors; so far CKY, Winnipeg has given the nod to "Ruby Baby" by Dion on Columbia; CJSP in Leamington favors "Surfin' U.S.A." by The Beach Boys on Capitol, with "Ruby Baby" as a close second. CKBB, Barrie, gives the nod to The Beach Boys and "Surfin' U.S.A.," with "Sugar Shack" by Jimmy Gilmer as the runner-up. Most stations scheduled a review of the '63 hits for New Year's Day, or thereabouts. CHUM devoted most of its Program day in Jan. 1 to the top songs in Toronto over '63. CKOY, Ottawa programmed '63 hits from Boxing Day through New Year's Day. CKRC, Winnipeg featured '63 from one to four on the afternoon of New Year's Day.



MEXICO

Ital-French singer Gloria Lasso arrived at the Mexican capital to perform at the night club "Los Globos" and it is almost a fact that she will also act at TV show, "Revista musical," which is presenting the most popular international figures. Gloria has recorded several long plays in Spanish and she is looking now for new songs.

Among the Mexican songs that Neil Sedaka is recording at the RCA studios are "Maria Elena," "El Reloj," "Divina Ilusión," "Mas," "Mi dicha lejana," and one more with the arrangements and orchestra conducted by Chucho Zarzosa. The other six songs are of his own, like "Dreamin'" and some others. Neil is still performing at "Señorial's" and he spent Christmas with his family.

Los Dominique, the Mexican group that recorded the world top hit "Dominique," is finishing a long play for Orfeon records and including several of the songs written by the Singing Nun. Los Dominique are performing weekly on the TV show "Premiere Orfeon."

Mario Freidberg, general manager of TIZOC Records, Fermata Mexicana and Teocali Editorial, is now at this address: División del Norte #31, México, D. F. The offices are splendid and his business is acquiring more importance each day.

CBS's contract with Enrique Guzman, the most popular young singer in Mexico, who is now performing in Argentina, will end in the first days of January and Enrique has not decided about his new affiliation. Orfeon Records and DUSA are very interested to have him as an exclusive artist. Enrique signed a contract to make six movies in 1964 and is currently considered one of the best paid Mexican artists.

"I Want To Stay Here" (Quiero Quedarme Aquí) recorded by Steve Lawrence and Eydie Gorme at CBS, is having wonderful sales in the Mexican musical market. This proves again that American singers must sing in Spanish to sell their records in Latin American countries, as have done Paul Anka, Neil Sedaka, Nat King Cole, The Ames Brothers, Connie Francis and many others.

CBS released the first long play recorded by Trini López, the Mexican singer who is tops in the United States.

Los Rebeldes del Rock, one of the best rock and roll groups we have, recorded at Orfeon the songs "La Chica del camión" (The Bus Girl) and "Tal vez" (Perhaps). Los Rebeldes have their own place by where they play all night, named "Harlem."

From Peerless Records we received the new recording made by Los Juniors, with the song "Lulu." Peerless is looking for new artists to record in 1964.

Gamma Records released the sixth long play made by pianists Ferrante and Teicher, and in national production, a new record was pressed with Oscar Madrigal including "Solo amor" (Only Love).

Velvet Records made a new recording of "Carino mio" with its creator Héctor Cabrera, the Venezuelan singer who is performing at "Señorial's."

Many of the record manufacturers close their studios at this season, so there is not to much activity.



GREAT BRITAIN

Although 1963 got off to a sorry start as far as record sales were concerned, the year that came in like a lamb certainly went out like a lion. In the final analysis the over-all figure for the old year is expected to reach peak proportions. One major dealer prophesies the best year since 1957.

Board of Trade figures for October pointed the way towards the unprecedented Christmas which was to follow. October sales valued at £2,700,000 were two fifths up on the same month in 1962. All the increase was in home sales which rose by more than half. Production, too, continued to expand with out-put of 45 r.p.m.'s 14 per cent higher than a year earlier and 33 1/3 r.p.m. disks up by 8 per cent. It's been a Liverpool Christmas, too, all over the country with sales of **The Beatles** singles, LP's and EP's way out in front. It's been a happy Christmas, too, for **Freddie and the Dreamers** (Columbia); **Gerry and the Pacemakers** (Columbia) and **The Searchers** (Pye). Philips reports heavy sales in the jazz field notably with **Woody Herman**. The same company is doing very well with **Andy Williams** (CBS). Decca is basking in well deserved glory with **Benjamin Britten's** "War Requiem." The general trend has been for LP's (both classical and pop) in the expensive bracket. Another interesting trend has been the demand for imported records by continental artists such as **Francoise Hardy**, **Richard Anthony**, **Johnny Hallyday**, **Dalida** etc., with a tremendous revival in disks by the late **Edith Piaf**. The foreign artist enjoying the greatest success of all is **The Singing Nun** who is spending a healthy Christmas in the charts with "Dominique."

Looking back over the shoulder of 1963 we remember with pleasure, in addition to **The Beatles** and all that . . . the continued and well deserved success of **Golden Boy Cliff Richard** . . . **Rolf Harris'** success in the **Cash Box** Top 100 with "Tie Me Kangaroo Down Sport" . . . **The Caravelles** and "You Don't Have To Be A Baby To Cry" . . . **Kathy Kirby's** chart entries "Dance On" and "Secret Love" . . . **Shirley Bassey** who proved that a big voice and a good ballad can still sell . . . The return of **Adam Faith** to the charts with "The First Time" . . . **Billy Fury's** maintained chart progress . . . **Ronnie Carroll**, who won new prestige at the Eurovision Song Contest . . . Surprise chart entry of **Ken Thorne** with "The Legion's Last Patrol" . . . **Roy Orbison's** good year in Britain with both singles and albums.

Eydie Gorme and **Steve Lawrence's** success with "I Want To Stay Here" . . . **Allan Sherman's** first success in Britain "Hello Muddah" . . . **Trini Lopez** who created excitement with "If I Had A Hammer" and subsequent tour . . . **Lesley Gore** who hit with "It's My Party" but failed with follow-ups . . . Success of **Wink Martindale's** "Deck Of Cards." . . . We remember with regret . . . The breakup of **Jet Harris** and **Tony Meehan** after fantastic dual success . . . Breakup of **The Springfields** . . . **Billie Davis'** failure to follow up "Tell Him" hit . . . Lack of hits from **The Tornados** . . . Decline in popularity of **Elvis Presley**. . . Failure of the surf craze in Britain.

Cliff Richard ended the year in a blaze of glory by being voted Top World Male Singer in the New Musical Express Popularity Poll. He unseated Presley from the coveted throne and claimed the crown by a majority of over 1000 votes. He retains his title as Top British Male Singer for the fifth successive year. A majority of over 6000 votes gave him a decisive victory over his nearest rival. The Beatles emerged no less triumphant claiming sweeping victories as the Top World Vocal Group and Top World British Vocal Group. They also scooped the Top Three British Disks of the Year with "She Loves You," "Twist and Shout" and "Please, Please Me."

Christmas Parties-London Style



LONDON—British diskeries toasted the Yule season with a round of label-hosted parties. (Upper left) Sir Joseph Lockwood (left), chairman of E.M.I., talks to songster Billy J. Kramer (center) and his manager Brian Epstein. (Upper right) At the Pye Records soiree held at the Ltous House in Dec., (left to right) Mike Pender of the Searchers, Lawrence Yaskiel of Deutsche Vogue Germany, Tito Burns, Searchers' agent, Pye's managing director Louis Benjamin, John McNally and Chris Curtis of the Searchers pose happily. (Middle left) At the Philips fest, Ivor Raymond (left) and A&R exec Johnny Franz put their heads together with the label's singing duo Jan and Kelly. (Middle right) Lark Helen Shapiro and orkster Acker Bilk of E.M.I. toast each other at Christmas party. (Lower left) The Decca holiday bash included (left to right) Frank Chacksfield, label manager Geoff Milne, songstress Cloda Rodgers, Victor label manager Mike Hagwood, the Caravelles and Peter Jay. (Lower right) DeeJay Alan Freeman (right) jokes with Mike Hurst, formerly of the Springfields.



ARGENTINA

Cash Box had the opportunity of talking, during his recent visit here, with **Peter de Rougemont**, Columbia Records' VP for European Operations, about several themes related to the world music scene which we consider to be of interest to the trade.

De Rougemont remains as president of CBS Argentina and is VP of the Mexican branch, although he stays most of his time in Europe. Regarding the market in Argentina, his report is "there has been an improvement lately, and CBS has noted a sharp increase." About 1964, "the diskery has a very catalog; the only thing we need is a brighter economic picture in the general situation of the country, which must be made by the Government." About the operation of CBS in Europe, he noted that "all our targets have been surpassed." We are very happy with the work of all our people there. Currently CBS has its own company in France and has an associated one in Germany; in the other countries there are licensees, but in three more years we'll have our own companies in several of them." He also informs that "in France our jazz artists, like **Dave Brubeck**, **Miles Davis** and **Thelonius Monk**, are very well appreciated." In general, **Ray Coniff** is the best ranked artist of the cast. Of the European artists, de Rougemont finds that **Catherine Spaak** (CBS-Ricordi) has good possibilities in Latin America. About American recordings in Europe in other languages than English, his opinion is that "very often the artist hasn't time to go to a European country to wax a tune in its language, and has to record it where he is. This may limit this trend of traveling to get a better idiomatic background."

There is a new price increase on records, effective since December 30. The general average is about 10%, although some items are more strongly touched. Regular LP's will cost now about 620 pesos (\$4.65), although there are also lines priced at 569 (\$4.26). Promotional albums will cost 453 (\$3.40) while singles range at 140 pesos (\$1.05). For those interested in comparing prices, we may say that one year ago, LP's were sold at 500 pesos and singles at 105, while there were promotional records (the famous "Club del Clan" series, at 199). Several comments may be made about all this, since big structural changes (or better returns to previous systems) are being noted. The most important of all is the partial disappearance of the "promotional" record, since the difference between their price and the regular's is being steadily reduced. A certain company had six price lines, some months ago, among its LP's; now this is being reduced to two or three. Of course, low priced albums won't be discontinued (RCA now has the Victrola series and a new "Explosivo"); it's only that their importance has been greatly reduced, and they are no more such a big factor in sales volumes. It seems that the trade considers that the customers will gladly pay full price for a record if it is well promoted and presented, while a year ago the price was a sales point, too.

The discount structure has been reduced, too. This is reflected on the customer price. Discount retailers offered in a certain moment 25% cut on regular prices; now it is hard to find more than 10-15%. Of course, this has affected sales, but the general point of view is that better margins compensate these losses. Besides, some companies report sales increases during the past months, and since the financial situation of the country has improved slightly during the past weeks, there is a "reasonable optimism" about 1964 and probably this is one of the main reasons for the price increase, besides the industrial cost studies. Next week we'll print a very interesting chat with **Philip Brodie**, Odeon's topper, regarding some points of the industrial cost of records in the country, and several details that affect it.

A few more words about prices of records. Jackets have always worried manufacturers because of their cost. Under the new prices, on an LP priced at 626 pesos there are 43.80 pesos of taxes and 77 on jacket. This means that the envelope amounts to 11.2% of the price, while taxes take a 7% (other indirect taxes paid on raw material, etc., are not included; this is the sales tax). The trouble with jackets is that there is a certain fixed expense (photograph, design) that must be distributed among a sometimes small quantity of records (there are many initial releases of 250 LP's), charging heavily its cost. Of course the only way of solving this is increasing sales, but these are affected by the same prices, and the whole thing turns into a vicious cycle. Low priced jackets have been abandoned; high priced ones, too, except for some special lines.

Argentina's Best Sellers

This Last
Week Week

- 1 *Deci Por Que No Queres (Korn) Palito Ortega (RCA); Leo Dan (CBS) Los Dukes (Music Hall); Tito Alberti (Philips)
- 2 *Fanny (Mundo Musical) Leo Dan (CBS); Dany Montano (Music Hall)
- 3 7 *Celia (Mundo Musical) Leo Dan (CBS); Andy Macia (Disc Jockey); Dany Montano (Music Hall)
- 4 5 Esos Locos Dias De Verano (Comet-Fermata) Nat Cole (Capitol); Danielo (Odeon Pops); Dyno (Music Hall); Juan Ramon (Disc Jockey)
- 5 3 Cuore (Aldon-Fermata) Rita Pavone, Violeta Rivas (RCA); Blanca Silva, Lucio Milena (CBS); Juan Ramon (Disc Jockey)
- 6 4 *Acuarela Del Rio (Tempo) Los Fronterizos, Tres Para El Folklore (Philips); Julio Molina Cabral (Music Hall); Eduardo Rodrigo (RCA) Jorge Sobral (Disc Jockey); Chacho Santa Cruz (Microfon); Ester Melfi (Serenata); Cuatro Para El Mundo (Tonodisc); Roberto Ianes, Tomas Campos (CBS); Los Andariegos (Polydor)
- 7 — Se Mi Vooi Lasciare (RCA Italiana-Fermata) Michele, Marty Cosens (RCA)
- 8 6 *Marisa (Mundo Musical) Leo Dan (CBS)
- 9 12 Sabor De Sal (RCA Italiana-Fermata) Gina Paoli, Horacio Molina (RCA); Sonia (Philips); Juan Ramon (Disc Jockey)
- 10 15 Cuando Llega El Verano (Edami) Ricardo Roda (CBS); Siro San Roman (Music Hall)
- 11 8 *El Oragutan (Korn) Chico Novarro (RCA); Carlos Argentino (Philips) Pepe Reyes (Odeon Pops)
- 12 — I Watussi (Fermata) Edoardo Vianello (RCA); Juan Ramon (Disc Jockey)
- 13 9 No Hay Nadie Como Tu (Fermata) Rita Pavone (RCA); Los Big Ben (Music Hall)
- 14 10 El Baile Del Ladrillo (Curci-Fermata) Rita Pavone, Violeta Rivas (RCA); Juan Ramon (Disc Jockey); Mac Ke Mac's (Ariel); Chicote Lopez (Odeon Pops); Sonia (Philips); Lucio Milena (CBS)
- 15 13 *Niñera Nueva Ola (Korn) Palito Ortega (RCA); Dany Montano (Music Hall); Dany Martin (Philips)

*Local



BELGIUM

The Surfs were guests of honor at a cocktail party given by the Festival-Victory record firm at the Martini Club in Brussels. This group, composed of natives of Madagascar, is gaining in popularity in France and now also in Belgium. They have made an excellent impression with their French version of **Trini Lopez**' "If I Had A Hammer," called "Si J'Avais Un Marteau." The Surfs have appeared at the Ancienne Belgique (Old Belgium) in the Belgian capital.

Talking about Old Belgium, of Brussels, the following attractions are scheduled for the coming weeks: From December 20 (and for two weeks: **Jacques Brel** and **The Surfs**; from January 3: **Dick Rivers** and **Jacques Daloux**; from Jan. 10: **Père Didier**; from Jan. 17: **The Delta Rhythm Boys** and **Fud Leclerc**; from Jan. 24: **Richard Anthony** and **Patricia Carli**; from Jan. 31: **Nancy Holloway** and **Bob Asklof**; from Feb. 7 (for two weeks): **Les Compagnons de la Chanson**; from Feb. 21: **Claude François**; from Feb. 28: **Petula Clark**; from March 6: **Leni Escudero**; from March 20: **Gilbert Bécaud**; from April 3: **Alain Barrière**; from April 10: **Sacha Distel**; from April 17: **Eddie Mitchell** and **Les Chaussettes Noires**.

It looks like **The Beatles** will finally make a breakthrough in Belgium. Their LP's sell well and their latest single, featuring "I Want To Hold Your Hand," is doing fine. A fanclub has been founded for **The Beatles** which has made a flying start. Headquarters is situated at Unifan, Miramar 38, Place St.-Lazare, 1, at Brussels 3. While we are on about SA Gramophone, it must be noted that **Adamo's** latest records got the same big reception as his debut, with "Sans Toi Mamie." New titles are: "Tombe La Neige," "Vous Permettez Monsieur?" and "Car Je Veux." **Adamo** is also acquiring popularity in Holland and in February he is to appear for the NTS. He is picking up rather slowly in France. What could the reason be?

It has been an excellent season for **Siemens** and this remark applies especially to the Flemish successes on the Polydor label. First **Bob Benny** produced his best-sellers "Waar En Wanneer," "Droom Van Mij" etc., and now **John Larry** has followed suit with "Alleen" and this time it looks as if another Flemish tune will soon be among the top ten: "Alleen Zonder Jou" by **Tony Dua**. The little word "alleen" (alone) seems to be a lucky charm for many a Flemish performer.

There is a lot of talk in Belgium about the near unbelievable international success of the song "Dominique" by our **Singing Nun**. **Cash Box** has some time ago presented **Soeur Sourire** with an impressive award, which has been on show at the convent at Fichermont, where the sister is staying. Now it is being taken care of by **Mr. Lebbinck**, managing director of Philips. **Ed Sullivan** was in Belgium to stage one of his famous shows at the convent, with the **Singing Nun** as star performer. She has now been authorized to have her pictures taken, which had not been possible before. Our next issue will include photographs and an extensive "progress report" about the success of the shy little nun who has still not realized how successful her songs have been. Publishers of "Dominique" are Primavera in Brussels.

Tomorrow's hits probably will be "Nimm Deine Wiese Gitarre," by **Gert Timmerman** (Telefunken), "Alleen Zonder Jou" by **Tony Dua** (Polydor), "Bye Baby, Bye Bye" by **Fats Domino** (ABC-Paramount), "Sixteen Tons" by **Lou Neefs** (Moonglow), "Verlaten Hart, Gebroken Hart" by **Will Tura** (Palette), "Loddy-Lo" by **Chubby Checker** (Cameo-Parkway), "Ze Zijn Voorbij, Die Mooie Dagen" by **Marva** (Vogue) and last but not least "Anyone Who Had A Heart" by **Dionne Warwick** (Scepter).

Ronnex has produced a number of new singles. Outstanding are: "Charleston Cocktail Nr. 2," **Johnny Milton**; "Beatnik Walk," **Ronny Overman**; "Mona Lisa," **Ray Adams**, "Mecca" and "Davlyn" by **Les Anonymes**. "Ik Ben Zo Gelukkig Zonder Jou," **Tony Geys**, "Potpourri Populaire," **Henri De Haes**, **Rico Marino's** "Heimweh Nach Hawaii"/"Ich Traum Von Hawaii" (on Globe) are doing very well.

Vogue tells **Cash Box** that its best-seller of the end of the year has undoubtedly been a single by **Petula Clark** called "Le Train Des Neiges." **Petula Clark** appeared before French language TV (filmed feature) for the program called "Face Au Public" and she really surpassed herself. **Marva** is now on her way with a second Flemish hit, translation of "Elle Est Finie (La Belle Histoire)" originally done by **Petula Clark** and which is now called "Zij Zijn Voorbij (ie Mooie Dagen)." On the reverse side another Flemish transcription of a former **Petula**-hit, "J'ai Tout Oublié": "Ik Wil Je Niet Meer." Recordings were made under the supervision of **Louis Marischal** and **Marva** was accompanied by the latter's studio-orchestra. For Scepter—now distributed by Vogue—**Dionne Warwick** is sure to have scored a hit with "Anyone Who Had A Heart."

The **Sharks**, on the Box label, are gaining popularity in Belgium every day. Their single features "Over The Top" and "Wipe Out." The **Sharks** is a youthful group of guitar players from the little town of Vilvoorde near Brussels.

ABC-Paramount expects a lot of "What Kind Of Fool" by **The Tams**. The reverse shows "Laugh It Off."

Negro singer **Gérard Madiata**, who is under contract with Polydor, has appeared on Flemish television. He did a vocal version of the internationally famous "Maria Elena" by **Los Indios Tabajaras**. Title on the record: "Marie Helena." He is accompanied by **Cam Cole's** orchestra, which also supports him musically when he performs on the stage. We think **Madiata** has a great singing career in front of him. So far, he had been known as the "Belgian king of Twist."

And in closing we want to note that we are asking ourselves if Belgium will succeed in getting **Trini Lopez** to come over from France for an appearance in public, either for radio (and or) television. He is billed at the Olympia in Paris from January 15 to February 7. Let the record firm concerned now show what it can do about it. Till next week.

Belgium's Best Sellers

FLEMISH

- 1 Don't Talk To Him (Cliff Richard/Columbia/Belinda)
- 2 If I Had A Hammer (Trini Lopez/Reprise/Essex)
- 3 Bossa Nova Baby (Elvis Presley/RCA/Belinda)
- 4 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 5 La Bamba (Trini Lopez/Reprise/World)
- 6 Busted (Ray Charles/ABC Paramount/World)
- 7 Ik Lees In Je Ogen (Lou Neefs/Moonglow/Intervox)
- 8 N'est Ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- 9 Droom Van Mij (Bob Benny/Polydor/Ideal)
- 10 Blue Bayou (Roy Orbison/Fonior/Accuff Rose)
- 11 Maria Elena (Los Indios Tabajaras/RCA/World)
- 12 Weer Een Café (Bobbajaan Schoepen/Decca/Intervox)
- 13 Be My Baby (The Ronettes/Fonior/Belinda)



JAPAN

The sale of Christmas records this year seemed to be quite poor compared with the average year, according to dealers. The reason for such a decrease is not certain yet.

The most influential cause could be in that there are too many kinds of Christmas records released on every label represented by distributors here. The severe competition among those records is reflected in the purchase motivation of our consumers, contrary to the strong push of the dealers.

Another reason could be that retail sellers are not willing to have in stock great numbers of records. If they keep a stock of many Xmas records they will be confused when they switch to the new year numbers.

The whole results of the sale of this Christmas season, however, will be clear about the middle of January.

Anita O'Day arrived here on Dec. 12, to stay in Tokyo and Osaka until Jan. 12, the first public performance starting on Dec. 27 at Sankei Hall in Tokyo. It's promoted by the World Wide Auto-race Association.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	
1	1	Be My Baby—Ronettes (Pbills); Johnny Deerfield (Columbia); Mieko Hirota (Toshiba); Yukari Itoh (King)—Sub-Publisher/Shinko
2	2	Bye Bye Birdie—Ann Margaret (RCA)—Sub-Publisher/Folster
3	6	Bossa Nova Baby—Elvis Presley (RCA)—Sub-Publisher/Aberbach
4	5	Lana—The Velvets (London)—Sub-Publisher/Folster
5	4	One Boy—Joanie Sommers (W.B.)—Sub-Publisher/Folster
6	3	55 Days at Peking—Brothers Four (Columbia)—Sub-Publisher/—
7	7	Candlelight Kisses—Acadians (7 Seas); Yukari Itoh (King); Beni Sisters (Toshiba)—Sub-Publisher/Shinko
8	—	Washington Square—Village Stompers (Epic); Spike Jones (Liberty); Paradise King (Toshiba)—Sub-Publisher/Toshiba
9	—	Dominique—The Singing Nun (Philips)—Sub-Publisher/—
10	8	Drownin' My Sorrows—Connie Francis (MGM)—Sub-Publisher/Shinko

JAPAN'S BEST SELLERS

This Week	Last Week	
1	2	Kon-Nichiwa Akachan—Michiyo Azusa (King)
2	1	Shiroi Seifuku—Yukio Hashi (Victor)
3	3	Dekai Konoyume—Michiya Mihashi (King)
4	5	Nagasaki No Hito—Hachiro Kasuga (King)
5	7	Utsukushi-i Judai—Akira Mita (Victor)
6	4	Shugakuryoko—Kazuo Funaki (Columbia)
7	6	Gakuen Hiroba—Kazuo Funaki (Columbia)
8	—	Yumeo Sodate-yo—Kyu Sakamoto (Toshiba)
9	8	Wakai Ashita—Kenji Kitahara (Columbia)
10	10	Sutekina Asu Ga Kitto Kuru—Kiyohiko Matsunaga (Toshiba)

LP BEST SELLERS

This Week	Last Week	
1	1	Bye Bye Birdie—RCA
2	5	I Left My Heart In San Francisco—Liberty (Julie London)
3	3	Mitch Miller Screen Mood—Columbia
4	4	Poetry in Japan—Decca
5	2	My Fair Lady—Columbia

Dion DiMuci On Belgian TV



LIEGE—Dion DiMuci, who appeared on Belgian TV while on a brief tour of the country, talks with friends after a filmed interview for the "Good Records, Good Friends" Show. Shown talking to Dion are (left to right) Annemarie, radio Luxembourg announcer, Dion, Pascal Robieffroid, managing director for CBS-Belgium, and CB correspondent Frans Romeyns.

BELGIUM'S BEST SELLERS (Continued)

WALLOON

- 1 Ma Guitare (Johnny Halliday/Philips/World)
- 2 Si J'Avais Un Marteau (Claude François/Philips/Essex)
- 3 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 4 America/If I Had A Hammer (Trini Lopez/Reprise/Essex)
- 5 N'est ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- 6 Tchou, Tchou (Richard Anthony/Columbia)
- 7 Maria Elena (Los Indios Tabajaras/RCA/World)
- 8 Je Serais Mieux Chez Moi (Robert Cogoi/Philips/World)
- 9 Pauvre Petite Fille Riche (Claude François/Philips/Southern)
- 10 Le Train Des Neiges (Petula Clark/Vogue)
- 11 Je/Elle Est Trop Loin (Danyel Gérard/Disc A-Z (Vogue)/Peter Plum)
- 12 I'm Watching (Sylvie Vartan/RCA/Spaska)



SCANDINAVIA

DENMARK

First a correction: On page 72, Int'l Section of **Cash Box** Year End Issue 1963, there appears under "Norway—Biographies" on column 4 a number of Danish artists. The Norwegian bios end with **Ase Wentzel**, and starting with **Osvold Helmuth** all the following artists listed in that column are Danish. The readers of **Cash Box** are kindly requested to make a notice of this in their issues.

Skandinavisk Grammophon A/S (SGA-EMI in Denmark) followed up the Danish TV presentation (over the Eurovision net) of the opera "Hansel und Gretel" by **Engelbert Humperdinck** on Christmas Day with a special promotion of its complete recordings of the opera with **Elisabeth Schwarzkopf** and **Elisabeth Grümmer** on Columbia. December 30, a German presentation of Verdi's "Rigoletto" was shown on Danish TV, and also in this case SGA made a special promotion for its complete recordings of the opera.

Werner Hamburger, head of Nordisk Polyphon Akts. (NPA) is very happy about the success of "Dominique" with **The Singing Nun** at Philips. The record is moving quickly up the Danish charts. This correspondent wants to express his thanks to **Hamburger** for the highly appreciated Christmas present, a copy of the 10" LP titled "Alle Tiders" (All Time Favourites) presenting 24 more or less classical pop songs from 1924 until the present, with a number of artists such as the late **Max Hansen**, **Ib Schonberg**, **Liva Weel**, **Olga Svendsen**, and many still shining names as **Buster Larsen**, **Poul Bundgaard**, **Marguerite Viby** and many others.

SWEDEN

A small correction on page 69, Int'l Section of **Cash Box** Year End Issue might be of value. **Sixten Eriksson** of Grammofon AB Electra gave his view of "Problems of the Swedish Record Industry" on column one. However, **Eriksson's** contribution continues on column two at the bottom of the column, starting with the words: "Another promising prospect is that the special luxury tax. . ." This was not indicated in the column, but might give **Eriksson's** article more justice if known.

Of foreign artists meeting 1964 on tour in Sweden can be mentioned the British singer **Heinz**, who started his tour in southern Sweden on December 28, and **Brian Poole** and **The Tremeloes**, who made their Swedish debut in Stockholm on New Year's Evening. **Heinz** as well as **Brian Poole** are recording for British Decca. They both completed their Swedish tour on January 6. While in Stockholm, they are also contracted for TV appearances.

Moving up very fast here is "I Want To Hold Your Hand" with **The Beatles** on Parlophone; this week entering the charts at the 7th spot. Swedish publisher is **Sonora Musikförlags AB**. Also new on the charts this week is "I Like It Like That" with **Larry Finnegan** on Sonet.

Billy J. Kramer and **The Dakotas** are contracted for a tour in Sweden, starting in Stockholm on February 7. The tour is arranged by Telstar artists agency.

Swedish group **The Spotnicks** is contracted for a tour in France in February. However, the military authorities want the singer **Bob Lander** for eight weeks at the same time, and if he can't get a postponement, this might spoil their tour.

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	13	She Loves You (The Beatles/Parlophone) Sonora Musikförlags AB
2	2	4	Diggety Doggety (The Streaplers/Odeon) Edition Odeon
3	4	7	Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
4	3	11	Detroit City (Bobby Bare/RCA Victor) Cedarwood (Scandinavia) AB
5	6	4	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
6	5	6	Be My Baby (The Ronettes/London) Belinda (Scandinavia) AB
7	—	1	I Want To Hold Your Hand (The Beatles/Parlophone) Sonora Musikförlags AB
8	7	9	Skona Mitt Hjärta (Pick Up The Pieces) (Siv Malmquist/Metronome) Edition Odeon
9	8	10	I've Got A Lovely Bunch Of Cocoanuts (The Sunbeams/Rekord) Reuter & Reuter
10	—	1	I Like It Like That (Larry Finnegan/Sonet) No publisher



Danyel Gerard In Brussels

BRUSSELS — French singer **Danyel Gerard**, whose waxing of "Je" is still a best-seller here, was a guest at a reception recently given by the Vogue distrib. The chanter is pictured with **Neville Marten** (right), European managing director of **Cash Box**, and **Frans Romeyns**, CB Belgian correspondent.

"The Best in Scandinavia . . . Bens"



FRANCE

We presume it would be a good idea to terminate this year by publishing several lines concerning the interviews we have had with several well-known people in our record trade in France. Honors go to the president of the record manufacturing trade union. We are referring to **Mr. Froment** who directs Decca. We have previously written all about this operation and mentioned that this was impressive. This brings the Decca, R.C.A. group, under one form or another, a modern classical repertory. It is impossible to translate word for word the conversation that we had on this subject but we will try to reproduce the meaning and spirit. First of all the President seems to be against pomp and does not seem to appreciate particularly the pomp of the French Academy of record prizes. On this subject **Froment** pointed out to us that he assisted last week at the prize awards by the S.D.R.M. and he said that he particularly appreciated the simplicity of this prize-giving by the S.D.R.M. (Mechanical reproduction Society).

Let's now pass over to another subject. The President deplores the incidents that have occurred during the past years opposing artists and record manufacturers. According to him, it seems preferable on all sides that they could come to a serious conception concerning the engagements.

Passing over now to the commercial side of the question. The President appears to admit that certain commercial rules are not up to standard. He speaks about the parallel Network which is to say, doubling the traditional record shops. He wishes to talk about the discount houses and big shops with multiple branches, and clubs. According to the President we can estimate 50% of the revenue of the whole corporation, the one realized by these parallel networks. This revenue has a tendency to rise regularly. The traditional record shop will become more and more what we call a library record seller. But following the example of U.S.A. and England the distributors are obliged to create and prosper by their means, and this does not make any doubt in the President's mind, to confirm this it is quite sufficient. The President thinks, on the other hand, that the record clubs have had a good influence concerning the sales of records and on the extension of the number of buyers and the price following a rule that we have already noted in this column. As to the authors rights the President was very reserved about this subject. He just said that the contract with BIEM was on a five year deal, and that during that time quite a lot of changes would come about. To terminate the President affirmed his optimism as to the future in our profession in France. Last minute news just come in stating that **Froment** has been re-elected President of the trade Union. We congratulate him on this re-election.

Let's now pass over to another subject less serious. **Eddie Barclay** has just given his annual Bal Fou Fou Fou and the main celebrities of the song biz were present to celebrate.

This is nearing its end and it seems that in our trade all the energy is directed towards one goal, to satisfy the demands, and not to lack in the record sales. This seems to be a good goal.

For information on novelty releases we will supply you with these in next weeks column.

France's Best Sellers

1	If I Had A Hammer (Lee Hayer, Seeger) Trini Lopez—Tropicales
1	Si J Avais Un Marteau (Lee Hayer, Seeger, Claude François) Claude François—Tropicales
2	La Mama (Charles Aznavour, Jacques Plante) Charles Aznavour—French Music
3	Elle Etait Si Jolie (Alain Barrière) Alain Barrière—Editions Tutti
4	Nous On Est Dans Le Vent (Michel Paje) Michel Paje—Vogue International
5	I'm Watching You (Paul Anka) Sylvie Vartan—Spanka

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	7	Johnny Loves Me (Suzie/Sonet) Sonet Music
2	3	6	Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
3	2	7	Drina (Marš na Drini) (Jorgen Ingmann/Metronome) Stockholms Musikproduktion
4	5	4	She Loves You (The Beatles/Parlophone) Multitone A/S
5	9	2	Dominique (The Singing Nun/Philips) Wilhelm Hansen, Musik-Forlag
6	4	5	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
7	—	10	Brand Mine Breve (Pick Up The Pieces) (Bjorn Tidmand/Odeon) Imudico A/S
8	—	1	I Want To Hold Your Hand (The Beatles/Parlophone) Multitone A/S
9	6	10	Bondeorglet (Down Yonder) (The Scarlets/Philips) Multitone A/S
10	—	1	I've Got A Lovely Bunch Of Cocoanuts (The Sunbeams/Sonet) Morks Musikforlag



BRAZIL

CBS just released this week a new collection of albums. "Twist, Only Twist" with The Youngsters playing some teen hits, such as "Juventud Twist," "Dejala," "Bienvenido Amor" and others; "Ritmo Diferente" (Different Rhythm) Volume II, featuring Albert Konrad And His Orchestra, an Ork created to compete with Bert Kaempfert, who is very popular around here; "Amor E Paz" (Love and Peace), under the Entree label, presenting Tito Madi, songster and composer responsible for many Brazilian Hits; "O Sucesso E Lana Bittencourt," with this talented songstress singing in English and French.

Chantecler Records released another series of Ricordi LP's: "Hit Parade Ricordi" with various artists, such as Umberto Bindi, Nuccia Bongiovanni; I Due Corsari, Emilio Pericoli, Quarteto Cetra, etc., "Tango Per Favore," a collection of International tangos played by Iller Pattacini And His Combo, including famous Argentine tangos like: "Adios Muchachos"; "Adios Pampa Mia"; "La Cumparsita" and "El Choclo"; "Ballando All-Italiana," another album with Iller Pattacini; "O Romantico Emilio Pericoli," an LP destined to appear in a very short time among the best sellers, because Pericoli, after his short but successful tour in Brazil, became more popular than before. In this album, he does 12 tunes, among them "Ramblin' Rose," "Riorin Fiorello," "Take Me Back to Cairo," "Uno Per Tutte," etc.

Two albums have been released by RCA Victor: "Our Man In Hollywood" with Henry Mancini And His Orchestra and "Hail To The Conquering Nero," with the pianist and composer Peter Nero.

Sergio Endrigo, the new Italian RCA singer, is beginning to appear with strong success in our charts. Endrigo's popularity is now almost like that of Nico Fidenco, the famous RCA artist in Italy.

Carequinha is a circus clown, very popular with Brazilian Children. An artist of Copacabana Records, Carequinha has appeal for Carnival, for Christmas, for every gay and happy date. After his success at Christmas, Carequinha waxed an LP, for children with a Carnival theme.

Very good indeed, the new album pressed by the famous teenager Brenda Lee for Decca, released here by Philips Records. We liked very much the performance of "What Kind Of Fool Am I" and "I Left My Heart In San Francisco," with very good arrangements. After long absence from our charts, we believe Brenda will be back very soon, because of the wonderful LP named "All Alone Am I."

Brazil's Best Sellers

- 1 Acorrentados—Agnaldo Rayol (Copacabana)
- 2 Mas Que Nada—Jorge Ben (Philips)
- 3 Doce Amargura—Moacyr Franco (Copacabana); Riz Ortolani (Fermata); Francisco Petronio (Continental); Oscar Ferreira (Odeon); Danny Williams (Odeon); Orq. Namorados do Caribe (RCA) (Published by Fermata)
- 4 Pombinha Branca (Vola Colomba)—Silvana (Copacabana) (Published by Ricordi)
- 5 Quem Tudo Quer Nada Tem—Anisio Silva (Odeon)
- 6 Blue Star—The Jordans (Copacabana); Rinaldo Calheiros (Copacabana)
- 7 Hully Gully Baby—Chubby Checker (Fermata)
- 8 Olhando Para O Ceu (Sukiyaki)—Trio Esperanca (Odeon); Poly (Continental); Kyu Sakamoto (Odeon); Gilda Valenca (Musidisc) (Published by Vitale)
- 9 Oracion de Amor—Bienvenido Granda (RGE)
- 10 Maria Cristina—The Clevers (Continental)
- 11 El Relicario—The Clevers (Continental)
- 12 Papa-Oom-Mow-Mow—The Rivingtons (RCA) (Published by Euterpe)
- 13 Nova Flor—Francisco Petronio (Continental)
- 14 Brigamos—Jair Rodrigues (Philips)
- 15 Curore—Rita Pavone (RCA)

*Brazilian Music

Brazil's Top Ten LP's

- 1 Samba Esquema Novo—Jorge Ben (Philips)
- 2 Moacyr Franco—Moacyr Franco (Copacabana)
- 3 S Rhythm—Ray Conniff & Billy Butterfield (CBS)
- 4 Show Doçura—Moacyr Franco (Copacabana)
- 5 Encontro Com The Clevers—The Clevers (Continental)
- 6 Avanço—Tamba Trio (Philips)
- 7 Mensagem—Altemar Dutra (Odeon)
- 8 Suspense—The Jordans (Copacabana)
- 9 Living It Up—Bert Kaempfert (Polydor)
- 10 Nico Fidenco—Nico Fidenco (RCA)

*Brazilian Music

Israel's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	13	Deep Purple—Nino Tempo & April Stevens (Atco/"Hatakli")
2	2	8	It's All In The Game—Cliff Richard (Columbia)
3	7	7	Your Other Love—Connie Francis (MGM)
4	3	8	I (Who Have Nothing)—Ben E. King (Atco/"Hatakli")
5	8	8	First Day Back At School—Paul & Paula (Phillips)
6	4	8	Bossa-Nova Baby—Elvis Presley (RCA)
7	10	6	Bad Girl—Neil Sedaka (RCA)
8	5	8	Fools Rush In—Ricky Nelson (Arton/"Hed-Arzi")
9	15	3	Talk Back Trembling Lips—Johnny Tillotson (MGM)
10	11	4	Do You Love Me—Brian Poole & Tremeloes (Decca)
11	12	8	I'll Take You Home—The Drifters (Atlantic/"Hatakli")
12	6	11	Judy, Judy, Judy—Johnny Tillotson (Cadence/"Hatakli")
13	—	1	You'll Never Walk Alone—Gerry & Pacemakers (Columbia)
14	15	4	Since I Fell For You—Lenny Welch (Cadence)
15	16	3	The Impossible Happened—Little Peggy March (RCA)
16	—	1	Be My Baby—Ronettes (London)
17	9	6	Witchcraft—Elvis Presley (RCA)
18	19	2	Washington Square—Village Stompers (Epic)
19	13	6	Blowing In The Wind—Peter, Paul & Mary (Warner Bros.)
20	17	17	Twist & Shout—The Beatles (Parlophone)



ITALY

We'll start our column this week talking about the visit of the well known orchestra conductor Andre Kostelanetz. He stopped in Milan on the way to Teheran (Iran) where he was greeted by his host, the Persian Shah. Cash Box had the pleasure to have a nice meeting with Kostelanetz. He told us about the plans for his next activity. He is expected in Japan on January 10, where he will conduct a series of concerts in Tokyo and Kyoto. In the month of May, he will come once again to Italy, but not on vacation as this time. He will take part, in fact, in a series of TV shows. He also told Cash Box about his latest recording, "Promenade" a posthumous work of George Gershwin, the manuscript of which was given to Andre recently by George Gershwin's brother, Ira. The Kostelanetz waxing of "Promenade," under the CBS label, is the first of newly discovered Gershwin works, and it will be released during the month of January. "Promenade," said Kostelanetz, is a short composition, but it's a little jewel: one of the best works penned by the great talent of Gershwin. The new recording will soon be released by CBS in Italy, too. Four different LP's with an orchestra conducted by Andre Kostelanetz have been released in Italy by CBS.

During the meeting with Kostelanetz, Cash Box had also the pleasure to meet Ettore Stratta, International A/R Manager of CBS. He is now in Italy to record at the Teatro Nuovo of Milan, the Italian version of the successful musical "My Fair Lady," starring Delia Scala, Gianrico Tedeschi, and Mario Carotenuto. The orchestra of the new Italian album of the musical is conducted by Migliardi. The LP will soon appear on the Italian market.

After Milan, Ettore Stratta will leave for Frankfurt and Paris to visit German and French offices of CBS on the way back to New York. Stratta recorded in the States the foreign version of recordings of top CBS artists like Steve Lawrence, Eydie Gorme, Andy Williams, Dion Dimuci, Frankie Laine and others.

Let's mention the last Italian versions supervised by Ettore Stratta: Frankie Laine recording in Italian "Don't Make My Baby Blue," under the Italian title "Non Farla Piangere" and "White Christmas" (Bianco Natale) by Andy Williams. The first Frankie Laine Italian recording will be released during the period of the San Remo Festival. As already announced, Frankie will take part in the San Remo contest, presenting the English version of "Desperato Tango," the song penned and performed in Italian by Domenico Modugno.

On the subject of the "big" San Remo Festival, Cash Box has been informed by R.I.F.I Records that two of its talents, Cocky Mazzetti and Fabrizio Ferretti will take part in the contest. Cocky will perform the Italian version of "E Mezzanotte," a song that will also be presented on the Casino stage by Los Hermanos Rigual, while Fabrizio Ferretti will be the interpreter of "La Prima Che Incontro," penned by Gornj Kramer.

"If I Had A Hammer" is the title of a new big American success, and it's certain that this tune will be a hit in Italy, too. The tune has just been recorded by our top star Rita Pavone for the RCA label, under the Italian title "Dammi Un Martello." Rita presented the song recently during the pop TV show "The Dream Fair."

The original version of "If I Had A Hammer," published in Italy by Sugarmusic, has been released by R.I.F.I with Hal Prince & The Layabouts.

While on the subject of R.I.F.I, let's mention that it has issued in homage to the great personality of the late U.S. President, John Kennedy, a record containing his Inaugural Address waxed under the Spoken Arts label.

From Phonogram, we have been informed that it will immediately release in Italy the first single of the "Singing Nun" (Sœur Sourire) containing the US top hit, "Dominique" and "Entre Les Etoiles." The disk will be strongly promoted on our market, too, and a strong reaction is expected.

As we reported some weeks ago, David Matalon, the owner of Ducale Records and Publishing firm, is at the same time acting as a record producer for Phonogram. His first discovery is Gino. The singer is 23 years old, born in Sudan. He made his record debut in England recording "The Secret," which entered the top ten list of that country. His first Italian disk produced by David Matalon includes "Il Primo Bacio" (The First Kiss) and "Un Altro" (Another).

And let's conclude our column this week announcing another disk of Adriano Celentano. The pop Italian artist has cut four new numbers that will be presented all together on a disk under the title "Ciao Ragazzi" (Hello Boys!). The new waxings will appear this week on the market.

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	
1	—	1	*O Mio Signore: Edoardo Vianello/RCA Published by Leonardi
2	3	5	*Adesso No: Neil Sedaka/RCA Published by RCA Italiana
3	5	3	*Non Te Ne Andare: Jimmy Fontana/RCA Published by RCA Italiana
4	2	4	*Non E' Facile Avere 18 Anni: Rita Pavone/RCA Published by RCA Italiana
5	—	1	Ridi/Ma Neanche Per Idea: Michele/RCA Published by Ricordi/Ariston—RCA Italiana
6	7	4	*T' Amo E T' Amoro': Little Tony/Durium Published by G.I.B.A.
7	1	7	*Sabato Triste: Adriano Celentano/Clan Published by Ricordi/Italian Yank
8	8	7	*Ti Cerchero: Ricky Gianco/Jaguar Published by Leonardi
9	4	6	*L'Eta' Dell'Amore: Francoise Hardy/SAAR Published by Leonardi
10	10	4	*Letters Di Un Soldato: Domenico Modugno/Fonit Published by Ariston

*Denotes Original Italian Numbers

SUBSCRIPTION TO CASH BOX

\$30 FIRST CLASS—\$45 AIR MAIL



Editorial

A Possibility For 1964?

A Training School For Mechanics

Last week's editorial which appeared in this space closed out the old year by placing an emphasis on the maze of problems facing the coin machine and vending industries for 1964. One of the problems which affects everyone in the business right on down to the individual operator, is the shortage of trained mechanics available for route service. The demand for the skilled serviceman will only grow greater and there has been no indication that a technical school—similar to the two schools set up in Los Angeles and Philadelphia which train vending machine servicemen—will be instituted in the near future.

The coin machine industry must rely on the mechanics already in the business, or from a small crop of newcomers who are fortunate enough to link themselves with either distributing firms who are geared for the training of unskilled men or operating firms large enough to carry the costs of training a man.

A ray of hope shone on this otherwise dismal picture last week when a representative from the New York State Employment Bureau called on our offices in New York City with a proposal that deserves the attention of every coinfirm in the nation. The NYS Bureau will canvas the trade in the five-county metropolitan area asking individual operators and distributors to return a questionnaire which, once the returns are in, should indicate not only the need for trained mechanics for the coin machine industry, but also the basic requirements necessary before a student can be considered qualified for a position in the industry as a skilled man.

New York State, like other states, receives funds from the Federal government which it supplements and uses to school untrained people to fill the open ranks of the skilled. This is part of the government's effort to reduce unemployment since much of the unemployment problem today is with skilled crafts. These are the jobs that go wanting. Industries such as the coin machine industry suffer because of the shortage of manpower and schooling facilities. Evidently, New York State intends to do something about this situation in New York City. In any event, *Cash Box* has pledged full support of the program and will supply the Bureau with all necessary listings in order to get the questionnaire into the hands of the trade, which in turn will start the wheels turning on the preparation of a curriculum. The details of the school will not be available until this information has been studied by NYS officials.

It would be wise for coin machine people all over the country to call upon their local unemployment bureaus and suggest a similar project in other cities. The coin machine industry doesn't qualify for a private technical school similar to the present vending industry educational facilities but it certainly merits the attention of local government. Only good can come from such a program.

Williams Ships 'Beat The Clock' 1-Plyr.

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Corporation, in this city, ushered in the New Year 1964 with an equally new flipper game he describes as "the likes of which has never been created for the domestic and international markets before."

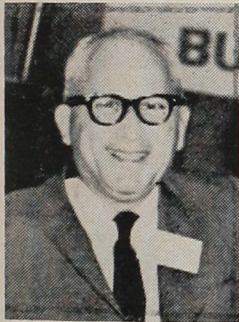
The new Williams coin-operated amusement game is called "Beat The Clock." For concerted action and considerable suspense two balls are ejected on the fast-action playfield at the same time.

Stern explained that in Williams Electronic's constant effort to "improve on success," revolutionary, new creative ideas are constantly incorporated.

"This," he stated, "coupled with our distinctive cabinet high-styling is responsible for Williams' fantastic growth and high sales position everywhere in this country and in the worldwide coin machine markets."

"We can assure you that Williams flipper type amusement games will certainly set the pace for 1964—this is our goal for '64!"

"Beat The Clock" is a single player with option for three or five ball play. It has fast acting new Drum Units in the backbox for more positive scoring, and the Williams finger-tip controlled "Latch-Lock" playfield for simplicity and speed in servicing the internal playboard mechanism.



SAM STERN

As Williams' sales manager, Jack Mittel, described the playfield action to the Cash Box reporter: "Here is how Williams engineering ingenuity has doubled up the play enjoyment. The ball in the 'Starhole' is ejected by a ball through the top rollover, or on either side eject pocket."

"Then," he added, "The starting clock on the lightbox runs until one ball leaves the playfield. When the hand on the clock reaches the '12' on the dial-face two side eject pockets light up to score the 'Special,' and also lights the '6' on the clock-face."

"When the hand on the clock reaches the '6' when lit it scores another 'Special.' There is considerable action and suspense during this 'Beat The Clock' action on the playfield and lightbox."

In other play and scoring features the "A-B-C-D" lights the top rollover for a "Special." There are two "Specials" when the knockout pockets are lit. Lighting five jet bumpers, or four jet bumpers scores an additional ten points.

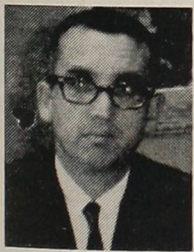
There are four fast acting flippers on the playfield for complete ball control and added thrills.

The "Beat The Clock" cabinet is a beautifully illustrated, colorful thing of breathtaking beauty, according to Mittel. It has a new larger, locked cash box, the Williams "Plastikote" finish on the playfield, and a number match feature on the lightbox.

Stern asserted in conclusion: "We are ringing in a big, prosperous New Year for coin machine operators everywhere with a flipper amusement game that is geared for bigger collection returns, highest profits, and the best resale value possible in all markets."

We take this opportunity to extend our collective Williams best wishes for a profitable, healthy New Year to all our friends in the coin machine and allied industries!"

Belam Named Agent For Rock-Ola In Madagascar, Reunion



VIC HAIM

NEW YORK—Vic Haim, President of the R. H. Belam Company, leading coin machine and vending export firm here, advised Cash Box last week that the firm has been named exclusive agent for the sale of Rock-Ola phonographs in the territory of Madagascar and the Reunion Islands.

"This remote territory has imported limited amounts of coin machines during recent months," said Haim. "We will do our utmost to promote sales on the new Rock-Ola Rhapsody II and Capri II machines," he said. First shipment is expected to leave within two weeks.

"Volume in that area will not be too large at the outset but we will do everything possible to introduce the phonograph line to the buyers and to promote and publicize the machine in order to stimulate sales," added Haim, who said that the Belam staff was happy to be back in the Rock-Ola family once again.

R. H. Belam's Vending International Division—Belamex—advised Cash Box at the close of 1963 that the firm's vending exports had doubled for the year. Morris Nahum, who heads Belamex, stated that 1964's sales should again double, based on the firm's estimates.

Howle Appointed Rock-Ola VP, Director Of Sales

CHICAGO—David C. Rockola, President of the Rock-Ola Manufacturing Corporation, announced the appointment of David P. Howle as Vice-President and Director of Sales for all divisions of the Rock-Ola Manufacturing Corporation. The appointment is effective immediately.

Howle joined the Rock-Ola Corporation last April as Sales Manager of the then newly formed Book-O-Mat Division, at which time he was elected a Vice-President of the Corporation.

Howle is well acquainted with all phases of the coin-operated business. Prior to his joining Rock-Ola, last year, Howle was Vice-President in charge of the Vending Division of Williams Electronic Manufacturing Corporation and previously had been the National Sales Manager for the Bally Manufacturing Corporation and later the Sales Manager for the Vending Division of the Seeburg Manufacturing Corporation.

On announcing the appointment of Howle, Rockola stated that with Rock-Ola's rapidly increasing sales and the corporation's expansion into the vending business, it is necessary for Rock-Ola at this time to strengthen its sales organization to offer its distributors and operators every available aid in increasing their sales and profits and to help them prepare for the vast potential to be realized in this growth industry in the future.

MONDIAL'S SARKISIAN TO ATTEND A.T.E.

Will Tour Europe



RICHARD SARKISIAN

NEW YORK—Richard Sarkisian, executive of the Mondial Commercial Corporation, largest exporter of new amusement machines, will leave New York on January 26 for an extended tour of Europe. He will attend London's Amusement Trades Exhibition, Jan. 28-30.

Following the giant coin machine convention, Sarkisian will visit Mondial's official distributors in Hamburg, Bremen, Copenhagen, Oslo, Stockholm and Helsinki. He will be in Europe from three to four weeks, according to Mondial President, Suren Fesjian.

Sarkisian has been with the Mondial firm for two years during which he spent time with each of the U.S. factories represented in Europe by Mondial and also assisted Fesjian and Sales Manager Aspet Varten while in the company's executive offices located in the Empire State Building.

Cleveland Coin Intl.'s Export Business Grows

CLEVELAND—Last month Cleveland Coin, leading exporter of coin machines in the area, shipped its first shipment of machines to Iceland. One week before, the firm released its first order to Austria. An importer from Guam mailed a \$1000 check as deposit on an order enclosed. "This is the shape of our export business today," stated Morris Gisser, the firm's President. Cleveland Coin International has enjoyed a marked increase in export sales of used equipment during 1963 and expects a good year ahead, according to the distributor.

5 New Seeburg Little LP's

CHICAGO—Seeburg started the new year with five new Little LP releases. The titles, as announced last week from the Chicago manufacturing firm, are as follows: Pop Vocal, Aretha Franklin, "Laughing On The Outside;" Arthur Prysock, "A Portrait Of Arthur Prysock;" Pop Instrumental, Henry Mancini—Al Hirt—Perez Prado, "Three Great Bands;" Jazz/Rhythm and Blues, John Coltrane/Johnny Hartman, "John Coltrane-Johnny Hartman;" and Country-Western, "Three Country Gentlemen" featuring Hank Locklin, Hank Snow, and Porter Wagoner.

Sarkisian was born in Boston, Massachusetts, and attended Boston University. Following his graduation and several years' employment in the shipping industry, Sarkisian joined Mondial.

Mondial Commercial Corporation recently revised its distributor network in favor of the present official distributorship system. Sarkisian will meet with distributors in the cities outlined above.

Celebrate 20 Years With Atlas Music



MIKE BLUMBERG

CHICAGO—Eddie Ginsburg, president of Atlas Music Company, of this city, feted his entire staff of employees, Thursday, November 19, at a soiree in the Sheraton-Blackstone Hotel to celebrate the Christmas holiday season and to honor Mike Blumberg and Mort Jacobs, on the occasion of their 20th anniversary as employees of Atlas Music Company. They were presented with appropriately engraved gold watches during the dinner party.

Ginsburg expressed his delight in his having re-acquired ownership of the Chicago distributorship during 1963, having re-purchased the company and all its assets from Automatic Canteen Company of America.



MORT JACOBS

Among the employees on hand during the dinner party were: Bob Fabian, Stanley Levin, Samuel H. Gersh, Bill Phillips, Chuck Harper, Mike Blumberg, Mort Jacobs, Morrie Minkus, Joe Klykun and O'Donald Phillips.

Also, Frank Bach, Irv Bryant, Brent Carothers, Ed Chesney, James Dacey, John Decker, George Dernbach, Edward Doran, Nancy Eannarino, Edward Fagocki, Bill Fredericks, Ray Grier, Frank Gumma, John Havrilla, Barbara Jarog, Helen Kobus, Rita Kobus, Ronald Kuhlmann, Frank Mallack, Barry Menconi, Nestor Nieves, Howard Siegel, Edward Siegelman, Andy Verbisky, Elmer Walker, Joseph Weide, Bill Williams, Rita Wachowiak and Willard Warlin.

Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Wico Issues Vending Parts Catalog

CHICAGO—Edward Ruber and Denis Parsons, who are the driving forces in Wico Corporation's new Vending Parts Division, announced the introduction this past week of Wico's first vending parts and supplies catalog (#640). This new catalog initiates, in 1964, Wico's entry into the constantly expanding vending parts business.

This enterprising expansion has been in the planning stages at Wico Corp. for several years. Some months ago Wico President Max Wiczer, general sales manager Milt Wiczer and Ruber set the wheels in motion for this big step forward for the Chicago based parts and supplies company, which has been active in a large measure in the coin machine parts business for many years.

Parsons explained that this new expansion into the vending field was necessitated by the constant demands of vending operators for this parts and supplies service. It is the feeling at Wico that this availability from one source will save operators time and money on the purchase of parts.

Vending Man Honored By Variety Club



DAVE ROSEN

PHILADELPHIA—Dave Rosen, President of David Rosen Inc., distributors for the complete Rowe AC music and vending line in this Pennsylvania-

More than 8,000 catalogs were distributed at Wico Corp. this week, and operators are urged to request their copies, if they haven't as yet received them in the mail.

New Jersey territory, will be installed as Chief Barker, Phila. Variety Club, Tent #13, at a gala installation dinner, Jan. 13th at Philly's Bellevue-Stratford Hotel. Star of the evening's show will be Miss Eydie Gorme who will be this year's recipient of the

Canteen's Collins Elected To Bohack Food Chain

NEW YORK—John T. Collins, President of New York Automatic Canteen Corporation, and of the Sales Executives Club of New York, was elected to the Board of Directors of the H. C. Bohack food chain, according to an announcement by William J. Kent, Jr., Bohack President.

In his post as President of the Sales Executives Club of New York, Collins is responsible for the leadership of the 3,500-member organization which includes among its membership the nation's top sales, marketing, advertising and management executives.

In addition to the above, Collins is active in numerous other business, community and religious organizations, and holds such posts as:

President, Mid-Hudson Canteen Corporation; Member of the Board and Finance Committee, Community Council of Greater New York; Member of the Board, Automatic Canteen Corporation of America; Member of the Board of the Greater New York Councils, Boy Scouts of America; Member of the Board, Archdiocesan Service Corporation; Member, Cardinal's Committee of the Laity; Member of the Board, Guild of the Infant Saviour; Member of the Board, Georgetown University; Past President and Board Member, New York Automatic Vending Association.

Collins was born in Detroit, Michigan, and came to New York in 1931. At that time, he established New York Automatic Canteen Corporation. He is a pioneer in the field of automatic vending, having assisted its rapid growth.

A widower, he makes his home at 180 East 79th Street, New York City, and is the father of two sons and one daughter. One son, Father Steven Collins, now teaches at Portsmouth (R.I.) Priory Preparatory School. The other Richard, is a member of the law firm of Whiteside & Wolf. His daughter is Mrs. Edward Tostanoski. Collins has six grandchildren.

NAMA Executive Director Thomas B. Hungerford, NAMA Legislative Counsel Richard W. Funk, Public Relations Counsel to NAMA Dale O'Brien, Dale O'Brien and Company, Chicago, Ill., Tom L. Herrick, The Seeburg Corporation, Chicago, Ill., Norman Dolnick, Dale O'Brien and Company, (Mrs. Evelyn Sweetow, NAMA Stenographer), Left to right (inside): A. F. Diederich, National Vendors, Inc., St. Louis, Mo., NAMA Western Manager and Counsel Sidney S. Kallick, Los Angeles, Calif., Harry Rosen, Allegheny Cigarette Service Co., Wilkesburg, Pa., James T. McGuire, Automatic Canteen Co. of America, Chicago, Ill. (for Patrick L. O'Malley), Herb A. Geiger, Geiger Automatic Sales Co., Division of Servomation Corporation, Milwaukee, Wis., Committee members not shown in the picture are: Robert K. Deutsch, Interstate Vending Company, Lincolnwood, Ill., F. C. DuGrenier, Arthur H. DuGrenier, Inc., Haverhill, Mass., and M. B. Rapp, Continental-APCO, Inc., Westbury, L. I., N. Y.

Variety Club's Heart Award. Miss Gorme was selected for her many contributions to various charitable and humanitarian causes, including many in the Phila. area.

"It is highly significant that the Variety Club's great honor is to be bestowed once again upon a leading artist in the recording field," stated Rosen last week. Last year's winner was Patti Page. He called attention to the outstanding unsung achievements made by people in show business and in the coin machine business.

Many city and state dignitaries will attend the dinner. The Variety Club's Great Heart Award, presented to a professional in the field of medicine each year, will be given to Dr. Helen B. Taussig, physician-in-charge of the Cardiac Clinic at Johns Hopkins University. The installation dinner is a star-studded affair. This year, Rosen, as Chief Barker, will preside over the banquet as vocalist Al Martino, comics Fisher and Marks, and songster Pat Lynne, entertain the sold-out ballroom audience.



NAVY BRASS: Lieut. (j.g.) Frank Ash, USN, has reason to smile. The Active Amusement Machine Company exec was promoted last month from the rank of Ensign. Ash's father, Joe, runs Active where the firm distributes the Rock-Ola phonograph and vending lines throughout the Pennsylvania territory. At the close of Ash's naval career he will re-join the vending organization.



CIGARETTE VENDING is the area under discussion by NAMA's Cigarette Committee (above) who emphasized a 6-step self-regulation program (CB Dec. 28). Left to right (outside): Herbert E. Greenberg, Rowe-AC Manufacturing Division of

Automatic Canteen Co. of America, New York City, N. Y. (for Robert Z. Greene), Aaron Goldman, Macke Vending Company, Washington, D. C., J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis, Ind., NAMA Director of Public Relations Walter W. Reed, NAMA Senior Vice President and President-Elect Carl Millman, Automatic Merchandising Corp., Milwaukee, Wis., NAMA President and Committee Chairman Louis J. Risman, Mystic Automatic Sales Co., Inc., Medford, Mass.,

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MARCH OF DIMES!

Bally Will Premiere Slot Machine At London's A.T.E. Convention

CHICAGO—Bill O'Donnell, president of Bally Manufacturing Company, announced last week that he will preside at the presentation of a new Bally-built bell-fruit machine at the 20th Annual Amusement Trades Exhibition in London's New Royal Horticultural Hall, on January 28, 29, 30, 1964.

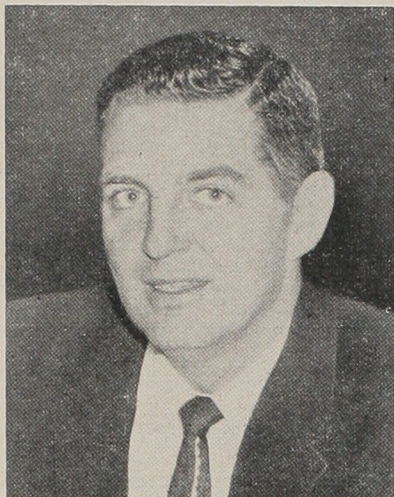
"The Bally machine," O'Donnell said, "is housed in the compact case which bell-fruit operators expect of contemporary 3-reel machines, and the case has 'the old familiar look' plus new sleek styling, illuminated signs, big easy-to-read symbols and visible jackpot."

"Inside that standard size case, however, our staff of engineers — headed by a veteran of 30 years of bell-fruit design—have packed more new features than you would expect to find in a console three times the size," said O'Donnell.

"Biggest innovation in the Bally machine is the fact that all jackpots are paid out automatically in coins, not tokens. One of the several models we shall preview in London has 5 jackpots, and each and every one is paid out in a cascade of coins."

"Electro-mechanical coin mechanisms, proved accurate and cheat-proof in hundreds of thousands of Bally games, eliminate the need for escalators. Slugs or improper coins immediately drop into the coin-return cup. Bent or otherwise faulty coins are ejected when the handle is pulled, and, of course, reels do not spin unless coin is accepted by the mechanism," he said.

"Mechanical simplicity and sturdy construction are other features of the Bally bell-fruit. Veteran operators from Europe, as well as Nevada, who



BILL O'DONNELL

have examined the Bally machine, say the mechanism is the 'most trouble-proof' they have ever seen.

"I heartily invite friends of Bally in all parts of the world to meet me in London and see the new-era Bally bell-fruit machine," concluded O'Donnell.

London's A.T.E. show has developed into one of Europe's largest and most successful coin machine conventions. 3000 visitors are expected to attend the British show this year, which is expected to be the largest trade show ever held on the Continent.

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AMI Continental 2-200	\$675	Seeb. 100R	345
Wurl. 1900	265	Seeb. 100R	345
Wurl. 2204	265	Seeb. KD200	295
Wurl. 2300	395	Seeb. 100C	175
Seeb. AY 160	745	Seeb. 100B	125
10 Kicker & Catcher			\$45 each

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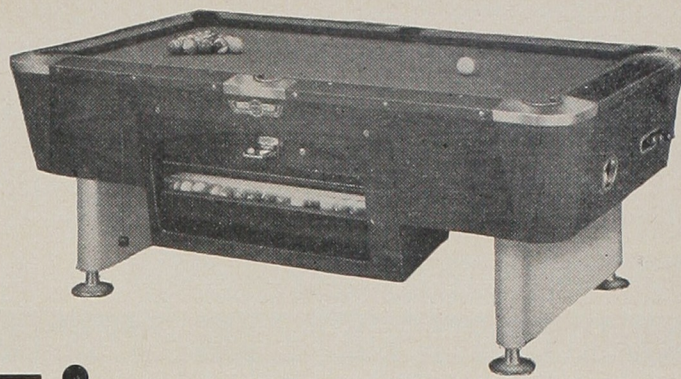
Genco Wild West	3 Midway Bazookas
United Pirate Gun	1 Crossfire
Exhibit Sportland	Genco Rifle Gallery
Shooting Gallery	United Jungle Gun
2 Genco 2-Plyr.	2 Bally Heavy Hitter
Basketball	2 Midway Shooting
1 Crook's Saloon	Gallery
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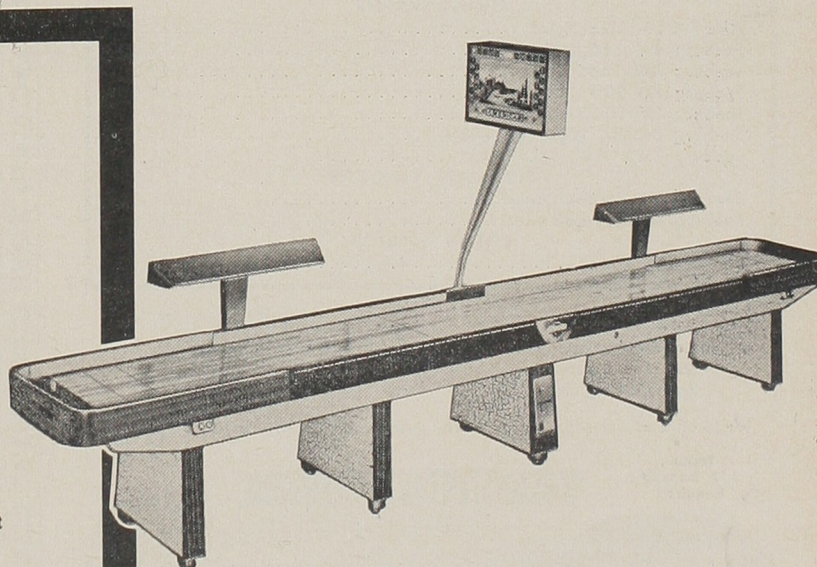
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FROM BACKGROUND MUSIC *No Limit!*



Chicago Chatter

Judging from past years there should be a brief lull in coinbiz during this holiday hiatus. However, observations in this major coin machine market, during these past two weeks, indicate a continuing overall active trend on the manufacturing, distributing and operating levels. This certainly bodes well for 1964! As all coinmen know Cash Box has most assuredly been the effective voice of the allied coin machine, vending and music trades over the years. We resolve to continue as the true "bible" of the industry.

Chicago Coin rings in the New Year with a big BANG—a "Firecracker" type bang, generated by terrific sales reports by Mort Secore on ChiCoin's "Firecracker" two-player pingame. Those happy smiles you see in the background belong to ChiCoin heads Sam Wolberg and Sam Gensburg, who—in-identally—expect a banner 1964.

The Rock-Ola story in '63 was a happy biography in the music and vending sales picture, according to Edward G. Doris, executive vice prexy. Congrats to old buddy Dave Howle, who was promoted to vice president and director of sales for all divisions of Rock-Ola Mfg. Corp. by David C. Rockola, president. This action by Rock-Ola is viewed as a greater expansion in vending machine business. . . . The New Year comes in at Bally Mfg. with the intro of the new "Slot Machine" game, and Bill O'Donnell and Herb Jones are somewhat elated already.

The sales and profit picture is certainly expected to continue bright and rosy at Seeburg Corp. New Year greetings are extended by Del Coleman, Jack Gordon, Bill Adair, Tom Herrick, Stan Jarocki, Dan Collins, Bob Dunlap, Ed Cleland, et al.

Keeney prexy Art Weinand and his lovely Kay had their last visiting season with daughter Ginger (now Sister Mary Denis) until the Easter Season.

Over at D. Gottlieb & Co. they up and left Nate Gottlieb stranded. Judd Weinberg and his family enplaned for a Florida vacation, and with Dave and Dorothy, and Alvin and Evelyn and the kiddies basking in the Florida sunshine that leaves Nate all alone minding the store (anyway, he has Manny Skibell as company). . . . We're delighted that First Coin prexy Joe Kline is back in his office feeling chipper again, after his recent painful siege. Joe, Sam Kolber and Fred Kline are enjoying a fine year-end season, and looking forward eagerly to 1964.

Judging from the fine reports we're getting these days from Nate Feinstein and the gang at World Wide Distributors 1964 looms very bright in the horizon. Best wishes to all from the gang at World Wide.

The much honored genial Patrick L. O'Malley, prexy & chief executive officer of Automatic Canteen Co. of America, receives a highly coveted honor in New York on Jan. 13. He'll become a Knight of Malta, to be presented in St. Patrick's Cathedral by Francis Cardinal Spellman, Archbishop of the New York Archdiocese. The knighthood was bestowed on Pat by Pope Paul VI.

"Eskimo" Joe Robbins and his shivering son were on hand in Wrigley Field last Sunday to watch the Chicago Bears unhinge Allie Sherman's (we should say Y. A. Tittle's) New York Giants (we don't dare say "midgets" for fear our New York pals will "cream" us!). Anyway, Joe, Empire Coin owner Gil Kitt and everyone else hereabouts is singing the praises of "Papa Bear" George Halas and his "giant killers." Ditto the Illini team which romped thru Washington Huskies on New Year's Day!

The outlook for 1964 is bright at Rowe AC Services in all divisions. The picture is particularly rosy with Rowe-AMI's "Tropicana" phono, according to a very pleased Fred Pollak, vice president. Among the New Year celebrants at Rowe AC are Jack Harper, Dean McMurdie, Fred, Paul Huebsch, Jim Newlander, genial Don Lunday, Bob MacGregor, Jerry Marcus, et al. . . . We always get a big kick out of chatting with Johnny Frantz at this time of the year. Johnny, as usual, is very optimistic about his counter game sales, expecting J. F. Frantz Mfg. Co. sales to go even higher in '64. Naturally, Don Congdon says "ditto!"

After chatting with the execs at United Mfg. Co. we can easily understand why they're all so confident, what with three big amusement games making it big. Such as, "Bankpool," "Futura" ball bowler, and "Skippy" shuffle alley bowler. Our fedora is tipped to Lyn Durant, Herb Oettinger, Bill DeSelm, Ray Riehl, Art Rapacz, LeRoy Kraehmer, Glenn Johnson, Johnny (perennial youth) Casola and Al (the non-flying Dutchman) Thoeke. And, we can't forget all the sweet gals at United (that means you, too, Laverne!).

It's a big week at Williams Electronic Mfg. for more than one reason—the New Year, and the intro of Williams new "Beat The Clock" flipper amusement game. Prexy Sam Stern and sales manager Jack Mittel look to 1964 with much joy, knowing it will be a banner Williams year in the sales column.

Eddie Ginsburg tells us that there has been no slack-off in business at all at Atlas Music Co. despite the holiday season. Happy New Year greetings to Eddie, Bob Fabian, Stan Levin, Chuck Harper, Mike Blumberg, Mort Jacobs, Bill Phillips, Joe Klykun and Morrie Minkus.

Marvel Mfg. prexy Ted Rubey just closed out a big sales year with Marvel's "Slugger" counter amusement game. He and Estelle Bye look to 1964 with mucho optimism. Oh, yes, Estelle doesn't want to "babysit" on the West Coast for awhile, so she hopes Bob and his wife will take a vacation in the "off-spring" dept. (What, no more diapers, Estelle??).

A big, banner year was closed out at Midway Mfg. Co., where Hank Ross, "Iggy" Wolverton and Bob Jones had several 'winners' on the production lines. They have a "Winner" now, and its sales are skyrocketing as the New Year comes in. Good Luck, in '64, fellows!!! OUR VERY BEST WISHES TO ALL FROM US AND ALL THE GANG AT CASH BOX EVERYWHERE IN THE WORLD!

Cash Box—January 11, 1964

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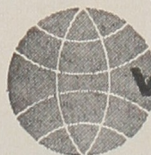
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The BIGGEST Export News Story Is About To Break In Europe and Cash Box Will Be On Hand To Serve This 20th Annual A.T.E. Convention In London—Jan. 28th thru 30th.....

2800 ATTEND 19th ANNUAL A.T.E. LONDON COIN SHOW NEW EQUIPMENT DOMINATES EUROPE'S TOP CONVENTION

LONDON—The 19th Annual Amusement Trades Exhibition took place in London last week at the New Royal Horticultural Hall, Westminster. Once again the venue was transformed for the occasion into a business-cum-pleasure garden where coin men from all over the world could meet and view the latest and best in coin operated equipment supplied by the leading manufacturers of three continents. The emphasis on quality rather than quantity, a noticeable feature at last year's show, was this year even more apparent. New equipment and new ideas were the order of the day with used and re-conditioned machines very much in the minority. Despite the rising costs of labour and materials many exhibitors this year "went to town" on their stands. A new level of presentation was established which not only maintained but further justified the growing reputation of the A.T.E. as the No. 1 show window for the European industry. The organisers deserve full marks for the success of this year's three-day convention and a special vote of thanks for the much improved catering facilities. The social aspect of this kind of show is all-important and the additional bars and lounges available this year provided a welcome haven from the noise and bustle of the Exhibition Hall.

Cold Weather Grips Town

Happily the London Transport strikes which preceded and threatened the success of the 1960/61 shows were

not called this year. However, many of our less fortunate American friends were seriously handicapped by the New York dock strike. One would-be exhibitor Urban Distributors, had to withdraw and several items of new equipment destined for the show failed to arrive in time. The major hazard this year was the weather. Although attendance figures have not yet been announced it seems likely that the final count will be slightly down on last year—not surprising with Britain and the continent still in the grip of the coldest winter for years. Nevertheless those manufacturers, distributors, operators etc. who made the journey to London both from home and abroad were not disappointed. Ironically across the channel in Brussels the doors were finally closed on Britain's application to join the Common Market. Nevertheless coin men from the member countries were well represented together with those of other territories around the world—America, Australia, France, Germany, Belgium, Holland, Italy, Switzerland, Spain, Scandinavia, Denmark and Southern Rhodesia.

Multi-Players Dominate, Reflect Arcade Prosperity

As expected the trend this year was emphatically towards multi-players, multi-slots and electrification. The many new expensive and elaborately designed models in this category brought an air of affluence to the

show reflecting both the healthy prosperity of the arcade business and the technical advance in British design and manufacture. One of the most impressive and, at £1755, one of the most expensive multi-players was the 3d Derby 20-player exhibited for the first time in London by The Crompton Patent Machine Co. The machine 6ft. in diameter in two-tone grey features 20 horses on a green balzo track—each game pays out six winners, three at 6d, two at 4d and one at 1/-.

Another multi-player designed to meet the arcade owners requirements for maximum play and minimum space was the 20 1d play Colour Roulette seen on the Mayfield Automatic stand. With red, green, yellow and white panels pay-outs of either 2-4-8-12 are paid on the winning light. Also on show a 15 player 3d play Roulette with 6-9-12 pay-outs. Another Mayfield attraction was the International Space Race, a four player 1d play with back flash panel depicting rockets in flight from Earth to Venus. Strategically placed at the entrance to the hall were Millers (Multi-Slots) Ltd. who arrested the attention with a large range of attractive multi-slot, multi-player machines notably "The Newmarket ten panel, 50 slot 1d play with 2-4-6-12 pay-outs and "Fixed Odds", fifteen panel, 3d play with either 2-4-6-12 or 6-9-12 pay-outs. All the company's 3d play machines have bent coin rejectors. Kraft Automatics featured multi-slots of their own manufacture and orders

were taken to ensure maximum production for Whitsun delivery. Multi-slots were also the main attraction on the stands of Philip Sheffras where the highlight was the twelve player 3d play Royal Asot whilst Whittaker Bros. catered for the larger site owner with a double sided 40 slot, eight player 3d play Roulette Console with 6-9-12 pay-outs.

For the third year in succession Streets Automatics drew the crowds with their sensational Wheel 2m 1m machine and rifle ranges. However, this year Walter Street provided another block buster with his automatic change giver. No stacking of coins is necessary—just throw a 100cvt odd coin in the hopper and the machine automatically sorts and supplies sixpences, threepences and pennies as required. Bent coins are automatically rejected. The International Coin Counting Company also introduced a new machine giving sixpences in exchange for either 2/- or 2/6d. In terms of change it has a capacity for 200 operations.

Cinebox A Show-Stopper

Another show stopper on exhibit for the first time was the Italian made Cinebox. Already proving popular in a number of coffee bars, hotels and holiday camps, the distributors, Filmbox Equipment Co. Ltd. are seeking to expand their locations to golf clubs, bowling alleys etc. with specially made instructional films to suit individual locations.

One of the most impressive stands was that of Ruffler and Walker. Occupying a complete island site one section was given over entirely to Rock-Ola where, against a Capri background, the latest "Rhapsody 160" and "Capri 100" phonographs were presented. Gordon Walker reported exceptionally high on-the-spot sales for both these machines. He also said there was a strong reaction to multi-slots particularly their own manufactured wall machine "Twinkle Toes". On a nearby stand Automatic Canteen Co. (Great Britain) Ltd. were showing the Rowe AMI 200 Selection stereo phonograph for the first time in London. Strong selling points are the eye catching Kaleidoscopic moving panel, large illuminated piano style key board for selection and the professionalisation panel. Also on show was the AMI Hideaway and 800 pack 20 selection Automatic Canteen cigarette vendor. Another phonograph to make a big impression was the Swiss made "Jupiter". The complete range was shown by Phonographic Equipment Ltd. The newly arrived 120 He Luxe model at £400 and the Console 96 at £285 proved so popular that supplies are being air lifted to meet the demand with minimum delay. Two juke boxes of German manufacture were also on show at the exhibition. The Symphonie 100 stereo of Th. Bergmann displayed by Symplay Ltd. who also showed a full range of Bergmann equipment including the Arizona miniature shooting range and the 1d play

Monaco wall machine. The other German phonograph was the Eltec G100 selection described by the exhibitors, Eltec of West Berlin, as "the Volkswagen of the music box business." Already being exported to 21 countries Eltec are about to set up distribution in the United Kingdom. They also showed the Eltec 100 selection wall box. Not far away Auto-Slot Sales Ltd. highlighted their stand with the factory rebuilt Panfare 60A juke box and the new Lowen-Automaten electronic reaction tester.

Bus Service Helped Seeburg, Wurlitzer Hotel Displays

A special bus service supplied by Seeburg (Great Britain) Ltd. and The Ditchburn Organisation transported hundreds of visitors from the A.T.E. to the Moystyn Hotel where the two companies held a special exhibition of their own. The latest Seeburg models including the "L.P. Console" and the latest Wurlitzer models including the "2700" were on show.

Mar-Matic Displays From Double Deck Stand

Back at the Horticultural Hall fruit machines were well in evidence. Mar-Matic Sales Ltd. with the show's only two decker stand was at once a landmark and a magnet for visitors. Jennings fruit machines including the Governor 6d play and the new "Penny Comet" were on show while Keeney

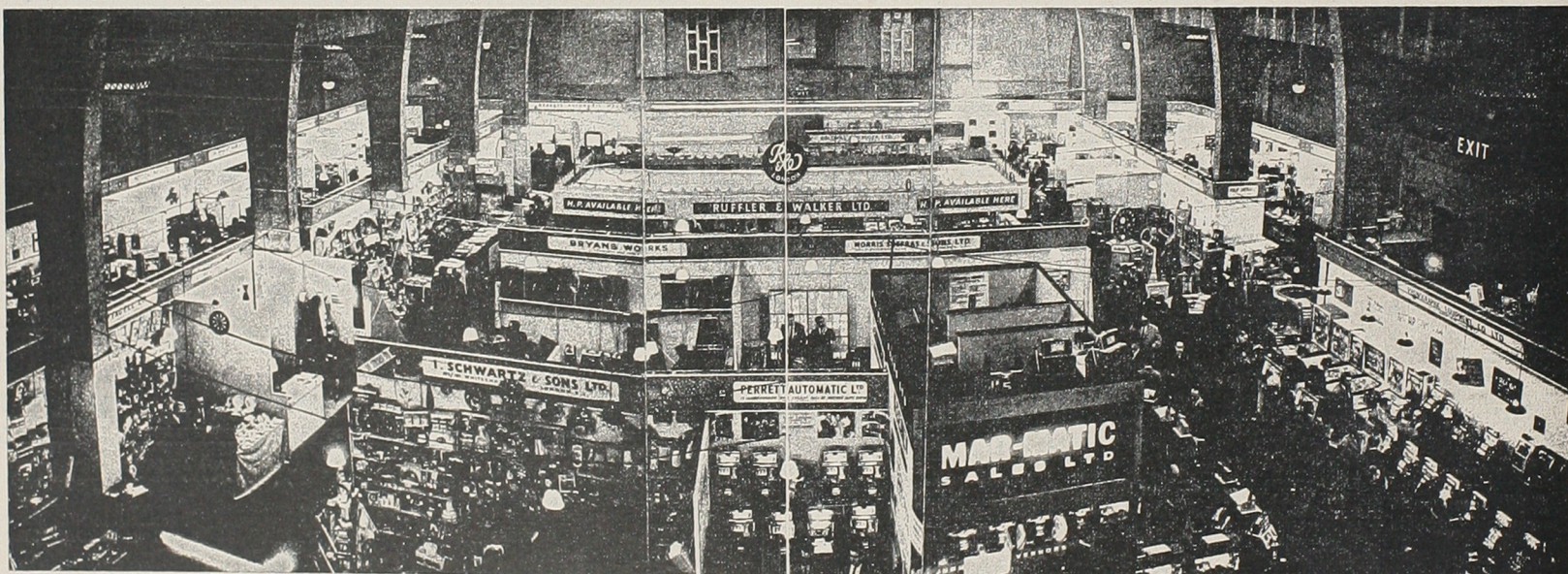
was represented with "Hold And Draw" and "Penny Twist". Much interest was also caused by the new kiddie car Drive In Movie 6d play. Visitors to the Mar-Matic stand included Maurice Sykes, Director of the company, Jim Cherry, newly appointed Executive Sales Director for Continental Europe, Sid Feldman, Mar-Matic representative for U.S. bases in Germany, Bob Fisher, rep for Spain and France, H. T. Baker, Purchasing Agent for Keeney. Nearby on the Phonographic Equipment stand was exhibited a vast range of the latest Sega fruits. The greatest activity was centered around the 6d plays, particularly Diamond Three Star, Mad Money, Bonanza Star, Progressive Star—the latter being completely sold out before the exhibition closed. As usual in the fruit machine field a notable exhibitor was Answorth Consolidated Industries (Great Britain) Ltd. with one of the most attractive stands in the hall. General Manager Hal Eldridge reported brisk business in all machines particularly their latest dual play model which has already proved successful in Scandinavia. The machine takes money and tokens but only pays tokens. Another Australian fruit machine firm Jubilee Products caused considerable interest with their range of 6d, 3d and 1d play machines which feature live jackpot and token drop. Edwin Hall & Co., specialists in kiddie rides, once again occupied their usual position on the dias at the end of the hall. This year considerable interest was aroused with the latest

additions to their range, the Velaren Car, designed for the old fashioned child and for the modern tot Super Car rocket machine vintage 1970. Other familiar exhibitors in the kiddie ride field were R. G. Mitchell (Sales) Ltd. with an attractive 6d play Surf Rider speed boat and the Super Car Company (Coventry) Ltd. who once again displayed their tried and tested dodgem cars. In a wide range of 6d rides Robinson Partners (London) Ltd. included rocket ships, speed boats and animal rides. For children of all ages Major Matics repeated the success shown at Blackpool with their life size Mr. Top Gun. As in previous years the exhibition housed a large section of the latest bingo equipment and no fewer than 20 awag merchants.

Gensburg, Adickes, Schuyler Among Visitors

The many American visitors included Avron Gensburg of Chicago Coin Machine Company who re-arranged his European schedule in order to attend and the familiar figure of Maurice Sykes of Mar-Matic and Clarence Schuyler, President of Games Incorporated who was last here two years ago. Another familiar face this time from Germany was that of Mr. Adickes, Rock-Ola's European Distributor who, this year celebrates his 30th year with the firm and the 10th year of Rock-Ola's European operation. The occasion will be marked with jubilee celebrations to be held in Han-

(Continued next page)



Panoramic Photo Of New Royal Horticultural Hall Taken By Cash Box During 19th Annual A.T.E. Show. 2800 Visitors Were Recorded During 3-Day Exhibition.

Reprinted from Cash Box, February 16, 1963. Story reports on record-breaking attendance at 19th Annual A.T.E. Convention in London.

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- Prepare copy now and advertise your export facilities, services, list inventory for immediate delivery. Speak to the world's coin machine buyers through the pages of Cash Box in the A.T.E. CONVENTION SPECIAL ISSUE. Dated February 1st—Deadline for copy, Wednesday, Jan. 22nd!!!

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SEND ALL COPY TO  **1780 BROADWAY, NEW YORK 19, N.Y.**

California Clippings

Everyone along 'coin machine row' reporting a wonderful time over the holiday season, and looking forward to the new year. . . . The new Gottlieb single player, 'Gigi', arrived at R. F. Jones & Co. and met with immediate operator acceptance, according to Ed Wilkes. Chuck Klein hosted a New Year's party for the employees of the sales division, at his home in Sepulveda, and Jack Leonard and his wife, Dorothy, spent the holiday in Las Vegas. . . . Mr. Rothfield of Chicago in town last week and conferring with Don Ross at Amco Music & Vending, Inc. Dale Rogers of Commerce Records stopped by Amco's one-stop promoting "Temptation" by Roy Counts. Dave Yates said the record is one of his best sellers at the present time. . . . Bally's new Star-Jet novelty game arrived at Paul Laymon Inc. with the initial order completely sold out, and another shipment on the way. Jim Wilkins spent a few days in the Bakersfield area calling on operators. . . . The export business continuing firm and steady at Simon Distributing Co., with the shop busy preparing orders for overseas shipments. . . . Mr. & Mrs. Woody Matthews of Monterey, Calif. spent the Xmas holiday in Long Beach. . . . Jerry Wallace in California Music Co. checking sales on his latest disc, "Auf Wiedersehn" on the Challenge label. . . . At the local Wurlitzer Factory Branch Clayton Ballard was happy to announce that Wurlitzer has a surprise coming for all ops soon! . . . The shop at American Coin Machine, Inc. busy this week with Bill Lanzy repairing arcade equipment and Nick working on phonographs. . . . At C. A. Robinson & Co., Hank Tronick said the usual tapering off of business during the holiday filled month of Dec., did not occur. He added, we are confident that the surge of business that closed out 1963 will continue throughout the new year. With the tremendous effort being made by the factories that Robinson's represent, United, Midway, Kaye, Valley, and American—in providing the finest products, we have reason to be optimistic for the year 1964. . . . Mary & Kaye Solle at Leuenhagen's 'record bar' predicting Ned Miller's new release, "Big Love" on Ebor, to be another "Jack to a King." Bob Singer of King Records in to check sales on "Greasy Spoon" by Hank Marr. . . . At Duarte International Sales Co. export orders are being readied for shipment to Manila and Singapore. . . . Some of the visiting operators in town this week were: Bill Yedlin, Sherman Oaks; Amos Hamady, Lancaster; Walter Cook, Palos Verdes and Cliff Jones, Long Beach.

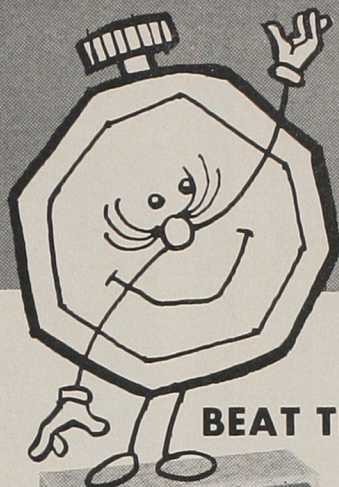
UPPER MID-WEST MUSINGS

Mr. & Mrs. Stanley Baeder, Fargo, in town and will spend the weekend in Minneapolis before returning home. . . . Verne Boerger's son Terry was home for the Christmas holiday. Terry is in the Navy Reserve. . . . Ray and Evelyn Diedrich in town visiting relatives and spending the Christmas Holiday with Evelyn's sister and family. . . . Mr. & Mrs. Arnold Brevik spent the Christmas holiday with their son and daughter-in-law in Minneapolis. Allan Brevik is intern at the General Hospital in Minneapolis. . . . Harry and Johnny Galep in town for the day picking up records and parts. . . . Doc Keintz and son Steve in town for the day making the rounds, and picking up records and parts. . . . Bud and Clare Nitteberg, Castlewood, in town for the day making the rounds. . . . Bob Bregal, Willmar, in town, for a few hours picking up parts and records. . . . Eddie Kubes, New Prague, in town for the day making the rounds. . . . Lloyd Williamson, Winona, in town for the day picking up parts, records and premiums.

Happy Birthday This Week To:

J. H. Sprott, Temple, Texas . . . Milton Bainbridge, Moosic, Pa. . . . Wm. T. Chadwick, Des Moines, Iowa . . . Myron Sugerman, New York, N.Y. . . . John N. Young, Falls City, Nebr. . . . Robert C. Gilbert, Montgomery, Ala. . . . James A. Smith, Pleasantville, N.Y. . . . Ben J. Sterling Jr., Moosic Pa. . . . Robt. E. (Buster) Memphis, Tenn. . . . Ben J. Kelly, Houston, Texas . . . Wm. R. Geier, Gentryville, Ind. . . . John M. Cartwright, Nashville, Tenn. . . . Chas. A. Missler, Linthicum Hts., Md. . . . Arthur J. Oley, Sr., Richmond, Va. . . . Bernard S. Berman, Louisville, Ky. . . . R. C. Carpenter, Chester, N.Y. . . . Angelo N. Delaport, Syracuse, N.Y. . . . Theo. Blatt, Bkly., N.Y. . . . Kenneth J. Edwards, Charleston, W. Va. . . . Geo. S. Workman, Chester, Pa. . . . Valter Clark, Waukegan, Ill. . . . Damon P. Peters, Sr. Port St. Joe, Fla.

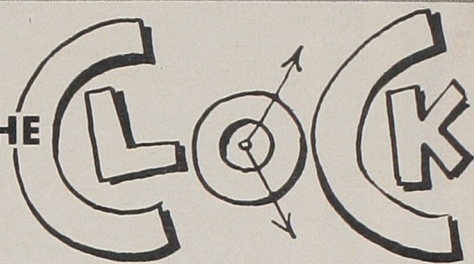
Cash Box—January 11, 1964



**PACE SETTER!
PROFIT MAKER!**

from **W Williams**

BEAT THE



**3 or 5 BALL
SINGLE PLAYER GAME
with**

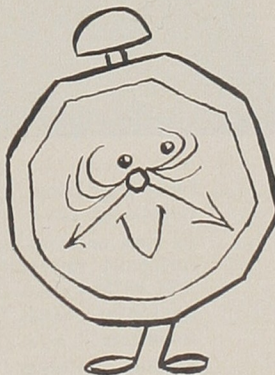
**2 BALLS ON THE PLAYFIELD AT
THE SAME TIME!**



and
exclusive
williams features

- NEW DRUM UNITS — Fast Acting — More Positive
- NEW COIN SWITCH (Foolproof)
- NEW FINGERTIP CONTROLLED LATCH-LOCK PLAYFIELD
- NEW LARGER CASHBOX

HERE'S HOW—WILLIAMS DOUBLES-UP THE ENJOYMENT—BALL IN THE STARHOLE IS EJECTED BY A BALL THRU TOP ROLL-OVER OR IN EITHER SIDE EJECT POCKET, STARTING CLOCK WHICH RUNS UNTIL 1 BALL LEAVES PLAYFIELD—CLOCK REACHING "12" LITES 2 SIDE EJECT POCKETS TO SCORE SPECIAL AND LITES "6" IN CLOCK. CLOCK REACHING "6" WHEN LIT, SCORES SPECIAL.



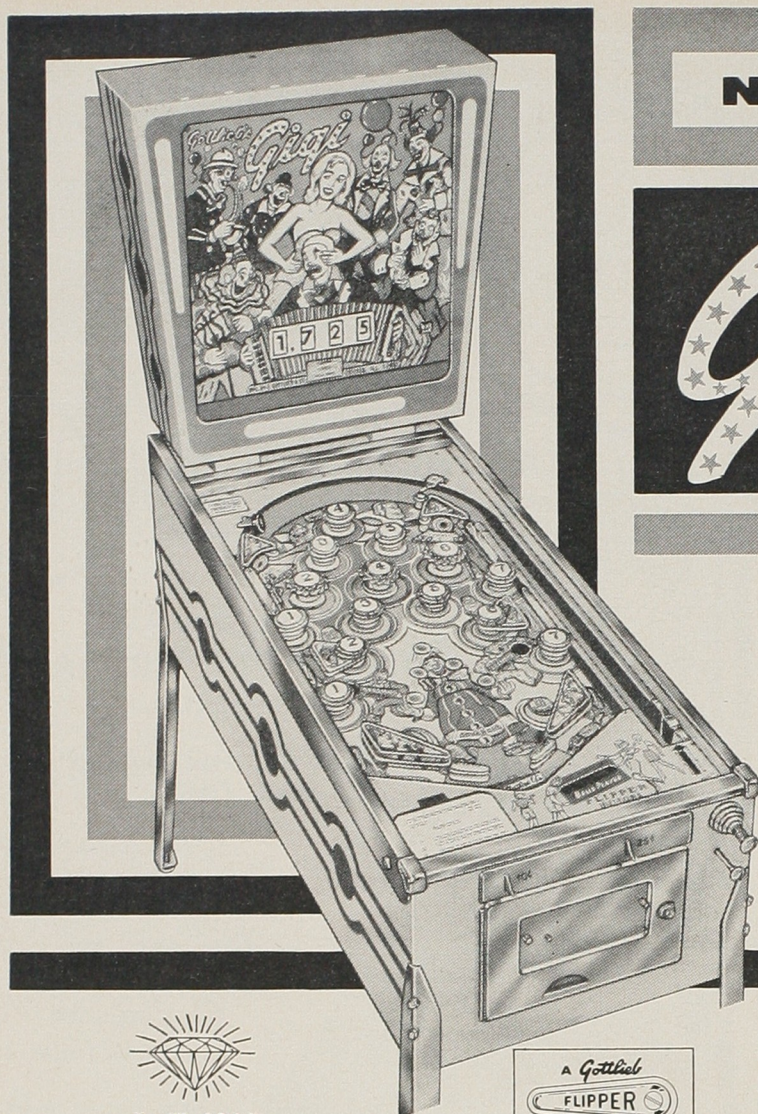
- A-B-C-D LIGHTS TOP ROLLOVER FOR SPECIAL.
- 2 SPECIAL when lit KICKOUT POCKETS.
- 5 JET BUMPERS — 4 JET BUMPERS Score 10 POINTS, when lit.
- 4 FAST ACTING FLIPPERS for complete ball control.
- Plastikote finished playfield.
- Locked Cash Box. • Slug rejectors.
- Twin Chutes — Optional. • Number Match



Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Cable Address: WILCOIN, CHICAGO . . . NEVADA 2-4900

BUY THE BEST—BUY WILLIAMS



New "Hard-Cote"
Finish Extends Playboard
Life to an All-Time
High!

A Gottlieb
FLIPPER
SKILL GAME

NEW FUN! NEW COLOR!



**Ultra-Fast Playfield Action
Means
More Points! More Play!
More Profit!**

- Lighting 7 red or 7 yellow bumpers lights side rollovers alternately for special scores and scores an advance
- Advances score specials and add bonus scores at end of play
- Five mystery buttons light for super score
- Two targets for high score
- Playboard Auto-Clamp
- Maximum security door lock
- Stainless cabinet trim
- Three or five ball play
- Double-size cash box
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!

D. Gottlieb & Co.

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why not mail this coupon
today!**

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NEW YORK 19, N. Y.

Enclosed find my check.

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- ☐ \$30 for a full year (Airmail in United States)
- ☐ \$30 for a full year (outside United States)
- ☐ \$45 for a full year (Airmail outside U. S.)

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Please Check Proper
Classification Below
MY FIRM OPERATES THE
FOLLOWING EQUIPMENT:
JUKE BOXES ☐
AMUSEMENT GAMES ☐
CIGARETTES ☐
VENDING MACHINES ☐
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**ATLAS ... BEST IN NEW AND RECONDITIONED
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PHONOGRAPHS

50

**SEEBURG 222's
REAL SHARP!**

Write for Special Price!

CIGARET MACHINE SPECIALS!

- SEEBURG E-1 Cig.
Clean, working. Not shipped \$ 90
- SEEBURG E-2 Cig.
Clean, working. Not shipped \$165
- CORSAIR "30's"
Clean, working. Not shipped \$135



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ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

Terms: 1/3 Dep., Bal. C.O.D.
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Cable: "ATMUSIC"—Chicago

Midway Expands Royal's Territory In Ohio

CHICAGO—Hank Ross and Marcine Wolverton, co-heads of Midway Manufacturing Company, located in suburban Franklin Park, Illinois, announced last week that Royal Distributing Company's territory for distribution of Midway's coin-operated amusement games has been increased to include Columbus, Ohio. Prior to this, Royal was Midway's exclusive distributor in Cincinnati.

Heading up the Royal branch in

Columbus, Ohio are Dick Gilger and Clarence Anderson.

Midway's new "Winner" (Pitch-an-Bat) amusement game is currently display in the Royal Columbus show rooms. The unit was released to trade last month (Cash Box, December 28 issue).

Royal is one of the largest machine distributing firms in country and added Wurlitzer to multi-music and games lines last

CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$67 Classified Advertisers. (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT

WANT—45 rpm records. Please send list for quick reply. Masters also purchased. Please state what you have. PARAMOUNT RECORD CO.—16 CHERYL LANE—N. BETH-PAGE, L.I. N.Y. (Tel. 516—MY 4-4178)

WANT—Used 45 rpm records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO. INC.—1215 S. HOWARD STREET—BALTIMORE, MD. 21230.

WANT—Experienced pinball and music box mechanic to relocate. References and resume of experience. Salary commensurate with ability. Reply. BOX 602—CASH BOX—1780 BROADWAY—NEW YORK, N.Y. 10019.

WANT—Late Gottlieb & Williams Pin Games, also all types of Music Boxes and AMI 200 selection Hideaway. CLEVELAND COIN INTERNATIONAL — 2029 PROSPECT, CLEVELAND, OHIO.

WANT—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished. We are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

WANT—Seeburg M100c, HF100R, VL200, 222S, AY160S, DS160S, Wurl: 1900, 2000, 2100, 2150, 2200, 2250, 2300S, 2400S, 2500S, 2600S, 2700S, Rockola 1448, 1454, 1455, AMI H200E, J200ES, Guns, Bowlers, Bingos. Rush offers to VICTOR HUGO — KONINGIN ASTRID-LAAN—49 MECHELEN, BELGIUM.

WANT—Used Spanish (Mexican, Puerto Rican) 45 rpm records. We pay 15¢ and the freight. KING SALES—1415 WASHINGTON ST.—BOSTON, MASS.

WANT—New records 45 rpm and LP's any quantity. Highest prices paid. All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).

WANT—Late Bingos, Gott: 2-4 players, Seeburg CV200, Large Ball-rollover Bowlers. Unshopped, complete, working packed original cartons. We pay CASH in Dollars. Prices FOB nearest seaport. MAX LOBO & CO.—MEIR 23, ANTWERP, BELGIUM. (Tel. 33.81.33—cable LOBOMA).

WANT—Juke Box Operators. For a steady year round outlet for your used records. Manufacturers'. For your overruns and surplus LP's & 45s. Call or write. EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRI., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address. HOBEL-EUROPE-BRUSSELS).

WANT—Bally Gun Smoke; C. C. Bull's Eye Drop Balls with 8000 feature; Midway Red Ball; Rock-Ola 1464; Super Jumbo; Keeney Black Dragon; Seeburg L-100. CROSSE-DUNHAM & CO.—350 GREENDALE ROAD—YORK, PA.

WANT—Music, games, vending. Call. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

WANT—Seeburg Hi Fi C.V. 2-8 Speakers. TOLEDO COIN MACHINE. 814 SUMMIT—TOLEDO, OHIO.

WANT—Records, 45's and LP's, surplus, returns, overstock, cut-outs, etc. HARRY WARRINER, KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. GReenleaf 6-7778).

WANT—Buckley track Odd, Bally Grandstand and Kentucky One Balls, Evans Races, Standard and Sun Chiefs, and similar type machines, also used American Imperial 22-ft. Shuffleboards. SASKATCHEWAN COIN MACHINE, 1025-104th ST., NORTH BATTLEFORD, SASKATCHEWAN, CANADA.

WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

WANT—New 45 rpm records. No quantity to large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction Call Collect. SUTTON RECORD CO. 34 EAST 14th STREET NEW YORK, (Tel. CH 2-3250).

WANT—We pay cash as always for: Seeburg; Wurlitzer; AMI and Rock-Ola music. Gottlieb Pins; Arcade equipment; Bally Bingos; Write or cable: PALMER AT BELIN-TRACO—31 SOMERSTRAAT—ANTWERP 1, BELGIUM.

WANT—For resale: Seeburg and Wurlitzer Phonographs, Games. Send inventory and lowest cash prices. HASTINGS DIST. CO. INC.—6100 WEST BLUEMOUND ROAD—MILWAUKEE 13, WISC.

WANT—Any age used 45 RPM records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

CLASSIFIED ADVERTISING SECTION

WANT—Juke Box operators for a steady year round outlet for your used records. We pay freight. Top prices, manufacturers no quantity too large. LP's or 45's. Call or write. BULLDOG DIST. INC.—33 SPRING ST.—LYNN, MASS. (Tel. 593-3920).

WANT—Attention Distributors, Operators! We pay cash for used juke boxes, all makes of pinballs, shuffles, bowlers, guns, guns, arcade equipment. Forward list to: IMPERIAL COIN MACHINE CO.—498 ANDERSON AVE.—CLIFFSIDE PARK, NEW JERSEY.

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Your used or surplus 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. Union 1-7500. JACson 1-5121).

WANT—Special Attention! Please note our new address and phone number (eff. Jan. 1st!) We want all makes and models Pool Tables; Late Shuffles. For sale or will trade: Bally 3-In-Line; Cue-Tease; Spinner. Chi-Coin Riot Gun; Southland Speedway. All new in original crates at drastically reduced prices. REDD DISTRIBUTING CO. INC.—70-80 COOLIDGE HILL ROAD—WATERTOWN, MASS. (Tel. WA 6-2550)

FOR SALE

FOR SALE—33 1/3 Top Talent Brand New Albums—Five in a pack @ \$2.40 each. Italian 57" Cue Sticks @ \$33 per doz., 52" @ \$25 per doz; 2 1/4 Belgium Balls @ \$19.95 per set.—MILLER NEWMARK DIST. CO.—3767 EAST 28th STREET—GRAND RAPIDS 8, MICH.

FOR SALE—See: AY160's fully equipped \$850; Un. Big Bonus Shuffle \$225; Wm's King Swat \$79.50; Genco Hi Fly \$50; 10 small ball bowlers; United make offer. Bally Lucky \$125; United Frolic \$625; GRECO BROS. AMUSE. CO. 1288 BROADWAY—ALBANY, N.Y. (Tel. HObart 5-0228)

FOR SALE—Specials: Completely. reconditioned: Keeney Old Plantation \$175; Star-time \$195; AMI-F80 \$145; F120 \$165; JCH 100-M \$245; Seeburg V200 \$150; Wurl: 1900 \$195; 2104 \$295; 2310 \$445; United Big Bonus Shuffles 8 1/2" \$295; 3 Way \$345; MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE, PA. (Tel. Clendale 2-3207)

FOR SALE—All new automatic shoe-shine machine. Genuine horsehair brushes—special neutral cake wax. 1/4 H.P., 60 cycles, 100 V.A.C. General Electric motor. \$350; MIKE MUNVES CORP.—577 10th AVENUE—NEW YORK, N.Y. 10036 (Tel. BRyant 9-6677)

FOR SALE—Bally: Silver Sails \$925; Golden Gates \$800; Can Cans \$675; Lidos \$675; Beauty Contests \$110; Skill Parades \$75; Gott: Gauchos \$460; Tropic Isles \$215; Oklahomas \$375; Williams: Tom Toms \$325; Mardi Gras \$425; El Toros \$370; Major Leagues \$340; Chicago Coin: Sun Valleys \$355; Citation Bowlers \$525; All Tech: Musical Ferris Wheels \$425; Indian Scouts \$390; NEW ORLEANS NOVELTY CO.—1055 DRYADES STREET—NEW ORLEANS, LA. (Tel. 529-7321)

FOR SALE—Buckley track Odd, Bally Grandstand and Kentucky One Balls, Evans Races, Standard and Sun Chiefs, and similar type machines, also used American Imperial 22-ft. Shuffleboards. SASKATCHEWAN COIN MACHINE, 1025-104th ST., NORTH BATTLEFORD, SASKATCHEWAN, CANADA.

FOR SALE—Guns cleaned, reconditioned ready for location. Genco Circus \$125; Williams Vanguard \$140; Chicago Coin Worlds Fair \$425; Genco Wild West \$125; Williams Hercules \$175; Bally Sharpshooter \$225; UNITED DISTRIBUTORS INC.—902 WEST SECOND STREET—WICHITA 3, KANSAS.

FOR SALE—Embassy S/A \$595; Zenith S/A \$225; Want: United Rumpus; Chi-Coin Citation; Wurlitzer Model 5250 W/B—MO-HAWK SKILL GAMES CO. 67 SWAGGER-TOWN ROAD—SCOTIA 2, N.Y. 12302

FOR SALE—We have a choice selection of late Williams Two Players. Write for prices. MID-WEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

FOR SALE—Rock-Ola 1493 Princess \$650; AMI L-200 \$725; Cont. 1 \$575; Lyric \$475; K-100 \$525; W-80 WB \$20; WQ-200 \$49.50; Wurl: 2300 \$400; Seeb: 3WA WB \$49.50; BIRD MUSIC DIST. INC.—124-126 POYNTZ AVE.—MANHATTAN, KANS.

FOR SALE—Cig. Machines Corsair 30 \$119.50; Continental 30 \$219.50; Route Ready Corsair \$149.50; Continental 30 \$249.50; Reconditioned and painted. Apco Soda Shoppe 4 D Ice \$895; Cola Spa Soda 3 D complete \$95; AUTOMATIC SELLING ASSOCIATION—12 WATERFORD ROAD—ISLAND PARK, N.Y. (Tel. 212—GE 1-3321).

FOR SALE—New kiddie rides Southland Traveling Pony; X17 Space Ship; Traveling Dinosaur; Top locations available. write or phone. WESTERN TRAILS AMUSE. CO.—132 SHAKER ROAD—EAST LONGMEADOW, MASS. (Also 3249 N. BROADWAY CHICAGO, ILL. (Tel. DI8-2900)

FOR SALE—For export! Sweet Shawnee, Big 3, Flashback, Wildcat, Twist, Laguna Beach, Circus Queen; CROSSE-DUNHAM & CO., 350 GREENDALE ROAD, YORK, PENNSYLVANIA.

FOR SALE—United 16' Falcon B.A. \$450; 16' Playtime B.A. \$225; 16' Bonus B.A. \$200; 16' Jumbo B.A. \$195; Silver Roll-Down \$595; Super Slugger Baseball \$95; Shuffle Baseball (floor sample) \$595; Chicoin: 6-pl; Midway DeLuxe Shooting Gallery \$225; Skee-Fun \$225; CENTRAL OHIO COIN MACHINE EXCH. INC.—858 N. HIGH ST.—COLUMBUS, OHIO. (Tel. AX 4-3529).

FOR SALE: For export—Bally Beach Beauty, Big Show, Broadway, Beauty Contest (new), Gott. World Champ, Turf Champ, Midway Joker Ball, Bally Bank Balls (new), NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. MA 1-5438.

FOR SALE—Bally Shuffles; ABC Super, Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas. GLOBE DIST. CO. INC., 2330 N. WESTERN AVENUE, CHICAGO 47, ILL.

FOR SALE—50 recorded songs only \$3.00. Many great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R & B or Country. Offer good only U.S.A. No C.O.D.'s. RHYTHM RECORDS—BOX A—ARCADIA, CALIF.

FOR SALE—Distributors of Bally, Gott: Williams, Chicago Coin, etc.; Bingos; Novelty; Kiddie Rides; Bowlers; Shuffles; Pool Tables; Arcade Equipment; Everything that takes a coin. Call or write NASTASI DIST. CO.—1055 BARONNE ST. NEW ORLEANS, LA. (TEL. 523-6386) Quickly.

FOR SALE—Cash for used Mills or Jennings slot machines. Machines can be shipped legally to Nevada. All inquiries will be confidential. Write or call WESTERN NOVELTY CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

FOR SALE—1 new 408 Rock-Ola \$1075; 1 New 404 Rock-Ola \$925; 1 used 404 Rock-Ola \$850; 1 used AMI Lyric 100 \$450; 1 used Seeburg AY100 \$775; 1 used AMI J-20M \$395; 1 used AMI L-200 \$895; 1 new C.C. Grand Prize 16' Bowler \$1050; WAL-LACE DIST. CO.—P.O. BOX 75—MINERAL WELLS, TEXAS. (Tel. FA 5-3600 Area Code 817)

CLASSIFIED ADVERTISING SECTION

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—WE have a limited number of Keeney Venus bingos for sale at various attractive close out prices. Brand new. If any one is interested contact GENERAL SALES CO., LTD.,—IRELAND ISLAND, BERMUDA.

FOR SALE—Bally Challenger B/A 13' \$325; Bally Lucky S/A \$150; Bally Mystic S/A \$75; United Deluxe Baseball \$375; Bally DeLuxe Club Bowler \$195; United Super Slugger Base \$125; United Handicap \$95; C.C. Red Pin \$125; Keeney Ranger Gallery \$125; United Regulation \$75; Bally A.B.C. \$75; AMI W-120 Wall Boxes (9) \$25; BETSON ENTERPRISES, INC.—3726 TONNELLE AVENUE—NO. BERGEN, NEW JERSEY.

FOR SALE—Registered for export: 15 Keeney's Red Arrows \$150; 1 Gott: Liberty Bell \$450; Gott: Oklahomas \$350; Assortment of Bally Bingo machines. Write D & P MUSIC—27 EAST PHILADELPHIA STREET—YORK—PA. (Tel. 81846).

FOR SALE—All chrome Wall Boxes, action closeout, immediate delivery. Seaburg 125 3W1, 100 Selection each \$15; 100 V3WA, 200 Selection each \$35. We buy, sell or exchange any make or model of Late Phonographs and Wall Boxes. Inquiries invited, lowest prices. SEACOAST DIST. CIN., 1200 NORTH AVENUE, ELIZABETH 4, N. J. (Tel. B18-3524-5)

FOR SALE—Coin changers: Twin-tube nickel, close-out at \$4.95; Dime and nickel comb. \$7.95; Kwik-Coin single tube 25¢, each \$5; WESTERN DIST.—1226 S.W. 16th AVENUE—PORTLAND 5, OREGON.

FOR SALE—Bingos; Silver Sails; Twists; Golden Gates; Lidos; Can Cans; Bikinis; Acapulco; Circus Queens; Touchdowns; Roller Derbys; Laguna Beaches; County Fairs; Ballerinas; Sea Islands Carnival Queens, Etc. Foreign buyers only. STATE SALES & SERVICE CORP., 1005 E. BALTIMORE ST., BALTIMORE, MD. (Tel. DI 2-3055) Cable STASA

FOR SALE—All kinds of Fruit Machines, Jennings Standards and Mills High and Low tops. Evans Races and Bangtalls, Clover Bells, Draw Bells, Citation and Turf King One Ball. Shopped for export. ATOMIC COIN MACHINE CO. BOX 4312, NORTH LAS VEGAS, NEV.

FOR SALE—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.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

FOR SALE—United Jumbo or Royal 16' Bowler \$75; Bonus 16' \$125; Duplex 16' \$175; Advance 16' \$200; ABC Tournament \$75; All are as is, not shopped. Have Guns, five balls, drink machines and cigarette vendors. Write or call. CENTRAL DIST. INC.—2315 OLIVE ST.—ST. LOUIS 3, MO. (Tel. MAL 3511).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELLE AVE., NORTH BERGEN, N. J. (Tel. UNION 3-8627).

FOR SALE—For export. Bally Lotta Funs \$225; Barrel O Funs \$325; Shoot A Lines \$425; FOB Port of Philadelphia, Pa. Late United Shuffle Alleys, D & L COIN MACHINE CO.—414 KELKER STREET—HARRISBURG, PA. Cable address DALCOIN.

FOR SALE—Games & music of all kinds: Baseballs \$100 up; Pin Games \$75 up; S. Alleys \$50 up; Games \$125 up; Bally Horses \$200 ea; 6 for \$1000. Also used Vending & Cigarette Machines. Wire, write, or call! GABRIELSON & CO.—724 MEMORIAL DRIVE S.E.—ATLANTA 16, GA. (Tel. 525-7441).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Gottlieb Pingames, Bally Shuffles-Bowlers, Small Ball Bowlers, United Shuffles-Bowlers. CALL: VENDORS EXCHANGE INS., 1440 WEST 10th, CLEVELAND 13, OHIO (Tel. 861-1443).

FOR SALE—Seaburg V200's \$150 or five for \$695; Wurl: 2204 \$345; 2510 \$645; AMI H120 \$275; 1 120 \$325; J120 \$395; Continental 1 200 \$495; Continental 11 200 \$695; Bally Spinner and Table Hockey, make offer; direct overseas shipment from Port of Detroit. MARTIN AND SNYDER CO., 13200 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300)

FOR SALE—For best prices on Pin Ball and Shuffleboard machines, please write or call 234-7123. TRI-STATE DIST. CO., Box 615, Rome, Ga., or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—Gott: 5 balls, Baseball Games, Uprights, Rock-Ola Jukeboxes and Seaburg 100 Wall Boxes. HALGREN DIST. INC.—1626 3rd AVE. MOLINE, ILL.

FOR SALE—All late model United Shuffle Alleys and Ball Bowlers Sacrifice. UNITED EAST COAST CORP.—585 TENTH AVE.—NEW YORK, N.Y. (Tel. 6-6680)

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Star-Jet Pin (12/63)

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Bucky Bronco Kiddie Horse

Deluxe Bally Bowler 16' lengths

CHICAGO COIN MACHINE

Firecracker 2P (12/63) Pin

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Colorama 2P Pin (12/63)

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Caravelle (20 Col., 800 Packs) Cigaret

414S 100 Sel. (Capri II) Del. St.-Mon.

414S With St. Optional

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With 7" LP Feature

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1628 Deluxe "Stereo Twins" Spkrs.

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1950 Remote Volume

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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.

ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix,

Stereo-Round (Plays 33-1/3-45 stereo or

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in-one convertibility. 200 selections, 160

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Star-Jet Pin (12/63)

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Also available as Model 1403 without hot

whipped soup feature).

Model 1200—Coffee, Hot Chocolate, Soup—