

Breaking In All Major Markets

WHO DO YOU LOVE
THE SAPPHIRES

S-4162

**CHAIN
REACTION
SWAN
ON**

The Beatles' Biggest Hit Is On Swan!
19 Weeks On England's Top 10
#3 Last Week
This Is The Record Performed On The
Jack Paar Show . . .

**SHE LOVES
YOU**
THE BEATLES
S-4152

Another Chartmaker!
**AMAZONS AND
COYOTES**
THE DREAMLOVERS
S-4167

SWAN RECORDS
8th & Fitzwater Sts.
Philadelphia, Pa.
MA 7-1500

Colpix' J.F.K. Album Tribute



Shown with the first copy Colpix' JFK memorial album are (left to right) Don Kirshner, exec vice president of music and disk division of Columbia Pictures-Screen Gems TV; Ike Pappas, WNEW newscaster who is featured on the LP; Mims Thomason, president of U.P.I.; Reid Collins, WNEW newscaster who narrated the disk; and Herbert Sussan, producer of the album.

(Continued from page 9)

tive producer for Screen Gems TV. He was senior producer of the highly acclaimed TV series, "Wide World," and was formerly national director of special programs for NBC-TV. Reid Collins of WNEW Radio News, in New York, acted as narrator throughout the album and scripted the Washington sequence.

Mims Thomason, president of United Press International, said a special staff of news and audio experts worked with Sussan under the direction of Harry Ferguson, National Reporter, in the selection of audio material, photographs and design.

More than 20 reporters and newscasters are featured on the recording. Among the news events included on "Four Days" is the actual swearing in ceremony of Lyndon B. Johnson by Judge Sarah Hughes aboard "Air Force I," the official Presidential jet, recorded on a dictograph machine by the Army Signal Corps. Merriman Smith, who was present, describes the scene inside "Air Force I" as Mrs. Kennedy returned to Washington with her husband's body.

Additional on-the-spot coverage includes the Presidential motorcade at the moment it was fired upon, the slaying of Oswald by Jack Ruby, as reported by Ike Pappas, WNEW Radio News and the events in Washington from the arrival at Andrews Air Force base to the sounding of taps at Arlington.

Don Kirshner, exec vp of the label and its music operations, commented: "We believe that this is the most important album ever released by Colpix Records. We approached its creation with an awareness of the tragic loss that the entire world suffered when President Kennedy was assassinated. It was our desire to create a document of those four terrible days in late November that would be a living memory of his country's grief and reverence."

Timmy Shaw

**"GONNA SEND YOU
BACK TO GEORGIA"**

Wand 146

WAND RECORDS

THREE RECORDS BREAKING SIMULTANEOUSLY

JUNIOR PARKER'S
"STRANGE THINGS HAPPENING"

DUKE 371

MISS LAVELL'S
"WHY YOUNG MEN GO WILD"

DUKE 372

BUDDY ACE'S
"IT MAKES YOU WANT TO CRY"

DUKE 373

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

THE MIRACLES

**"I Gotta Dance To
Keep From Crying"**

Tamla 54089

TAMLA RECORDS

Brand New

POOR BOY

THE ROYALTONES

PORT 70037

Natl. Dist. By

JAY-GEE RECORD CO., INC.

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

SALES! SALES! SALES!

Bobby Lord

SINGS

**LIFE CAN HAVE
MEANING**

HICKORY 1232

Columbia Records New Ad Push

FLY

**COLUMBIA RECORDS
TO BROADWAY**

**TAKE OFF WHEN THE SPIRIT
MOVES YOU AND TRAVEL
AT THE SPEED OF SOUND**



THE ACTORS STUDIO THEATRE
EUGENE O'NEILL'S
STRANGE INTERLUDE
MUSIC BY
JOSE FERRE
CASTING BY
JOSE FERRE
DUKE 3600 KOS 3430 (Stereo) (DQ 602) (Paper)



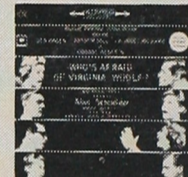
MEREDITH WILLSON'S
Here's Love
The New Musical
DUKE 3600 KOS 3430 (Stereo) (DQ 602) (Paper)



THE BROADWAY PRODUCTION OF
EDGAR ALLAN POE'S
Spoon River Anthology
DUKE 3600 KOS 3430 (Stereo) (DQ 602) (Paper)



JOSE FERRER
FLORENCE HENDERSON
The Girl Who Came to Supper
DUKE 3600 KOS 3430 (Stereo) (DQ 602) (Paper)



THE COMPLETE RECORDING OF THE
AWARD-WINNING PLAY ON 4 1/2" LP'S
—includes a 16-page illustrated
brochure—the Original Broadway
Cast
DUKE 3600 KOS 3430 (Stereo) (DQ 602) (Paper)



LYRICS BY ALAN JAY LERNER; MUSIC BY
FREDERICK LOEWE—Richard Burton,
Julie Andrews, Roddy McDowall,
Robert Goulet with the Original
Broadway Cast
DUKE 3600 KOS 3430 (Stereo) (DQ 602) (Paper)

**YOURS ON
COLUMBIA RECORDS**

STORE NAME

(Continued from page 9)

designed cartoon that features three major "Fly" posters: a Broadway poster displaying the album covers of "Strange Interlude," "Spoon River Anthology," "Who's Afraid of Virginia Woolf?," "Here's Love," "Camelot" and Columbia's latest addition to its original Broadway cast catalog, "The Girl Who Came to Supper"; a pop poster highlighting some of Columbia's new entries, such as "The Wonderful World of Andy Williams," Ray Conniff's "You Make Me Feel So Young," Doris Day's "Love Him," Eydie Gorme's "Gorme Country Style," Andre Kostelanetz' "Gershwin Wonderland" and Steve Lawrence's "Academy Award Losers"; a poster spotlighting three of Columbia's major artists, pop singer Barbra Streis-

and, New York Philharmonic conductor Leonard Bernstein and jazz star Miles Davis.

The entire new program will also be featured in a major trade ad campaign in key publications during the month of January.

Andy Williams' latest LP, "The Wonderful World of Andy Williams," is showcased in a special Jan. program of its own which includes die-cut displays of the new album. Additional in-store promotional material showcases his entire Columbia LP catalog.

As part of Columbia's special ad and promo program for Noel Coward's latest musical hit, "The Girl Who Came to Supper" is also spotlighted by die-cut displays for in-store promotion.

NARM Legal Staff Meets In N.Y. This Week For FTC Trade Conference

PHILADELPHIA—The Board of Directors of the National Association of Record Merchandisers, Inc. (NARM) meet this Monday (13) and Tuesday (14) at New York's Summit Hotel to discuss plans for the Federal Trade Commission's (possibly early spring) forthcoming disk industry trade practice conference.

The Board will meet with Albert A. Carretta, newly-retained attorney and FTC specialist, who will handle the association's participation in the conference, and with Earl M. Foreman, NARM legal counsel. Special attention will be focused on outlining rules which NARM will propose at the industry conference.

Participating in the meeting will be two NARM members recently elected to complete the unexpired terms of two former directors. John Billinis (Billinis Distributing Company, Salt Lake City, Utah) replaced Ed Snider, whose company was acquired by Cecil H. Steen, NARM President. George A. Berry (Modern Record Service, New Orleans, Louisiana) replaces Endo Corsetti, and will assume the office of Treasurer until elections are

held at the NARM Convention in April. Also in attendance will be NARM President, Cecil H. Steen (Recordwagon, Inc., Woburn, Mass.), Vice President James J. Tiedjens (Musical Isle Record Corp., Milwaukee, Wisconsin), Secretary Stanley Jaffe (Gordon Sales Company, Seattle, Washington), Alvin M. Driscoll (Pioneer Distributing Company, Wichita, Kansas), Glen C. Becker (Music City Record Racks, Los Angeles, California), and Jules Malamud, NARM's executive director.

Also high on the agenda will be a complete consideration of the 1964 NARM Convention, to be held April 19-23, at the Eden Roc Hotel in Miami Beach, Florida. In preparation for the NARM Awards Banquet, the Board will finalize the ballot which will be sent to the NARM members, who will vote on the best selling product and artists in their outlets for 1963. Discussions will also be held on the convention theme, the program for the business sessions, and on the industry members who will be invited to participate. George Berry is convention chairman.

SWING WITH THE KING and QUEEN of '63



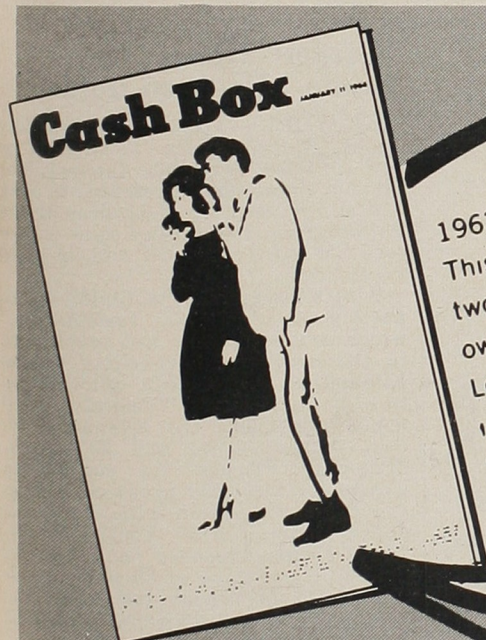
DALE and GRACE
with ANOTHER CHART TOPPER!!

*"Stop—
and think it over!"*

B/W

"Bad Luck"

MONTEL #922



1963 was a big year for boy-girl duets on pop disks. This was especially true for the Montel label's big twosome, Dale & Grace. Today they are the proud owners of a disk which hit the number one spot, "I'm Leaving It Up To You." Their LP, bearing the same title is also enjoying solid sales. The team's next single, "Stop And Think It Over," hits the market this week. Dale & Grace disks are distributed nationally by the Jamie/Guyden label.



STAY WITH THE WINNERS!

SURE SHOT!

Maxine Davis

"I FOUND A LOVE"

GUYDEN #2099



**"HERE AM I
BROKEN-HEARTED"**

B/W

"SAID THAT SHE LOVED ME"

The four J's

JAMIE #1267



JAMIE/GUYDEN DIST. CORP. • PHILADELPHIA 21, PENNA.

C&W Stars Stage Show For Nashville Chamber Of Commerce

NASHVILLE—Some of the biggest stars in the country music world aimed their vocal guns at Nashville area Chamber of Commerce members here last week, and scored an avalanche of hits for the Country Music Association (CMA) according to Jo Walker, executive director of the association.

The program, "Sounds of Country Music," was presented at the Chamber's annual membership meeting at the Hillwood Country Club in Nashville and drew a packed house. Tex Ritter, president of the CMA, emceed the program which was similar to the one presented before the New York Sales Executive Club last May. Other stars who participated in the program were Sue Thompson, Jim Reeves, the Anita Kerr Singers, Lester Flatt and Earl Scruggs and Leon McAuliffe and his Cimarron Boys.

"This has been a wonderful opportunity to demonstrate the popular appeal of country music to our businessmen right here in the heart of C&W music world," said Ritter, "and I'm sure that the program opened the eyes of many to the tremendous impact of the country music industry on the local economy."

The program was directed by Anita Kerr and written by Joe Allison. The Cimarron Boys provided dinner music (western style) for the Chamber members and guests.

Steve Mogull Joins Shapiro-Bernstein

NEW YORK—Steve Mogull has joined the professional dept. of Shapiro-Bernstein Music. He'll work with the firm's oldie catalog, assisting Dick Volter, president of S-B. Mogull comes from the Philly area, where he was in the retail disk business. His move to New York gives Gotham three Mogull's in the music business, all cousins of each other. Ivan Mogull runs his own pubbery, while Arthur Mogull is involved with the music operations of Warner Bros.

Five Gold Records So Far . . .
And More To Come

Holland's #1
Singer

ANNEKE GRONLOH

London
RECORDS

"IT'S
UNCLE
WILLIE"

Little Natalie
With Henry & The Gifts

R-4540

ROULETTE RECORDS

Beatlemania!

I WANT TO HOLD
YOUR HAND

#5112

THE BEATLES



Atco Inks Carl Dobkins, Jr.

NEW YORK—Singer Carl Dobkins Jr. has been signed to an exclusive long-term recording contract by Atco Records, it was announced last week by Jerry Wexler, executive vice-president. Dobkins recently returned to the music scene after serving a two-year hitch in the United States Army.

Dobkins' first record for the Atco label is being released this week—"If Teardrops Were Diamonds." His disks are being produced by Award Music, which also produces sessions for a number of artists.

Before entering the military service, the young vocalist sold a reported total of over four million records for the Decca label. His biggest hit single was "My Heart Is An Open Book," and it went on to sell a large number of albums as well.

Atco Records is planning a nationwide promotional effort to obtain the greatest possible exposure for Dobkins' first Atco release. He is currently being booked into night clubs throughout the Middle West.

Columbia Releases 7 Stereo Tapes For Jan.

NEW YORK—Columbia Records has announced that it will release seven stereo tapes in Jan., including one Masterworks and six pop tapes. The Masterworks release will be Bruno Walter's recording of Mozart's Symphony No. 40 in G Minor and Symphony No. 38 in D Major.

The pop tape release includes "The Second Barbra Streisand Album," "Robert Goulet In Person," "Romantically" by Johnny Mathis, "Quiet Nights" by Miles Davis, "You Make Me Feel So Young" by Ray Conniff and "Great Folk Melodies" by Percy Faith.

Pubberies Help Promote Dance Along Album

NEW YORK—Four major music publishers, representing six Broadway shows of the current season, are collaborating with Dance Along Records in a nationwide promo campaign to back the recently-formed label's latest album, "Dance Along Broadway," which features tunes from their shows—in some instances marking the first released recordings of the new tunes.

The following New York publishers are working closely with Jack Hansen who, with his orchestra, recorded the instrumental LP in Dance Along's exclusive policy of "music for dancing only," and label head Lee Weiser in a coast-to-coast program to boost the recently released album:

Chappell & Company, Inc. ("Everything Beautiful Happens at Night" from "110 in the Shade;" "Here and Now" from "The Girl Who Came to Supper"), Frank Music Corp. ("Love, Come Take Me Again" from "Here's Love"), Edwin H. Morris & Co., Inc. ("Hello, Dolly," from show opening this week) and Harms Inc. ("Before I Kiss the World Goodbye" from "Jennie," which just closed, "The Friendliest Thing" from "What Makes Sammy Run?").

"Dance Along Broadway" also includes selections from: "Stop The World—I Want To Get Off," "How to Succeed in Business Without Really Trying," "West Side Story," "My Fair Lady," "Oliver" and "She Loves Me," each tune recorded in one of 13 various dance tempos with arrangements also by Hansen.

Hatters Hats-Off To Jane Morgan

NEW YORK—Songstress Jane Morgan can add one more hat to her collection of 100 hats (that's the reported total). She has just been awarded a golden hat by the Millinery Institute of America for her contribution to making madame hat conscious.

Roy Drusky Heads SESAC's New Nashville Office



NEW YORK—SESAC has opened an office in Nashville for its country music interests.

Named to head the licensing organization's new branch is Roy Drusky, the star country performer on the Mercury label.

Drusky will man a fulltime staff at the offices, which are located at 806 16th Avenue South.

SESAC has long been the clearing house of a number of country music publishers, including Sage & Sand, Western Swing, Chart Music, Ozark and many others.

Furthermore, SESAC has cut many country stars for its LP service to broadcasters, SESAC Recordings. In the recent past, SESAC has used Nashville studios to cut such names as Faron Young, Webb Pierce, the Anita Kerr Singers, the Jordanaires, Chet Atkins and Leon McAuliffe.

In the photo, Paul Heinecke, (left) president and founder of SESAC, greets Drusky at SESAC's new Nashville branch.

Labels Added To New 3M Tape Player

ST. PAUL, MINN.—Pre-recorded stereo music under the Warner Bros., Reprise and Command labels soon will be marketed by 3M Company for use with its home stereo tape cartridge system.

D. H. Boyd, marketing manager for the firm's Revere-Wollensak Division, announced that the first selections of the new repertoire of pre-recorded tape cartridges will be available at the retail level during January.

Under licensing agreements concluded with the music companies, 3M will duplicate and market the stereo music in tape cartridge form. The music will be distributed under the music companies' labels by Revere-Wollensak salesmen, primarily to those retail outlets handling the 3M line of tape cartridge machines.

Previously, Boyd announced licensing agreements with ABC-Paramount and Westminster in which 3M will duplicate and market stereo music under those labels.

Music produced under the Command label has been available for use with the Revere tape cartridge system for several months. In the past distribution has been handled by Command itself.

Boyd said 3M will take over distribution of the existing Command tape cartridge music selections and immediately broaden the repertoire.

Columbia Records and Musictapes, Inc., also are offering repertoire on the wallet-sized tape cartridges used with the 3M system. Both of these companies handle their own distribution of the pre-recorded cartridges.

15 Tapes Added To Musictapes Lineup

NEW YORK—Musictapes Inc. has announced the addition of fifteen hi-fi tapes to its present lineup of products. The catalog now includes "George Wright Plays The Mighty Wurlitzer Pipe Organ," "George Wright Encores," "George Wright's Showtime," "The Genius Of George Wright On The Mighty Wurlitzer Theater Pipe Organ," "Hymns That Live," "Honky Tonk Piano In HiFi,"

"Casper" Heads New Kiddie LP's From Golden

NEW YORK—Casper, the Friendly Ghost, heads Golden Records' four new LP releases for late January. The cartoon character is presented in song and story featuring the voices of the TV program. The Casper show is now seen on ABC network and in local syndication.

Also released are: "A Child's Introduction to Musical Instruments," which is a companion and supplement to the perennial best-selling Golden LP Record, "A Child's Introduction to the Orchestra." "Musical Instruments" describes the Marimba, Piccolo, Lute, Cornet and 23 others; "Physical Fitness" in songs and games for the early grade child. Produced in cooperation with the President's Committee on Youth Fitness; "A Golden Treasury of Favorite Songs," a grouping of 25 songs which are heard in school and camp, including "I've Got Sixpence," "My Old Kentucky Home," "Swanee River," "Mississippi," "Alouette," etc.

At the same time to be released are 10 Little Golden Records (29¢) and 5 Three-On-One EP (49¢) Golden Records. Among them will be songs from the Walt Disney movie "Sword In The Stone," Bugs Bunny, The Jetsons, and the Flintstones.

Four Lads Cut LP In Japanese

NEW YORK—United Artists Records' singing group, The Four Lads, who recently returned from a five-week tour of Japan and the Far East, have cut an album of film themes in Japanese to be released by Nippon Columbia.

The Lads had to learn each tune phonetically and the cutting sessions required ten times the normal amount of time. The LP will include themes from "It's A Mad, Mad, Mad, Mad World," "The Great Escape" and "Lilies Of The Field."

"Taboo," "Hawaiian Sunset" by Arthur Lyman, "Bwana A," by Arthur Lyman, "Pele," by Arthur Lyman, "Bahia," by Arthur Lyman, "Taboo Vol. 2" by Arthur Lyman, "Railroad Sounds" and "Dutch Band Organ."

**130 REASONS WHY...
EVEN THOUGH VJ IS ONLY #12 IN RECORD SALES
...YOU SHOULD STILL GO WITH US**

OLDIES 45 THE ORIGINAL SINGLES HITS BY THE ORIGINAL ARTISTS

NEW RELEASES OF GREAT OLDIES

PREVIOUSLY MADE AVAILABLE

ORDER	REC. NO.	TITLE - ARTIST
	OL-76	TRAGEDY / Thomas Wayne
	OL-77	COUNTY FAIR / Jerry Butler & The Impressions
	OL-78	MONEY / Jennell Hawkins
	OL-79	MOMENTS TO REMEMBER / Jennell Hawkins
	OL-80	CHERRY PIE / Marvin & Johnny
	OL-81	GOODNIGHT MY LOVE / Jesse Belvin
	OL-82	STRANDED IN THE JUNGLE / The Cadets
	OL-83	EDDIE MY LOVE / Teen Queens
	OL-84	DANCE WITH ME HENRY / Etta James
	OL-85	MY HAPPINESS / Jimmy Beasley
	OL-86	TILL THERE WAS YOU / Anita Bryant
	OL-87	PAPER ROSES / Anita Bryant
	OL-88	MY LITTLE CORNER OF THE WORLD / Anita Bryant
	OL-89	MY TRUE LOVE / Jack Scott
	OL-90	WHAT AM I LIVING FOR / Jack Scott
	OL-91	SEVEN LITTLE GIRLS / Paul Evans
	OL-92	MIDNIGHT SPECIAL / Paul Evans
	OL-93	LOOK IN MY EYES / The Chantels
	OL-94	DONNA / Richie Valens
	OL-95	LOVE YOU SO / Ron Holden
	OL-96	LA BOMBA / Richie Valens
	OL-97	BABY IT'S YOU / The Spaniels
	OL-98	PAIN IN MY HEART / The Dells
	OL-99	WHY DO YOU HAVE TO GO / The Dells
	OL-100	ALMOST LOST MY MIND / Harptones
	OL-101	SUNDAY KIND OF LOVE / Harptones
	OL-102	MY MEMORIES OF YOU / Harptones
	OL-103	LIFE IS BUT A DREAM / Harptones
	OL-104	WHILE I DREAM / Neil Sedaka & Tokens
	OL-105	I LOVE MY BABY / Tokens
	OL-106	PRETTY LITTLE GIRL / Monarchs
	OL-107	CHURCH BELLS MAY RING / The Willows
	OL-108	ALONE / Sheppard Sisters
	OL-109	SHAKE A HAND / Fay Adams
	OL-110	I NEED YOUR LOVIN' / Don Gardner & Dee Dee Ford
	OL-111	IS YOU IS OR IS YOU AIN'T / Buster Brown
	OL-112	LETTER FULL OF TEARS / Gladys Knight
	OL-113	OPERATOR / Gladys Knight
	OL-114	AIN'T THAT LOVIN' YOU BABY / Jimmy Reed
	OL-115	TAKE OUT SOME INSURANCE / Jimmy Reed
	OL-116	CANDY GIRL / 4 Seasons
	OL-117	DEAR ONE / The Scarlets
	OL-118	BE TRUE / The Vocalaires
	OL-119	"I" / The Velvets
	OL-120	WHERE ARE YOU / The Mello Moods
	OL-121	TEEN BEAT / Sandy Nelson
	OL-122	BONGO ROCK / Preston Epps
	OL-123	PENNIES FROM HEAVEN / Skyliners
	OL-124	SINCE I DON'T HAVE YOU / Skyliners
	OL-125	BONGO BONGO BONGO / Preston Epps
	OL-126	HEY BOY HEY GIRL / Oscar McLollie
	OL-127	WHO ARE YOU / Johnny Adams
	OL-128	CASTLE IN THE SKY / The Bop Chords
	OL-129	GOOD BYE BABY / Jack Scott
	OL-130	WELL I TOLD YOU / The Chantels

ORDER	REC. NO.	TITLE - ARTIST
	OL-1	FUNNY / Maxine Brown
	OL-2	ALL IN MY MIND / Maxine Brown
	OL-3	ONCE IN A WHILE / Chimes
	OL-4	HIGH BLOOD PRESSURE / Huey 'Piano' Smith
	OL-5	ROCKING PNEUMONIA BOOGIE WOOGIE FLU / Huey Smith
	OL-6	JUST A DREAM / Jimmy Clanton
	OL-7	VENUS IN BLUE JEANS / Jimmy Clanton
	OL-8	GO JIMMY GO / Jimmy Clanton
	OL-9	GEE BABY / Joe & Ann
	OL-10	SEA CRUISE / Frankie Ford
	OL-11	KANSAS CITY / Wilbert Harrison
	OL-12	A MILLION TO ONE / Jimmy Charles
	OL-13	OH WHAT A NIGHT / The Dells
	OL-14	HE WILL BREAK YOUR HEART / Jerry Butler
	OL-15	EXODUS TO JAZZ / Eddie Harris
	OL-16	RAINDROPS / Dee Clark
	OL-17	EVERY BEAT OF MY HEART / Gladys Knight & Pips
	OL-18	SHERRY / Four Seasons
	OL-19	BABY WHAT YOU WANT ME TO DO / Jimmy Reed
	OL-20	FOR YOUR PRECIOUS LOVE / Jerry Butler
	OL-21	DUKE OF EARL / Gene Chandler (Duke of Earl)
	OL-22	AT MY FRONT DOOR / The Eldorados
	OL-23	GOOD NIGHT SWEETHEART / The Spaniels
	OL-24	ANGEL BABY / Rosie & The Originals
	OL-25	DOWN THE AISLE OF LOVE / Quintone's
	OL-26	ROCKIN' LITTLE ANGEL / Ray Smith
	OL-27	ROBBIN' THE CRADLE / Tony Bellis
	OL-28	MOUNTAIN OF LOVE / Harold Dorman
	OL-29	YA-YA / Lee Dorsey
	OL-30	BYE BYE BABY / The Channels
	OL-31	MOON RIVER / Jerry Butler
	OL-32	I REMEMBER YOU / Frank Ifield
	OL-33	HONEST I DO / Jimmy Reed
	OL-34	JUST A LITTLE BIT / Roscoe Gordon
	OL-35	GOLDEN TEAR DROPS / The Flamingos
	OL-36	SECRET LOVE / Moonglows
	OL-37	NUT ROCKER / B. Bumble & The Stingers
	OL-38	ROCKIN' ROBIN / Bobby Day
	OL-39	RAINBOW / Gene Chandler
	OL-40	FANNIE MAE / Buster Brown
	OL-41	SHOUT / Joey Dee
	OL-42	PEPPERMINT TWIST / Joey Dee
	OL-43	I ONLY HAVE EYES FOR YOU / The Flamingos
	OL-44	GEE WHIZ / The Innocents
	OL-45	GEE / The Crows
	OL-46	A THOUSAND STARS / Kathy Young
	OL-47	BIG GIRLS DON'T CRY / The Four Seasons
	OL-48	COULD THIS BE MAGIC / The Dubbs
	OL-49	STRANDED IN THE JUNGLE / The Jay Hawks
	OL-50	PRICILLA / Eddie Cooley
	OL-51	TEARS ON MY PILLOW / The Eldorados
	OL-52	STORMY WEATHER / The Spaniels
	OL-53	MULE SKINNER BLUES / The Fendermen
	OL-54	NIGHT THEME / The Mark II

ORDER	REC. NO.	TITLE - ARTIST
	OL-55	LITTLE BITTY PRETTY ONE / Eugene Church
	OL-56	PRETTY GIRLS EVERYWHERE / Eugene Church
	OL-57	GEE WHIZ / Bob & Earl
	OL-58	OVER AND OVER / Bobby Day
	OL-59	SUGAR BLUES / Ace Cannon
	OL-60	WALK LIKE A MAN / The 4 Seasons
	OL-61	SARGENT PRESTON OF THE YUKON / Ray Stevens
	OL-62	I LIKE IT LIKE THAT / Cris Kenner
	OL-63	BRIGHT LIGHTS BIG CITY / Jimmy Reed
	OL-64	PLAY IT COOL / The Spaniels
	OL-65	NOBODY BUT YOU / Dee Clark
	OL-67	TO BE LOVED / The Pentagons
	OL-68	LOVERS NEVER SAY GOODBYE / The Flamingos
	OL-69	NITE OWL / The Dukays
	OL-70	MAKE IT EASY ON YOURSELF / Jerry Butler
	OL-71	HEY LITTLE GIRL / Dee Clark
	OL-72	JUST KEEP IT UP / Dee Clark
	OL-73	YOU CAN MAKE IT IF YOU TRY / Gene Allison
	OL-74	NO MORE DOGGIN' / Roscoe Gordon
	OL-75	BIG BOSS MAN / Jimmy Reed

OLDIES

45

**EXCLUSIVELY
DISTRIBUTED BY**



USE THIS SHEET AS YOUR HANDY ORDER FORM

Coming Next Week

January 25th Issue

Cash Box January 25, 1964

Roger

Williams

10th Anniversary

Special





COUNTRY TOP 50

	Pos. Last Week
1	1
2	4
3	2
4	7
5	3
6	10
7	5
8	14
9	6
10	12
11	8
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50	38



COUNTRY ROUND UP

WEXL-Detroit's Bob Clark info word that bluegrass is being extremely well received by the younger crowd in the motor city. During the outlet's recent birthday celebration over 300 people visited WEXL's mobile unit with Tom Berry presiding over the colorful country music program.

Al Rogers, head of the Amarillo-based Arsak pubbery and currently

A seven and one-half pound baby girl was recently born to Rex and Bonnie Allen. As yet unnamed, the young lady is the first girl for the Allens. The other children of Bonnie and Rex, Jr. 16; Curtis 13; and Mark 9.

George A. Crump, president of WCMS-Norfolk, sends along word that the outlet's Radio Ranch Club



LEROY VAN DYKE



HOWARD VOKES



REX ALLEN

at KBUY is scheduled for the following dates: Roswell, New Mexico, January 17, 1964; Hobba, New Mexico, January 18; and San Angelo, Texas, January 24-25.

A new country music TV show is currently being filmed for syndication by Medallion TV Enterprises of Hollywood. Each half hour show revolves around the career and music of a different country music star. Segments have already been completed in Hollywood with Leroy Van Dyke, Hank Thompson, George Jones, Roy Clark and Bill Monroe. Bobby Bare and Sheb Wooley have been signed to star when shooting resumes in Toronto, Canada on January 21st. Lorrie Collins and Glen Campbell are regulars on each show with Gene Davis as musical director. Charlie Williams and Stew Carnell, of Universal Talent Management in Hollywood, are handling the casting.

Howard Vokes, president of Vokes Music Company, recently signed several new artists to record masters for him that will be released in the U.S. and in several foreign countries. Some of the artists are Billy Wallace, the Justice Bros., Lucille Kwader, Hank King, Rudy Thacker, Teddy Chiz, and Howie Strange.

Deejays missed in the mailing of the Bobby Barnett and Tony Douglas decks may obtain same pronto by writing on station letterheads to Russell Sims at Sims Records, P. O. Box 6308, Nashville 12, Tenn.

Ernest Tubb and the Texas Troubadours recently wound up an eight day tour of the midwest with a stand in Wichita, Kansas. The group will now head back to the Music City for a shot on the Grand Ole Opry then move east to Charlotte and work their way south to Georgia and wind up in Florida the last of January.

Leon McAuliffe and the Cimarron Boys are presently heading out for California in January for recording sessions under the helm of Capitol's Ken Nelson. While in the Los Angeles area they will do a series of one-nighters promoted by Biff Collie of KFOX-Long Beach. In addition, McAuliffe, along with the band, are scheduled for dual appearances on the coast TV'er, "The Cal Worthington Show." From L. A. the gang moves on to Las Vegas and the popular Golden Nugget for a two week run starting January 23rd.

Any deejays missed in the initial mailing of the new Kathy Dee release on United Artists may secure a copy by dropping a note on station letterhead to the lark's manager, Reed Welty, at B-W Music, Box 337, Wooster, Ohio.

membership is now at 20,000 and still increasing at a rapid pace. George also notes that so far over \$14,000 in cash prizes have been offered to club members.

Ferlin Husky is on the road once again. On this trek the songster and the gang will be playing dates in Macon, Ga.; New Bern, N. C.; Charlotte, S. C.; Austin, Texas; and Corpus Christi, Texas.

Granpa Jones' many fans should be real happy to hear that Monument has just released a special EP featuring six sides culled from the artist's recent click LP, "Grandpa Jones Makes The Rafters Ring."

There are big smiles these days at the offices of the newly-formed Rice Records, 812 16th Avenue South, Nashville, Tennessee, over their first release on the label by David Price tagged "The World Lost A Man." Jimmy Key, director of the firm, sez the deck is meeting with powerful initial reaction.

The Windy City's Aragon Ballroom recently put on a sensational country-western spectacular starring such luminaries as George Jones, Bill Anderson and Band, Cousin Jody and the Master Tones.

Billy Parker, who spins the good country sounds on KFDI-Wichita, Kansas, sends out an urgent s.o.s. for country platters both old and new. Billy sez the station plays c&w fifteen hours daily and utilizes the NBC web for all national news.

Dee Kaye infos word that Country Style's "First Annual Country Music Picture Album & Information Encyclopedia" is now ready. Free copies are now available to radio stations when they write to the firm at P. O. Box 1356, Nashville, Tenn.

WOODEN SOLDIER

A Hit
By

Hank Locklin

RCA-VICTOR 47-8248

Thanks, D.J.'s

&

Happy New Year

Lawton Williams



COUNTRY D.J.

REGIONAL RECORD REPORTS



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

HARLAN (COWBOY) BLAIR KORA

Bryan, Texas

1. If The Door Could Talk Back (Webb Pierce)
2. Talk Back Tremblin' Lips (Ernest Ashworth)
3. Trouble In My Arms (Johnny & Janie Mosby)
4. That's Why I Sing In A Honky Tonk (Warren Smith)
5. How Can I Forget Her (Glen Barber)
6. B. J. The D. J. (Stonewall Jackson)
7. Love's Gonna Live Here (Buck Owens)
8. A Little South Of Memphis (Frankie Miller)
9. You'll Drive Me Back (Faron Young)
10. Heart Be Careful (Billy Walker)

APPLE SAVAGE WLBA

Gainesville, Georgia

1. Begging To You (Marty Robbins)
2. D. J. For A Day (Jimmy Newman)
3. I Closed My Eyes And Saw The Light (Del Reeves)
4. Before I'm Over You (Loretta Lynn)
5. Love's Gonna Live Here (Buck Owens)
6. Bad, Bad Tuesday (Tom Tall)
7. The Morning Paper (Billy Walker)
8. The Stand In (Bill Goodwin)
9. Thanks A Lot (Ernest Tubb)
10. Lonesome Side Of Lonely Street (Gene Woods)

MACK ALLEN WTCR

Ashland, Kentucky

1. Still In Town (Johnny Cash)
2. If The Door Could Talk Back (Webb Pierce)
3. How Can I Forget You (Glen Barber)
4. Find Out (Porter Wagoner)
5. The Fall Out (Eddie Noack)
6. Too Late To Try Again (Carl & Pearl Butler)
7. Let's Go All The Way (Norma Jean)
8. Surely (Warner Mack)
9. Put Your Arms Around Him (Bob Morris)
10. B. J. The D. J. (Stonewall Jackson)

KFDI

Wichita, Kansas

1. Line Between Love & Hate (Billy Parker)
2. Shape Up Or Ship Out (Leon McAuliffe)
3. Begging To You (Marty Robbins)
4. Speak To Me (Carl Belew)
5. Helpless (Joe Carson)
6. Slipping (Wanda Jackson)
7. Thanks A Lot (Ernest Tubb)
8. Porch Light A'Burnin' (Billy Grammer)
9. Help Me Find My Baby (Carl Perkins)
10. Peel Me A Nanner (Roy Drusky)

LARRY GAR WLBG

Laurens, South Carolina

1. Ninety Miles An Hour (Hank Snow)
2. Old Records (Margie Singleton)
3. Begging To You (Marty Robbins)
4. Love's Gonna Live Here (Buck Owens)
5. Last Day In The Mines (Dave Dudley)
6. Going Through The Motions (Sonny James)
7. Saginaw, Michigan (Lefty Frizzell)
8. Jealous Hearted Me (Eddy Arnold)
9. If The Door Could Talk Back (Webb Pierce)
10. Why I Sing In A Honky Tonk (Warren Smith)

JIM MELTON WKMF

Flint, Michigan

1. As Usual (Brenda Lee)
2. Before I'm Over You (Loretta Lynn)
3. Begging To You (Marty Robbins)
4. Saginaw, Michigan (Lefty Frizzell)
5. Last Day In The Mines (Dave Dudley)
6. D. J. For A Day (Jimmy Newman)
7. Just For The Record (Hank Cochran)
8. Our Things (Margie Bowes)
9. Surely/This Little Hurt (Warner Mack)
10. Peel Me A Nanner (Roy Drusky)

WAYNE MASHBURN WCRY

Macon, 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. Bad, Bad Tuesday (Tom Tall)
6. Yours Forever (Nell McGride)
7. Last Day In The Mines (Dave Dudley)
8. Old Records (Margie Singleton)
9. Jealous Hearted Me (Eddy Arnold)
10. If The Door Could Talk Back (Webb Pierce)

BOB OUELLETTE WLAM

Lewiston, Maine

1. Ninety Miles An Hour (Hank Snow)
2. D. J. For The Day (Jimmy Newman)
3. Love's Gonna Live Here (Buck Owens)
4. B. J. The D. J. (Stonewall Jackson)
5. Last Day In The Mines (Dave Dudley)
6. Old Records (Margie Singleton)
7. Jealous Hearted Me (Eddy Arnold)
8. Begging To You (Marty Robbins)
9. Before I'm Over You (Loretta Lynn)
10. Peel Me A Nanner (Roy Drusky)



"MOLLY" (2:45) [Col-Screen Gems BMI—Karliski]

"THE SONG OF THE COO COO" (2:45) [Davidson BMI—Faier]

EDDY ARNOLD (RCA Victor 8296)

Eddy Arnold, who is still riding high with "Jealous Hearted Me" comes up with a potent, follow-up stanza with this top-drawer Victor outing called "Molly." The side is medium-paced, chorus-backed affair about a guy who gets back with a gal after fightin' in a war. "The Song Of The Coo Coo" is a lively, melodic nonsense song dished-up by the chanter with all of his expected verve.

"ALONE WITH YOU" (2:02)

[Lancaster BMI—Drusky, Vanadore, Young]

"WHEN THE SUN GOES DOWN" (2:30) [Travis BMI—Mack, Maddox]

ROSE MADDOX (Capitol 5110)

The lark, who is presently picking up some loot with "Somebody Told Somebody," is a sure bet to reach the charts in no time flat with this follow-up stanza called "Alone With You." The tune is a rousing, up-tempo rocker in which the lark pleads for some time with her special guy. "When The Sun Goes Down" is a slow-moving plaintive heart-tugger rendered with authority by Rose.

"MY SARO JANE" (2:45) [Peer Int'l BMI—Flatt, Scruggs]

"YOU ARE MY FLOWER" (2:27) [Peer Int'l BMI—Carter]

LESTER FLATT & EARL SCRUGGS (Columbia 42954)

Lester and Earl hit last time out with "New York Town," and this new Columbia release tabbed "My Saro Jane" shows every indication of developing into a like smash. The tune is a rousing, up-tempo bluegrass-styled folk opus essayed with loads of poise by the boys. The flip, "You Are My Flower," is a tender, melodic soulful country tear-jerker.

"FORT WORTH JAIL" (2:20) [Sunshine BMI—Reinhart]

"DOUBLE LIFE" (2:37) [Four Star BMI—Pitts, Burgess]

JOE CARSON (Liberty 55664)

Joe Carson who is coming off his "Helpless" chart-rider is a cinch to duplicate that success with this new ultra-commercial item. The top side here, "Fort Worth Jail," is a shufflin' low-down folk-bluser about a guy who is down on his luck. Eye it. "Double Life" is a tradition-oriented bluegrass-flavored lament in which the songster effectively utilizes the dual-track technique.

"LONG GONE LONESOME BLUES" (2:35)

[Acuff-Rose BMI—Williams]

"DOESN'T ANYBODY KNOW MY NAME" (2:50)

[In ASCAP—McKuen]

HANK WILLIAMS, JR. (MGM 13208)

Hank Williams, Jr., the son of the late country hit-maker, could well pull loads of coin with this initial MGM effort. The tune, "Long Gone Lonesome Blues," a while-back Williams Sr. smash, is rendered by the young songster in a feelingful, professional yodelin' style. Side's a natural for heavy airplay. The coupler, "Doesn't Anybody Know My Name," is a beautiful, chorus-backed lyrical folk-styled lament.

Looks like Bobby Bare will go the dual-market success route with his new RCA Victor outing tabbed "Miller's Cave." See pop reviews.

WAYNE KEMP (Boyd 126)

(B+) "LITTLE BITTY WOMAN" (1:55) [Bounds BMI—Kemp]

Wayne can have a fast click with this lively, fast-moving raunchy happy-go-lucky country bluser with an infectious, hard-driving beat. Deejays should dig it.

(B) "THEY'RE TEARIN' OUR LITTLE HOUSE DOWN" (2:30) [Bounds BMI—Kemp] This time out the songster dishes-up a tender, slow-moving tradition-styled lament.

BILL PHILLIPS (Decca 31584)

(B+) "I CAN STAND IT" (2:59) [Big "D" BMI—Torok, Redd]

Bill Phillips unleashes his potent, wide-range vocal talents full-blast on this top-flight, slow-moving chorus-backed tale of heartbreak. Plenty of potential.

(B+) "WHEELING DEALING DADDY" (2:50) [Cedarwood BMI—Wilkin, Burch] On this lid the artist a clever, rhythmic ditty with a listenable pulsating tempo.

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Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	5	*I Want To Hold Your Hand	The Beatles (Parlophone)
2	4	6	*Glad All Over	Dave Clark Five (Columbia) Ivy
3	2	20	*She Loves You	The Beatles (Parlophone) Northern Songs
4	6	7	*I Only Want To Be With You	Dusty Springfield (Philips) Springfield
5	3	8	*You Were Made For Me	Freddie & The Dreamers (Columbia) Feldman
6	9	5	Twenty Four Hours From Tulsa	Gene Pitney (United Artists) Arch
7	7	5	Dominique	The Singing Nun (Philips) Flamingo
8	5	9	Secret Love	Kathy Kirby (Decca) Harms-Witmark
9	10	8	Maria Elena	Los Indios Tabajaras (RCA) Latin-American
10	12	3	Swinging On A Star	Big Dee Irwin (Colpix) Chappell
11	—	1	*Hippy Hippy Shake	Swinging Blue Jeans (H.M.V.) Ardmore & Beechwood
12	8	9	*Don't Talk To Him	Cliff Richard (Columbia) Shadows
13	14	4	*I Wanna Be Your Man	The Rolling Stone (Decca) Northern Songs
14	11	5	*Geronimo	The Shadows (Columbia) Shadows
15	16	2	Kiss Me Quick	Elvis Presley (RCA) West One
16	13	13	You'll Never Walk Alone	Gerry & The Pacemakers (Columbia) Chappell
17	17	4	*Not Too Little Not Too Much	Chris Sandford (Decca) Marquis
18	20	3	Stay	The Hollies (Parlophone) Lorna

*Local copyright.

Great Britain Top Ten LP's

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

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	8	Sweets For My Sweet	The Searchers (Pye)
5	4	Love Songs	Cliff Richard (Columbia)
6	—	How Do You Do It	Gerry & The Pacemakers (Columbia)
7	—	Peter Paul And Mary	(Warner Bros.)
8	6	Los Shadows	The Shadows (Columbia)
9	—	Frank Ifield Hits	Frank Ifield (Columbia)
10	5	Ain't Gonna Kiss Ya	The Searchers (Pye)

Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	15	Deep Purple	Nino Tempo & April Stevens (Atlantic/"Hataklit")
2	2	10	It's All In The Game	Cliff Richard (Columbia)
3	6	3	You'll Never Walk Alone	Gerry & Pacemakers (Columbia)
4	3	9	Your Other Love	Connie Francis (MGM)
5	4	10	First Day Back At School	Paul & Paula (Philips)
6	8	6	Do You Love Me	Brian Poole & Tremeloes. (Decca)
7	7	10	I (Who Have Nothing)	Ben E. King (Atlantic/"Hataklit")
8	9	5	Talk Back Trembling Lips	Johnny Tillotson (MGM)
9	5	8	Bad Girl	Neil Sedaka (RCA)
10	13	5	The Impossible Happened	Little Peggy March (RCA)
11	10	10	I'll Take You Home	The Drifters (Atlantic/"Hataklit")
12	16	2	Sweet Impossible You	Brenda Lee (Arton/"Hed Arzi")
13	15	4	Washington Square	The Village Stompers (Epic)
14	12	6	Since I Fell For You	Lenny Welch (Cadence)
15	11	10	Bossa-Nova Baby	Elvis Presley (RCA)
16	18	2	I Want To Hold Your Hand	The Beatles (Parlophone)
17	20	2	Whispering	Nino Tempo & April Stevens (Atco)
18	—	1	Don't Talk To Him	Cliff Richard (Columbia)

Jet Age Disk Seller



PARIS—Interest is high at the new CBS Records stand recently opened in the Orly Airport here. The stand, which was set up by Disques CBS in Paris, has been a steady focal point of interest for all air passengers arriving or embarking from the airport.



GREAT BRITAIN

This month sees the first Mercury releases by Philips Records since they took over the sole manufacturing and distributing rights on January 1, 1964. The release of American recordings will be controlled by Johnny Franz while Dennis Berger has been appointed a & r manager responsible for building up a roster of British artists for release both here and overseas. The January release has been confined to singles the first four being "Tricky Dicky," an old r & b number penned by Lieber and Stoller and recorded here by newly signed Liverpool group, Denny Seyton and the Sabres; "Who Was That Girl," composed and recorded by another British artist Al Saxon; "He Is The One" by colored singing trio The Velvettes; and the first American single to be issued here is Lesley Gore's "You Don't Own Me." EP and LP releases are scheduled for February. For the first six months while EMI has a sell out period of old material, new material only will be issued by Philips.

Transatlantic Records, better known as distributors and producers of specialized and off-beat LPs, now debuts as independent producers of pop singles for release by major companies—"Marilyn Monroe" by The Ian Campbell Folk Group on Decca. Three more singles by the group will be issued within the next twelve months.

Transatlantic reports excellent initial reaction to the Elektra LP "When Dalliance Was In Flower (And Maidens Lost Their Heads)"—a lusty must for collectors of songs of Elizabethan England. Another LP from Transatlantic "My Name Is Jean Hart And I Sing," features an unusual pop and jazz style rendering of original folk songs.

Independent producer Bunny Lewis has moved his Ritz label from Decca into the Philips group for release as Fontana/Ritz. Ritz artists include the currently successful duo The Caravelles (You Don't Have To Be A Baby To Cry); Craig Douglas, The Avons and The Mudlarks. The first release scheduled for mid-February is "I'm The Girl" by The Avons published by Robbins backed with "Once Upon A Summer's Day" published by 142 Music. Negotiations are nearing completion for the Ritz product to get world wide release via the Philips Organization.

In future all recording artists managed by Lewis-Joelle Ltd will be handled agency-wise by The Grade Organisation except for radio rights which are retained by the management firm. Lewis-Joelle also completely retains its formidable roster of djs and presenters including David Jacobs, Alan Freeman, Jack Jackson, Don Moss and Katy Boyle.

Future plans for the Campbell Connelly group have just been announced following the untimely death of Reg Connelly last September. Elected to the pubberies Board of Directors are Roy Berry (heretofore general manager who will continue in that capacity) and Miss L. Young, who for many years was personal secretary to Connelly. Another appointment is that given to George Seymour who becomes a Director of Cinephonic Music in addition to his Directorship of Harrison Music.

Implementing his announcement that the company's future policy is to be a progressive one, Roy Berry leaves for an extensive tour of America at the end of February. With Mike Gould of Campbell Connelly Inc. he will visit Chicago, Nashville, Las Vegas and Los Angeles, in order to study recording and publishing trends and seek new material.

Although Jackie DeShannon's waxing of "Needles And Pins" failed to click here, publisher Dick James passed it over to Pye a & r manager Tony Hatch with the result that The Searchers have made it the A side of their latest single to follow their recent charter "Sugar And Spice." Looks like another hit for Dick James and an auspicious start to the year for his Metric Music Company.

More than 70 'fab and gear' guests sat down to a remarkably square meal at London's Cafe Royal last week. The occasion was a private luncheon hosted by Dick James as a gesture of thanks for his phenomenally successful year of publishing. With him at the top table were EMI a & r manager George Martin and manager Brian Epstein. Guests included The Beatles, Billy J. Kramer with the Dakotas, The Fourmost, together with leading djs, TV and radio producers, members of the press etc.

The Ronettes are here on their first British visit which takes in a four-week tour, TV and radio dates. The trio, Nedra, Ronnie and Estelle were feated at a reception hosted by Decca Records which issued their latest single "Baby I Love You" on the London label as a follow up to their transatlantic smash "Be My Baby."

Alan Klein, with the ink hardly dry on his contract with Francis Day & Hunter, has penned a new number for Freddie And The Dreamers, "Come Back When You're Ready" issued on Columbia. Same pubbery is handling the latest Frank Ifield waxing "Say It Isn't So" which is coupled with another American oldie "Don't Blame Me" published by Cinephonic. EMI is treating the platter as a double A with equal promotion for both decks.

Little Stevie Wonder flew into London recently from Paris where he has been appearing at the Olympia. Although his visit had to be short he tele-recorded several TV spots including a "Thank Your Lucky Stars" for ABC TV for January 11 screening. Little Stevie's visit was arranged through Robert Stigwood International.

First release on Pye's newly acquired Hickory label is Kris Jensen's "Donna Donna." On Colpix, Jane Morgan's version of "My Special Dream"—love theme from Carl Forman's "The Victors" vies with Shirley Bassey's rendering on Columbia. Nelson Riddle has waxed an orchestral version on Reprise. All numbers from Alan Klein's "What A Crazy World" have been recorded by Pye for release on an album on Piccadilly.

15 year old Gregory Philips kicks off his recording career with a contract with Pye Records and his debut disk "Everybody Knows" penned for him by ace song-writer Mitch Murray. Gregory, who has appeared in several films has a role in the Peter Finch-Ann Bancroft film "The Pumpkin Eater" due to be premiered in March. Negotiations are under way for him to appear in the London production of the American musical "She Loves Me."

HAROLD GELLER

(#1 BROADCASTER, M.D. and MUSIC MAN)

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The ON THE SCENE Company



HOLLAND

The Gordy-Motown-Tamla line has two new U.S. Chart entries issued on the Benelux market by Artone's subsid Funckler Records: **Martha & The Vandellas'** "Heat Wave"—follow-up "Quicksand" and "Too Hurt To Cry, Too Much In Love To Say Goodbye" by newcomers **The Darnells**.

Pete Felleman, Reprise manager for Benelux, has just signed contracts with 'Bullets' Durgom thru the Blackburn-Lewis Agency whereby Reprise recording artist **Trini Lopez** will make 4 theatre performances and 2 TV-shows in Benelux, February 6 thru 9. The Lopez lad, still in the first slot on the Benelux Hit, Charts with "If I Had A Hammer" and riding high with follow-ups "La Bamba" and "This Land Is Your Land" as well as both "P.J."-albums, will receive his first Gold Platter during his visit. Lopez' latest Single etching, "Kansas City," will be launched lavishly in conjunction with the guitarist-singer's TV-exposure of the song.

Strong entries in the R & B-field released by Artone's subsid Funckler Records in Benelux, include several singles by the multi-talented **Chuck Berry**, who seems bound to make a strong come-back now in the States. The artist will be introduced to the record-buyers thru a highly attractive special priced L.P. package containing live-recorded versions of his many hits, and which will receive full promo treatment. On account of an increasing interest in genuine Rhythm & Blues material in this territory, the Berry Boy should make it in Benelux during 1964.

Artone activities concerning the Cameo-Parkway line contain further news on the subject of **Chubby Checker** and **Bobby Rydell**. Checker, a press headliner in the latter part of December on account of his Xmas engagement to the former Miss World, Miss Rina Lodders of Haarlem, Holland has a brand-new Single out here—"Loddy Lo"—which is being promoted successfully as his song-tribute to his wife-to-be. Artone re-released **Bobby Rydell's** "Forget Him" now it has reached the upper brackets of the U.S. Hit Parade. Recording did already well saleswise earlier this year.

Felix Stahl on his way from Stockholm to Paris visited the offices of Editions Altona in order to discuss further pluggings on his famous title "Drina." The first Dutch recording was already done by **Jack Bulterman** on the new Philicorda-organ and the well known Dutch Swing College is going to release same title within short time. Recordings by **Jörgen Ingmann** and **The Spotnicks** are also released on the Dutch market. Mr. Stahl announced that he went to Paris in order to be present at the recording with **Les Campagnons de la Chanson**. **Wim van Vught** of Editions Altona told us that he was heavily plugging the new title of well known **Nina and Frederik**, called "Rund ist die Welt." The original Metronome-recording is already on the Dutch market and interesting locals are planned. Editions Altona had an overnight success with the song "Brief Uit La Courtine," produced in the Television-Show of **Rijk De Gooyer**. Immediately after the show hundreds of letters were written in order to obtain a record, which was made within 24 hours.

Holland's Best Sellers

This Week	Last Week	Title	Label
1	1	Spiegelbeeld/Tes Tendres Années (Willeke Alberti/Philips, Johnny Hallyday/Philips) (Francobel/Brussels; sole agency: Editions Altona/Amsterdam).	
2	2	If I Had A Hammer/America (Trini Lopez/Reprise) (Les Ed. Int. Basart/Amsterdam).	
3	3	Nimm Deine Weisse Gitarre (Gert Timmerman/Telefunken) (Les Ed. Int. Basart/Amsterdam).	
4	4	Tous Les Garçons Et Les Filles (Françoise Hardy/Vogue) (Les Ed. Int. Basart/Amsterdam).	
5	6	Maria Nomas (Cliff Richard/Columbia) (Holland Music/Amsterdam).	
6	5	Ik Heb Eerbied Voor Jouw Grijze Haren. Gert Timmerman/Telefunken) (World Music/Brussels).	
7	10	Amapola (The Spotnicks/CNR) (Les Ed. Int. Basart/Amsterdam).	
8	8	La Bamba (Trini Lopez/Reprise).	
9	7	Laas Mein Herz Nicht Weinen (Imca Marina/Imperial) (Anagon Music/Heemstede).	
10	9	Red Sails In The Sunset (Fats Domino/ABC Paramount) (Melodia/Amsterdam).	

Buddy Greco In London



LONDON—Epic Records chanter Buddy Greco, who recently appeared on the Royal Command Performance TV'er here, was given a press reception by E.M.I. Pictured with Greco (center) at the affair are Len Wood (left) managing director of E.M.I. and G. N. Bridge, deputy managing director. The British label has released a special EP tagged after the TV show.

The Best in Benelux Bens



SCANDINAVIA

DENMARK

New sheet music from Wilhelm Hansen, Musik-Förlag, includes "Dominique" and "Alleluia" by **Soeur Sourire (The Singing Nun)**. Danish lyrics by **Thøger Olesen**. Same publisher has also released the sheet music of the Swedish top seller "Spel-Olles gänglåt," here titled "Spillemandens vandresang" with Danish lyrics by **Gustav Winckler**. **Wilhelm Hansen** has also two Danish copyrights, an orchestra folio of "Den naeste er altid den bedste" composed by **Otto Lington** with lyrics by **Sigfred Pedersen**, and "De halve abers paradis" with words and music by **Henning Köie**.

Italian singer **Robertino** returned to Copenhagen just before Christmas. **Knut Mörk** of Triola reports that his tour in United States and Canada was a great success. After giving two concerts and making a broadcast program in Copenhagen, Robertino returned to Rome.

New sheet music from Mörks Musikforlag in Copenhagen includes "The Boys Night Out" by **James Van Heusen** with Danish lyrics ("Sjov i Byen") by **Robert Arnold**, and "I Love You Because" by **Leon Payne** with Danish lyrics ("Jeg elsker dig fordi . . .") by **Allan Hondé**.

FINLAND

According to a poll by the Finnish radio program "The Kaleidoscope" the most popular foreign male singers in Finland are: 1) **Elvis Presley** (RCA Victor), 2) **Cliff Richard** (Columbia), 3) **Paul Anka** (RCA Victor), 4) **Robertino** (Triola), 5) **Umberto Marcato** (Philips), 6) **Frank Sinatra** (Reprise), 7) **Rick Nelson** (Decca), 8) **Jerry Williams** (Sonet), 9) **Nat "King" Cole** (Capitol) and 10) **Bobby Darin** (Capitol).

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	14	She Loves You (The Beatles/Parlophone)	Sonora Musikförlags AB
2	2	5	Diggety Doggety (The Strepplers/Odeon)	Edition Odeon
3	3	8	Bossa Nova Baby (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
4	7	2	I Want To Hold Your Hand (The Beatles/Parlophone)	Sonora Musikförlags AB
5	6	7	Be My Baby (The Ronettes/London)	Belinda (Scandinavia) AB
6	4	12	Detroit City (Bobby Bare/RCA Victor)	Cedarwood (Scandinavia) AB
7	10	2	I Like It Like That (Larry Finnegan/Sonet)	No Publisher
8	8	10	Skona mitt hjärta (Pick Up The Pieces) (Siv Malmquist/Metronome)	Edition Odeon
9	—	1	Johnny Loves Me (Suzie/Sonet)	Sonet Music
10	9	11	I've Got A Lovely Bunch Of Coconuts (The Sunbeams/Rekord)	Reuter & Reuter



AUSTRALIA

As is usually the case, it is taking some weeks for the industry to get back into top gear following the annual Christmas break. Since Christmas falls during our Summer season, many people in the trade take their three weeks vacation at Christmas time which gives them close to one month away. This is the main reason why there is so little action in the record business in Australia during the month of January. All record companies reported an excellent month of trading for December, which should always be a bumper month.

We know this has become something of a "hardy annual"; but it always strikes us that the trade doesn't make enough out of the many great advantages of records as Christmas gifts. There should be a general advertising campaign to encourage people to "give records"! A record will outlast most other gifts—it will still be giving pleasure in ten years time! Records give the pick of the cream of the world's greatest artists! With records you have the entertainment you want—when you want it! Records can satisfy any and every taste in music! Surely there are enough natural advantages with records to warrant some consideration being given to a general promotion and advertising campaign designed to encourage the public to "give records"! The campaign need not be restricted to Christmas giving; after all there are birthdays, anniversaries, etc. . . . each and every day of the year.

The Beatles are still winning hands down! It's almost impossible to avoid hearing a record by The Beatles at any time on any one of the more than 110 radio stations throughout Australia. Their records are being featured heavily by all the stations, and even those stations which were a little more "selective" in their programming, are playing The Beatles.

A look at our best-seller list this issue shows that The Beatles are holding down top spot with "I Want To Hold Your Hand"; but sales indicate that they are being hard-pressed to hold off "Memphis Tennessee" by **Dave Beney**. This record has been quite a surprise success in Australia. It seemed to come from nowhere, then all of a sudden it began showing up on dealer lists and now is in number two spot across the nation. There has always been a demand for this type of sound (which was popular some years back) in Australia and the success of the Dave Beney record indicates that the demand is still as strong as ever, but there are very few releases to satisfy the demand.

Local star **Jimmy Little** has been chosen to tour New Zealand with the **Frank Ifield** Show set to kick off on Jan. 14. Jimmy is the Australian (apart from Ifield) on the bill. He has a hot record in Australia right now in "Royal Telephone" which has been on our best seller list for a number of weeks now.

A batch of new sheets released by the Chappell group of companies includes "A Doodlin' Song," "Charade," "Little Bird," "Saturday Night" and "Twist and Shout."

Australia's Best Sellers

1	I Want To Hold Your Hand (The Beatles—Parlophone)	Leeds Music.
2	Memphis Tennessee (Dave Beney—Decca)	Jewel Music.
3	Dominique (Singing Nun—Philips)	Belinda Music.
4	Royal Telephone (Jimmy Little—Festival)	Belinda Music.
5	Do You Love Me (Brian Poole—Decca)	Dominion Music.
6	Secret Love (Kathy Kirby—Decca)	Allans Music.
7	Sugar Shack (Jimmy Gilmer—London)	J. Albert & Son.
8	The White Rabbit (Peter Rosa—WW&G)	Leeds Music.
9	You'll Never Walk Alone (Gerry & Pacemakers—Columbia)	Chappell.
10	24 Hours From Tulsa (Gene Pitney—U/A)	Aaron Schroeder.



ITALY

Step by step, the great organization of the San Remo Festival 1964 is marching towards its conclusion. **Cash Box** has received the list of all Italian and foreign singers who will take part in the contest. The list is not yet the definitive one, since two names, **Dalida** and **Antonio Prieto**, have not given their reply. Here is, in any case, the list of the songs and performers of the 14th edition of San Remo:

Come Potrei Dimenticarti (pub. by Sugarmusic): Tony Dallara/Saar and Ben E. King/Saar. Cosi' Felice (pub. by Ricordi): Giorgio Gaber/Ricordi and Patricia Carli/C.G.D. Disperato Tango (pub. by Curci): Domenico Modugno/Fonit-Cetra and Frankie Laine/CBS. E Se Domani (pub. by C.A. Rossi): Fausto Cigliano/Fonit-Cetra and Gene Pitney/C.G.D. Ieri Ho Incontrato Mia Madre (pub. by RCA Italiana): Gino Paoli/RCA and Antonio Prieto (?)/RCA.

I Sorrisi Di Sera (pub. by Ricordi): Tony Renis/EMI and Frankie Avalon/Bluebell. La Prima Che Incontro (pub. by Southern): Fabrizio Ferretti/Ri. Fi and The Fraternity Bros/C.G.D. L'Inverno Cosa Fai (pub. by Sugarmusic): Piero Focaccia/C.G.D. and The Fraternity Bros/C.G.D. L'Ultimo Tram (pub. by Sciorilli): Milva/Fonit-Cetra and Dalida (?)/RCA. Mezzanotte (pub. by RCA Italiana): Coki Mazzetti/Ri Fi and Los Hermanos Rigual/RCA. Motivo D'Amore (pub. by Curci): Pino Donaggio/EMI and Frankie Avalon/Bluebell. Non Ho L'Eta' L'Amarti (pub. by Sugarmusic): Gigliola Cinquetti/C.G.D. and Patricia Carli/C.G.D.

Ogni Volta (pub. by RCA Italiana): Roby Ferrante/RCA and Paul Anka/RCA. Passo Su Passo (pub. by RCA Italiana): Claudio Villa/Fonit-Cetra and Peggy March/RCA. Piccolo Piccolo (pub. by Sugarmusic): Emilio Pericoli/Ricordi and Lou Monte/C.G.D. Quando Vedrai La Mia Ragazza (pub. by Durium): Little Tony/Durium and Gene Pitney/C.G.D.

Sabato Sera (pub. by Southern): Brun Filippini/M.R.C. and The Fraternity Bros/C.G.D. Sole Pizza E Amore (pub. by Ariston): Quartetto Cetra/Phonogram and Lou Monte/C.G.D. Sole Sole (pub. by Esedra): Laura Villa/Phonogram and Los Hermanos Rigual/RCA. Stasera No No No (pub. by Leonardi): Remo Germani/Saar and April Stevens & Nino Tempo/Saar.

Tu Piangi Per Niente (pub. by Panzuti): Lilly Bonato/Meazzi and Richard Moser/C.G.D. Una Lacrima Sul Viso (pub. by Ricordi): Bobby Solo/Ricordi and Frankie Laine/CBS. Un Bacio Piccolissimo (pub. by Curci): Robertino/Curci and Bobby Rydell/C.G.D. 20 KM Al Giorno (pub. by Ariston): Nicola Arigliano/EMI and Peter Kraus/Phonogram.

It's easy to note that on such a list there is an almost complete absence of all the French talents (excluding the unknown name of **Patricia Carli**, and **Dalida** whose participation is not yet sure). In fact, it seems that the group of French artists like **Francoise Hardy**, **Petula Clark**, **Richard Anthony**, **Johnny Halliday**, **Marie La Foret** and so on who were announced as probable participants in the contest, decided at the last moment against the Festival. We don't know exactly what are the reasons for this desertion, but let's say that this is not a prejudice against the "big" Festival, since French singers are not at this moment so valued on the International record market, and excluding probably **Francoise Hardy** or **Richard Anthony** they have not success in Italy too. With their position against this International contest, they have harmed the possibility to open a new way for their talents into the International music field. The San Remo Festival will be televised, as every year, all over Europe, not only but many TV stations at the other side of the Atlantic, are acquiring the entire TV tape of the contest to be transmitted on their aerials.

On the other hand, the success of this International contest is secured by the participation of such big foreign talents like **Paul Anka**, **Ben E. King**, **Bobby Rydell**, **Gene Pitney**, **Frankie Laine**, **Frankie Avalon**, **Peter Kraus**, **Los Hermanos Rigual** and so on at the side of all the most pop Italian artists. We are sure that during the three evenings of the contest all the attention of the entire light music world will be fixed on the full lighted stage of the San Remo's Casino.

Many personalities of the music world have already booked their rooms at the San Remo hotels for the three days stay on the Italian riviera, and San Remo is already prepared to receive its guests.

Cash Box had the pleasure to meet **Krikor Mintangian**, prexy of Durium. He talked to us about the new single of **Los Marcellos Ferial**. The new disk of the pop trio includes the American success **Maria Elena** published in Italy by Southern and a new song published by the Durium's pubbery, and entitled "Solo Tu Lloraras." The new record seems to be another sure shot of the trio, which started its record career thanks to their waxing of "Quando Calienta El Sol" in 1962. The trio has also prepared a new single which will be presented on the market at the beginning of the next summer, and we think will be a sure hit of the next "hot" season: The first title chosen by Los Marcellos Ferial is "Il Nostro Giuramento," an old copyright of the Southern Group. This number will be coupled with "Poncho & Sombrero," originally published by Sugarmusic.

Krikor Mintangian let us listen also to the first Italian record of the new successful American dance "The Surf": the record includes original Italian tunes, "Il Surf Della Bambola" and "Il Surf Del Giornale," both published by Durium and recorded by the new combo of **Santi Latora**.

It seems therefore that the Surf craze starting in Italy too: As we reported last week, the new dance had as "godmother" the top star of our music world: **Rita Pavone**, who launched the new dance during the pop TV show "The Dreams Fair" singing in Italian "If I Had A Hammer." Of course, CGD International has also issued the original version of "If I Had A Hammer" sung by **Trini Lopez**, which has obtained an immediate strong reaction on the market. And the list of Surf releases includes another original version of "If I Had A Hammer" performed by **Hal Prince & The Layabouts** and issued by Ri Fi, another single under the Karim label "Surfin Safari" and "Blue Moon" by **Bob Vaught & The Renegads**, and it's concluded with an album released by EMI Italiana waxed by the group who was one of the principals responsible for the Surf success in the States: **The Beach Boys**. The album is issued under the Capitol label, and of course is entitled "The Surf."

While on the subject of EMI Italiana, let's mention that their top American artist **Ray Charles** is planning to come to Italy for a musical tour of our country. Probably this tour will take place during next summer. This will be the first time that **Ray Charles** will perform in Italy. EMI Italiana has published a single of the top English talent of **Cliff Richards**, performing in French two French tunes: the old evergreen "La Mer" and "J'Attendrai."

The first album of the "No. 1" singer **Michele**, has been just released by Nanni Ricordi/RCA. The LP includes the top hits of the artist: "Se Mi Vuoi Lasciare" and "No, Non E' Vero," "Piango," "Ma Se Tu Vorrai," "Sei Convinta," "Ma Neanche Per Idea," "Ridi Un Ora," "Se Proprio Vuoi Saperlo," "Si Lo So," "Nessuno Potra'" and "Cosa Vuoi Da Me." All songs, excluding "Ridi" which is the Italian title of the American hit, "Free Me," were penned by **Giampiero Reverberi**.

And let's now conclude our column announcing a new Italian release of **Paul Anka**: The singer, waiting for his debut on the San Remo stage, is presenting a new single coupling the Italian version of two of his compositions: "Il Tuo Compleanno" and "Gli Amici E Tu." The disk has obtained an immediate reaction on our market.



MEXICO

RCA released the first recording made by **Neil Sedaka** in México. The songs are "Divina Ilusion" (Divine Ilusion) and "Mi Vecinita" (My Little Neighbor). The arrangement and orchestra for the first song is by **Chucho Zarzosa**.

Johnny Laboriel, soloist of the group **Los Rebeldes del Rock**, left the group to sing alone with orchestra accompaniment. Rebeldes replacement is a performer named "Baby." The group will record immediately for Orfeon Records.

"Muchas Gracias" (Danke Schoen) and "Tu Otro Amor" (Your Other Love) were released by DUSA in versions by **Connie Francis**. There are still attempts to bring Connie to México for performances.

Mexican vocal group **Los Dominic** released at Orfeon Records two new songs "Queremos Mas Leche" (Bevete Piu Latte) and "Quiero Quedarme Aqui" (I Want To Stay Here). This group had a smash hit with "Dominique" in its Spanish version.

Ray Anthony left town to sign to perform in Acapulco at "Bum Bum" night club. This is the best season in Acapulco.

In February, rock and roll group **Los Locos del Ritmo** will appear in Argentina. We are sure this group will surprise young people with its style. Latest Locos del Ritmo hit is "Huracán" (Hurricane).

Trini Lopez' "If I Had A Hammer" and "La Bamba" are getting very popular in México. Trini was born in México in Guaymas, Sonora and used to be **Frank Sinatra's** secretary.

Also recording in Spanish are **Nat King Cole**, **Connie Francis**, **Steve Lawrence**, **Eydie Gormé**, **The Ames Brothers**, **Gene Pitney**, **Neil Sedaka** and many others and the **Blue Diamonds**. For Philips Records, they cut the songs "Ramona" and "Mona Lisa."

From Argentina we received post card from Mexican idol **Enrique Guzmán** who told us about the great success he is having there. Enrique will film this year six pictures. His popularity in Argentina, Venezuela, Perú and Spain is great.

Héctor Cabrera, the Venezuelan singer who wants to settle in México, cut a new orchestra version of his hit "Cariño Mio" for the Velvet label. Héctor will do TV for the next six weeks.

Beautiful singer **Queta Garay** recorded at Peerless Records the songs "Mr. Batman" and "Poema," two happy tunes that you can hear very often on the radio stations. Queta had a long season in her home town, Monterrey. "What'd I Say" and theme from "Any Number Can Win" were released by DUSA Records with **Jimmy Smith** and **Kenny Burrell**. The original label was Verve.

Direct from Spain **Andy Russell** is back to see his little son. He goes to the U.S. to do a TV show with **Steve Allen**. More information about Andy next week.

Rock and roll groups like **Los Rogers** and **Los Boppers** will be organized again and record now at RCA with A&R by **Paco de la Barrera**, who also made records with **Neil Sedaka**.

Gladys Colombo, who used to be singer of the **Xavier Cugat** orchestra, has settled in México and signed a contract with Musart Records, the label on which she presents her first recordings in folk style. The songs are "Mi Unico Amor" and "Castigame Señor." Gladys new name is **María Morales**.

Spanish singer **Gloria Lasso** did a performance TV and is still in the night club, Los Globos.

New CBS folk singer discovery **Jorge Valente** made a new long play on which he includes songs like "Enemigos," "Poquita Fe," "Te Sigo Amando," "Labios Ajenos" and others.

On the Harmony label of CBS, we received a new long play recorded by **Chelo Silva**, including some of her biggest hits like "La Huella De Mis Besos," "Farsante," "Amor Desgraciado," "Alma Sola," "Qué Valor," etc. . . .

Rock and roll group **Los Apson Boys** released at Peerless Records the song "Atrás De La Raya" and "Otro Beso Mas."

Mexico's Best Sellers

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

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Published by
1	1	2	*O Mio Signore: Edoardo Vianello/RCA	Leonardi
2	7	8	*Sabato Triste: Adriano Celentano/Clan Italian Yank	Published by Ricordi
3	2	6	*Adesso No: Neil Sedaka/RCA	Published by RCA Italiana
4	5	2	*Ridi-Ma Neanche Per Idea: Michele/RCA	Published by Ricordi and Ariston/RCA Italiana
4b	9	7	*L'Eta' Dell'Amore: Francoise Hardy/Saar	Published by Leonardi
5	3	4	*Non Te Ne Andare: Jimmy Fontana/RCA	Published by RCA Italiana
6	4	5	*Non E' Facile Avere 18 Anni: Rita Pavone/RCA	Published by RCA Italiana
7	6	5	*T'Amo E T'Amoro': Little Tony/Durium	Published by GI. BA
8	—	1	*Baby: Peppino Di Capri/Carisch	Published by Aberbach
9	8	8	*Ti Cerchero': Ricki Gianco/Jaguar	Published by Leonardi
10	—	1	*Per Questa Volta: Richard Anthony/EMI	Published by Ricordi

*Denotes Original Italian Numbers



GERMANY

The German trade paper "Musikmarkt" recently listed the top hits and top artists for 1963 and this list strongly shows the evergrowing tendency toward local product and local artists. Of the 24 songs listed in the "Hit Parade of the Year 1963," 14 of the songs were original German copyrights, 7 of the songs were of American origin, one song came from Japan, one from Holland and one from England. Only 2 of the songs made it in English and both were sung by Elvis Presley, but German versions of the songs were also listed as they racked up top sales. Cliff Richard with his "Lucky Lips" made it both in English and in German. Record company wise, Electrola led the listings with 9 songs, Polydor and Teldec both had 6 listings, Philips, German Vogue and Ariola each had 2. Here is the listing from "Musikmarkt" with the song, artist and publisher here.

1. Junge, Komm Bald Wieder (Son, come home soon)—Freddy—Polydor—Esplanade/Sikorski
2. Schuld War Nur Der Bossa Nova (Blame it on the Bossa Nova)—Manuela—Telefunken—Meisel/Intro
3. Ich Kauf' Mir Lieber Einen Tirolerhut (I'd rather buy a tirol hat)—Billy Mo—Decca—Karlheinz Busse
4. Barcarole in der Nacht (Barcarole in the night)—Connie Francis—MGM—Viktoria Music
5. Ich Will 'Nen Cowboy Als Mann (I want to marry a cowboy)—Columbia—Minerva Music
6. Gaucho Mexicano (Jalisco)—Renate & Werner Leismann—Ariola—Melodie Der Welt
7. Wini-Wini—The Tahiti Tamoures—Polydor—Meisel/Intro
8. Wenn Erst Der Abend Kommt (I'm Yours)—Peter Alexander—Polydor—Aberbach
9. Vom Stadtpark die Laternen (The lanterns in the city park)—Gitte & Rex Gildo—Columbia—Hans Gerig Music
10. Siebentausend Rinder (7000 Cattle)—Peter Hinnen—Ariola—Meisel/Intro
11. Buona Notte (Good Night)—Rocco Granata—Columbia—Meisel/Intro
12. Fuer Gaby Tu' Ich Alles (I do everything for Gaby)—Gerd Boettcher—Decca—Rolf Budde Music
13. Lass Mich Noch Einmal In Die Ferne (Let me go to far away places)—Freddy—Polydor—Edition Esplanade
14. Sukiyaki—Blue Diamonds/Kyu Sakamoto—Fontana/Columbia—Edition Modern
15. Casanova Baci—Petula Clark—Deutsche Vogue—Edition Montana/Beierlein
16. Zwei Blaue Vergissmeinnicht (2 Blue Forget-me-nots)—Rex Gildo—Electrola—Edition Accord
17. Ich Geh' Noch Zur Schule (I still go to school)—Manuela—Telefunken—Meisel/Intro
18. Devil In Disguise—Elvis Presley/Rex Gildo—RCA/Electrola—Aberbach
19. Kiss Me Quick—Elvis Presley/Udo Jurgens—RCA/Deutsche Vogue—Aberbach
20. Lucky Lips (Rote Lippen Soll Man Kuessen)—Cliff Richard—Columbia—Hans Gerig Music
21. Mitsou—Jacqueline Boyer—Columbia—Meisel/Intro
22. Der Schatz Im Silbersee (The treasure in Silversea)—Medium Terzett—Polydor—August Seith Music
23. Rote Korallen (Red Coral)—Nana Mouskouri—Fontana—Rolf Budde Music
24. Sag Mir, Wo Die Blumen Sind (Where have all the flowers gone)—Marlene Dietrich—Electrola—Hans Gerig Music

A strange feature of this list is the fact that only 1/2 of the artists represented come from Germany. Only Freddy, Manuela, The Leismanns, The Tahiti Tamoures, Peter Alexander, Rex Gildo, Peter Hinnen, Gerd Boettcher, Udo Jurgens, Marlene Dietrich and The Medium Terzett come from German speaking countries.

As far as top artists of the year are concerned, "Musikmarkt" came up with the following lists.

- | | | |
|---------------------|-----------------------|-----------------------------|
| Male Artists | Female Artists | Vocal Groups |
| 1. Freddy | 1. Connie Francis | 1. Renate & Werner Leismann |
| 2. Rex Gildo | 2. Gitte | 2. Tahiti Tamoures |
| 3. Billy Mo | 3. Manuela | 3. Blue Diamonds |
| 4. Peter Hinnen | 4. Petula Clark | 4. Medium Terzett |
| 5. Elvis Presley | 5. Jacqueline Boyer | 5. Caterina & Sylvio |

Not one instrumental record made the top hit list, and not one instrumental sold over 100,000 records in 1963. The comedy LP made a big impression on the market here and the German comedian Jurgen Von Manger now leads the LP hit parade with both of his waxings.

Ariola Records reports that the "Trini Lopez at P.J.'s" LP has passed the 10,000 sales mark which is a good sale here. The record is still moving and should rack up some impressive figures.

Polydor reports that the "Xmas on the high seas" LP by Freddy is over the 100,000 mark.

The first golden award of 1964 was given out on January 11 to Petula Clark for her "Monsieur" which sold over 1 million records in the world. The German song is published by Hans R. Beierlein of Edition Montana and the record was released by German Vogue.

Maurice Chevalier is doing a tour of Germany. The tour started on January 3rd until the 12th and covered 8 cities. He also did a TV shot in Munich. Several important German and international stars are also on the show.

Germany's movie favorite Liselotte Malkowsky will make a trip to the USA through an invitation of German radio station WEBH in Chicago. Liselotte will visit Chicago, Milwaukee, Los Angeles, San Francisco and Toronto.

That's it for this week in Germany.

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FRANCE

In the follow-up of our recent interviews we had the pleasure to meet with president Cross from EMI (Paris) and his general director Rouziès. Just like the interview that we had with president Froment, it is not impossible for us to translate word for word but we will try to render the spirit of the session.

On the T.V.A. problem (tax on luxury articles), Cross, just like Rouziès, deplores the fact that records pay the totality of this tax. We must, however note a very original idea from Rouziès. For him, the solution will be found in the education and teaching of music in a very important manner in the schools and colleges in France.

Let's remind you that several years ago and even today music is not being taught in the French Schools, with the exception of several (fundamentals). The instruction in a regular manner in schools and pushed in scholastic programs would bring about its advantages. The first one would open-up the spirit in the youngsters to all kinds of music and to create an important potential for the future record buyers. On the other hand, it would facilitate the parity of disks and books. Rouziès' idea constitutes the beginning of a solution concerning the T.V.A. problems in the French record trade. It is a solution which is going to take a long time to be solved but will have its chance to materialize into a good result. It now depends on trying to obtain the instruction of music to be incorporated in the scholastic class program.

The commercial problem was treated by president Cross. He noted that according to statistics the French commercial network is not more, or less expensive than in any other country. Must remind you that Cross was the first as disk producer and only person to open up a record club under his name. The network that Froment calls parallel, (the club and the wholesalers of records) equal sales in the big shops with multiple branches and is estimated as 50% of the traditional network. But for Cross the experience of the wholesale sellers and evidently the distributors must be followed-up very closely and with much care to alter the grave mistakes and errors committed in the U.S.A. for commercial network comprises three elements: The producers, the sellers, and the buyers. But the essential point is that the interests (of these three parties are to be put together and completed) and not to fight each other as sometimes occurs between producer and sellers. Indirectly, Cross sides up the problem of the 45 RPM single. For him he thinks that the 45 single may be the public's record and could replace our old friend the E.P. We remember having heard this phrase previously from the mouth of president Meyerstein from Philips. There you are with two experiences already attempted by the record manufacturers to try and impose the single on the French market. It seems that the French market is not for the time being, ready to accept the mass diffusion of this disk. The publicity that has been organized for the E.P. since has largely marked the French public and the road to be re-made seems to us very difficult. All this permits us to arrive to the relations between the artists and producers.

Two remarks by Cross are very pertinent. The first one was that in France the artists' cost the most concerning the point of view of the publicity for the disk and secondly that the contract tying the artist with the producer is a convention and that after the signatures of the two parties this contract must be remodified and arranged. This being said, it is certain that this phrase coming from Cross demands to be carefully studied. This is very significant coming from the mouth of the representative of the most powerful record group in the world.

For Rouziès the contract problem between artists and producers in the actual evolution of the market is posed in a different manner than what it was several years ago. In certain cases to change toward what we call a one-shot singer, according to Cross and Rouziès. The artists have no interest to quit a record firm that gives them their real value and talent and supplies them with a good national and international team, to develop their career in a common profit.

To terminate our interview we passed over to the problem of authors' rights. It is certain that we have very often written about this in previous columns concerning the entry of the SACEM in the mechanical field poses a problem to the record manufacturers. Rouziès seems to have taken notice of this problem.

France's Best Sellers

1. La Mama (Charles Aznavour, Jacques Plante) Charles Aznavour—French Music
2. If I Had A Hammer (Lee Hayer, Seeger) Trini Lopez—Tropicales
2. Si J Avais Un Marteau (Lee Hayer, Seegar, Claude Françoise) Claude François—Tropicales
3. La Marie Joconde (Alain Barrière) Alain Barrière—Tutti
4. Nous On Est Dans Le Vent (Michel Paje) Michel Paje—Vogue International
5. Sifflet Des Copains Sheila—Pathe Marconi

Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	10	Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music
2	4	6	*Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone—RCA—Rolf Budde Music
3	2	14	*Vom Stadtpark Die Laternen (The Lanterns In The City Park)—Gitte & Rex Gildo—Electrola—Hans Gerig Music
4	3	5	*Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii)—Paul Kuhn—Columbia—Paul C. R. Arends Music
5	5	6	If I Had A Hammer—Trini Lopez—Reprise—Hans Gerig Music
6	8	12	Die Nacht Ist Mein (Tonight's My Night)—Connie Francis—MGM—Francon/Schneider
7	6	9	*Rosemarie—Pat Boone—London—Melodie der Welt
8	9	3	*Drei Musketiere (Three Musketeers)—Conny Froboess—Electrola—Metronom Music/Froboess/Budde
9	7	6	*Rosen Haben Dornen (Roses Do Have Thorns)—Carmela Corren—Ariola—Meisel/Intro
10	10	3	*Schenk Mir Einen Talisman (Give Me A Good Luck Charm)—Peter Kraus—Polydor—Viktoria Music

*Original German Copyright



ARGENTINA

As promised last week, here are some details about an interesting chat we had with **Philip Brodie**, Odeon's (EMI) topper, which covered several aspects of his company's operation in this market and the local record scene. Although the sales reports weren't completed yet, Brodie considered this would be a very good month for the company. Since extra Christmas sales should be included in this, he supposes January and February won't be as good, but in any case "we have a reasonable optimism regarding 1964, and hope that next winter (June-July) there will be a better situation than last year." Brodie also commented that the recent payment of its debts, made by the government, have encouraged people to buy things, and of course records. "The year-end money will increase record sales more than proportionally." Regarding prices, he commented that "records haven't followed the rise of the cost of living; however, we had to increase them about 10% at the end of 1962." Regarding "promotional" records, Odeon is trying to discontinue "too cheap records," although low priced ones by young local artists are still being released, and will continue appearing in the near future.

Of course, no conversation with EMI people may leave out the **Beatles'** theme. Odeon is now releasing several records by them, and there is a project to invite them to come to Argentina. An interesting experiment is talked about: to release their records on 78 rpm. "It's a sound to be played loud," says Brodie, "and if there were good customer interest as to press big quantities, the price could be reduced. "One of the problems faced by the industry nowadays is the stock of unused shellac raw material, since there is practically no market for 78 rpm records. "We could even consider that this raw material costs us nothing." Brodie feels very concerned about the high cost of vinyl for records in this country. "There are three companies (Duperial, Monsanto and Indupa) and all three charge the same price (158 pesos per kilo, about \$1.10). In other countries prices are much lower, ranging from \$.36 in the States and \$.408 in Italy to an average of \$.60 in other Latin American countries." He considers that this is one of the main problems in Argentina, "although it seems that little may be done to break this fix." Odeon is now working on the promotion of several local artists in other countries, including an arrangement with Decca of the US for the release in the States of the recordings made by **Los Wawancó**, the big tropical music hit of 1963 (their "Cumbias" LP reached the 25,000 mark according to reports). International launchings for several other names are being planned.

This **Cash Box** representative met also **Manuel Rodriguez Lague**, head of Disc Jockey Records. DJ has recently launched a 10" LP titled "El Disco del Año," the first record of this size to appear in many months in the pop field. (Amadeo and Surco have released a couple of 10" LP's containing classical music, lately). The record has been backed by a strong promotional campaign through magazines *Antena*, *Radiolandia* and *TV Guia*, and is priced at 295 pesos (453 for 12" promotional LP's) but contains six songs on each side. Lague reports very heavy orders on this record, and considers that it will remain being a strong item for several months more. The diskery is planning the release of other six 10" LP's containing pop, folk and tango music. "I suppose that soon other diskeries will be launching their own 10" lines," was the comment. Disc Jockey is finishing the details of the new pressing factory it has built in society with **Maluf Brothers** of Salta, owners of the HyR label. The new factory will press records for both companies and eventually for others interested in it.

On the RCA side, there is also big news for 1964. The company has enjoyed a very good period during recent months, due to the big success of the Italian wavy and local artists like **Palito Ortega** and **Violeta Rivas**. There are new deals for distribution in Argentina of the Ariola products, recorded in Germany, including the Eurodisc catalog, and besides the label is officially outing the *Dynagroove* and *Victrola* series. The first *Dynagroove* releases are albums by **Dick Schory** ("Supercussion"), **Marty Gold** ("Soundpower"), **Peter Nero** and two classical waxings by the Boston Symphony Orchestra.

One of the practices that is becoming common among the record industry in Argentina is the official cleaning of stocks, effective every six or twelve months. The operation includes a list of records that are offered at extremely low prices (for example, 22 pesos for singles, while their price is normally 123) and at the same time taken out of catalogue. A more or less same thing, but on the retailer level, is done yearly (in June) in Uruguay: records not selling a certain amount during the past twelve months are offered with a 50% discount, reportedly with big success.

Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	*Deci Porque No Queres (Korn) Palito Ortega (RCA); Leo Dan (CBS); Los Duques (Music Hall); Tito Alberti (Philips); Los Portorriqueños (Polydor)	RCA
2	2	*Fanny (Mundo Musical) Leo Dan (CBS); Dany Montano (Music Hall)	CBS
3	3	*Celia (Mundo Musical) Leo Dan (CBS); Andy Macia (Disc Jockey) Dany Montano (Music Hall)	CBS
4	7	Se Mi Vuoi Lasciare (RCA Italiana-Fermata) Michele, Marty Consens (RCA)	RCA
5	4	Esos Locos Dias De Verano (Comet-Fermata) Nat Cole (Capitol); Danielo (Odeon Pops); Dyno (Music Hall); Sonia (Philips); Juan Ramon (Disc Jockey); Jolly Land (RCA)	Capitol
6	5	Cuore (Aldon-Fermata) Rita Pavone, Violeta Rivas (RCA); Blanquita Silvan, Lucio Milena (CBS); Juan Ramon (Disc Jockey)	RCA
7	8	*Marisa (Mundo Musical) Leo Dan (CBS)	CBS
8	6	*Acuarela Del Rio (Tempo) Los Fronterizos, Tres para el Folklore (Philips); Julio Molina Cabral (Music Hall); Chacho Santo Cruz (Microfon); Jorge Sobral (Disc Jockey); Roberto Yanes, Tomas Campos (CBS); Cuatro para el Mundo (Tonodisc); Los Andariegos (Polydor)	Philips
9	9	Sabor De Sal (RCA-Italiana-Fermata) Gino Paoli, Horacio Molina (RCA); Sonia (Philips); Juan Ramon (Disc Jockey)	RCA
10	10	Cuando Llega El Verano (Edami) Ricardo Roda (CBS); Siro San Roman (Music Hall); Carlo (Philips); Los Azurros (Music Hall); Franco Greco (Odeon Pops); Los Jockers (Fenix)	CBS
11	12	I Watussi (Fermata) Edordo Vianello (RCA)	RCA
12	11	*El Orangutan (Korn) Chico Novarro (RCA); Carlos Argentino (Philips); Pepe Reyes (Odeon Pops)	RCA
13	13	No Hay Nadie Como Tu (Fermata) Rita Pavone (RCA); Los Big Ben (Music Hall)	RCA
14	—	Desencadena My Corazon (Korn) Trini Lopez (Music Hall-Release); Ray Charles (Ariel)	Music Hall
15	—	*Miss Canguro (Korn) Johnny Tedesco (RCA)	RCA

*Local product



CANADA

New female member of the good folk group, **The Couriers**, made her debut with the group in Ottawa recently. She is Torontonian, **Pamela Firmie**. All reports indicate she will do much to take the group back to the top ranks of the folk ladder in double quick time. Their Mercury album continues to be a good basic stock item for many Canadian retailers.

Recent visitor to Montreal and Toronto was German recording star, **Freddy**. He is currently represented on MGM with an outing entitled, "Son Won't You Come Back." **Bill Smithers** of Quality, Montreal, promotion, indicates that the German star was well received by all who had the opportunity to meet him during his comparatively brief stop in that city.

Sparton topper, **Harold Pounds**, officiated at a two day sales meeting hosted by the firm in Toronto week of (1/6), then it was off to Miami for the busy disk exec for Command and ABC Paramount meetings. Several good items from Sparton hold down chart spots on numerous Canadian stations. They include the Reprise outing by **Trini Lopez**, "Kansas City"; **Tommy Roe's** goodie from ABC Paramount, "Everybody"; "We Belong Together" by **Jimmy Velvet**; and "What Kind Of Fool Do You Think I Am," by **The Tams**, from ABC. Indications are that another pair will be smashing that chart barrier for Harold in the near future. The newbie by **Fats Domino**, "Who Cares" b/w "Just A Lonely Man" and the latest by **Sammy Davis Jr.** are really showing strong chart signs at this writing. Sammy's Reprise outing, "The Shelter Of Your Arms," is winning instant favour with Canadian spinners across the Country.

KY Winnipeg, reports that "Sightings," the official publication of the "International Society Of Girl Watchers," in its December issue, credits the Winnipeg outlet with being the first radio station in the world to form its own chapter of the group. There, and I'll bet you thought that all they did at 'KY was break hits.

The new **Leon McAuliffe** single on Capitol is going to go both pop and country, if early reaction is any indication. Already, the "Shape Up Or Ship Out" side is hitting on several Canadian play lists, while the flip side "I Don't Love Nobody" is well up on the **Cash Box** Country Top Fifty. Another country/pop hit situation is developing on the Columbia side by **Lefty Frizzell**. "Saginaw Michigan" is going to be big.

Strong deejay support for the newbie on RCA Victor, "Walkin' In Bonnie's Footsteps," has been noted in several key markets. The good side by **Pat Hervey** is shaping up to be the best commercial chart runner the young thrush has had to date. **Bob Wood** has it picked to click on the (12/27) edition of the CKCK, Regina chart, while it appears on the (12/29) CHNS, Halifax list at #45 for the second week on that list. CJMS, Montreal lists it as #39 on its chart of American Hits, released (1/6), CJMS is a French-language, pop-music outlet in that Metropolis. The record continues to be one of the most played items in the Nation's Capitol City over CKOY.

Music Director, **Bruce Patenaude** at Ottawa's CFMO-FM sends rave notices our way on the new Columbia set by **Bob Goulet**. The "In Person" package by Goulet has won a tremendous response from CFMO's listeners, and is receiving concentrated exposure on the Ottawa FM'er as a result, indicates Bruce.

Bobby Paris' new outing on the Chattahoochie label has won a chart spot at CKWS in Kingston. "Who Needs You" is the name of the side from the same people that produced "Popcicles And Icicles." Other strong newcomers being heard over the Kingston outlet of late include, "When You Walk In The Room," on Liberty by **Jackie DeShannon**, "Roll Over Beethoven" by **The Beatles** on Capitol and "442 Glenwood Avenue," by **The Pixies Three** on Mercury. The last two sides are getting a big play from CFPL's **Dick "Tall One" Williams** on his London spin 'em sessions.

Al Allbutt of Leeds Music is keeping things popping of late with yet another hit-bound side. This time it's on Smash and bears the title, "Stalactite." It's a mover.

The new single by **Lesley Gore** is showing signs of becoming a real blockbuster. "You Don't Own Me," was a solid smash the first time it hit the country's turntables.

"David's Mood" by **Dave Lewis** on Quality is really happening on the CFUN, Vancouver chart. "Do The Slauson" on Reo by **Round Robin** and **The Parlays**, and "Comin' In The Back Door" by **Wynton Kelly** on Verve have things on the go at Quality these days. **Stan Dorling** and **Reg Ayres** are to be congratulated for placing in a national pole of leading record promotion men. The two men from Quality, Reg in Winnipeg, and Stan in Toronto are without a doubt leading lights in their respective fields, local promotion for the former and national promotion for the latter.

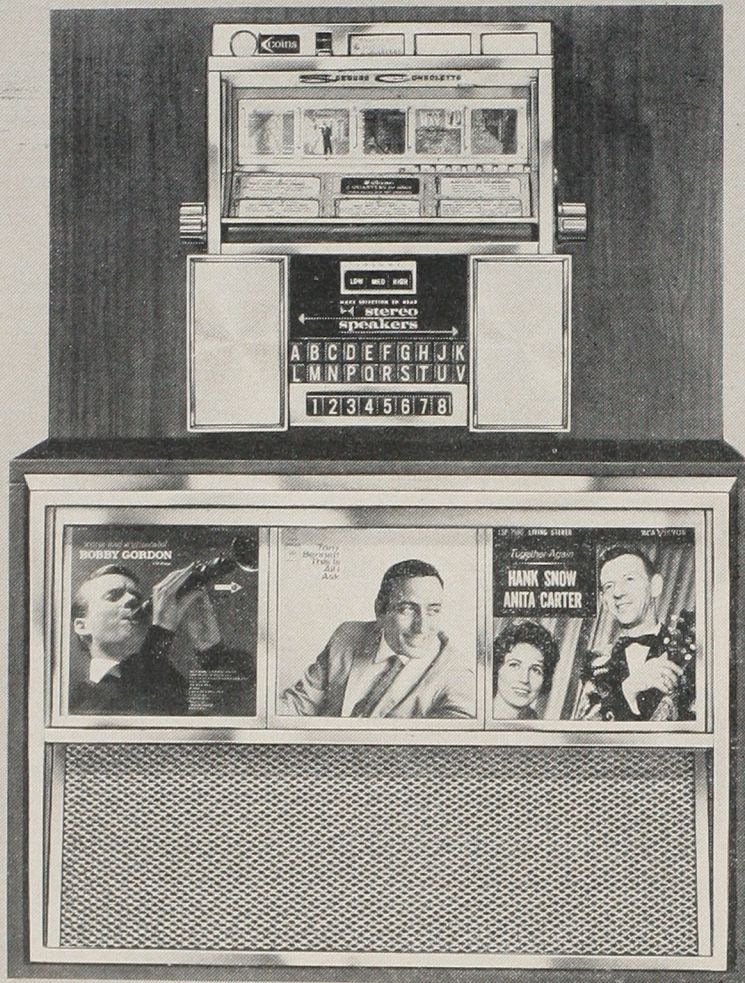
Ozzie Williams, the well known Toronto-based musician, was responsible for a couple of the better seasonal sides this year. "Winter Song" and "Dance Of The Panda Bear" looks as if they are to be around long after Christmas has been forgotten. **Dinah Christie** is the featured vocalist on the "Winter" side, while "Panda" is an engaging instrumental that suits programming during this season to a "T."

The Compo folks are clearing the decks for concentrated action on a car load of new singles. "Five Little Fingers" by **Bill Anderson** is off and running on the C&W charts, while a pair of new U.A. sides seem destined to place high on the pop side of the picture. They are: "See The Funny Little Clown" by **Bobby Goldsboro**, who will be remembered for his while-back outing, "Molly" on Laurie; and "He Was A Friend Of Mine" by **The Briarwood Singers**. The latter, a folksish reading, was out in '63 on Elektra by **Diane and The Greenbriar Boys** and received some air exposure then. A newbie from **Jerry Wallace**, "Auf Wiedersehen," is a pick to click at Ottawa's CKOY.

Gerry Gordon, the Phonodisc man out of Montreal, has glowing reports for early action on a new Kapp release, "Sneaky Sue" by **Patty Lace** and **The Petticoats**. Another good item in the early stages of hit development in Canada is the RCA Victor side by **Tommy Leonetti**, "Soul Dance." It's winning new fans for the long overdue hit-maker with every play. CKOY, Ottawa, and several other stations are reporting good listener reaction to the new Dot side by **Jimmy Rodgers**, "Mama Was A Cotton Picker." Could be that **Skeeter Davis'** latest RCA Victor release will be a two-sider. Many stations are on the "How Much Can A Lonely Heart Stand" side, while strong action is also noted on the flip side, a softer ballad outing, "He Says The Same Things To Me."

A great album release from Capitol has **Nancy Wilson** fans talking. It's "Yesterdays Love Songs . . . Today's Blues." It includes such stalwarts as: "Blue Prelude," "The Song Is You" and "The Very Thought Of You," nicely balanced with goodies of the ilk of "The Best Is Yet To Come."

Unhappily, for Canadian deejays and record fans that is, some of the strongest items on the **Cash Box** C&W Top Fifty are slow in arriving from the various Canadian distributors. In some cases they don't come at all. Best sellers on that Top Fifty list in the U.S. could well become likewise in this country.



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VENDING PROFITS

Probably the most important aspect about the NAMA Price-Waterhouse study, the results of which appear in this issue, is that eighty-two vending operating firms co-operated by opening its books to the accountants. The day to day profit and losses which come about on as many "typical" routes should certainly provide the industry's operators with a guide as to their own operation.

NAMA's Cost-Profit Ratio shows a net operating profit for 1962 at 4.15 per cent of sales. While this figure is far below the profit shown for 1961—5.55 per cent—it would be unwise to compare the two. In 1961, 111 operating companies were surveyed. This year's report is based on the eighty-two firms, six of which are the largest publicly-owned firms on NAMA's membership lists.

Among the points of interest to be found in such a report, it is interesting to note the drop in cigarette's percentage of overall sales—28.46 per cent—considering that vended cigarette sales have increased. Perhaps the drop is a result of the larger vending operator's tendency to diversify his product mix while increasing the types of products vended through his machines, most of which are placed in cafeterias and lunchrooms. It is doubtful if cigarettes, as a percentage of overall sales, has dropped in the case of the one or two-man operation where many locations are street locations. The survey does not, of course, reflect vending sales from machines operated by the music-amusement operator who has diversified into vending and is a non-member of NAMA.

Canned food continues to carry the brunt of hot food vending with only .76 or less than one per cent of total overall vended sales, the amount of hot food sold through machines. Too, the larger the operator the greater the percentage of profit—a difference of about one-half of one per cent in profit-before-taxes between the \$250,000 or less category and the giants.

Hot cup beverages—primarily coffee—continues to represent the bulk of the vending dollar with close to 20%. Candy amounts to 11% of an operator's business. The survey does not include candy or bulk merchandise sold for less than 5¢. Average commission per location amounted to 8.35 per cent of total sales from machines. Average sales per machine is a direct reflection of product percentage figures with hot cup vendors averaging \$2446 while candy machines take in \$553 per year.

Aside from the fact that the material is available and can prove helpful to everyone in the operating business, the fact remains that you must use the information before it can help you. A summary of the results appears with illustrations in the Vending News section of this issue. It should prove of invaluable help to every operator.

National Wurlitzer Week Begins

As Distributors Premiere 'Model 2800' Phono

■ No change Just For Change Sake: Bear

NORTH TONAWANDA, N.Y.—This week—January 13th through 18th—was officially designated National Wurlitzer Week, with the introduction of Wurlitzer's new phonograph, the "Model 2800", on display starting this week in every Wurlitzer distributor showroom in the nation and in many of the overseas outlets. Distributors varied on the manner in which operators would view the new model, some setting up buffet-refresment arrangements within the showroom itself, while others planned more elaborate premieres for the 1964 coin-operated phonograph. "Makes The Swing To Higher Earnings" is the theme set for National Wurlitzer Week.

No Radical Restyling

Bob Bear, Manager of Sales, said: "Our new 'Model 2800' is the best looking, best sounding phonograph we have ever built. It is the latest product of a Wurlitzer policy deliberately established with the operators' interest in mind. Brilliantly styled in step with the jet age and incorporating many refinements and improvements over previous models, the 2800 series contains no change just for change sake. No radical restyling aimed at depreciating the value of recent Wurlitzer models."

One of the features high in operator interest is the modification of the high earning Ten Top Tunes feature which makes it possible to set this new phonograph to play the top sides of ten records or the top and bottom sides of five records with a simple shift of a lever. Under this new arrangement, album music may be heard from ten sides of five records as the same musical bargain for which the Ten Top Tunes are offered.

Any 7 Tunes For 50¢

Another new Wurlitzer feature is the ability of the '2800' to play the little LP albums containing up to three tunes on each side. With the Wurlitzer arrangement, it is possible to hear one side for 25¢ and two sides for two quarters or one half-dollar coin. If the phonograph is on 50¢ play with the usual bargain offer of seven plays for a half-dollar and the patron selects two little LP's, he may still choose a remaining single selection. The 'Model 2800' may be programmed with little LP's in sections A through D or a total of twenty records or forty sides can be heard on the one hundred or two hundred selection phonograph.

The Wurlitzer '2800' is an automatic two-speed phonograph playing seven inch records. Its versatility permits programming selected album music for adult listening, a pre-selected Ten Top Tunes program of music popular to location patrons and an extensive library of hit tunes, top music and specialties. Restyling of the dome has permitted a variety of display combinations which include location personalization, a strip indicating the specific feature which the phonograph provides—Ten Top Tunes, Album Selections, Little LP's and the like.

Inside the dome there are two small plated holders into which the miniature album covers may be inserted. These holders also can be used to describe the type of play for which the phonograph is set in one of the sections while indicating the specific tunes offered in the other. This adds to the flexibility of the dome display and increases patron interest.

Golden Bar Remains

The Golden Bar to activate the Ten Top Tunes or music heard from both sides of five records has been continued on the phonograph as an



BOB BEAR

even more adaptable adjunct. A printed panel on the escutcheon plate immediately below it indicates the number of plays which the patron will receive upon the deposit of each coin.

The dome is spring loaded with a lock at either side and lifts easily to any position for record and title changing. The display panel in the '2800' remains in a fixed position so that the interchangeable strips with their color backing may be quickly inserted to indicate the type of music included as a programming special.

The styling of the Wurlitzer 2800 takes its keynote from the jet age. Its dimensions are similar to recent Wurlitzer models with the exception that the cabinet is 2 1/4" lower and 1 1/2" wider than the model which preceded it. The shorter wider cabinet indicates the styling of a console without the console's excessive width.

Extensive use of chrome plated die castings is evident in the crisp appearance of this new design. The entire phonograph is framed with brightly gleaming metal from the completely die cast dome to the stainless steel kick plate at the base. The sides are constructed of heavy Weldwood Hardply and finished Dino-weld in dark Kashmir Walnut. A new heavy lacquer overcoat plus the harder surface adds immeasurably to the panel's mar resistance.

Illumination is provided by three 28" soft white fluorescent tubes. One in the dome behind the display panel, one below the title strip holders and a third which illuminates the selector keys, the stereo display directly below them and reflects a multi-color glow on the high sheen of the perforated grille. A large die cast Wurlitzer "W" is centered on the grille in a tripanel framing of stylized design.

The Wurlitzer carousel mechanism with a history of successful operation on location has been continued in both the one hundred and two hundred selection models of the Wurlitzer '2800'. These new phonographs retain the Wurlitzer dual channel amplifier which has been accepted as the finest unit of its type in the commercial music field. With the trade name Dynatone, the amplifier can be played monaurally or completely separated to produce the A and B channels for stereophonic music. Bass and treble controls for each channel may be moved in a selected position by a finger touch. These adjustment levers make it possible to tailor the sound to a pleasing level regardless of the location construction and in most instances, its physical shape. Below these four levers is a balance rheostat which may vary the output by the channels.

Check Out Plug-In Units A La Vacuum Tubes

This year, five control relays are mounted on the junction box which contains the selector circuitry con-

■ Top Ten Tunes Now Includes Little LP

trolled by the relays. These plug-in units can be checked as you would check vacuum tubes. A feature that saves time, speeds service and eliminates a goodly percentage of costly call backs. A new improved playrack has been incorporated into the Model 2800, in conjunction with the two mechanisms, it registers nickels, dimes, quarters and half-dollars. It can be preset to offer from one to fifteen plays per coin.

This combination of time-tested record changer, ingeniously devised circuitry, high output amplifier and a full range four coin register make this phonograph one of the most thoroughly proven location tested units ever offered the profit conscious operator, according to Wurlitzer execs.

Continue Speaker-Wallbox Equipment

Wurlitzer has continued a line of remote equipment which includes half-dollar wallboxes for three varied purposes. The 'Model 5200' which accepts all coins including half-dollars is used with the one hundred selection phonographs. The 5250, identical in styling, but with additional title strip holders and selector buttons is also a four coin model. A third unit, designated 5010, is a single coin half-dollar wallbox which, since its introduction, has enjoyed unusually good operator acceptance. This is particularly true where space is at a premium and where a standard wallbox size would be objectionable. The 5010 is an ideal bar and counter box. It is simple in construction and practically fool-proof in its operation. With the Wurlitzer 2800 series, it can be used to select a specified number of top tunes for a half-dollar coin or the top and bottom sides up to ten of a pre-selected program.

For those installations where individual speakers are desired, Wurlitzer offers the 'Model 5121' Speaker that makes it unnecessary to remove present equipment to provide this type of entertainment. This little speaker, enclosed completely in metal, contains two five-inch oval cones and a control for low, medium, and high volume. Its application to speakers presently installed makes it unnecessary for the operator to repair and repaint to cover up areas where previous equipment was located.

In addition, Wurlitzer offers a complete line of stereo speakers designed to be used in pairs. They include the Stereo Extender 'Model 5125', a half-drum design with a wraparound grille in antique bronze finish containing a 6 x 9 oval speaker set in a twenty degree angle fixed baffle, and the Stereo Directional Speaker, 'Model 5126', which is uniquely designed to fill a variety of requirements. It may be mounted on a wall or in a corner either vertically or horizontally and can be rotated 180 degrees. Its bronze metal grille and neutral finished case blend admirably into any decor. It too houses a 6 x 9 speaker and has a fader control and matching transformer.

Wurlitzer has produced an attractive four-color brochure which carries illustrations of the complete 2800 line including wallboxes and remote speakers. These are available from any Wurlitzer distributor. The doors of each Wurlitzer distributorship in the United States and many other countries open at 9:00 A.M. on Monday, January 13th to display what is professed to be "the finest line of high earning coin-operated music equipment ever designed with the operator in mind." Operators are cordially invited to visit the distributor in his area.

MOA Meet In Chi

Execs To Interview 7 Applicants For MOA Manager's Job



LOU CASOLA

CHICAGO—Louis Casola, president of Music Operators of America (MOA), advised this past week that the association's mid-term meetings will be held from Thursday thru Saturday, January 16, 17 & 18, in the Sherman House Hotel in this city. MOA's executive committee and board of directors will be present, along with Robert H. Blundred, the past managing director.

On Thursday seven interviewees seeking the position of managing director will be interviewed by the executive committee, directed by past president Harry Snodgrass.

Among the seven interviewees are experienced trade association people, with considerable trade show and public relations experience. They were, according to Snodgrass, very carefully screened by the committee.

Also on the agenda are reports from Casola, Jimmy Tollisano, treasurer; and outgoing managing director Bob Blundred. Five committee chairmen will report on: (1) the interim dues committee (John Fling), (2) a survey of the 1963 convention (Henry Leyer), (3) legislative actions (George A. Miller), (4) MOA Dean's Club (Willie Blatt), and (5) the record company meeting (Al Denver).

Other vital subjects on the current agenda include: 1964 convention developments to date, a discussion of the MOA financial situation and a review of the paid and proposed fees and retainers.

One of the major subjects open for discussion, and a cause for deep concern presently, will be what to do about the 1965 convention. The problem is generated by the fact that the National Automatic Merchandising (NAMA) Convention in 1965 will be held in Miami Beach, Florida.

In summarizing the entire agenda during the upcoming meetings Lou Casola said: "Naturally we have several pressing matters to iron out. However, we are taking positive action at this time, and will provide the industry with a full report in the trade press."

"We certainly hope to name a competent managing director to replace Bob Blundred at this session on the 16th. If we cannot find the likely candidate in this group we'll keep trying until we do."

"We expect a good meeting, and know we'll have the 100 percent cooperation of everyone present during the three day session."

DeSelm's Mother Dies

CHICAGO—Mrs. A. W. DeSelm, the widowed mother of C. B. (Bill) DeSelm, executive vice president in charge of sales for United Manufacturing Company, this city, died last Monday evening, January 6, in Kankakee, Illinois, after a lengthy illness.

Funeral services were held Thursday afternoon, January 9, in the Phillips, Fredway & Schressler Funeral Home in Kankakee.

Mike Munves Named American's Distributor For "Electra II" 6-Pkt. Pool Table



MIKE MUNVES

UNION CITY, N.J.—Sol Lipkin and Nick Melone, Sales Manager and President of the American Shuffleboard Corporation, announced last week that the Mike Munves Corporation has been named to distribute American's "Electra II" pool tables in the New York area. American also makes the "Imperial" shuffleboard game.

Lipkin stated that the American execs took pleasure in adding the Munves name to the long list of reputable distributors handling the American line. "He's a pro, and one of the finest gentlemen I've ever met and I know we can do business," said Lipkin. Munves had the 6-pocket table on display in the firm's showrooms last week and sales have already started on the game. "It's the first chance we've had to do a sales job on a pool table and we intend to sell lots of them," stated Mike Munves.

The distributing firm is one of the leading arcade houses in the industry and during the Parks Show last month introduced a coin-operated shoe shine machine and a Talking Horse. The Horse is not yet in production.

Redd Sets New Offices In Watertown, Mass.



W. S. (Si) REDD

WATERTOWN, MASS.—Si Redd, President of Redd Distributing Co., Inc., advised *Cash Box* last week that the firm has re-located to a new address located at 70-80 Coolidge Hill Road in Watertown, Massachusetts. The town in a suburb of Boston, the City where Redd made his quarters for many years. The veteran coin machine exec, assisted by Bob Jones, Sales Manager of the firm, will issue an announcement regarding the move shortly.

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Cash Box—January 18, 1964



**Easier to Load — A Cinch to Service
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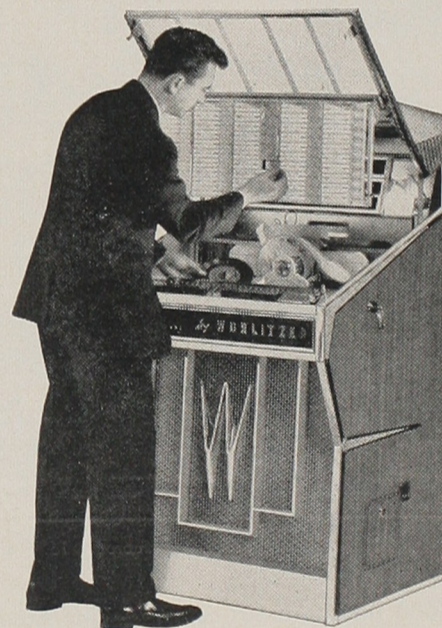
the New **Wurlitzer 2800**

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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-complex 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 organizers 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.

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 £1765 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 baize track—each game pays out six winners, three at 6d, two at 9d 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 Automatics 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-Slot) 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, 1d or 3d play with either 2-4-12 or 6-9-12 pay-outs. All the company's 3d play machines have bent coin ejectors. Krafts Automatics featured multi-slots of their own manufacture and orders

were taken to ensure maximum productivity for Whittan delivery. Multi-slots were also the main attraction on the stands of Philip Sheffers where the highlight was the twelve player 3d play Royal Ascot whilst Whittaker Bros. catered for the larger site owner with a double sided 4d 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 Em in 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 100wt odd coin in the 'hopper' and the machine automatically sorts and supplies six-pences, 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, Film-box Equipment Co. Ltd. are seeking to expand their location 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 Rhapsoody 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 Automatics 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 personalisation 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 De 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 Symphony 50 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 Elic G100 selection described by the exhibitors, Elic of West Berlin, as "the Volkswagen of the music box business." Already being exported to 21 countries Elic are about to set up distribution in the United Kingdom. They also showed the Elic 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 Moslyn 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.

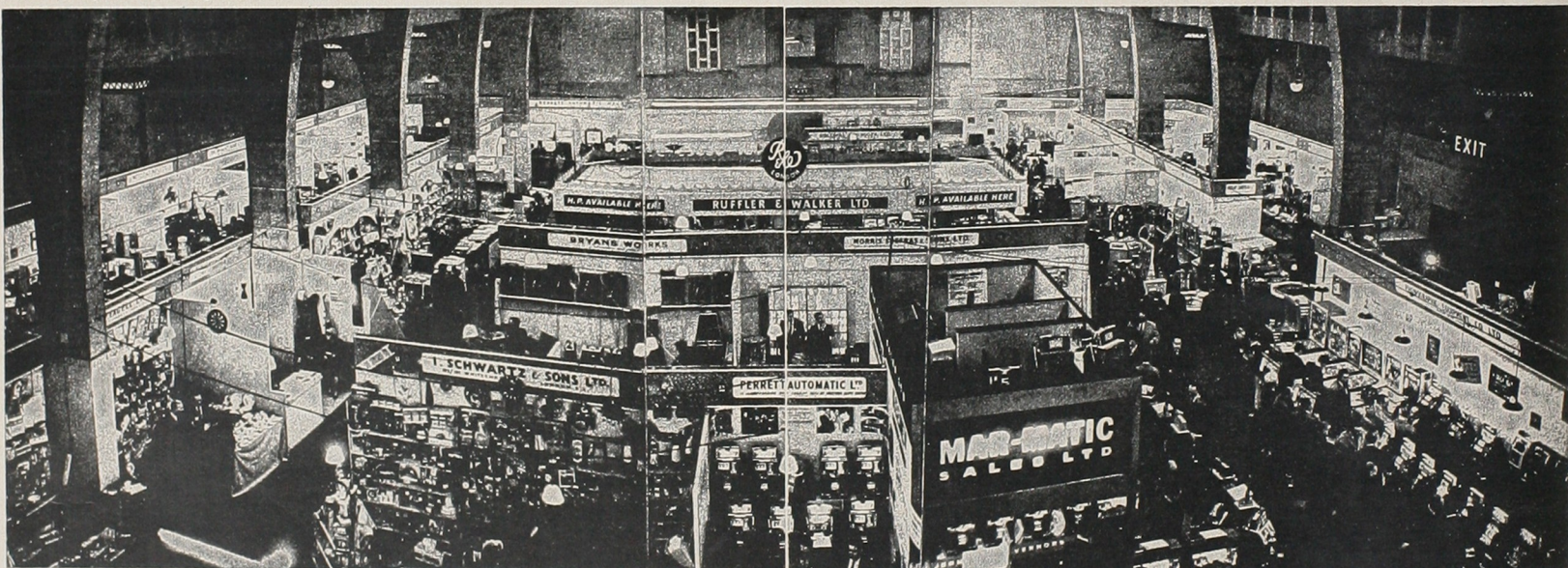
Mar-Matic Displays From Double Deck Stand
Back at the Horticultural Hall fruit machines were well in evidence. Mar-Matic Sales Ltd. with the show's only two decker stand was at once a landmark and a magnet for visitors. Jennings fruit machines including the Governor 6d play and the new 'Penny Comet'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

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 Kenney, 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 Ainsworth, 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, 5d 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 Veteran Car, designed for the old fashioned child and for the modern lot 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 Matic 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 so fewer than 20 wtag merchants.

Gensburg, Adickes, Schuyler Among Visitors
The many American visitors included Avron Gensburg of Chicago Coin Machine Company who rearranged 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 Ham-

(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.

- More than 3000 International coin machine buyers are expected to attend from more than twenty different countries. The largest number of buyers for your equipment marked for export sales! Reach them all at once during the A.T.E. Convention when the ONLY International trade paper in the business to attend, Cash Box, is on hand at New Royal Horticultural Hall in London.

- 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!!!

Your A.T.E. Ad Is Personally Presented To 3000 Buyers When It Appears In Cash Box—Feb. 1st Issue!

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



California Clippings

Distributors and operators reporting business activity back to normal again, following the lull which occurred over the holiday season. . . . Clayton Ballard informed the showing of the new Wurlitzer 2800 held at the L.A. branch, was shaping up as a great success. Big op attendance expected. Clayton, Leonard Hicks and 'Bart' Barthelemew will be present at the showing in San Diego, Jan. 22 at the Kings Inn. A service and sales clinic was conducted by Gary Sinclair & Walt Peteet on the new Wurlitzer model, for local employees. . . . Another shipment of used vending equipment is being prepared for export at the R. F. Jones & Co. Chuck Klein informed they are expecting to expand in the coming year. Chuck, his family and Mr. & Mrs. Ed Wilkes were guests of the Aguilar's in Pasadena for breakfast, and to attend the annual Rose Parade. Chuck's daughter, Joyce Marie, will be graduating from Monroe High School Jan. 30th and planning to attend college following graduation. Bill Gray and Johnny Hotz spending a week in Las Vegas. . . . Gene Norman of G.N.P. in California Music Co. checking sales on recordings by Joe & Eddie. . . . At American Coin Machine, Inc. Nick Lanzy said the Champion Fast Draw gun is continuing to show good sales response, and gaining in popularity. . . . Mary, Katy and Claire of Leuenhagen's 'record bar,' planning a trip soon to Palm Springs for a week end of relaxation. . . . The export business has remained firm and steady at Duarte International Sales Co., with the shop finally catching up on the backlog of orders. . . . Business in general off to a good start for the new year, at Paul Laymon, Inc. Paul Laymon has been suffering with a cold, but remained on the job, and is now feeling much better. . . . Frank Mencuri informed that Simon Distributing Co. is handling the K C (Knowledge computer) nationally and has achieved great success. Operators have reported exceptional results on the units that are on location. George Muraoka enjoying a few days vacation. . . . At Amco Music & Vending, Inc., Bill Happel said they are expecting a big surprise from Chicago Coin. He hinted it will be something new in an amusement and will greatly interest the operators. Joe Vergara, sales rep., of Decca Records, visiting Amco's one-stop promoting the new Surfaris' platter, "Scatter Shield." . . . United's new Bank Pool is continuing to create interest and excitement among the operators at C. A. Robinson & Co. The new game is proving to be an outstanding sales attraction and collections reports have been "excellent." . . . Some of the visiting operators this week were: Herman Stauffer, San Bernardino; William Leerskov, Barstow; A. M. Jones, Burbank; Walter Cook, Palos Verdes; Lester DeChene, Riverside; Harold Sharky, Huntington Park and John Ketchersid, Long Beach.

Happy Birthday This Week To:

Morris Pinto, Houston, Texas . . . Chas. Reissner, Kearny, N.J. . . . Victor J. Lucas, Chgo., Ill. . . . Jos. F. Friedman, New York, N.Y. . . . David Yamshon, Oak Park, Mich. . . . Harry Berman, Chgo., Ill. . . . Louis H. Morris, Galveston, Texas . . . Jimmy Robillard, Riv. Des Prairie, Que. Canada . . . Dave Seere, Rochester, N.Y. . . . Tom Robinson Gaskins, Knoxville, Tenn. . . . Abe Fish, Hartford, Conn. . . . Jack Hartman, Rome City, Ind. . . . Leon Tobler, Woodward, Okla. . . . David Colin, Chgo., Ill. . . . Elmer J. Cummings, S. Dakota . . . Ben L. Kulick, Buffalo, N.Y. . . . Paul Maceli, Frontenac, Kansas . . . Fred W. Shay, Lebanon, Pa. . . . David Lowy, N.Y.

chicago coin's

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2-PLAYER PIN GAME



New "Firecracker Zone" EXPLODES with Scoring Action!

NEW! EXCLUSIVE "LIFT-OUT" SELF-LOCKING PLAYFIELD!

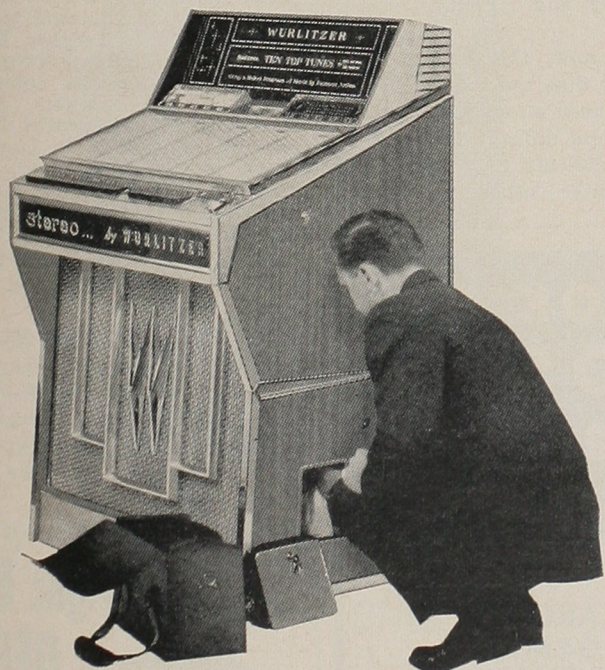
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Invites you to come in and learn why it will prove tops in profits

Wurlitzer 2800

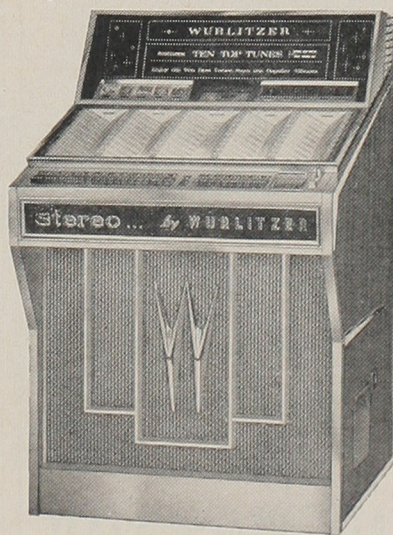
Cash Box—January 18, 1964

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Queen	350.00
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Tip Top	395.00
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Teamate	395.00
Advance	350.00
Duplex	325.00
Playtime	245.00
Bonus	225.00
Jumbo	195.00

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*Irving Kaye Shipping DeLuxe Eldorado
Pool Tables, Highlights 4 1/2' x 9' 6 Pkt. Model*

■ Accent On Design, Speed Of Game, Service

BROOKLYN, N.Y.—Irving Kaye, President of Irving Kaye Company, Inc., manufacturers of coin-operated and home model pool tables, advised the trade last week that the new 1964 Deluxe Eldorado line is being shipped to the factory's distributors throughout the nation. The entire line is now on display at the company's showrooms in Brooklyn.

The line this year consists of the Mark I (77x45); Mark II (85x47); Mark III (92x52); Mark IV (105x57); and, the Mark V (114x64). The tables are available with an all formica cabinet or with a standard paint finish except the Mark IV and Mark V which are available in formica only.

"The new Eldorado features an entirely new ball drawer which has completely eliminated the underhang below the cabinet. The bottom of the drawer is flush with the rest of the cabinet and the entire cabinet runs in one smooth, unbroken line giving the tables a more graceful and streamlined appearance," said Kaye in making the announcement. The balls, when released, proceed to the racker's end of the table and the cue ball returns to the shooter's end. This feature speeds up the game considerably, according to Kaye.

Each of the tables contain recessed scoring markers built into the formica top frame. Chrome plated steel corners highlight the appearance of the handsome cabinets and extruded aluminum molding masks out all screws between the cabinet and top frame. Large five inch chrome plated leg levelers enables operators to level the tables without lifting.



IRVING KAYE

"The removable drawer makes servicing simple," continued Kaye. "The slate bed does not have to be removed for easy access to the aluminum ball divider."

The Mark V, the regulation size 4 1/2 x 9 foot coin table in the Eldorado line, is delivered with a three piece slate bed. The firm states that installation of the three piece slate is the "simplest in the industry." The entire top frame is easily removed and the three pieces of slate are set on heavy lumber cross beams. The slates are then leveled and bolted fast. "The three pieces of slate are finished to exacting standards for perfect installation. The cloth is upholstered to the slate by tacking or stapling to a wooden frame which encompasses the perimeter of the playing field. When the top frame is replaced, a bolt is passed through the top frame and slate, and into the cabinet for extra stability and rigidity," stated Kaye.

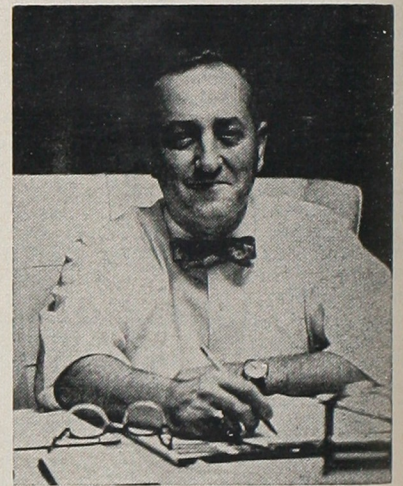
"Up until now, the Irving Kaye Company felt that the 4 1/2 by 9 foot table has not been an operator's piece. The tables were difficult to assemble and equally difficult to remove. The Mark V, unlike other three-piece

slate tables, is not shipped knocked down and although it requires a bit more work to set up than the other tables in the Eldorado line it is not nearly so difficult to handle as other tables this size.

"Each of the tables in the line comes complete with the highest quality balls, sticks, cloth, chalk, etc. and the Mark V includes all the necessary equipment for setting up the table including plaster, glue, tacks, screw driver and putty knife," concluded Kaye.

Colors available are platinum walnut or mahogany in the standard paint finish, and Macassar ebony or teak in the formica finish.

Keeney's Weinand To Attend A.T.E.

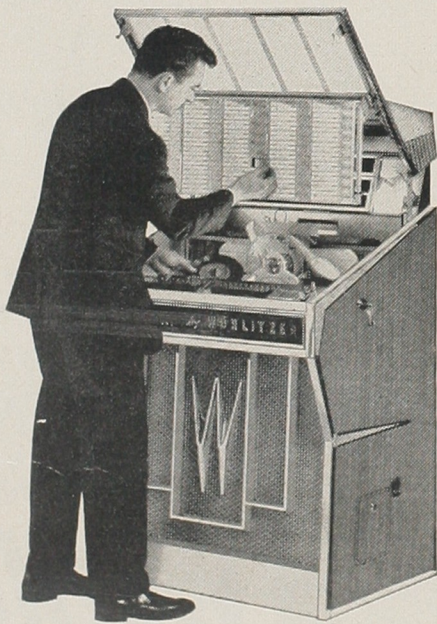


ART WEINAND

CHICAGO—J. A. (Art) Weinand, president of J. H. Keeney & Company, in this city, is planning to depart on January 23 for London, England to be on hand, and introduce new coin-operated amusement equipment for the European markets, during the 20th Annual Amusement Trades Exhibition Convention in London's New Royal Horticultural Hall, from January 28 through 30.

Weinand has an itinerary, following the A.T.E. Conclave, which will carry him on a whirlwind tour of the whole continent before he returns to Chicago.

In celebration of his 25th wedding anniversary his wife, Kay, will accompany him on the European sojourn. Maury Sykes, head of Mar-Matic Sales, Keeney's exporter, will be in London to meet the Weinands upon arrival.



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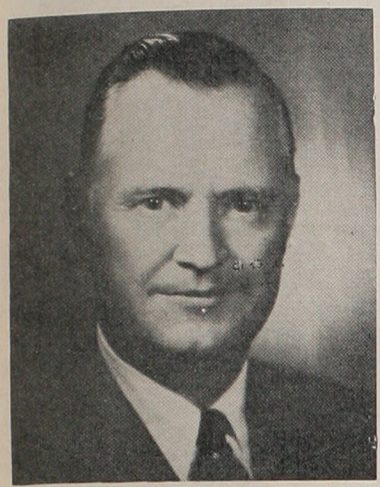
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Fight BIRTH DEFECTS



THROUGH THE
MARCH OF DIMES!

No Sale Of Mfg. Division, Says Canteen's O'Malley

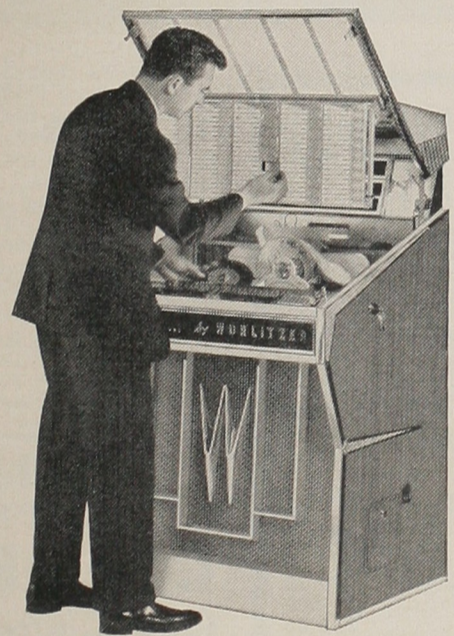


PATRICK L. O'MALLEY

"Regarding our music division—last fall we were very optimistic, and spelled it out in the trade press, when we introduced the new, exciting Rowe-AMI "Tropicana" coin-operated phonograph and its companion merchandising program. Our optimism is being well rewarded all over this country, indicated by the exceptional sales and acceptance of the line."
O'Malley and Founder-Chairman Nathaniel Leverone, who was also present during the press conference, will spell out prospects for 1964 in more detail for Automatic Canteen and Rowe AC Services, Inc., within the next few weeks.

CHICAGO—When queried as to the status of the manufacturing division of Automatic Canteen Company of America, last week, Patrick L. O'Malley, president and chief executive officer, asserted very explicitly that any rumors about a purported sale of the manufacturing division is definitely out of the question.
"In fact," he stated, "we anticipate a fine year in the development and production of new vending equipment. Our manufacturing division has been undergoing a spirited rebuilding program over the past year or so, and is now in very good shape. Our aim was to bring aggressive, young men into the factories and the field. This we accomplished."

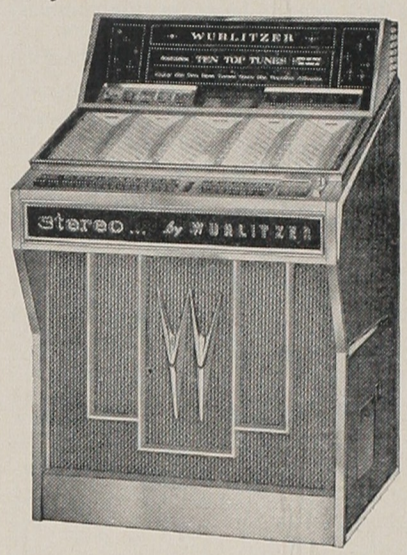
**ANNUAL
VENDING
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RATIO
Appears
On Pages 72, 73
This Issue**



**Easier to Load — A Cinch to Service
Tops in Profits**

the New **Wurlitzer 2800**
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1550 Edison St. Dallas, Texas
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Make The Swing To Higher Earnings...
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Best looking, best
sounding phonograph
ever built.

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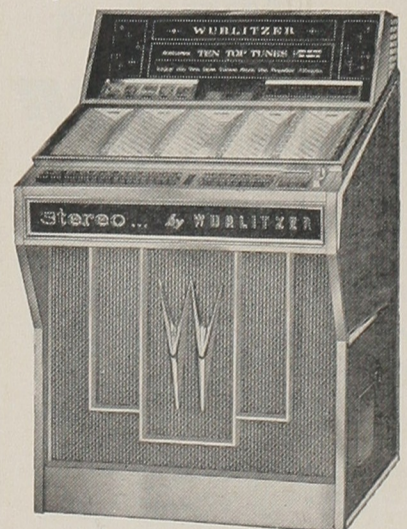
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Presents
YOUR GREATEST PROFIT OPPORTUNITY for 1964
—DELUXE 6-POCKET and BUMPER POOL®
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Balloon-O-Mat	145	Sidewalk Engineer	110
Crane	110	Set Shot Basketball	195
Chester Pollard Golf	125	Silver Gloves	125
Chester Pollard Football	125	Shoe Shiner	150
Evans Bat-A-Score	125	United Slugger	110
Ex. Hi-Ball	75	Wms. Ten Pins	125
Cross Country	250	Wattling Scale	110
Evans Hole in One	95	Auto Photo Model #9	795
Goalie	110	Auto Photo Model #11	1625
Genco Grandma	195	Capitol Midget Movies	110
Hi-Fly Baseball	125	Color Comic Peek w/sound	110
Harvard Metal Typer	195	Capitol Panorams	275
Standard Metal Typer	225	Mills Panorams	325
Horseshoe Vendors	125	C. C. Ray Gun	295
Ingo Floor Grip	50	Desert Hunter, new	375
Jet Pilot	175	Pop Gun Circus	225
Kayo Champ	150	Polar Hunt	165
License Bureau	95	Sharp Shooter	225
Love Meters Fl. Model	110	Squoot	250
MacLevy Foot Vibrator	135	Un. Sky Raider	225
Motorama	175	Bazooka Gnn	195
Midway Red Ball	125	50 ABT TARGET GUNS & TOTALIZERS	\$39.50 each
Mills Scales	125		
Pro Basket Ball	275		
Periscope	125		
Quarterback	125		
Road Racer	275		
Radiogram Fl. Model	95		

CLEVELAND COIN
 Machine Exchange, Inc.
 2029 Prospect, Cable-Clecoin, Cleveland, Ohio

A New England Operator Speaks His Mind

BOSTON, MASS.—Bert Howell is an operator with views on how today's coin machine operator should conduct his business. He has set forth these views from time to time, usually verbally, when faced with colleagues in the business hereabouts.

Last month, Howell went one step further and set forth these views in writing, taking pen in hand and in longhand, outlining his attitude toward today's operator and some of the methods the operator uses to make a living.

The essay was sent to Irv Margold, Sales Manager of Trimount Automatic Sales, a New England distributor which, incidentally, will celebrate its 40th year in business this summer.

Margold has heard Howell's remarks before. He is familiar with them and agrees with most of what Howell has to say. The industry is not familiar with Howell, nor has it heard his opinions regarding a business we are all concerned with.

To begin with, Howell feels that operators are not near as acquainted with "proper merchandising" of their product, whether it be music, amusement or vending, as they should be.

He agrees that the factories, and that most of the distributors, have a grasp of this art, but the operator "is not aware of the cardinal rules of merchandising."

He claims that operators should be encouraged to sell their services at a price more consistent with their costs.

"The average age of today's operator is 54 years," claims Howell, and although this figure is probably accurate, it is not based on a formal survey.

Howell feels that this average age is as high as it is because younger men are not encouraged to come into the business nor do they like what they see once they take a look. He claims that the margin of profit is too small. Howell says that many

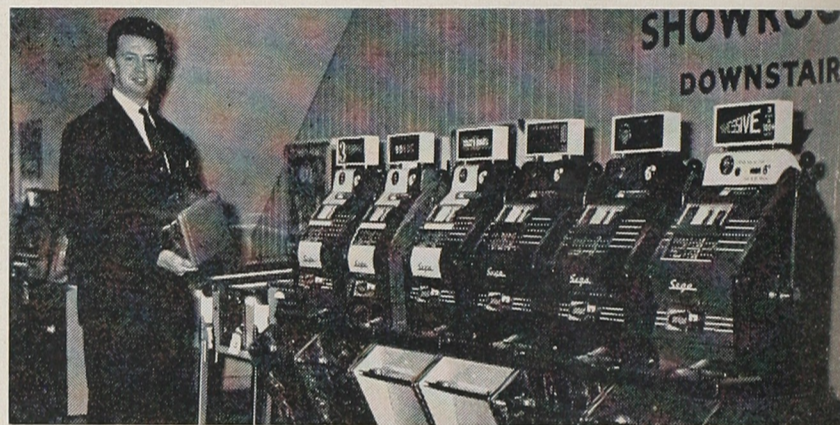
Boston and New England ops have the same piece of equipment servicing a \$20 location as they do in a \$50 location, which according to Howell, "doesn't make sense." Where the commission split is the same, he says that the location in one spot gets equal treatment for \$10 as does the location in the \$25 spot. In what other line of business," asks Howell, "would a man be able to sell the identical equipment at such a variance in price?" He has not found the answer as yet. Looking at it mathematically, which is another way of approaching the problem, Howell claims that a \$20 spot pays \$10 for the same equipment as the \$50 spot and therefore is paying at a 150% lesser amount for his music. Howell claims that in any other business, the customer doing the largest amount of business (in this case the \$50 location) would be entitled to a better price. "Not in our business," says Howell.

"What will happen," again asks Howell, "when the 54 year old ops are 64 years of age?" He claims they will continue to pay 50-50 commissions and buy less and less equipment

because of the margin of profit. "Is the operator sound asleep to the fact that the spread between costs and income is growing less and less?" says Howell. Howell claims that the operator should first determine his costs in a location and then decide on a percentage of the balance of the gross receipts to be paid the location. Howell agrees that one way to make a fair profit on a 50-50 split is to stay with the same equipment for the next ten years. He adds that this is, of course, nonsense. "The sensible alternative would be for operators to upgrade every location with the latest equipment wherever the location allows him to first deduct his costs and then figure a fair split on the balance.

Howell suggests that his views be presented before MOA or local Associations in order to bring the problem of location commissions out into the open where it can be discussed. He adds that perhaps the manufacturers and distributors might help themselves by helping the operators along these lines. His opinions are stated here for the attention of the coin machine industry.

Ruffler & Walker Shows Segaline



LONDON—Picture taken at Ruffler & Walker's showroom features a full range of Sega Fruit Machines including the latest Sega 10 Payback 6d play. R & W have just been appointed as main agents for the Sega range in the British Isles.

Gordon Walker is seen holding the new mini Sega which weighs only 91 lbs. The stands shown are the latest Formica models manufactured in the Ruffler & Walker factory.

The line will be displayed at the forthcoming A.T.E. Show here, Jan. 28-30.

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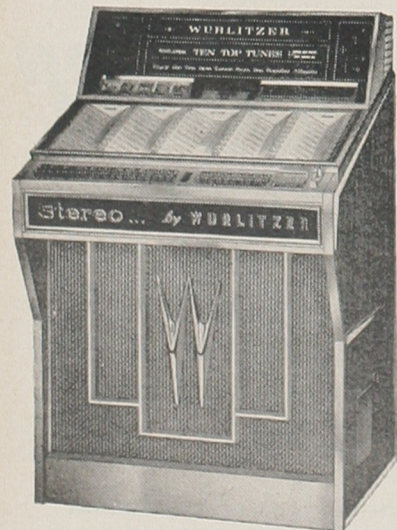
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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

On The Eve Of The Surgeon Gen'l's Report On Smoking

The long awaited report on smoking, as written and substantiated by the United States Surgeon General, will have been made public by the time this issue of **Cash Box** reaches its readers. The atmosphere at the time this was written was one of curiosity rather than fear. Earlier reports, though issued by private bureaus and societies, condemned smoking as a prime cause of coronary disease and disorder as well as a major cause of lung cancer. The latest report, issued by the American Cancer Society was the most ambitious one to come about to date. 37,000 pairs of men were examined, each pair identical in 14 respects but only one individual in each pair a smoker. The result was that the death rate was twice as high in the case of the

smoker. The news caused not a ripple in the stock market. Liggett & Myers took advantage of the opportunity to announce a new filter report on its Lark brand which uses a charcoal filter. The report, conducted by an outside lab, showed that Lark's filter cut down harmful tars and nictines. In any event, smokers were going their own way by this weekend, on the eve of the Surgeon General's report due Saturday, January 11. The vending industry was shored up against outside attack after a thorough clean-up under the heading "Operation Alert," whereby machines in unattended locations were either moved, removed or were pointed out to the location owner as a possible source of supply for teenagers. American Tobacco, in a surprise move, re-

leased its Carlton cigarettés with an identifying label on each pack noting the amount of "tars" and nictines in each pack. The content was publicized as being the lowest of any other cigarette. Television networks had complete programs documented and with the necessary openings for drop-in material based on the Surgeon General's report. Two major shows were immediately scheduled for Saturday evening, only hours after the report was expected to be made public.

And at press time, Dr. Linus Pauling, winner of the Nobel Peace Prize last year, said that cigarette smoking is a far greater danger than nuclear fallout, and the head of a Long Island bank ordered his directors to quit smoking effective the first of this year in order to set an example for the

banking staff who were then ordered to refrain from smoking at their desks. Restroom ash trays multiplied as a consequence when the bank's execs said that those who found it difficult to quit, could smoke in the lavatory.

Anyone studying the events of this past year could suspect that, though the Surgeon General's report will carry the stamp of Government approval, it would not carry the approval of the smoker. At best, any incriminating evidence will more than likely serve as a basis for an accepted version of what the contents of a cigarette should be, and the tobacco industry will go its merry way. Current events effecting the industry up to press time are reported on in detail on this page.

American Tobacco Intros 'Carlton' Listing Tar Content

NEW YORK—The American Tobacco Company announced last week a new cigarette—Carlton—that will have its tar and nicotine contents prominently stated on every pack.

The move caught the industry by surprise. American Tobacco is the second largest cigarette firm, the first being R. J. Reynolds who withheld comment. Identification has been one of the major demands of the anti-cigarette forces. It could start another "tar-nicotine content" race as was conducted three years ago under the stimulation of accusations made by Reader's Digest, among others. Sen. Maureen Neuberger, (Oregon-D) arch enemy of the cigarette, said the move was a step in the right direction. Though the content was the lowest of any cigarette, an American Cancer Society spokesman said he didn't know what constituted a "safe" level. Carlton's first markets will be New York, Los Angeles and Chicago, evidence that the cig will get national treatment immediately without the usual small market intro with detailed marketing research accompaniment.

TV Ready For Report

NEW YORK—After "months of research-gathering efforts" for background material, CBS and NBC stood ready on the eve of the US Surgeon General's Report to serve America with special reports on Saturday evening following Surgeon General Luther L. Terry's noontime message from Washington on Sat. Jan. 11. The tobacco industry has been invited to reply. Interviews with doctors will be shown. Sen. Maureen Neuberger (D-Oregon) will appear. The Report will undoubtedly serve as prime news material.

Bank Bans Smoking

MINEOLA, N.Y.—Employees of the Franklin National Bank were forbidden to smoke at their desks last week, following an announcement by Arthur T. Roth, chairman of the board, who has calculated that it will save the bank \$100,000 a year in sick leave. While there was no basis for the manner in which Mr. Roth arrived at this figure, a spokesman said that "he is a good figurer."

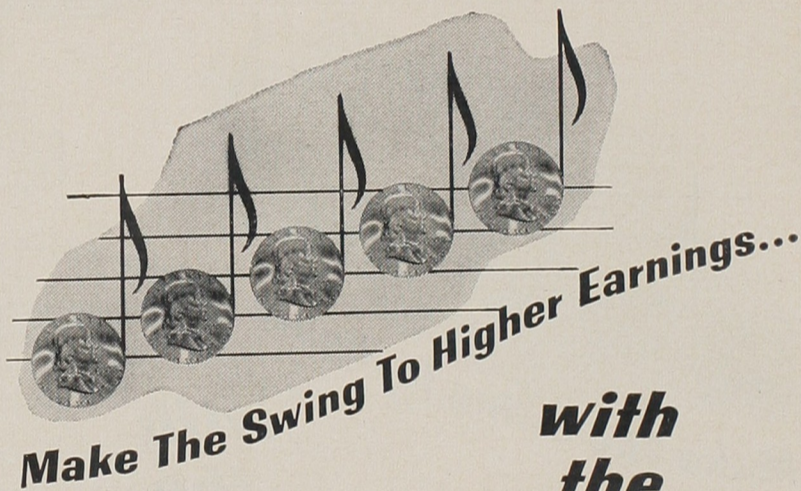
Mr. Roth does not smoke. He believes that non-smokers are healthier and happier. He said that the restrooms were available for those who had to smoke. Ashtrays were ordered in quantities for the restrooms or in some cases, were transferred from desks. The ban applies to snuff and chewing tobacco as well. Patrons may smoke.

The bank's eight vice-presidents were convinced that they should give up smoking to set an example for the 1350 employees in all branches. The washrooms have been the scene of unusual activity, according to the bank's personnel. One employee thanked Roth for providing the impetus he needed to quit smoking.

AMA Head Sees "Insurmountable Evidence"

FRANKFORT, KY.—Dr. Edward A. Annis, president of the American Medical Association said last week that the forthcoming US Surgeon General's Report On Smoking will contain "a tremendous, insurmountable amount of evidence" linking prolonged cigarette smoking with cancer.

He told the Kentucky legislature that, by statistical evidence, the report will show that prolonged inhalation of smoke was linked with diseases. While Dr. Annis acknowledged that he had not seen the report, he said "I would be very much amazed if this is not the conclusion."



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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

VENDING COST/PROFIT STUDY RATIO

Editor's Note:

The annual Operating Ratio Study of the vending industry is sponsored by the National Automatic Merchandising Association and compiled by Price Waterhouse & Co.

Based on reports filed directly with Price Waterhouse & Co. by operating companies, the Study gives an accurate national standard of vending operators' costs and profits.

A total of 82 "typical" operating companies participated in this survey based on business conducted during 1962 and in some cases is based on fiscal year reports ending as late as June 1963.

CHICAGO—The vending machine industry's average profits before income taxes in 1962 were 4.31 per cent of sales, according to an annual industry-wide survey released by the National Automatic Merchandising Association (NAMA).

This latest national average is not comparable to the published 1961 average profit of 5.55 per cent, according to officials of Price Waterhouse & Co. who compile the annual survey for the association.

Comparisons would be "unsound," officials say, because the new report includes, for the first time, figures of the six largest publicly-owned NAMA member companies. In addition, the retail sales volume represented in the new report is up 141 per cent to \$479,500,000 from \$198,300,000 in 1961. (A total of 82 "typical" operating companies participated in the survey, down from 111 participating companies in 1961.)

The NAMA study analyzes cost and sales figures for vending operating companies, but does not cover manufacture of vending machines. Figures submitted cover both the calendar year 1962 and the fiscal year ending as late as June, 1963.

Actual profit from operations, not counting auxiliary income from non-vending sources, averaged out at 4.15 per cent of sales, according to the report.

The profit averages also fluctuate on the basis of types of products vended by different companies.

The national vending association's analysis shows that for every \$100 of sales at retail, the operator averaged \$51.46 in product costs, while operating expenses took another \$44.39.

Reflecting continued industry diversification into such fields as manual and combination automatic-manual food service, the 1962 report shows "sales other than through vending machines" accounted for an average 23.42 per cent of total sales (15.96 per cent in 1961).

The report shows national average profit before income taxes varies from 4.02 per cent to 4.61 per cent depending on the dollar volume classification of the vending operating companies.

Companies with annual sales between \$250,000 and \$749,999 report the high profit percentage, while companies with sales of \$750,000 or more

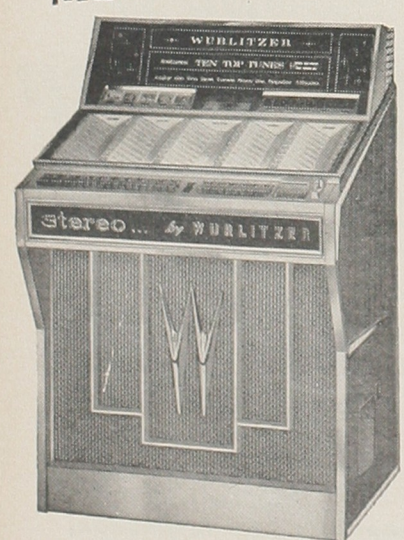
show a 4.31 per cent profit. Companies with less than \$250,000 in sales show the lower average profit figure.

The composition of sales by product categories shows that cigarettes account for 28.46 per cent of total sales of the companies reporting. Cigarettes accounted for 40.9 per cent of total vending sales, according to the latest census of the industry by Vending Magazine. The 28.46 per cent ratio illustrates the variety of product mix, particularly in diversified vending companies.

Hot cup beverages amounted to 18.54 per cent. Candy and confections (vended at 5 cents or more) totaled 11.56 per cent; cold cup beverages, 6.63 per cent; sandwiches, salads and pastry, 4.73 per cent; milk, 3.43 per cent; ice cream, 1.39 per cent, and hot food (mostly canned), .76 per cent.

Annual sales for all types of vending machines averaged \$1,228 per machine with a range of \$553 per year for candy venders to \$2,446 average sales per machine for hot cup beverage machines.

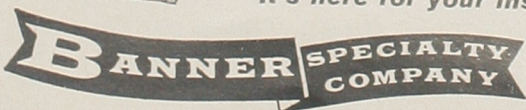
Average rental payments to location owners (commissions) totaled 8.35 per cent of sales.



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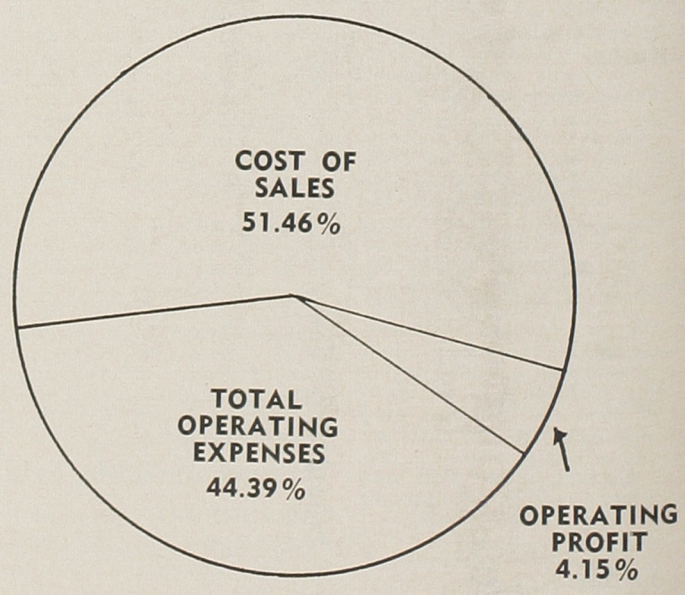
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COMBINED AVERAGE PROFIT AND LOSS DATA (as a percentage of total sales)



Other income or charges (net)*16
 PROFIT BEFORE TAXES 4.31

*Includes sales and lease of equipment, advertising allowances, rental income, etc.

Cash Box

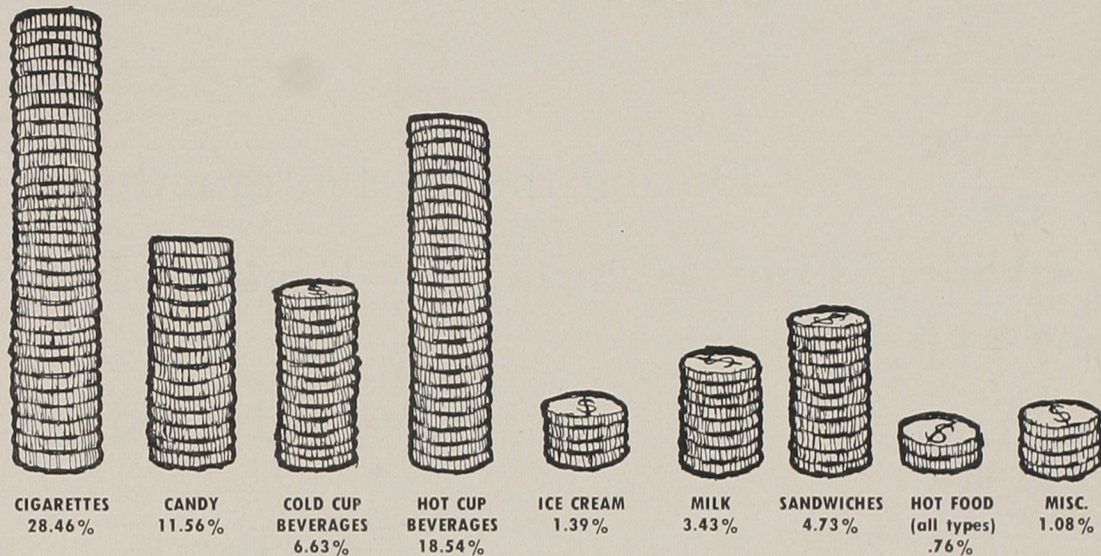
VENDING NEWS

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AVERAGE SALES PER MACHINE

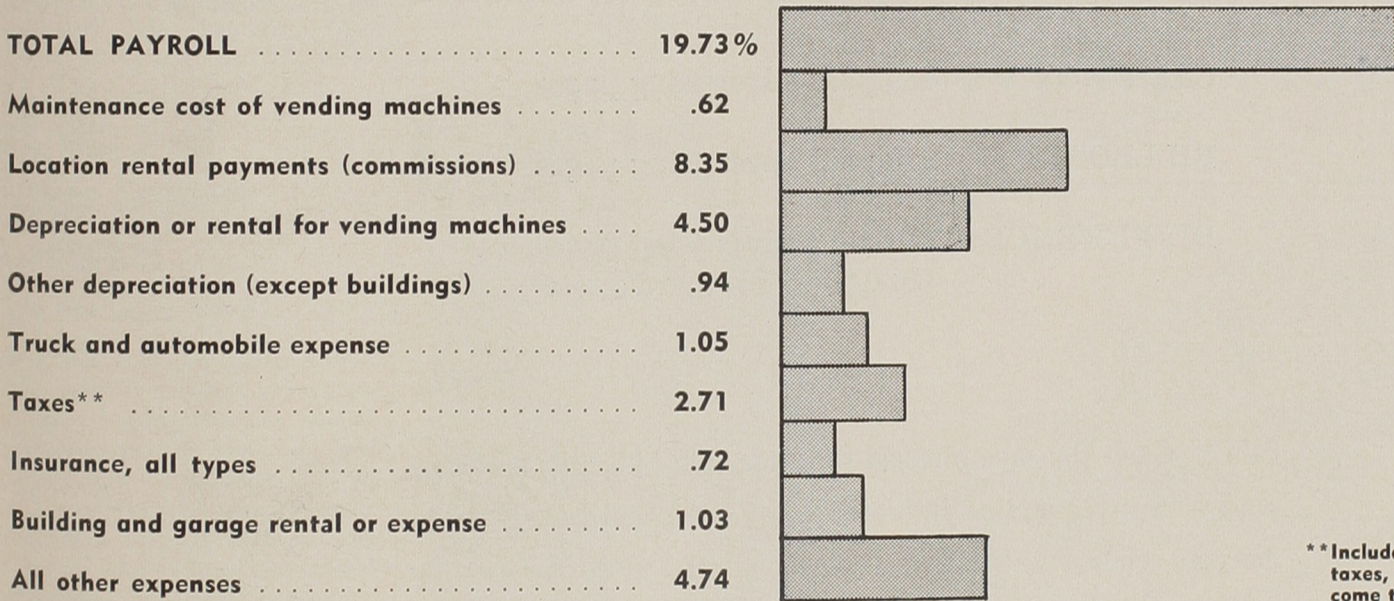
TYPE MACHINE	AVERAGE SALES
Cigarettes	\$1,351
Candy, nuts, gum (vended at 5¢ or more)	553
Cold cup	366
Hot cup	2,446
Ice cream	806
Milk	1,369
Sandwiches, salads, pastries	1,735
Hot food (all types)	897
Miscellaneous products	489
TOTAL	\$1,228

SALES BY PRODUCTS



Sales other than through vending machines 23.42%

OPERATING EXPENSES (as a percentage of sales)



**Includes payroll, property and sales taxes, etc., but not federal-state income taxes.

TOTAL OPERATING EXPENSES 44.39% of Retail Sales (see chart preceding page)

PROFIT ANALYSIS

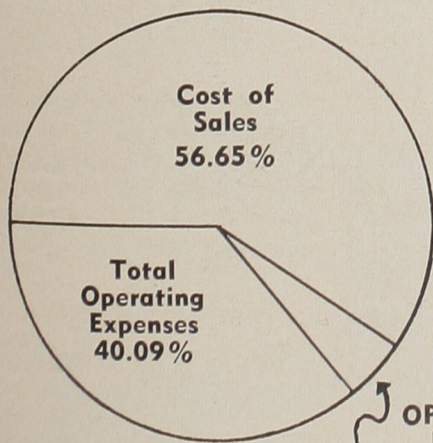
(based on sales volume categories)

Reported sales of

Less than \$250,000

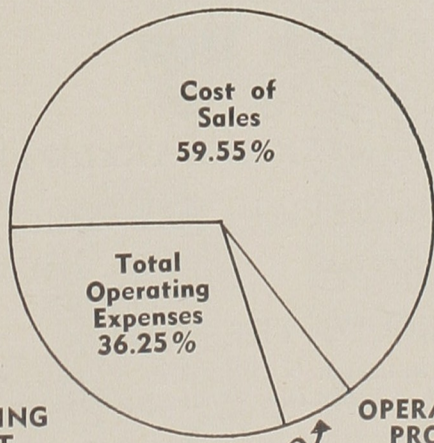
\$250,000 to \$749,999

\$750,000 or more



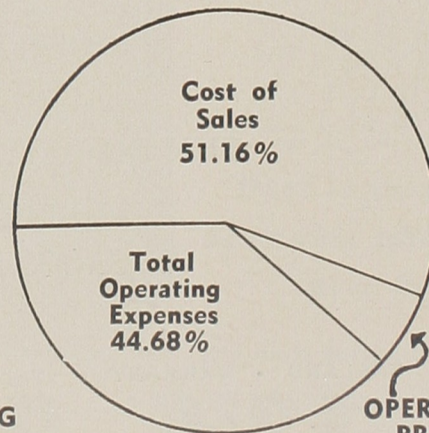
OPERATING PROFIT 3.26%

Other income (net)** .76
PROFIT BEFORE TAXES 4.02



OPERATING PROFIT 4.20%

Other income (net)** .41
PROFIT BEFORE TAXES 4.61



OPERATING PROFIT 4.16%

Other income (net)** .15
PROFIT BEFORE TAXES 4.31

**Includes sale and lease of equipment, advertising allowances, rental income, etc.