

THE BARCLAY STORY: 15 Years Of Great Success

On January 26, Eddie Barclay celebrated his 43rd birthday and the 15th anniversary of the record company which bears his name.

Pianist, composer, orchestra leader, a maker of stars for whom he is manager and friend; President and General Director of the Compagnie Phonographique Française with a turnover in 1962 of \$6,000,000, a talent for music and for business, Barclay has gone from the delivery truck he used to drive himself to a chauffeur driven Cadillac without transition, merely a first step towards the first million. When he used to deliver his own records, he'd say, "One day, I'll have a Cadillac with a chauffeur, or . . . nothing!"

And he has realized all he's promised himself. More importantly, he has realized all he has promised others. In 20 years of music and 15 years of administrative and commercial activity, he has created an empire of "pop" music, which empire is now all-powerful.

Born in Paris on January 26, 1921; as an adolescent, Edouard Ruault would leave the counter in the family cafe situated near the Gare de Lyon in order to get practice on the cafe piano. And, as soon as he'd been able to save a little money, he joined the "Hot Club de France." At 17, he won a piano contest for young pianists given by the "Hot Club," without having ever learned either solfège or harmony.

In 1945, he made his debut at, "The Club," owned by Pierre Louis Guerin and located at 45 rue Pierre Charron. There, he met his wife, Nicole. So they might remain together, he renamed her "Eve Williams" and had her sing with his orchestra.

The clientele, made up mostly of bored American GI's, accustomed to Jazz orchestras and American names, so badly pronounced Edouard's first name that he immediately became Eddie, while Ruault was so demolished in the mill of the Yankee accent, that Eddie decided to change his name altogether. He therefore rebaptized himself: Barclay; sounding loud and strong his own personal Broadway. During the same period, Eddie began to record, but with great difficulty. Materials for making the record biscuit were practically impossible to find, while record companies of the time were far more interested in classical music than in Jazz. (Classics represented 60% of sales.)

But the couple Barclay continued to dream of the sensation they would create if they could manage to distribute American hits in France, and they finally managed to get Pathe-Marconi to press a few titles for them.

It was on a bicycle that Eddie then went around to visit each and every record shop owner. Most record retailers were opposed to jazz and Eddie set about convincing them one by one: a regular election campaign! And it was thus that after months of effort, the Barclays one day found themselves in possession of a small amount of money (\$200), just enough to permit them to get to the United States and prospect the American popular record market on the spot. It was Nicole who left . . . and who returned with a treasure of original masters.

Finally, on his 26th birthday in January of 1947, Eddie founded the Société Phonographique Française and released "Play, Piano, Play," by Errol Garner. One of the first American hits to cross the Ocean after the war, the record won the "Grand Prix de Musique de Jazz."

Despite the prize, however, and despite the 50,000 78rpm records sold in one year, working capital was still lacking. By the end of 1948, Barclay was all the same able to buy the magic record, the LP high fidelity, the marvelous unbreakable microgroove.

He next took his "Hot Club" buddies Django Reinhardt, Stéphane Grappelly, and Emil Stern under contract, and had his vinylites pressed

and shipped directly from New York. The Barclay firm was indeed under-way.

In 1950, Renée Lebas was brought in by Emil Stern to record, "Tire, Tire L'Aiguille," "La St Bonheur," and "Ou Es-Tu Mon Amour?," whose success opened the "pop" door to Barclay. This small triumph was reinforced by Eddie Constantine: 30,000 records sold in a month. Against and despite everyone, Barclay believed in Constantine and in Constantine's raspy voice. And when the movies made a star of Constantine, the sale of his records shot up like geysers. Constantine's second release, "L'Homme Et L'Enfant" sold 500,000 copies. From \$60,000 in 1954 to \$450,000 in 1955 . . . Barclay had considerably increased his turnover. Then came "The Platters." "Only You" hit a fabulous sales figure: 1 million. First time this figure was ever reached on the French market.

At an amateur contest, Eddie Barclay saw and signed Dalida, who was to become a big star, to an exclusive contract. This was in 1956.

He opened a recording studio—the most modern in Europe—on the Avenue Hoche; while 143, avenue de Neuilly saw the Barclay firm move in.

To stimulate sales, he created his own competition by forming the Société des Disques Bel-Air. Marpessa Dawn recorded, "Orfeu Negro" for Bel-Air and Dalida recorded the same title for Barclay.

In 1959, he annexed the enormous talents of Charles Aznavour, and in 1960 revived those of Leo Ferre. 1961 was the turn of Lény Escudero and 1962 that of Jacques Brel. Talent scout and perpetual contest organizer, he took the "Golf Drouot" in hand; then launched "Eddy Mitchell and les Chaussettes Noires" over the Europe No. 1 radio network.

At Cannes, where his parties are the most fabulous and the most searched after, Eddie Barclay, all in seeming to take it very lightly managed with a laugh to extract the rights to "Les Enfants Du Pirée" from Jules Dassin. Result: 800,000 copies sold in one year. Today, he promotes the "Petit Prince" who sings; he directs and records Frank Alamo; he propels Jean Ferrat and Evy, and has already engraved the hits of tomorrow on miles of ribbons of wax.

A FEW QUESTIONS ASKED OF EDDIE BARCLAY

Do you find Eddie the businessman has somewhat swallowed Eddie the musician?

Always, and too much so. But from time to time, I grant myself a first class recreation period. For example, I and my large orchestra accompanied Frank Sinatra when he came to France to sing.

What do you think of money?

A proverb says: "A man without money is a wolf without teeth." It's also, I find, a marvelous tool with which to accomplish one's dreams, realize one's ideas, and offer pleasure to one's friends.

Do you make a practice of friendship?

Beyond any doubt. My friends are another form of myself. There's no, "wait until tomorrow" for them when they ask for something.

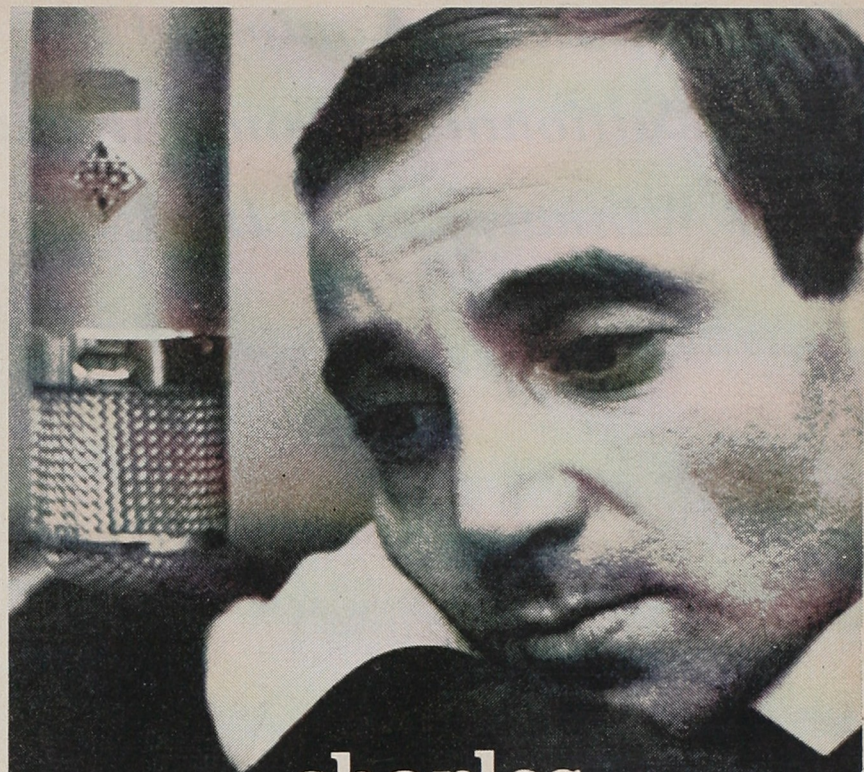
Do you have a collection? Do you like "things"?

I like people above all. And I collect records.

Eddie has 10,000 records that is among the most extraordinary record libraries in Europe, and a remarkable record for which he had the idea in the United States. It's noisy everywhere there. Eddie sold two minutes and thirty seconds of silence to the juke-boxes.

Would you do it all over again if you had to?

But I'm always starting over! Because each time it all has to be re-done, followed through, in a word: reinvented!



charles

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FRANCE

The San Remo Contest: First Local, Then National & Now International; 1964 Winner: "Non Ho L'Eta Per Amarti"

SAN REMO—The 14th Festival Della Canzone Italiana ended last week at San Remo, fashionable seaside resort of the Italian riviera dei fiori, with the song, "Non Ho L'eta Per Amarti (I'm Not Old Enough to Love You)," taking top honors.

Originally an entirely local and national affair, the San Remo Song Contest has, over the years, developed into an event of international importance.

Situated on the shores of the Mediterranean and enjoying a warm, sunny climate, San Remo offers the winter weary publisher from the north a welcome break and the opportunity to combine business with pleasure. Although the weather charts are an added incentive to travel south it is the possibility of picking up a potential hit for the best selling charts that really brings the music world to San Remo. The Contest's claim to fame in this direction is founded on fact and goes back to 1958 when the winning song "Nel Blu Depinto Di Blu" by Domenico Modugno became a world hit as "Volare" and climbed as high as No. 1 in the Cash Box Top 100. In 1959 the winning song "Piove" again by Modugno became equally famous when retitled "Ciao Ciao Bambino." A year later in 1960 "Romantica" entered the international charts and the 1961 festival produced another world hit "Al Di La" followed in 1962 by "Quando Quando."

This year, the Contest attained complete international status with the participation for the first time of artists not only from other European countries but from America. A significant move and one which indicates America's growing awareness of the

necessity for its artists to enter into direct and personal competition with their European rivals if they are to regain some of the chart supremacy lost in recent years. With the eyes of Europe focused on the flower decked stage of the San Remo contest, a vast television hook-up gave the visiting artists an entre into the homes of potential fans in more than sixteen countries. All hotels were fully booked months ago when it was first known that Paul Anka and Peggy March (RCA); Frankie Laine (CBS); Frankie Avalon (Chancellor); Gene Pitney (United Artists); Ben E. King (Atlantic); The Fraternity Brothers (Verve); Bobby Rydell (Cameo-Parkway) and April Stevens and Nino Tempo (Atco) were coming over to do battle with a host of the top continental favorites. It is also significant that all the visiting Americans sung in Italian (Frankie Laine, having sung in English in the preliminary rounds realized his mistake and learned an Italian version in time for the finals). San Remo underlines the necessity of recording in the local language and points the way for the future. American success in this field may in turn encourage more continental artists to record especially for the American and British markets.

Twenty four songs were submitted, each sung by two teams of artists—one Italian and one from another country. Twelve songs were rendered on the first and second nights from which twenty national juries, each of fifty members with one vote each, selected the twelve songs for presentation in the finals. These were announced after the second night.

The general standard was high

with the emphasis on ballads. Several strong ballads made the finals, the best of these being: "Ogni Volta" (Every Time) sung by Roby Ferrante and Paul Anka—the latter gave a particularly fine rendering; "Quando Vedrai La Mia Ragazza" (When You See My Little Girl), admirably performed first by Little Tony and then by Gene Pitney; "La Prima Che Incontro" (The First Girl I Meet) by Fabrizio Ferretti and The Fraternity Brothers; "Come Potrei Dimenticarti" (How Can I Forget You) by Tony Dallara and Ben E. King. Of the romantic ballads the first to be heard in the finals was "Leri Ho Incontrato Mia Madre" (Yesterday I Met My Mother) by Gino Paoli and Antonio Prieto followed by "Una Lacrima Sul Viso" (A Tear On The Face). Unfortunately, the first singer Bobby Solo was suffering from loss of voice and mimed to his recording thus forfeiting his votes which was tough luck on the second singer Frankie Laine. One of the loveliest ballads of the evening was "Motivo D'Amore" (Love Melody) with first rate performances by both artists—the Italian Pino Donaggio and American Frankie Avalon. Two rock ballads in the finals were "Strasera No, No, No" (Tonight No, No, No,) by Remo Germani and

Nino Tempo and April Stevens and "Sabato Sera" (Saturday Night) by Bruno Filippini who fully justified his appearance at the festival as winner of the Castrocara contest (a preliminary contest in which promising amateurs take part, the winning male and female singers making their professional debut at San Remo).

The visiting team was represented by The Fraternity Brothers. The youngest singer at San Remo, Robertino, together with America's youngest entrant Bobby Rydell, made the finals with the swinging and typical Italian melody "Un Bacio Piccolissimo" (A Very Little Kiss). As expected veteran of San Remo and one of the country's favorite singers Domenico Modugno was frantically acclaimed for his forceful rendering of the tango type number "Che Me Ne Importa A Me" (What Interests Me). However, the future success of the song will owe just as much to the rendering by the second artist Frankie Laine.

We now come to the winning song "Non Ho L'eta Per Amarti," a soft, flowing, sentimental ballad composed by Nisa/Colonnello with lyrics by Panzeri and sung by Gigliola Cinquetti (C.G.D.) and Patricia Carli (Bel-Air) and published by Sugar Music. Gigliola Cinquetti (17) was making her first professional appearance as the female winner of the Castrocara contest and sang in Italian. Patricia Carli, Italian by birth and now living in France, sang in French. She is currently enjoying disk success in Belgium with "Demain Tu Te Maries." Both girls were making their

(Continued on next page)

Cash Box Camera At San Remo Fest



SAN REMO—Much of the color and excitement of the recently-concluded San Remo Song Festival was captured by the roving Cash Box camera. Standing in the top left pic are Gigliola Cinquetti and Patricia Carli shown with their trophy after winning the contest with "Non Ho L'eta." Shown seated in the top right (photo) are distinguished San Remo visitors Dr. Karl Heinz Busse (Busse Musik), Mr. Rapetti (Ricordi), Albert Carisch (Southern), Giuseppe Piccolo (Southern) and Gallazi (F. D. & H.). Standing in the same shot are Bruno Pozza (Prpduzioni), Julio Guiu Clara (Armonico) and Gabriele Abbate (Connolly). Seated (left to right) in the middle left pic are Peter Beishunizen (Philips), Hugette Ferly (Editions Marbot), Rolf Marbot (Editions Marbot), Robert Iverson (executive veep of the Southern publishing group). Standing in that photo are Nico Boer (Phonogram) and Hans Dunk (Southern). Pictured on the ground of the

San Remo Casino (left to right) in the middle right shot are Jean Kluger (World Music), Augusta Alguero (F. D. & H.), Ben Nisbet (Feldmans), Mr. Serra (Vergara), Federico Halpern (Cash Box' Spanish rep), Neville Marten (CB's European Director) and Mario Panvini (Cash Box' Italian rep). Gigliola Cinquetti, the Italian artist winner, is pictured with Franco Crepax, general manager of her label, C.G.D., in the left bottom shot. Shown in the middle bottom pic is Patricia Carli, performer of the winning song of the visitors' team, with Giuseppe Giannini, general manager of C.G.D. International, distributors of Belair in Italy. In the right bottom shot Gene Colonnello (second from left), one of the composers of the winning song, is pictured with the lyricist Mario Panzeri (fourth from left). Others in the photo are (left to right) Neville Marten, Mario Panvini, Piero Sugar (Sugar pubberies), and Roger Mariani (Festival).

SAN REMO

1964

No. 1

PATRICIA CARLI

"NON HO L'ETA"

"JE SUIS A TOI"

bel air

RECORDS

FRANCE

Great Britain's Best Sellers



GREAT BRITAIN

This Week	Last Week	On Chart	Title	Artist
1	6	3	Needles And Pins	The Searchers (Pye) Metric
2	2	5	Hippy Hippy Shake	Swinging Blue Jeans (HMV) Ardmore & Beechwood
3	1	10	Glad All Over	Dave Clark Five (Columbia) Ivy
4	7	3	I'm The One	Gerry & The Pacemakers (Columbia) Pacer
5	5	9	Twenty Four Hours From Tulsa	Gene Pitney (United Artists) Arch
6	3	9	I Want To Hold Your Hand	The Beatles (Parlophone) Northern Songs
7	4	11	I Only Want To Be With You	Dusty Springfield (Philips) Springfield
8	9	7	Stay	The Hollies (Parlophone) Lorna
9	10	3	As Usual	Brenda Lee (Brunswick)
10	12	3	Don't Blame Me	Frank Ifield (Columbia) Campbell Connelly
11	13	4	We Are In Love	Adam Faith (Parlophone) Poser
12	—	1	5-4-3-2-1	Manfred Mann (HMV) K.P.M.
13	8	7	Swinging On A Star	Big Dee Irwin (Colpix) Chappell
14	15	4	Do You Really Love Me Too	Billy Fury (Decca) Shapiro Bernstein
15	11	24	She Loves You	The Beatles (Parlophone) Northern Songs
16	—	1	Diane	The Batchelors (Decca) K.P.M.
17	19	2	I'm In Love	The Fourmost (Parlophone) Northern Songs
18	—	1	For You	Rick Nelson (Brunswick) Feldman
19	—	1	I Think Of You	The Merseybeats (Fontana) Robbins
20	16	4	Kiss Me Quick	Elvis Presley (RCA) West One

Great Britain Top Ten LP's

Great Britain Top Ten EP's

- 1 With The Beatles — The Beatles (Parlophone)
- 2 Please Please Me — The Beatles (Parlophone)
- 3 West Side Story — Sound-track (CBS)
- 4 How Do You Like It — Gerry & The Pacemakers (Columbia)
- 5 Meet The Searchers — The Searchers (Pye)
- 6 Born Free — Frank Ifield (Columbia)
- 7 Freddie And The Dreamers — Freddie & The Dreamers (Columbia)
- 8 Fun In Acapulco — Elvis Presley (RCA)
- 9 In Dreams — Roy Orbison (London)
- 10 Kathy Kirby Sings 16 Hits From Stars And Garters — Kathy Kirby (Decca)

- 1 Twist And Shout — The Beatles (Parlophone)
- 2 The Dave Clark Five — Dave Clark (Columbia)
- 3 The Rolling Stones — The Rolling Stones (Decca)
- 4 Sweets For My Sweet — The Searchers (Pye)
- 5 The Beatles No. 1 — The Beatles (Parlophone)
- 6 The Beatles Hits — The Beatles (Parlophone)
- 7 The Big Three At The Cavern — The Big Three (Decca)
- 8 Peter, Paul & Mary — Peter, Paul & Mary (Warner Bros.)
- 9 Bern Elliott & The Fenmen — Bern Elliott (Decca)
- 10 How Do You Do It — Gerry & The Pacemakers (Columbia)

The San Remo Contest

(Continued from page 54)

Italian debut and it is interesting to note that they were the only solo female artists to get into the finals. Although the standard was very high the songs heard at this year's festival were somewhat lacking in originality and failed to produce any one number that could immediately be identified as a potential world hit. Beatlemania was nowhere to be found but there was an unprecedented youthfulness about San Remo 1964 both in the songs themselves and in the artists chosen to sing them. The decision to inject new blood and relatively unknown talent into the festival obviously proved popular with the judges for the list of finalists included the names of several artists of this calibre making their first appearance at San Remo, while many of the older favorites were eliminated on the first two nights. Although the result came as a surprise to many people it was generally agreed that the judges' verdict was acceptable. A complete list of the songs entered for the festival was published in last week's Cash Box together with the names of artists, record companies, and original publishers. Forty-eight hours after the close of the contest publishing rights of the various songs had been placed.

Visitors to San Remo for the contest included:

From America: Dario Soria (divisional vice president R.C.A. Victor) who had timed his European tour to coincide with the Festival; Robert Iverseb (executive vice president Southern Music); Lester Sims (general manager Daffodil Music Inc.) and Al Wilde (Twangy Music).

British representations included Jimmy Phillips and Peter Phillips of K.P.M.; Ben Nisbet (Feldman) and ace composer Mitch Murray.

From Holland came Piet Beishuizen (Philips, Baarn); J.J.M. Haslinghuis (managing director Phonogram); Nico Boer (A&R manager, Philips); and Hans Dunk (Southern Music).

Well known personalities from France included publisher Rolf Marbot, Roger Maruani (Festival Records); Mr. and Mrs. Vic (Fantasia) and Philip Boutet (Bel Air).

From Belgium came Mr. Roelans of Inelco and publisher Jean Kluger (World Music).

The very strong contingent from Spain brought publishers Mr. Sallinger (Southern Music); Augusta Alguero (Francis Day & Hunter); Julio Clara (Armonico); Mr. Serra of Discos Vergara and Cash Box representative Federico Halpern.

Germany was represented by Mr. Voigt (Deutsche Grammophon); Mr. Braunlich (Teldec); Tom Meisel (Editions Intro); Dr. Karl Heinz Busse (Busse Music) and Mr. Hammerling (Nero Music). From Sweden Felix Stahl (Stockholms Musik) and Kabitzyk Wolf (Teldec).

Record men and publishers from all over Italy who made their way to San Remo are too numerous to count but we saw Messrs. Ennio Melis, Mario Cantini and Ettore Zeppegno of RCA Italiana; Gramitto Ricci (Curci); Albert Carisch, Leslie Annable and Giuseppe Piccolo from Southern Music, Milan; Mr. Riechhof (Phonogram); Kirkor Mintangian (Durium); Mr. Rapetti, Mr. Micoeci and Mr. Salvini of Ricordi; John Lee (Voce Del Padrone); Dr. L. Sugar, Giuseppe Giannini and Franco Crepax from C.G.D. who presented the winning song; Alfredo Rossi (Ariston); Mr. Ansoldi (Ri-Fi) Carlo Alberto Rossi (Juke Box); Walter Gurtler (Gurtler & Saar); Ezio Leoni (A&R) and Bruno Pozza (Produzioni Nr).

One of the most interesting aspects of the new Pye-Hickory tie up is the signing by Hickory of British star **Lonnie Donegan** to record in Nashville. The announcement was made by **Wesley Rose** at the Hickory reception in London recently when he paid tribute to the progressive methods of Pye Records, the talents of its British roster of artists and Donegan in particular.

Agent-Manager-Impresario **Cyril Berlin** currently on a round-the-world business trip taking in Singapore, Brisbane, Sydney, Melbourne, Auckland, New York and Bermuda. In Bermuda, Berlin will see his artists **Miki and Griff** playing in cabaret and will also complete arrangements for **Lonnie Donegan's** return visit in April after he has been to Nashville to cut his first recordings for Hickory. In Australia and New Zealand Berlin will finalize arrangements for the two-week one-night stand tour he has negotiated for **The Beatles** scheduled to commence on June 17 in Sydney. He has also completed negotiations for the highly successful show "Black Nativity" to tour Australia and New Zealand in the autumn.

Latest Board of Trade figures show that manufacturers sales of records in November 1963 were more than a third higher than in November 1962. Home sales with a rise of over two fifths, accounted for almost all the increase. (Without doubt this rise can be attributed to The Beatles.) Production of all categories of disks continued to expand in November. Output of 33 1/3rd and 45 r.p.m. disks were over a third and a tenth more respectively than a year earlier. There was another marked increase in production of 78 r.p.m.

American genius in the shape of **Phil Spector** hit London last week. Spector, whose Philles recording company has created many stars during its eighteen months existence, was guest of honour at a cocktail party hosted by Decca Records at its new Marlborough Street premises. Among the many guests were **The Ronettes**, who Spector took to the No. 1 spot in America with "Baby I Love You." During his stay in Britain Spector appeared on BBC TV's "Juke Box Jury" and A-R TV's "Ready, Steady, Go."

Having appeared with The Beatles at the Olympia, Paris, **Trini Lopez** is now touring Austria, Belgium and Holland. Having scored a resounding success in Britain with his single "If I Had A Hammer" and his L.P. "Trini Lopez at P.J.'s," Pye should have another success with his current Reprise E.P. "A-merrica."

Classical releases from E.M.I. in February include Wagner's "Lohengrin" played by **The Vienna Philharmonic Orchestra** conducted by **Rudolf Kempe** with **Jess Thomas** in the title role. The opera, issued on the Angel label, comprises five disks marketed in a special presentation box complete with an English translation of the original German text. The recordings are also available separately. Highlights from Massenet's "Herodiade" (the only recording available) are available on HMV played by the Theatre National de l'Opera, Paris conducted by **Georges Prete**. Leaflets giving both French and English text are provided with the recording. The beautiful voice of **Luisa Tetravini** can be heard on "Operatic Arias And Songs" on the H.M.V. label taken from recordings made in 1908-1913.

EMI Records this month has put out a series of language tuition disks "Learn (French) in Record Time." First release includes French, German, Spanish and Italian. Supplied in a presentation box the course comprises seven records plus an instruction book as a cost of £4. 15. 0. (\$13.30). Courses in Russian and German are being prepared for future release.

Dario Soria, vice president international department of RCA Victor, in Europe to attend the San Remo Song Festival and subsequently to join up with **Peter Baumberger** in Rome for a trip to Germany and possibly England before returning to the United States in the middle of February.

Manager **Derek Boulton** informs that he has signed singer **Sheila Southern** and bandleader **Eric Delaney** to a series of half-hour TV shows titles "Beauty And The Beat" for Border Television. Hopes are high for the London area screening in the near future. **The Hedley Ward Trio** has also been signed for a series of programs for Border TV.

In the RCA Dynagroove series **Henry Mancini**, **Al Hirt** and **Perez Prado** join forces for "3 Great Bands;" **Hank Locklin**, **Hank Snow** and **Porter Wagoner** combine their talents for "3 Country Gentlemen" and **Ann Margaret**, **Kitty Kallen** and **Della Reese** vocalise on "3 Great Girls." Other releases on Dynagroove include "September Song" by **Jimmy Durante**; "Bill Haley's Chicks;" "The Fabulous Fifties" with tracks by **Ted Heath**, **Frank Chacksfield**, **Vera Lynn**, **Lonnie Donegan** and "Bill Black's Greatest Hits." Decca also issued four country albums by **George Hamilton IV** "Abeline;" "At The Hootenanny;" "The Many Voices of **Miriam Makeba**" and "Josh White." In the jazz field Decca have put out six albums including "Lambert, Hendricks and Baven At Newport '63;" "Gloria Lynne At The Thunderbird" and "Fats At The Organ."

Because of heavy business commitments elsewhere, EMI Chairman, **Sir Joseph Lockwood**, has had to postpone his intended visit to The States. It is hoped that the trip will take place within a few weeks.

Gene Pitney, hot from the San Remo Song Contest, arrives in this country March 1st to commence a four-week British tour. To coincide with the visit, EMI Records is issuing his latest United Artist single "That Girl Belongs To Yesterday." Gene is currently having his first taste of British chart success with "Twenty Four Hours From Tulsa." Also touring with Gene will be British artistes **Billy J. Kramer** and **Cilla Black**.

Decca has captured on disk the popular Saturday morning BBC disk show "Saturday Club." The LP features tracks by all time favorites including **Brian Poole** and **The Tremeloes**, **Jet Harris** and **Tony Meehan**, **Kathy Kirby**, **Karl Denver** and **The Tornados**. Not to be outdone Associated Rediffusion's popular Friday night TV show "Ready, Steady Go" has a Decca LP tagged after the show. This, too, features **Brian Poole** and **The Tremeloes**, **Kathy Kirby**, **Bern Elliott** and **the Fenmen**, **The Tornados** etc.

Quickies: Hickory star **Kris Jensen** made his debut on ABC TV's "Thank Your Lucky Stars" February 1... **The Crystals** on same show February 15... Latest **Joe Brown** waxing on Piccadilly "You Do Think To Me"... Decca single in the West Indian rhythm now catching on here aptly titled "Blue Beat" by **The Beazers**... New E.P. by **Cliff Richard** and **The Shadows** "When In France" (Columbia)... After a spell away from the charts **Adam Faith** has firmly re-established himself with "The First Time" and "We Are In Love" and now comes an EP "Top Of The Pops" (Parlophone)... Top Italian star **Milva** makes her British bow via Oriole Records and "Loneliness Of Autumn"... **Ethel Merman** takes over from **Alma Cogan** for a season at "Talk Of The Town"... Pye recording star **Mark Wynter** celebrated 21st birthday February 2... Within three weeks of release, **The Searchers** "Needles And Pins" on Pye has qualified for a Silver Disk with sales well over the quarter million mark... Fourth Silver Disk, too, for **Gerry** and the **Pacemakers** for their current Columbia release "I'm The One."

The Best in Britain... Bens



SCANDINAVIA

DENMARK

Swedish group **The Spotnicks**, recording for Swe-Disc in Stockholm and frequent guests on the charts in several European and Asian countries, will do their Danish debut on April 2 or 3 with concerts in Odense and Copenhagen. The group will stop in Denmark on their way back to Sweden from Belgium.

The **Beatles** moved to a top position on the Danish charts with their "She Loves You" at Parlophone this week. Their "I Want To Hold Your Hand" appears at the fifth spot.

It has not yet been decided which artist who will be the ninth contracted for the local Danish Song Festival on Feb. 15. However, most people expect that **Jorgen Ingmann** and his daughter will accept the offer. Ingmann and his wife **Grethe** were winning the Eurovision Song Contest in London last year with their "Dansevise."

NORWAY

Norway's **Wenche Myhre** continues as a record breaker, having her latest record, a Norwegian version of the German song "Ich Geh' Noch Zur Schule" entering the charts this week. With this, Miss Myhre has done what no other artist has been able to, getting all her latest four recordings on the charts. **Jorg-Fr. Ellertsen** of Egil Monn Iversen A/S reports to **Cash Box** that he is expecting a lot from a new record made for Triola by **The Quivers** and **The Key Brothers**. The titles are "Since I Lost You" and "Get Out," and **Metronome** will handle the release outside Norway, Ellertsen said. He also reported that his company is expecting two Silver Disks in a near future, one for **Pat Boone** for "Speedy Gonzales" on Dot and—eventually—one for **Wenche Myhre** for her "Gi Meg En Cowboy Til Mann" (Ich Will 'Nen Cowboy Als Mann) on Triola. A Silver Disk is awarded by a Norwegian daily when a record has sold 25,000.

Iversen & Frogg A/S, local EMI distributor, has made a record titled "Stavangerfjord, Du Kjaere" (Stavangerfjord, My Beloved), sung by **Jens Book-Jensen** on HMV. The song is a regard to the veteran flagship of the Norwegian-American Line, Stavangerfjord, which after many years will be replaced by a more modern ship. On Columbia, the same company has a local record with appeals to the Olympic Winter Games, now taking place at Innsbruck in Austria. Veteran singers **Gunnar Engedahl** and **Erling Stordahl**, two blind singers, has just made a song titled "Elisabeth" on the Odeon label.

The Melody Grand Prix, the local Norwegian Song Festival, will take place Feb. 15. No titles or names of artists are available yet. The winning song will represent Norway in Copenhagen, March 21st.

FINLAND

Tesvisio Oy, commercial TV company which has been in operation for several years, was sensationally sold to the government-owned Suomen Televisio, which now has obtained its long awaited monopoly. It was an affair of 6.5 millions markka (around \$2,000,000). Officially, all parts are very happy with the affair. However, a lot of people sound less happy about the situation. Usually reliable sources have told **Cash Box** that if Tesvisio been allowed to expand, the economical situation of the company would never have been so bad that this step would be taken. However, the privately owned commercial company has often been stopped from expanding the way it wanted, and finally Tesvisio decided that selling out to the government TV company was the only acceptable solution.

A new luxury tax has raised the prices on records in Finland. Singles went up from Mka 4:90 to 5:50 and EPs from 8:90 to 9:50. Prices on LPs are unchanged, however.

The sale of Tesvisio to the government TV company is not the only affair that has caused headlines here recently. On the island group Ahvenanmaa in the Gulf of Bothnia, between Sweden and Finland, people have for a long time been complaining about the poor quality of the TV programs, not artistically but technically. The authorities in Helsinki replied that it was too difficult and too expensive to build a local TV station at the island. A local businessman took the chance and placed a big antenna in a water-tower, and combined with some other simple equipment, for a few days the people on the islands could follow the Swedish TV programs perfectly. However, it didn't take too long before the police came and destroyed this private "station" as illegal, and filed suit against the businessman. Most people got a big laugh and feel that the businessman made it difficult for the authorities in Helsinki to find excuses for the bad receiving possibilities in the future. After all, the government should be able to do what a private person could do. Other headlines report that also the Finnish TV has got its strike, like what the radio and TV in Sweden have had since Dec. 1, last year. Starting Feb. 1, members of the Actors' Union are involved in a strike against Finnish TV. Only very few recording artists are members of the Union, and according to reports to **Cash Box**, artists in the pop field cannot be involved in the conflict the way it has happened in Sweden.

SWEDEN

New sheet music from Cedarwood (Scandinavia) AB includes "Detroit City" by **Danny Hill** and **Mel Tillis** and "I'm Gonna Bring You Down" with Swedish lyrics ("Jag Ska Nog Ta Dej Ner På Jorden") by **Ben Hur**. **Belinda** (Scandinavia) AB has released "L'Amour S'en Va" by **Françoise Hardy** with Swedish lyrics by **Bobson**.

A Scandinavian RCA Victor meeting has taken place in Stockholm. Here for the event were **Bengt Liljeroth** and **Johan Vikstedt** of Oy Discophon AB in Helsinki, **Elith Henriksen** of Hede Nielsen's Fabrikker A/S in Copenhagen and **Eilif Meyer** of A/S Nera in Oslo. Also here for biz talks were **Peter Baumberger** and his assistant **A. Grob** from Geneva, **Karl Heinz Richter**, export manager of Teldec in Hamburg and **Peter Ingversen** of RCA Division in Sweden. **Sixten Eriksson**, head of RCA Victor (Grammofon AB Electra) in Sweden was happy to report a growing sale of prerecorded tapes in Sweden. On his way to Stockholm is **Lee Shapiro** of RCA Victor, New York. It is to be expected that some of the RCA people in the other Scandinavian countries returned to Stockholm to meet Shapiro.

Doing very well in Denmark as well as all over Sweden is **Chrichan** and **The Gamblers** with "Answer Me, My Love"/"Apron Strings." They are recording for Viking Records, a small company operating in Lund in southern Sweden, but are distributing thru **Cupol** in Cupol.

New records from **Philips-Sonora** AB includes "You Don't Own Me"/"Run Bobby, Run" with **Lesley Gore** on Mercury, "The Love Of A Boy"/"Anyone Who Had A Heart" with **Dionne Warwick** on Fontana and "It's A Mad Mad Mad World"/"Jive Is The Thing" with **The Shirelles**, also on Fontana.

The latest releases from **Karusell Grammofon** AB include "Lesson Two"/"Lobster Boogie" with **The Lobsters**, "That Lucky Old Sun" with **Ray Charles**, "Need To Belong"/"Give Me Your Love" with **Jerry Butler**, all on Karusell, "Baby Don't You Weep"/"For Your Precious Love" with **Garnet Mimms** and **The Enchanters** on **United Artists**, and "Isle Of Capri"/"True Confession" with **Fats Domino** on California. Swe-Disc, distributing thru **Karusell**, has



TOP 100 LABELS

ABC-Paramount	9, 14, 27	Marc	36
Amy	92	Mercury	2, 32, 54, 62
Atco	46	MGM	69, 76, 80, 83, 89
Atlantic	53, 82, 88, 95	Montel	17
Best	44	Motown	63, 77
Cadence	48	Musikor	50
Cameo	25, 68, 90	Okeh	4
Canadian American	70	Parkway	16, 41, 51
Capitol	1, 31, 72, 81	Philips	10, 23, 61
Chattahoochee	21	Philles	55, 91
Checker	59	RCA Victor	6, 33, 58, 60, 66
Chess	85	Reprise	35
Coed	47	Riviera	15
Columbia	5, 13, 18, 57, 74, 97, 99	Roulette	79
Congress	45	Scepter	12
DCP	87	Smash	40, 84
Decca	8, 22	Soundstage 7	20
Dot	29, 30	Spokane	100
Everest	38, 71	Stax	52
Epic	11, 24	Sue	67
Era	91	Swan	3, 37
Garrett	19, 86	20th Fox	28
Gordy	56	United Artists	26
Hi	75	VeeJay	43, 61, 73, 98
Imperial	93	Volt	66
Kapp	94	Valiant	78
King	34	Wand	42
Liberty	49	Warner Bros.	7, 39

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

HELSINKI—The local Song Festival of 1964 has started. This year, Suomen Yleis-radio-Televisio (Finland's Broadcasting-TV Co.) invited ten composers (who all have participated in the local Festival in previous years) to write one song each.

On one of the first days in February a first Festival takes place with all ten songs. Juries in ten cities will be voting, and four of the ten songs will be eliminated from the competition. Feb. 15, there will be a final, and the winning song at this time will represent Finland at the Eurovision Song Contest in Copenhagen on March 21st. The ten songs are as follows:

"**Pianonsoittaja**" (The Pianist) Composer: Erik Lindström. Singer: Erkki Liikanen (Safir)

"**Tulen Jalkeen**" (After The Fire). Composer: Eino Hurme. Singer: Iris Rautio (Decca)

"**Kerran Viel'**" (Once Again). Composer: Börje Sundgren. Singer: Irmeli Mäkelä (Columbia)

"**Satelliitti Kahdelle**" (A Satellite For Two). Composer: Kauko Kaartinén. Singer: Kai Lind (Scandia)

"**Laiskotellen**" (Being Lazy). Composer and singer: Lasse Mårtensson (Philips)

"**Toisen Kerran**" (Another Time). Composer: Erkki Rakkola. Singer: Heikki Aarva (Safir)

"**Tango Keittiössä**" (Tango In The Kitchen). Composer: Arvo Koskimaa. Singer: Vieno Kekkonen (Scandia)

"**Unen Ihme**" (The Wonder Of Dreams). Composer: Jorma Panulainen. Singer: Stig Franskman (RCA Victor)

"**Bzzz, Bzzz, Bzzz.**" Composer: Kari Tuomisaari. Singer: Pirkko Mannola (Scandia)

"**Rakkauten Rikkaus**" (The Richness Of Love). Composer: Toivo Kärki. Singer: Taisto Tammi (Decca)

The composers were asked to choose the artist they liked to perform their songs in the competition.

SCANDIA (Cont'd)

an EP with **The Shy Ones**, another EP with **Ernie Englund**, and "Swinging On A Star" with **Ray Pilgrim**, "Glad All Over" with **The Typhoons** and "Dominique" with **Jeanette Michel**. The **Ernie Englund** EP is titled "Ernie's Choice from **Cash Box Top 100**," while the three singles are the first records in a serial introduced as "Tops picked from **New Musical Express**."

Billy J. Kramer, British top selling artist, in town for concerts. **Telstar** Productions, arranging the concerts here, introduced him to the press at a special party at Hotel Apollonia on Friday, Jan. 31.

Hasse Wallman has been appointed head of the publicity dept. at **Grammofon AB Electra** (RCA Victor) in Solna. **Pelle Nyström**, publicity man at **Metronome**, leaves the company March 1, and becomes Swedish representative for the Norwegian record company **Manu**.

The Swedish **Elvis Presley** fans got 24 hours of happiness when a daily here reported that **Elvis Presley** would make a two or three day tour in Sweden this spring or summer for approx \$100,000 a day. However, the next day came the news that there would be no **Presley** tour at all, and furthermore, no negotiations had been going on.

Norway's Best Sellers

Week	Last	Weeks	On Chart
1	1	4	I Want To Hold Your Hand (The Beatles/Parlophone) Edition Lyche
2	2	4	Dominique (The Singing Nun/Philips) Norsk Musikforlag A/S
3	3	14	She Loves You (The Beatles/Parlophone) Edition Lyche
4	6	2	Glad All Over (Dave Clark Five/Columbia) Norsk Musikforlag A/S
5	8	2	Maria Elena (Los Indios Tabajaras/RCA Victor) Southern Music AB
6	5	10	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
7	4	16	Detroit City (Bobby Bare/RCA Victor) Cedarwood (Scandinavia) AB
8	—	1	Jeg Går På Skole (Ich Geh' Noch Zur Schule) (Wenche Myhre/Triola) Egil Monn Iversen A/S
9	—	1	Hippy Hippy Shake (The Swinging Blue Jeans/HMV) Imudico A/S
10	7	11	*Dagling Liv I Folkehjemmet (Ragnhild Michelsen-Rolf Just Nilsen/RCA Victor)



ARGENTINA



GERMANY

As we reported last week, during the fourth week of January Mr. and Mrs. Joe Orleck paid a visit to Argentina and Brazil, and are now in Mexico. Miguel Smirnoff, Cash Box representative in Argentina, went with them to Brazil and was present during the interviews held with the toppers of the record companies and publishers in that area.

Enrique Lebediguer of Fermata Publishers of Brazil is busy expanding the record division of his company, currently representing Atlantic, United Artists and other foreign companies. Fermata acts as a producer. The distribution is made by RCA through its sales organization. Lebediguer recently inked "Dominique," which has been released by Philips in the original version of Soeur Sourire. Portuguese lyrics have been prepared and cover version are being expected.

Vicente Mangione of Euterpe Publishers is busy with several Carnival tunes for Rio's 1964 Carnival, which is a big event in this country. Mangione has printed and is distribution for promotional purposes a book containing 64 tunes, already recorded and under air play. Some of the titles are "A Hora E Essa," "Ate O Luar," "Marcha Do Cegonha" and "Maria Do Rebolao." He plans to travel to Buenos Aires in Mid-February.

Sebastião Bastos of Audio Fidelity works on the promotion in other countries of the recordings made by his diskery in Brazil. One of its latest releases is "Organ-Samba-Percussion," recorded by Andre Penassi. This LP has been or will be released in France, the U.S., Canada, and several other countries from Europe, due to an agreement made with Philips in that area. Sydney Frey, director of Audio Fidelity in the States, will visit Brazil, February 25, probably going to Argentina a few days later.

Jose Scatena is working on the promotion of a new album recorded by Agostinho Dos Santos. He recently organized a press conference and deejay meeting in Rio de Janeiro to present the LP, which contains samba music with modern treatment and arrangements.

Othon Russo of CBS, in Rio, is also working on several new releases. Artists include lark Marisa Barroso, musician and arranger Astor Silva—who's also artistic director of the label—and others. Several Carnival music launchings are also included.

Philips is busy at work with the promotion of the first Jorge Ben album, "Samba-Esquema Novo," which could be properly tagged "After The Bossa Nova." The LP featured the latest current in Brazilian music, and has been very well received by the deejays and customers. The label is now preparing the second album by Ben, who has suddenly turned into a first rated star. Other Philips outings include a new album by Brigitte Bardot, whose stay in Rio meant very nice publicity for her, and one more by local Tampa Trio, also with modern Brazilian tunes.

As in Argentina, Brazilian RCA is cashing in the current trend towards Italian artists in South America. Nico Fidenco, Sergio Endrigo and Rita Pavone are among the top stars, and their records are very well sold. Up to now, RCA has two albums by Fidenco, one by Endrigo, and several singles. It is also selling very well Italian selection albums "Alta Presione."

Odeon is also working hard on its Italian artists. Among these are names like Pino Donaggio and Peppino de Capri. On the local side there are also many recordings being done, mostly in the modern style.

Among the new companies, probably the most dynamic one is Aloysio de Oliveira's "Elenco" label, devoted almost completely to Bossa Nova and modern arrangements. Among its artists are Vinicius de Moraes, one of the country's top composers and currently Brazilian ambassador to France, Sylvia Telles, Antonio Carlos Jobim and others. Elenco works mostly in the LP field and is also distributed by RCA.

The whole industry is preparing itself for the next meeting of the Latin American Federation of Record Producers, which will take place in Mexico City next April. Most companies will be present at the event, programmed every two years. This will be the third gathering. The first one took place in Rio and the second in Lima, Peru. Representatives from all the other record producing Latin American countries will be also present there.

Does Germany have Beatlemania? That is the question most asked of us by foreign reps today. The Beatles have swept the world with their sound and their records top the hit parade in almost every country in Europe and America, but one of their disks has not yet made its way into the top 10 in Germany. Germany does not yet have Beatlemania, but it will certainly get it. Although the stateowned radio stations are a little slow to accept the sound, the juke boxes are already full of records by The Beatles, and the newspapers and fan magazines are full of stories about the group. Electrola reports that 3 of their singles, "Twist And Shout," "She Loves You" and "I Want To Hold Your Hand" are selling like hotcakes and a new single has already been released from their LP. The LP is also doing very well here. German record firms are already frantically looking for German groups that sound like the Beatles, and the group is planning a trip here this Spring. That ought to put the nail in its place and drive the group into the hearts and onto the record players of the German teenagers.

Publisher-composer Rudi Von Der Dovenmuhle and A&R man—lyricist Nils Nobach are happy people these days. Their last composition won the German Pop Music Festival and went on to sell over 1/2 million records here. Although Nils works for Ariola, their last hit as composers were on Electrola/Columbia with Gitee and "I Want To Marry A Cowboy." Their newest work is called "It's Easy To Get Used To Beautiful Things" and has won the German competition for the "Song For Europe" contest to be held in March in Copenhagen. The singer is Ariola's Nora Nova, who is produced by Nils so if the record hits, it will be a double success for the writing team on the publishing and producing side as well.

Ariola announces that Frank Sinatra Junior is coming to Germany for a TV show here and will probably produce his first German speaking record for the firm. He will also appear on American army bases here.

Ariola has renewed their contract with Reprise Records and will continue to distribute the label here and in Austria. W&G Record Processing Co. in Melbourne Australia has taken over the Ariola-Eurodisc label for that country. Ariola-Eurodisc now has distribution in 35 countries.

Sabine Specht from Song Edition writes to tell me that the new Ariola waxing by Peggy Peters is beginning to move and that "Little Eefin Annie" is catching on like wildfire especially the German version on Polydor by Ted Hobbs with "16 Miles" on the flip side.

Rolf Budde reports a great start in the new year with Marlene Dietrich's German version of "Blowing In The Wind," Conny Froboess, top 10er "3 Musketeers," Rita Pavone's smash hit "If I Was A Boy" and "Yokohama Baby" by Thomas Fritsch, all in German.

RCA Victor's Little Peggy March recently visited Germany where her second German record was premiered during a Caterina Valente nation wide TV show on January 18. The Vienna Boys Choir who are now touring the USA have recorded the German high masses by Michael Haydn and Franz Schubert for Philips Records. German Vogue has released the first German waxing of The Searchers. The sides are German versions of "Sugar & Spice," the group's big English hit, and the big American tune "Money."

Electrola has signed former Philips singer Willy Hagara to a long term contract. Willy has recorded an LP of Vienna standards and the German version of "There I've Said It Again" as his first single effort for the firm.

Electrola's Ralf Bendix will tour the USA from the first to the 25th of February. The singer will be guest in several cities and 3 German radio stations in New York City alone will broadcast 2 one hour Ralf Bendix shows during his first week there.

Polydor reports that Helmut Zacharias will be doing another TV show in Barcelona, Spain on the 2nd of March. Helmut will then head for Portugal for a TV shot there.

CBS press man Lothar Graf is doing a fine job pushing the waxings of Little Stevie Wonder and the firm's first number 1 hit in Germany, "You Can Never Stop Me Loving You" by Bernd Spier in German.

Karl Breuer of Sikorski Music reports that tunes from their house took 2nd and 3rd place in the German tests for the "Song For Europe" contest. The records were sung by Gitta Lind for Teldec and Fred Bertelmann for Polydor.

Theodor O. Seeger of Peer Music reports that executive vice president of the Peer Southern Organization R. P. Iversen visited Hamburg recently for talks there with his firm.

Jimmy Makulis, German Vogue singing star dropped Cash Box a card from the USA where he is making his first trip for appearances in New York, Chicago and Los Angeles.

Trini Lopez is certainly the U.S. star of the day in Germany. His records are best sellers and he has 2 of the top 10 which is almost unheard of for a foreign star or for that matter a German star. Trini recently did a show for 2nd German TV and will be coming to Germany for a tour here. He will also soon be making his first German discing. It looks like Trini is here to stay and Ariola/Reprise Records have a top hit maker on their hands. That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	2	Das Kannst Du Mir Nicht Verboten (You can never stop Me Loving You)—Bernd Spier—CBS—Edition Accord
2	2	10	*Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone—RCA Victor—Rolf Budde Music
3	3	14	Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music
4	4	7	*Drei Musketeiere (Three Musketeers)—Conny Froeboess—Electrola—Metronom/Froeboess/Busse
5	5	9	*Es Gibt Kein Bier Auf Hawaii (There's no beer in Hawaii)—Paul Kuhn—Columbia—Paul C. R. Arends Music
6	6	2	America—Trini Lopez—Ariola/Reprise—Schirmer Comp/Chappell/August Seith
7	7	4	Bossa Nova Baby—Elvis Presley/Bill Ramsey/Ted Herold—RCA/Columbia/Polydor—Aberbach Music
8	10	3	*Nachts Hoer' Ich Immer Alle Uhren Schlagen (At Night, I Always Hear All The Clocks Strike)—Peter Alexander—Polydor—Hans Gerig Music
9	8	10	If I Had A Hammer—Trini Lopez—Ariola/Reprise—Ludlow/Hans Gerig Music
10	9	13	*Rosmarie—Pat Boone—London—Melodie Der Welt *Original German Copyright

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	6	I Want To Hold Your Hand (The Beatles/Parlophone) Sonora Musikforlags AB
2	2	4	Glad All Over (The Dave Clark Five/Columbia) Ehrling & Lofvenholm
3	5	4	Beautiful Dreamer (John Leyton/HMV) Southern Music AB
4	4	18	She Loves You (The Beatles/Parlophone) Sonora Musikforlags AB
5	3	9	Diggety Doggety (The Streaplens/Odeon) Edition Odeon
6	6	6	I Like It Like That (Larry Finnegan/Sonet) No publisher
7	10	2	500 Miles Away From Home (Bobby Bare/RCA Victor) Bens Music AB
8	—	1	Go Back To Daddy (Pat Wayne/Columbia) Edition Odeon
9	9	3	Dominique (The Singing Nun/Philips) Nordiska Musikforlaget
10	8	5	Johnny Loves Me (Suzie/Sonet) Sonet Music

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	2	9	She Loves You (The Beatles/Parlophone) Multitone A/S
2	5	6	I've Got A Lovely Bunch Of Cocoanuts (The Sunbeams/Manu) Imudico A/S
3	1	12	Johnny Loves Me (Suzie/Sonet) Sonet Music
4	7	3	*Du Skal Bare Ta' Det Roligt (Gitte/HMV) Imudico A/S
5	—	5	I Want To Hold Your Hand (The Beatles/Parlophone) Multitone A/S
6	3	7	Dominique (The Singing Nun/Philips) Wilhelm Hansen, Musik-Forlag
7	8	3	Be My Baby (The Ronettes/London) Belinda (Scandinavia) AB
8	4	10	Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinavia) AB
9	10	3	Beautiful Dreamer (John Leyton/HMV) Southern Music AB
10	6	11	Drina (Mars na Drini) (Jorgen Ingmann/Metronome) Stockholms Musikproduktion *Local copyright



CANADA

Dick Riendeau and his charming secretary, Monique Leroux, played host to a wide cross section of radio and TV people at a reception in Montreal's El Morocco (27/1) for Al Martino. Al was present and mingled with the guests throughout the afternoon and evening. Copies of the new Martino album were presented to deejays attending the affair, many of whom drove from neighbouring cities as far as a hundred mile away to meet the great Capitol artist. His current single, "I Love You More And More Everyday" is now well established as a heavy air play item, and steady best seller from coast to coast in Canada. The Feb. 1st. edition of *Cash Box* proved to be a happy addition to the festivities as it contained an excellent review of the new Martino album, "Living A Lie," and singled out the latest Martino single as a "Sure Shot." Later in the evening, the charming Cathy Carr and her husband Ron Cash, who just recently acquired ownership of the Montreal night spot, El Morocco, where Al Martino was appearing, renewed some old acquaintances and established some new ones with deejays present at the gathering for Al. Cathy is about to record again in the near future. Many of the radio types in attendance at the reception cut interviews with Al Martino. He seemed to be especially popular with the lady interviewers as several of them made sure to get interviews on tape before they took their leave.

Shila Rodgers of CFMB, Montreal found the young singing star a most willing interviewee in a broadcast she recorded right in the night spot for one of her daily morning programs on the Montreal outlet. Al's conductor-accompanist, Al Lerner, is no stranger to this part of the country. Al has been travelling to this country for many years with many of the most outstanding singers in the business. He most recently was in eastern Canada as conductor-accompanist for Jimmie Rodgers. Al was busily cutting up old touches with friends from the Montreal-Ottawa area, but took time to tell C.B. that he has just recorded four sides for release shortly as singles. As a matter of fact, the two singles have already been released in Australia by W and G. Deejays would be well advised to keep an ear open for the North American release of this fine record product by one of the more talented musicians in the business today.

Also appearing in Montreal was home town boy, Maynard Ferguson, and his thirteen-piece jazz orchestra. They had the jazz buffs of the Metropolis in a really swinging mood with the sounds they were putting down in the Casa Loma. Another pretty, female broadcaster, CKVL's June Warren, recorded an interview with Maynard between shows.

The management of the night spot where Maynard and his band were appearing had arranged for leading-lights of the deejay and press fraternity to be their guests for the Ferguson show. They were unanimous in their endorsement of the swinging sounds produced by the famous jazz man and his crew. Bill Smithers of Quality was on hand to see that the press and radio types had opportunities to meet and chat with the Montreal-born musician who has made such a fine name for himself through his great horn work, both on record and in person, the World over.

A recent *Cash Box* visitor was Pat Hervey. She dropped in with RCA Victor men, Mike Doyle, and George Richard to visit with deejays at Ottawa's CKOY, and to meet the public at an autograph party the same day at one of the Capital's leading retail outlets, Sherman's Music Land. A large number of Pat's fans turned out to see her at the record shop. She is currently riding high in Ottawa, and several other Canadian markets with an RCA Victor side that is easily her best record in her career to date. "Walking In Bonnie's Footsteps," is the top side of the good girl singer's latest for the RCA folks. As always she was a most charming and gracious guest in a broadcast chat with CKOY, P.D., Bill Lee. Mike Doyle is really pepping up the promotion side of the picture at RCA Victor on a national scale. In the short period of time he has held the reins he has developed several contests designed for tie in's with the country's broadcasters. They center around new RCA Victor record produced by John Gary, Dick Damron, and the outstanding new documentary package by Huntley and Brinkley, "A Time To Keep." Another good, recent release that has both promo and sales types at RCA Victor very happy is the new set by The Living Strings, "Music To Help You Stop Smoking." Whether it really helps beat the habit or not, it'll be a hot item with dealers everywhere. Mike has nothing but high hopes for a couple of outstanding new RCA Victor singles, "Kissin' Cousins"/"It Hurts Me," the new pairing by Elvis follows the usual Presley policy of baking a moover with a more subdued outing. Again, both will be big. Another single that has RCA Victor types very excited is the latest by Los Indios Tabajaras, "Always In My Heart"/"Moonlight And Shadows" is the pairing that should carry the instrumental duo right back to the top ten chart area. Other new singles of note from RCA, include items by The Cascades, John D. Loudermilk and Paul Anka. Be on the lookout for a new proposal about to be made to the Countrys' broadcasters by RCA Victor, concerning promotion releases.

Grant Foster of CFOX, Pointe Claire (Montreal) is in the market for top name C&W record talent to book in the Montreal area. He has already been responsible for some of the biggest country shows in the Canadian metropolis, and is anxious to line up other big names for Montreal area appearances.

"Hootenanny Express" by The Canadian Sweethearts is rapidly developing into a solid chart item in Canada. It is getting both pop and country air exposure in king sized doses. It's a real happy sound that has the folks flocking to buy. The Quality people indicate that the side, originating with A&M in the U.S., is going to be one of their hottest singles all across Canada in a very short while.

Even non-rock jocks will dig the new LP by The Dixiebelles. The kids, Shirley Thomas, Mary Hunt and Mildred Pratcher, have happily combined the good old dixie sounds of years gone by with the modern sound that sells records by the fistful, and that's just what they're doing, selling records by the fist full. They are already top chart items with their single, "Southtown U.S.A." (it's on the LP by the way together with their debut smash, "Down At Poppa Joe's") and the album will rapidly become a chart item if early deejay acceptance is any indication. Another couple of LP goodies that have Hal Ross on the move over at London these days include: "Drag City" by Jan and Dean and "In Space," featuring the great swinging sounds of The Ventures. Hal indicates that he welcomes the opportunity to cooperate with the country's spinners where contests on the aforementioned product are concerned. The hottest single in some time around the London H.Q. is the newie by Kathy Kirby, who Hal describes as follows: "... a beautiful girl who looks as good as Jane Mansfield and she lives in England and she can sing too!" I'll have to say amen to at least the last claim. Her good reading of "Secret Love" should go a long way to making the song a hit all over again. According to Hal, the side is the number five song in England, and it's beginning to show hit signs in this country, with heavy air play at such widely separated spots as C-FUN in Vancouver, and CKGM, Montreal.

Incidentally, CKGM's loss will be CJAD's gain, in so far as the services of one beautiful record library employee are concerned. Ex-Winnipegger, Sally Dales moves from the one Montreal outlet to the other.

A record originating with Arthur Godfrey's Contempo Label in the U.S. is creating quite a stir in the Nation's Capital of late. "In The Image Of God" is



AUSTRALIA

It was indeed a pleasure to meet two such nice people as Nina and Frederick at a recent reception to welcome them to Australia. In honor of their visit, EMI made a big promotion drive on the records it has available by this talented pair.

Many records are out now in tribute to the late John Fitzgerald Kennedy. Of them all it seems that the one being best received in this country is the Festival label release of the tribute from the BBC in the series "That Was The Week That Was."

The De Kroo Brothers are out with a great single follow-up on the Festival label to their fine hit "Scarlet." The top side of the newie is "Foggy Mountain Top" which is on the hootenanny kick—it should do well for the boys.

With the hot-rod business starting to create some interest in Australia, ARC has moved quickly into the field by releasing their CBS disk of The Rip Chords with "Hey Little Cobra." Another CBS single doing great business is the Andy Williams cut of "A Fool Never Learns" which according to ARC's general sales manager, Ray Bull, has "taken off like a rocket in all States."

Marty Robbins is scheduled to arrive in Australia on February 18 and will have about a week in this country before moving out on a tour to New Zealand. During his stay here Marty will cut segments for several television shows and will also do some concerts supported by top Australian C&W acts.

Recording activity of local artists has understandably been fairly quiet over the recent holiday season but action will soon start again. 1963 was a reasonably good year for local talent but certainly not the best year we've seen. Many local discs were produced last year but not a great number of national hits resulted—although there were many, many regional hits. All things being equal 1964 should be a bonanza year for the local product... it is a year that could see several of our leading stars step out on overseas visits.

One of the most played records on Australian radio right now is "Glad All Over" by The Dave Clark Five from England. It is high on our best-seller list and looks like a real smash for EMI on Columbia.

If some of the hot English acts could tour Australia right now they would make a fortune. Whether or not the enthusiasm can be held to its present high standard until some of the big groups visit us within the next few months remains to be seen. Trends come and go so quickly in this business that there is some risk in booking an act a long way ahead. The way things stand at this moment the "Liverpool Sound" is the hottest thing since Presley and for the sake of the promoters we hope it stays that way for the next few months.

For the first time since this column has been appearing, we find the same artists with the top three records across the nation to their credit. You won't need to be told that the artists are The Beatles and their three top hits in order are "I Want To Hold Your Hand"; "I Saw Her Standing There" and "She Loves You."

Ron Gillespie—head of W & G Records—reports great action on two new locally produced records of overseas hits. Kevin Shegog already has his version of "Saginaw, Michigan" making good headway and Adrian Ussher—who scored heavily a while back with "Talk Back Trembling Lips"—again looks set for the top with his latest effort "A Week In The Country."

Graham Webb, one of the personalities with Station 2GB (Sydney) has been given his own disk-jockey show again after many months of doing the breakfast session and mid-morning programs. Graham's new program will be heard five nights each week and on Sunday; his program "helper" will be Joy Parr from the 2GB record library.

Australia's Best Sellers

- 1 I Want To Hold Your Hand (The Beatles—Parlophone) Leeds Music
- 2 I Saw Her Standing There (The Beatles—Parlophone) Leeds Music
- 3 She Loves You (The Beatles—Parlophone) Leeds Music
- 4 Glad All Over (Dave Clark Five—Columbia) Reg Connelly Music
- 5 Do You Love Me (Brian Poole—Decca) Dominion Music
- 6 Please (Frank Ifield—Columbia) Chappell & Co.
- 7 As Usual (Brenda Lee—Festival)
- 8 Memphis Tennessee (Dave Barry—Decca) Jewel Music
- 9 Secret Love (Kathy Kirby—Decca) Allans Music
- 10 Pretty Paper (Roy Orbison—London) Acuff-Rose

CANADA (Cont'd)

the side, cut by one Billy DuPree. The artist was a member of the famed "Singing Sergeants" of the U.S. Air Force Band, and as such made frequent appearances over the last few years at the Central Canada Exhibition in Ottawa. Now that he is no longer in the U.S.A.F., the young singer is making a career for himself in show biz. He has been appearing for the last little while with Arthur Godfrey on his various radio and TV shows. The record is being distributed in Canada by the Compo Company. Anyone wishing a copy of the disk and/or more information concerning this fine new artist should contact Marlyne Feehey, 107 Stanley Ave., Ottawa 2, Ont.

Record man Walt Grealis, manager of Shirley Matthews, is about to debut a new company intended to function as an independent promotion, personal management, P.R. etc., under the heading of "Walt Grealis' Images." Already connected with Grealis in a management capacity is Miss Matthews, whose international success with "Big Town Boy" is in no small way due to the efforts of Grealis; Hamilton deejay, Dave Mickie, about to make his debut as a recording star; Bobby Dow, who enjoyed considerable success in several areas with recent RCA Victor singles; and WKBW, Buffalo spinner, Joey Reynolds. By the way, Bobby Dow will now be recording for the Tamarac label in Canada with H.Q. in Toronto. Walt indicates that two Canadian songs will shortly be released in the U.S. on 20th Century Fox by newcomer Jayson King. Canadian release will follow shortly on Tamarac.

We've been keeping you informed on the progress of the new folk-type album by Julianne Harris. I feel that a word about the physical characteristics of the new femme singer would now be in order. She's five foot one, a brunette, and she's beautiful. Moreover she sings up a storm, as you will soon be able to hear for yourself. About those characteristics, I am in a position to verify them as I'm one of the few traders to have met the mysterious Miss Harris.

Dave Palmer, spinner at Saskatoon's CKOM, has good words for a new release by Barry Ennis. It's on Barry in Canada, Crescent in the U.S. "Mountain Of Ice" is the top side and there's action a plenty on it all across the Canadian west. Another item that broke first in the western provinces, Loreen Church's "That's What You Do"/"I Want To Stand Up On The Mountain," is being serviced by Quality to all Canadian deejays. It was a slow starter but now it's really beginning to happen Canada-wide.



SPAIN

During January, Spanish TV and Radio gave the first **Gold Record** Disco de Oro (this is the name of the award, but doesn't mean that those records sold more than a million, of course)! There were only two: one for the best foreign record, given to "Dame Felicidad" ("Free Me") by Mexican Enrique Guzmán (CBS), and the other for the best Spanish record, given to "La Hora" (by Portolés and Sellés, both composers of hits, and also winner of Benidorm Festival) sung by **Tito Mora** on RCA Victor. These two records were chosen through the radio program, "Hit Parade Nacional," done by Mariano Méndez Vigo in Radio Nacional de España (State O & O Station).

January is also in Spain the month for "popularity polls." The magazine about records "Discóbolo" published recently the results of 1963 popularity poll, as follows:

Best male foreign singers: **Elvis Presley, Paul Anka, Cliff Richard, Johnny Hallyday, Ray Charles, E. Guzmán.**

Best male Spanish singers: **José Guardiola, Tito Mora, Raphael, Mike Rios, Michel.**

Best female foreign singers: **François Hardy, Connie Francis, Petula Clark, Dalida, Brenda Lee.**

Best female Spanish singers: **Gelu, Rosalía, Lita Torelló, Rocio Dúrcal, Salomé.**

Best foreign vocal group: **Los T.N.T., The Platters, Los 5 Latinos, The Brothers Four, The Everly Brothers.**

Best Spanish vocal group: **Dúo Dinámico, Dúo Rúbam, Dúo Juvent's, Los 3 Carino, Los H. H., Albert & Richard.**

Best foreign instrumental group: **The Shadows, The Spotnicks, Ray Conniff, Los Teen Tops, The Tornados.**

Best Spanish inst. group: **Los Relámpagos, Los Sonor, Orq. Maravella, Rudy Ventura, Los Pájaros Locos.**

Best Spanish Songs: **"La Hora," "Cariñosa," "Perdóname," Enseña Tus Manos" "Qué Tengas Suerte"**

Best Foreign Songs: **"Dame Felicidad" ("Free Me"), "Chariot," "Tous Les Garçons Et Les Filles," "Maria," "Dile" ("Tell Him").**

A very important fact now in the Spanish Record industry is that musicians do not want to play on recordings at their present wage scale. Record companies think that the figures asked by the musicians are much too high. The quarrel is now in a deadlock and the record companies are recording the local versions with play-backs of the background that come from other countries.

Some lucky Spanish artists are getting a real success out of Spain. **Albert & Richard**, Spanish RCA Victor discovery, are now recording their own songs in England, where they call themselves **Alberto and Ricardo**. **Rocio Dúrcal** (Philips), also a film actress, has received good news from Mexico.

Françoise Hardy, top French female singer, has come to Spain for night-clubs and TV appearances. **Dion** (Mr. Ruby Baby) was also here, but only for TV. Also visits paid by **Kenny Drew** to a jazz club in Barcelona and by **Frankie Avalon** to TV and night club.

Probably **Tito Mora** (RCA Victor) and **Gelu** (EMI) will record together, singing some hits in duo. Both companies have reached an agreement. Different titles will be released on both labels. Representative of German International label, **Hans Schemke**, is here dealing with some companies the right to release here **Peppino Di Capri** and **Elke Sommer** productions (and more from International). **Hispavox** and **RCA** seems to be the most approximated to the contract.

First Dynagroove releases include **Peter Nero** and **Duane Eddy** stereo L.P. Mono Dynagroove will be released in March. **Belter** has released **April Atevens** and **Nino Tempo's** "Deep Purple," **Ben E. King** "I (Who Have Nothing)" and **Barbara Lewis' "Hello Stranger"** . . . **Zafiro** issued an L.P. by **Marisol**, charming top singer and actress. . . CBS presented an L.P. of **Frank Sinatra**. . . Discophon released a big collection of **Negro Spirituals** (12 volumes E.P.), that reached high sales during Christmas. . . Probably **Frank Sinatra Jr.** will sing in Madrid in February.

The **Blue Diamonds** and **Françoise Hardy** will record in the near future in Spanish. Dutch duo recorded oldie "Maria Dolores" and Spanish version of "Sukiyaki." This is a very important matter to be known by companies with representatives here: international artists must record in Spanish if they want to have success here and in Spanish speaking American countries.

"Gran Parada," first Spanish TV show, presented recently ten songs from which listeners will pick the one to represent Spain in Eurovision Song Contest. The results are not yet known.



MEXICO

Here from Spain is **Esteban García Morencos**, general manager from **Zafiro** Records and **Luis Ferrer**, A&R of the same company, to sign a contract of representation with **Orfeon**. With the same motive from Caracas, Venezuela is **José Antor** and **Mr. Valle**, both of them executives from **Antor Records**. So, from now on, **Orfeon Records** will be represented in Spain and in Venezuela by the aforementioned, who will stay in this city until they check the **Orfeon** catalog and choose the best material to take back to their countries.

Angélica María, currently number one vocalist in México, is finishing her 34th picture. This young singer, who is 19 years-old, began to perform in pictures at the age of 6. Her latest recording at **Musart Records** are "Dominique" and "No Te Puedo Abrazar." Angélica will perform for the first time in New York at the theater "Puerto Rico." Later, she wants to do a musical show in a Mexican night club and in a few more months will fly to Spain, where her records are getting very popular.

Gamma Records will release the latest recordings made in Spain by Spanish vocalist **Marisol**. Her latest picture will be released very soon in the Mexican capital.

Finally, **RCA** released the long play recorded in México City with **Neil Sedaka**. Songs like "Bad Girl," "Waiting For Never," "Must Be Dreaming," "The Dreamer," "Next Door To An Angel," "Let's Go Steady Again," "Ti Quarteto Nel Cuore" and Mexican songs like "Maria Elena," "El Reloj" and others. All of them were recorded in Spanish by **Neil** with an American orchestra and a Mexican one, conducted by **Chucho Zarzosa**.

CBS also released the newest **Enrique Guzmán** long play, on which the popular young Mexican singer includes the songs "The Cry Of The Century," "Mala Femena," "The Love Of The Boy," "I Will Follow Him," "Uno Dei Tanti," "Witchcraft," "We're Gonna Throw A Little Party," "Betty In Bermudas," "Teenage Philosopher," "María" and "1999." The backing is by **Chuck Anderson** and his orchestra and the rock and roll group **Los Salvajes**. Enrique will fly to Spain in May to make his first performance in Europe. He will receive a "gold record" for his popularity.



HOLLAND

Bovema's Stateside-label has rushed out four high flying Cash Box hits: **Joey Powers' "Midnight Mary," The Murmaids' "Popsickles and Icicles," Dean and Jean's "Tra La La La Suzy"** and **The Trashmen's "Surfin' Bird."** **Cees Mentink**, Gramophonehouse's Imperial-chief, reports that both **Imca Marina** and **Shirley** are now regularly appearing on Dutch Radio and TV. **Imca's** latest hit "Ueber Den Wolken Ist Sonnenschein" is selling very fast. Another Imperial-songstar, **Rita Corita**, recorded her "O, Wat Heb Ik Een Figuur" in Germany. **Rita's** now a featured star in many regular TV-shows with slapstick-comedian **Bueno de Mesquita**.

First results of Imperial "Tiener Top Test"-panel will be released shortly. Among them are "The Tragedy Of Kennedy" by **The Southern Bell Singers** and **Freddie Cannon's** treatment of "Sweet Georgia Brown."

Bovema's Columbia-department reports from Holland that first items by the **Dave Clark Five** have been received with growing enthusiasm. In a jazz vein, **Herbie Ellis' "Midnight Roll"**-album is now getting raving reviews and radio plugging.

Bovema's Capitol-label now has another C&W-smash hit in the can: **Buck Owens' 12"** album "Buck Owens Sings Tommy Collins" is being sold extremely well these days.

Hot entries on the local scene issued by **Artone** this month, include **The (new) Selvera's** Dutch reading of the German Hit "Drei Musketiere" and trumpeter **Willy Schobben's** new, up-dated version of his former world-wide success "Trumpet Tango." **The Selvera's (Zus & Jenny)** made their TV-debut last week.

The **ABC Paramount** line, distributed by **Artone**, is scoring regularly in the Singles & Albums picture. "That Lucky Old Sun" by **Ray Charles** and "Who Cares" by **Fats Domino** both are doing great. New releases include: **Tommy Roe's "Come On," "What Kind Of Fool"** by **The Tams** and "Happy Tears" by **Paul Anka**. **ABC's Jazz-line "Impulse"** has meanwhile become a big Jazz-label on the market in this country, with packages by **John Coltrane, Roland Kirk** ("Out Of The Afternoon") and **Charles Mingus** as top-scorers.

Artone's subsid **Funckler Records** also is hitting the market with material by **Roland Kirk**. To be released soon is **Kirk's** very first LP recording he made with **Ira Sullivan** for the **Argo** label: "Introducing . . . Roland Kirk." The multi-instrumentalist appeared in concert here recently and has proved a steady seller since.

During his 4-day stay in Benelux, **Trini Lopez** will be presented with a Platina replica of the 250,000th copy of the "Hammer" etching sold in this territory. Event, being unique in that the **Lopez** had probably will be the first American singer to receive such award, will take place during the half-hour VARA-telecast of a live performance at **Amsterdam's Bellevue Theatre**. **Pete Felleman**, Reprise Exec for Benelux and manager of **Artone's** subsid **Funckler Records**, will take care of the proceedings.

Artone's subsid **Funckler Records** reports lots of action on account of **Roulette** recording artists. The world-famous **Barry Sisters** are getting special attention in conjunction with their latest LP release "The Barry Sisters in Israel." The late **Dinah Washington** has been the subject of many Radio and Press profiles on account of her tremendous "Dinah '63" package, issued soon after her death. Hitting both the singles and LP markets, **Ray Barretto** Y Su Orquestra should interest Latin followers as well as Pop buyers.

Holland's Best Sellers

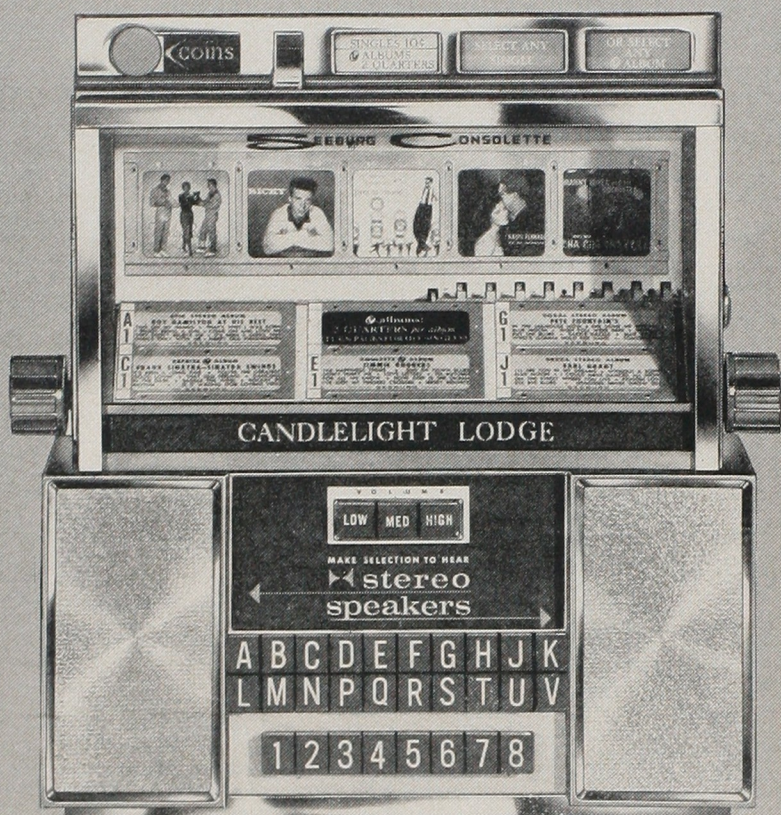
This Week	Last Week	Title (Artist/Label)
1	1	Pour Moi La Vie Va Commencer (Johnny Hallyday/Philips) (World Music/Brussels)
2	2	Nimm Deine Weisse Gitarre (Gert Timmerman/Telefunken) (Les Ed. Int. Basart/Amsterdam)
3	4	This Land Is Your Land (Trini Lopez/Reprise) (Les Ed. Int. Bassart/Amsterdam)
4	3	Spiegelbeeld/Tes Tendres Années (Willeke Alberti/Philips, Johnny Hallyday/Philips) (Francobel/Brussels; sole agency: Editions Altona, Amsterdam)
5	5	If I Had A Hammer/America (Trini Lopez/Reprise) (Les Ed. Int. Basart/Amsterdam)
6	7	Dominique (The Singing Nun/Philips) (Editions Altona/Amsterdam)
7	6	Tous Les Garçons Et Les Filles (Françoise Hardy/Vogue) (Les Ed. Int. Basart/Amsterdam)
8	8	Maria No Mas (Cliff Richard/Columbia) (Holland Music/Amsterdam)
9	9	Maria Elena (Los Indios Tabarajas/RCA) (Holland Music/Amsterdam)
10	—	I Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basart/Amsterdam)

Mexico's Best Sellers

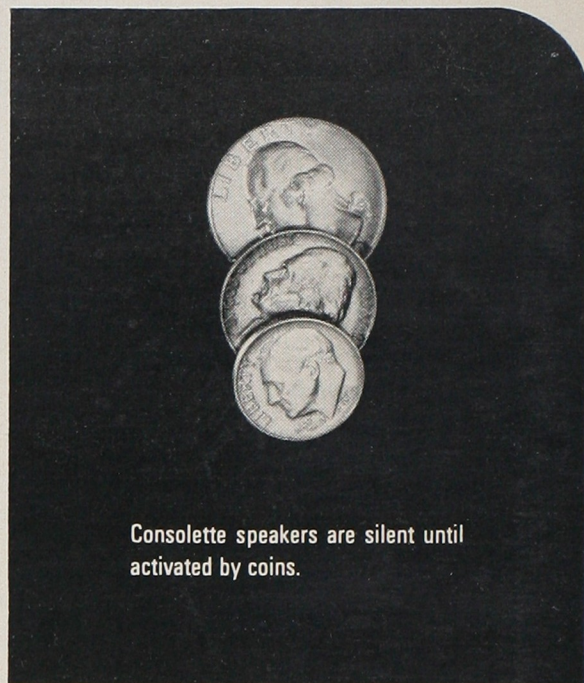
1	Dominique—Los Dominic (Orfeon)—Sor Sonrisa (Philips)—Angélica María (Musart)—Queta Garay (Peerless)—Hermana Algeria (CBS)—Luis Perez Meza (Cisne)
2	Si Supieras—Sonora Santanera (CBS)
3	Magia Blanca—Hnos Carrión (CBS)—Trío Venezuela (Velvet) (Grever)
4	Quiero Quedarme Aquí (I Want To Stay Here)—Steve Lawrence—Eydie Gorme (CBS)—Los Dominic (Orfeon) (Brambila)
5	El Martillito (If I Had A Hammer)—Trini López (Reprise)—Los Mabers (Musart)
6	Recuerdos De Ipacarai—Neil Sedaka (RCA)—Monna Bell (Gamma) (Fermata Mexicana)
7	Enamorado—Los Yorsys (Musart)—Ray Barreto (Gamma)
8	Gracias—Connie Francis (MGM)—Lucho Gatica (Musart)—Javier Solís (CBS)—Flor Silvestre (Musart)
9	En La Revancha—Sonia López (CBS)
10	Despeinada—Los Hooligans (Orfeon)—Manolo Muñoz (Musart)—Pablo Beltrán Ruiz (RCA)—Los Xochimilcas (Peerless)—Kay Perez (Orfeon) (Reimsa)

MEXICO (Cont'd)

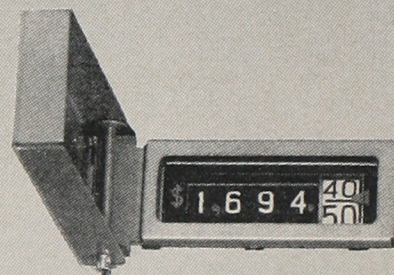
From **Musart Records**, we received a single made by **Alberto Vázquez**, including the songs "Perdóname La Vida" composed by **Gabriel Ruiz** and "El Secreto," the old standard recorded some years ago by **Gordon McRae**. Arrangements and orchestra are from **Jorge Ortega**.



The personalized Seeburg Stereo Consolette combines remote selection with money-making stereo speakers.



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MUSIC FOR PROFITABLE PUBLIC ENTERTAINMENT



It's Time To Move The A.T.E. Convention Site



Anytime a trade association can get 3000 tradespeople into a meeting hall to view products exhibited by sixty-eight firms displayed from more than one hundred stands, in the words of more than one promoter, they have a good thing going for them. But unless these V.I.P.'s are treated in a manner to which they have grown accustomed, they may very well leave future A.T.E. Conventions to more self-sacrificing colleagues and await reports of the show from the trade press. This is liable to happen unless the Convention Committee gets busy this moment and contracts for a more suitable site for what has grown to be the most successful coin machine convention in the world.

An observer noted that on noon of opening day, with no more than 1200 people on the floor, the turnstiles had already jammed, viewers were bobbing heads to get a look at displays, and each of the four main arteries which are used to increase the rate of traffic flow, were literally clogged with buyers clutching, so to speak, hard earned money earmarked for the purchase of equipment. After all, that's why people go to a Convention. And with this in mind, they must be treated as royalty.

Here in the U.S.A. we would love to see our MOA Convention halls jammed, comes next October. There is every indication that with continued hard work on the part of our highly qualified Committee, this may be the case. But MOA has seen the days when the Convention hall echoed with resounding confirmation that perhaps the show had been held last week. Exhibitors spoke with one another to sustain themselves. It is a harrowing experience. Hence the new look at MOA and the spirit of determination that will most certainly result in successful Conventions of the future.

But we must overstep our bounds, if that is what we are doing, and warn A.T.E. and our British friends of the impending peril that could come about as a result of the extremely poor conditions under which thousands of visitors must participate in the annual trade show. Do not chase them away. Cater to them, each and every one, for they are not unlike the thousands of nerve centers which together, put life in a most important part of the coin machine industry in the United Kingdom.

3000 SHATTER ATTENDANCE COIN EXECS ARRIVE FROM

Termed An Unqualified Success

LONDON—The 20th Annual Amusement Trades Exhibition which took place in London last week must go down on record as an unqualified success. By the time the doors opened at 10:00 a.m. on Tuesday, January 28th the usually bleak and cold Royal Horticultural Hall, Westminster, had been turned into a merry-go-round of fruit machines, phonographs, games, arcade equipment, kiddie rides and swag. The transformation was achieved after a weekend of tension on the part of the organisers, work-gangs, electricians and, last but not least, the exhibitors themselves, all of whom normally have access to the hall three days before the show opens. This year, however, with equipment from a previous exhibition still being removed on Sunday morning, it was touch and go whether the A.T.E. stands could possibly be erected and the pile up of equipment sited by zero hour. Miraculously after forty-eight hours of feverish activity the big show of 1964 got off to a tremendous start.

Several factors were immediately apparent. Firstly, that the elaborately, competitive stands of the major distributors were of a remarkably high standard. Particularly striking and, at the same time, designed with impeccably good taste were the stands of Ditchburn Equipment Ltd., Mar-Matic Sales Ltd., Phonographic Equip-

ment Ltd., and Ruffler & Walker Ltd. Secondly, it was evident after only a few hours that all the previous attendance figures were being well and truly broken. Thirdly, more V.I.P.'s from America and the Continent flew in for the occasion than ever before—proof of the growing importance of the Exhibition. The list of overseas visitors and friends both old and new who visited the Cash Box stand during the three-day event read like a veritable Who's Who of top brass in the coin machine industry throughout the world. All the major manufacturers from the United States seemed to be represented together with their major European importers and distributors.

Last, and perhaps most important of all, it is necessary to report that the 1964 A.T.E. has proved, without doubt, that the present venue is no longer adequate in any way to house this annually expanding event. By noon on the first day when some 1,250 visitors had passed through the turnstiles, the four main arteries of the display area were completely blocked. As the hours wore on and the hall became more and more congested it was increasingly difficult to view with any degree of comfort and complaints about the inadequacy of the hall were being voiced on all sides, as visitors battled their way from stand to stand. Under conditions such as these, exhibitions, notoriously tiring at the best of times, become intolerable, defeating their own ends which must

surely be to show and sell to the best possible advantage, under the best possible conditions.

Change In Halls Now A Necessity

The present venue no longer fulfills either of these obligations. As we have already stated the organisers, conscious of these defects, are making every effort to find a suitable alternative. Not only must the exhibition area itself be appreciably larger but the ideal location should also incorporate spacious lounges, restaurants and bars away from the bustle and noise of the main hall. These are vitally important necessities if the exhibitor is to achieve maximum results from his efforts. However, effective the stand or showcase may be in attracting the customer the sale may often be clinched away from the floor in surroundings more conducive to amiable discussions.

The promise of new equipment in all categories was amply fulfilled and many machines by the world's leading manufacturers were seen in London for the first time. Once again multi-slots were prominent both in size and numbers. One of the largest of these, the Florida Surf Race, was to be found immediately on entering the hall on the stand of Mayfield Automatics Ltd. A 24-player, 1d play, 120-slot machine measuring 10-ft. across and surmounted by a vast perspex

dome under which five coloured boats race round a real waterway surrounding a central island. The winning colours pay out 2-12. Also on the Mayfield stand could be seen two 20-player 100-slot, 1d play machines "Greyhound Derby" and "Colour Roulette." Similar multi-slots were to be found on the stands of Vale Amusement Supplies who had an attractive 8-player, Blackjack, with flashing playing card motif with payouts from 2-12. Multi-slots were also shown by Alfred Crompton, Crompton and Bates, Millers Multi-slots and Leeday Photomatics. Kraft's Automatics once again displayed a wide range of their own designed and manufactured machines including the popular 1d play, 6-player, 30 slot "Auto Fruit" with flashing fruit symbols and the 3d play "Lucky Throw." Both console models.

Phonos A Major Attraction This Year

Phonographs, this year, proved a major attraction with several new boxes making an impressive debut. In this field tremendous interest centered around the A.M.I. stand and the brand new prototype "Electronic" 160-selection small juke box manufactured by the German subsidiary of The Automatic Canteen Co. of America and specially flown in for the A.T.E. The machine, currently on the



Panoramic Photo Of New Royal Horticultural Hall Taken By Cash Box During

RECORD AT LONDON'S A.T.E. EUROPE, ASIA, AFRICA, U.S.

factory floor, will be fully available in about six weeks. Major features of the box are utter simplicity, interchangeability of components and speed of selection. The "Electronic" 160 has a remarkably high tonal quality in relation to its size. The title panel at the top of the machine incorporates two notable features—an electronic number indicator which registers the selected disk and six illuminated spots which in turn indicate the credit established. Also on show the new AMI Tropicana 200 selection, first introduced just before Christmas.

New Models On Hand From Other Nations

Ditchburn Equipment Ltd. making a welcome return to the A.T.E. gave pride of place to the new Wurlitzer 2800. Unique feature of this machine is the Golden Bar Seven Top Tune Selector for either the Top Seven singles or Little L.P.'s. The W 2800 is housed in a completely new style cabinet. The redesigned Lyric 100 was also on show on the Ditchburn stand. Rock-Ola phonographs enjoyed maximum exposure on the stand of their importers and distributors, Ruffler and Walker. The spotlight here was on the brand new 418 SA, playing Little L.P.'s with intermix for 33 $\frac{1}{3}$ rd and 45 r.p.m. and fitted with an income totaliser. The Rock-

Ola range also included the Rhapsody 160 selection and the Capri 100 plus the 1494 wall phonograph.

Slots Offer New Payout Features

Symplay Ltd., the United Kingdom distributors for Th. Bergmann & Co. of Hamburg, showed the full range of phonographs including the Symphonie 100 series. The Surfari Gun, the smallest mirror gun in production, proved to be a quick fire seller. Another phonograph to draw the crowds was the Swiss designed, french manufactured, Jupiter 96 and 120 shown on the elaborate stand of Phonographic Equipment Co. Ltd. who reported heavy sales. However, Phonographic gave their greatest space to fruit machines with the new Bally fruit well to the fore. Mr. Bill O'Donnell, President of the Bally Manufacturing Co. came over specially to launch it on the British market. The machine has an electrical pay-out popper replacing the customary coin tube and the old pay-out slide system which can be adjusted to suit pay-out requirements on the various jackpots. Another innovation is the substitution of the escalator by a national bent coin rejector. Phonographic also displayed an impressive array of Sega machines including the new Lord Sega.

Nearby on another impressive

stand Mar-Matic Sales Ltd. featured the new Jennings 6d play Pearly King and Pearly Queen machines with novelty, charity, heart award, the idea being for the lucky player to donate the free pay-out, which is on the centre reel only, to charity. The machine has two jackpots. Another two-jackpot 6d play on show for the first time was the Jennings 8-ball with the added feature of giving a free pull on every 13th play. Mar-Matic Sales Ltd. enjoyed one of the sensations of the show with Jennings new British Challenger with electric pay-out and jackpot of 230 coins won on a mystery combination. The Challenger 6d play is contained in a pedestal which also houses an electrical pay-out mechanism and is finished with a high quality chrome surround together with the well known Jennings "winning head" symbol. Mar-Matics also featured the new Keeney 6d play electric Pony Derby and Twin Dragon consoles.

Australia Well Represented At Show

Ainsworth Consolidated (Great Britain) Ltd. reported excellent sales for their new Nevada Gold Star making its first London appearance alongside the proven range of Aristocrat machines. Another Australian firm, Jubilee Products Ltd. were showing their new 3d and 6d Jubilee Interna-

tional. Available for world distribution in any size foreign currency desired, visitors from overseas, were placing orders briskly. An old established exhibitor at the A.T.E. Philip Sheffras had a winner with his show-stopping "Lucky Clown," an attractively designed glass fronted cabinet featuring a mammoth clown with perpetually rolling head and eyes. Ping pong balls ejected from his large red mouth fall into receptacles with pay-outs of 6d and 1/-. Player appeal is added by the pay-out device which sends the winning coins clattering down from an eye level slot into thigh level trays. The two machines on show were sold within an hour of the exhibition opening.

On the dais at the end of the hall the only foreign exhibitor Automaten-Bau Forster of Germany featured their soccer and ice hockey games on a stand which was situated alongside Edwin Hall whose wide range of kiddie rides once again proved him a leader in this particular field. Next door, Peter Simper, main distributor for Keeney and Jennings reported that hard sales from the stand itself had far exceeded his expectations. Also on the dais was the Glenwill Press and Coin Automatics stand, printing specialists for fruit, tote and golf bands. The company also displayed a bank of Jennings 6d play Riverside fruit machines.

Although exact figures are not yet available it is estimated that during

(Continued on page 65)

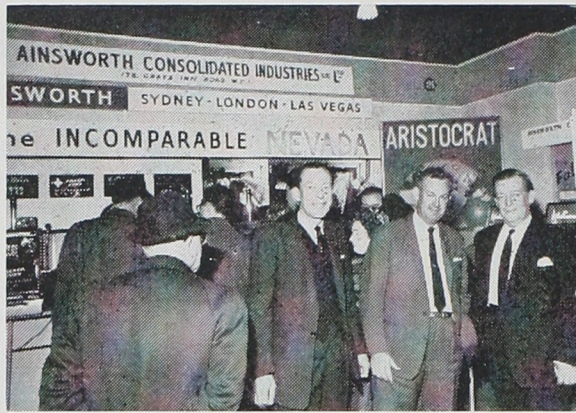


20th Annual A.T.E. Show. 3000 Visitors Were Recorded During 3-Day Exhibition.

A.T.E. Photo Review



Records London's Biggest Show



Left, John Coley (Sale Mgr), Geoff Muir (Genl Mgr) and Geo. Bain (Ainsworth distributor) on the Ainsworth stand.



Pictured with Ditchburn's "Wurlitzer Music Maker": Mr. Town (Ditchburn Sales Mgr), Mr. Cova of Lombardi, Italy; Mr. Berti, Novamatic, Milan; and John Mauther, an interpreter.



Seeburg International's George Gilbert, VP, on the Gainsmead Group's stand featuring the LP Console.



Maury Sykes, Mar-Matic head, with Mar-Matic Ltd's Geoffrey Grane, with the new Jennings "British Challenger".



Joe Phillips (left) with Hal Eldridge of Hael Enterprises Ltd. with Mr. Top Gun of the Hael-Major-Matics stand.



Mondial Commercial's Richard Sarkisian, Mr. Stokdale, a Rock-Ola distributor, Alfred W. Adickes, head of Nova Apparate, and Neville Marten, European Director of Cash Box, Nova's Mr. Barrasch, and Mr. Valentina, a Nova representative.



The only foreign exhibitor at the A.T.E., Mr. Forster of Automaten-Bau, Germany, with one of his own soccer games, as he explained it to Neville Marten.



Picture taken on the Jubilee stand shows John Muddle (right), Director of company, who came in from Australia especially for the A.T.E. show, Left, Mr. Harold Smith, Genl Mgr of the firm.



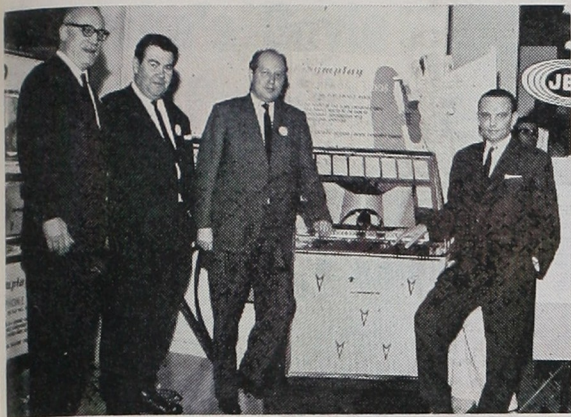
Sandwich girls, promote J. B. Marketing, UK firm specializing in juke box commercials. Demo tapes were on machines at show.



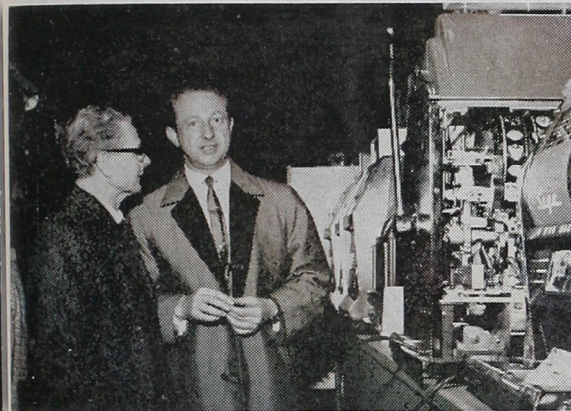
J. Lennard, Genl Mgr of Glenvil Press and Coin Autos, with his line-up of Jennings fruit machines.



Philip Shefras (left) Philip Shefras Sales Ltd., pictured demonstrating his new rifle range to visitors.



Lars K. Skriver, Hamburg arcade owner, German import-export exec Oskar Adam, Mr. Glawe and Mr. Egon Schopp of Th. Bergmann & Co., visiting the Symplay stand.



Mr. Guppy, an Andover operator, with Martin Bromley, of Sega.



Thomas Murphy MBE (former Sec. of Showman's Guild of GB) with John Singleton, Sec.-Genl. Mgr. of A.T.E.



Fred and Gordon Walker with their own "Little Duke" fruit machine.

3000 Break A.T.E. Record

(Continued from page 63)
the three day event more than 3,000 visitors toured the exhibition hall. It is certain that the 1964 show has broken all existing records both for attendance and volume of business transacted. As already stated more overseas visitors than ever made the journey to London from countries all over the world including America, Japan, Australia, France, Holland, Belgium, Switzerland, Germany, Italy, Sweden, Denmark, Rhodesia and Greece. The following list of visiting executives is not complete but will serve to reflect the calibre of business people in attendance at A.T.E.:

UNITED STATES: Mr. Joe Baranco (President Mar-Matic Sales); Mr. Buckley (Buckley Manufacturing Co. of Chicago); Mr. Bromley (Sega); Mr. Bill O'Donnell (President, Bally Manufacturing Co.); Mr. Richard Sarkisian (Executive of the Mondial Corporation); Mr. Sam Stern (Williams); Mr. Maurice Sykes (Managing Director Mar-Matic Sales); Mr. J. A. Weinand (President, J. H. Keeney & Co. Inc.).

CANADA: Mr. Jean Coutu of Laniel Amusement Inc.

GERMANY: Mr. A. W. Adickes (European Distributor for Rock-Ola); Mr. Beerwinkel (Deutsche Wurlitzer); Mr. Borrash (Rock-Ola); Mr. Von Darladen (Deutsche Wurlitzer); Mr. Derigs (Baden Automaten—Cologne); Mr. Forster (Automaten-Bau); Mr. Glane of Hamburg; Mr. Oskar Adam (Importer and Distributor—Lahn); Mr. Nack (Lowen Automaten—Bingen/Rhein); Mr. Mosinger (Lowen Automaten—Bingen/Rhein); Mr. Redlich (Lowen Automaten—Bingen/Rhein); Mr. Ken Roberson of Frankfurt; Mr. Lars K. Skriver (Arcade owner—Hamburg); Mr. Erich Schneider of Hamburg; Mr. Egon Schopp (Th. Bergmann); Mr. Schmidt (Frankenautomaten—Munich); Mr. Seppell (Frankenautomaten—Munich); Mr. Valentin (Chief Engineer, Nova Aparate).

FRANCE: Mr. Paricat from Paris; Mr. Zaoui of Sirico, Paris.

ITALY: Mr. Cova (Novamatic of Milan); Mr. Berti (Novamatic of Milan); Mr. Mauro (Milan).

HOLLAND: Mr. F. H. Loontjens (Amsterdam).

GREECE: Mr. F. Epitropoulos.

RHODESIA: Mr. W. Chapman of Salisbury.

AUSTRALIA: Mr. John Muddle (Jubilee Products).

SWEDEN: Mr. C. Danneman (Gotlieb & Seeburg Distributor in Stockholm); Mr. R. Gyllenpalm (AB Big Bronco, Stockholm); Mr. Siltberg; Mr. Curt Svensson (Abata Handels AB).

DENMARK: Mr. Jorgen Sandager (Tilst); Mr. Laustsen (Tilst); Mr. E. Jensen; Mr. E. Jorgenson (Eg-holm Automat).

SWITZERLAND: Mr. Scheidegger (Wurlitzer Overseas Manager).

The Biggest Jennings Distrib In The World

LONDON—A major social event of the A.T.E. week was the magnificent cocktail party hosted by Mar-Matic Sales Ltd. in the penthouse suite of the Carlton Tower Hotel. 180 guests thronged the lavishly decorated suite with its panoramic views of London town. Highlight of the evening was the presentation made by Mr. Maurice Sykes, Managing Director of Mar-Matic Sales, of an inscribed silver salver to Mr. George Coughtrey of Coventry in recognition of his becoming the biggest Jennings distributor of fruit machines in the world. Coughtrey, a veteran of 36 years in the coin machine business was warmly applauded for his magnificent achievement.

LOOK

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BIG Markdown

ALL MACHINES LIKE NEW
GUARANTEED CLEAN & CHECKED
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PIN GAMES

● WILLIAMS	Each
1 Add A Ball	\$175.00
2 Big Deal	325.00
2 Bobo	135.00
3 Coquette	275.00
4 Caravelle	225.00
1 Casino	60.00
3 Cross Word	85.00
3 Fiesta	160.00
3 Four Roses	250.00
1 Golden Bells	100.00
1 Golden Gloves	115.00
4 Highways	135.00
4 Hollywood	225.00
1 Kismet	325.00
2 Magic Clocks	200.00
3 Music Man	215.00
1 Rocket	75.00
1 Reserve	225.00
2 Space Ship	200.00
2 Sea Wolf	95.00
4 Serenade	165.00
5 3 Coins	235.00
5 Ten Spots	200.00
3 21	125.00
3 Tradewinds	250.00
2 Viking	200.00
5 Jungle	150.00
● GOTTLIEB	
1 Around the World	\$175.00
2 Atlas	175.00
1 Continental Cafe	75.00
3 Criss Cross	135.00
1 Flipper Parade	225.00
2 Life A Card	165.00
1 Mamselle	150.00
3 Queen Diamonds	150.00
2 Race Time	165.00
1 Seven Seas	175.00
2 Spot A Card	160.00
2 Texans	250.00
2 Universe	135.00
2 World Beauty	150.00
1 Flying Circus	275.00
4 Miss Annabelle	140.00
● MIDWAY	
4 Carnival	\$375.00
3 Target Gallery	200.00
● CHICAGO COIN	
1 Big Hit	300.00

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to
Clear!

★
BASEBALL
GAMES
★

	Each
2 Big Daddy (Williams)	\$395.00
4 All-Star Baseball (Chl Coin)	375.00
2 4-Baggers (Williams)	75.00
2 DeLuxe Baseball—1957 (Williams)	125.00
1 Short Stop (Williams)	150.00
6 Major League—'63 (Williams)	375.00
5 Midway Stagger (Midway)	350.00

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Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Attack On Cigaret Vendors Continues; Op Alert Meets Begin

NEW YORK—As was expected, the attack on cigarette vending machines is moving at a rapid rate following the US Surgeon General's Report. NAMA's Operation Alert program—the third series of its kind—got underway Wed., Feb. 5 in Olympia, Washington and will move to cover fifteen cities in less than 15 days.

The Wall Street Journal published a story last week summarizing the vending machine attack with references to various legislative actions currently being activated. A group in L.A. called ACTION (Alliance Combatting Tobacco Infection Of Non-

Adults,) claiming 60 members, wants to close off vendors in the City. Chairman Kenneth Wood claims that 17,500 of the machines (there are 25,000 in L.A.) are not being properly supervised. H. B. Bischoff, United Servomation's Western Chief, disclaimed the figures, said they are "completely exaggerated." The vending exec explained Operation Alert's program, showed evidence of where 50-60 machines were pulled earlier, and insured everyone that the vendors were under close scrutiny.

The L.A. City Council has asked for reports from the policemen, another expectation of NAMA as long ago as two years. One of the Op. Alert steps is to have the operator orientate the local police to the job he is doing to prevent the purchase of cigs by teenagers.

NAMA told the WSJ that it received 'a flood of orders for decals from ops during last few days.' Some of the ops are getting their views into the press which is good. Municipalities around the country are ordering the removal of cig machines from hospitals, police stations, etc. Universities are taking them out.

And while many of these programs will undoubtedly fail, NAMA feels that in order to protect the industry, it is necessary to repeat all of the advice and instruction passed on last year. Too many ops are evidently "from Missouri" and they have to be shown.

Bradley Elected Pres. Okla. Auto. Council

CHICAGO—January 30—Monty Bradley, Interstate Vending Company, Oklahoma City, Okla., has been elected president of the Oklahoma Automatic Merchandising Council (OAMC), reports Gilbert H. Tansey, NAMA state council secretary.

Bradley was named to head the Oklahoma vending group at a council meeting, January 16. He succeeds Albert G. Nechanicky, Canteen Service Company, Oklahoma City.

Other newly-elected officers are Woodrow Maupin, Enid Vending Co., Enid—vice president, and Bert C. Strong, Oklahoma Vending Co., Oklahoma City — treasurer. Harry Schwartz, Canteen Service Co., Oklahoma City, was appointed recording secretary.

Some 34 persons attended the meeting, Tansey said.

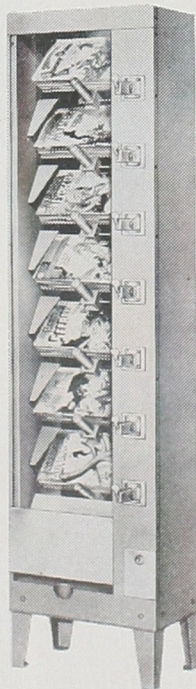
OAMC is one of 10 state vending associations affiliated with NAMA.

Knights Of Malta



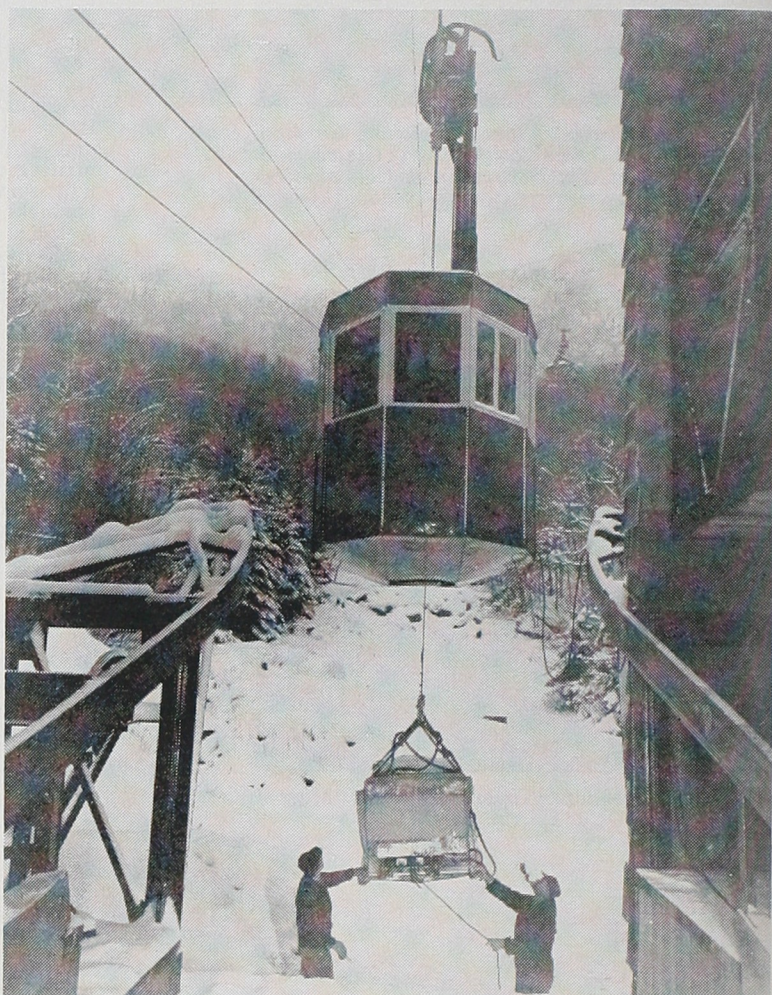
Patrick L. O'Malley (center), president of Automatic Canteen Co. of America, receives a silver tray commemorating his installation as a Knight of Malta, the highest Papal order a Roman Catholic layman can receive. The tray was given by the directors of The Exchange National Bank of Chicago. Presenting the tray are Edgar Heymann (left), Exchange National president, and George D. Sax, board chairman of the bank. O'Malley is a director of Exchange National.

New Products



COMIC BOOK VENDOR distributed by Redd Dist. Co., occupies one sq. ft. of space, holds 140 comic books which cost 4¼¢ and vend for 12¢. Completely mechanical. Franchises and Distributorships available. Machine sale includes arrangements for purchase of comic books. Write: Redd Dist. Co., 80 Coolidge Hill Rd., Watertown, Mass.

How To Install A Machine 4,200 Ft. Up (!)



HOT COFFEE COMING UP! Vending machine of ARA Service is placed under aerial tram car at Cannon Mountain in New Hampshire for ride up 4,200 foot ski slope to join seven others in refreshment area at the summit. Company officials said it was the first time this method of transportation has ever been used for vending machines.

Health School Held

CHICAGO—A class of 25 Baltimore, Md., health officers recently attended a special vending sanitation training school organized by NAMA in cooperation with the Baltimore Health Department and the Maryland Automatic Merchandising Council (MAMC).

Instructors for the one-day course, January 24, were NAMA Public Health Counsel David E. Hartley, and Herbert L. Bent, Benroy Vending Company, Inc., Baltimore, chairman of the MAMC Public Health Committee.

Last week's course was the second conducted for the Baltimore Health Department under NAMA auspices. The first course was held in May, 1963.

While in Baltimore, Hartley conferred with officials of the Maryland Health Department about a pending state-wide vending sanitation regulation. The regulation is expected to be uniform with the U.S. Public Health Service Ordinance and Code, which NAMA helped to develop.

Also last week, Hartley met with officials of the U.S. Public Health Service in Washington, D.C., to discuss amendments to the federal vending sanitation code.

Amendments to the code are needed in order to bring it up to date and to keep pace with vending equipment changes, Hartley reported.

New Lily-Tulip Mgrs.

NEW YORK—To incorporate the added functions of the newly expanded department of Vending, Feeding, Theatres and Concessions Products, Lily-Tulip Cup Corporation has established two new managerial positions at the national level.

Bill Carroll is appointed Eastern Sales Manager, Vending, Feeding, Theatres and Concessions, covering the Eastern and Southern Regions.

Tom Drohan is appointed Western Sales Manager, Vending, Feeding, Theatres and Concessions, covering the Midwestern and Pacific Regions.

Both will report to William H. Seldy, Director of Marketing, Vending, Feeding, Theatres and Concessions Products.

NAMA Convention Committee Meets

CHICAGO—The floor plan for National Automatic Merchandising Association's 1964 Exhibit, "with minor exceptions," will be the same as for last year's vending show, and contracts will be mailed to prospective exhibitors next month, reports NAMA Trade Show Committee Chairman, R. R. Saloman, CONEX Division of Illinois Tool Works, Inc., Des Plaines, Ill.

These and many other advance planning details concerned trade show committee members during a meeting in Chicago, January 16.

Roanoke's Boyle A Bank President

RICHMOND—John W. Boyle a Vice-President and Director of Roanoke Vending Exchange, Inc. was promoted to the Presidency of the Mountain Trust Bank, it was announced last week.

Boyle came to Virginia 12 years ago after living in New York City and earlier, in the southwest. Boyle's directorships read like a who's who of industry. The banker was recently profiled in a story in local newspapers. Jack Bess heads the Roanoke Vending Exchange Inc. and the firm distributes the Rowe AC music and vending machine line in addition to an extensive amusement machine line.

Harry Drollinger Dies At 73

■ Worked For Capehart

DALLAS—Funeral service were held on January 24 for Harry Drollinger, 73, a Cushing, Texas operator with many years in the business.

He suffered a stroke three years ago and had been confined to his home for most of the time since then. He leaves a widow Myrtle, a son, C. O. Drollinger, and one daughter, Mrs. William Archer.

Cash Box received the news from coinman J. Fred Barber of Dallas, a friend of Drollinger, and one who remembers some of the highlights of the veteran operator's past.

"Harry had the honor of being the second salesman ever to sell Wurlitzer phonographs. He was employed by Homer Capehart who is today a U.S. Senator. At the time, Capehart bought the Wilcox-Simplex Phonograph from the patent owners and then sold Simplex to The Wurlitzer Company," according to Barber. The result, states Barber, was the popular P-10 Phonograph.

"Wurlitzer and Harry were a combination for several more years," relates Barber, "until Capehart bought a factory in Indianapolis and made the 'Packard' phonograph. He asked Harry to join him once again." Drollinger was Southwestern Sales Representative for 'Packard' until the plant was sold.



PART OF THE GERMAN CONTINGENT TO A. T. E. included, left to right, Erich Schneider of Hamburg; Mr. Derig, Cologne; J. W. Schmidt, Frankensautomaten Munich; and Mr. Seppel, Frankensautomaten, Munich. London's A. T. E. drew 3000 to New Royal Horticultural Hall this year (see complete story pages 62, 63, 64). Visitors arrived from America, Japan, Australia, France, Holland, Belgium, Switzerland, Germany, Italy, Sweden, Denmark, Rhodesia and Greece.

Insurance For Illinois Ops

The trend for unity in 1964 in the coin machine industry is certainly indicated by the growth and mushrooming of local and regional associations in many parts of this country. One of the most remarkable areas of improvement in this respect is the Illinois contingent, Illinois Coin Machine Operators' Association (ICMOA), which met in Springfield recently. The sudden inclination for operators all over the state to jump on the organization's bandwagon clearly underlines the pressing need for cooperative effort, planning, and the execution of these plans.

This "togetherness" even went far in bringing the state's tax officials in to the meeting to hear the complaints which have been troubling the Illinois operators. Now, we learn that the state's tax dept. wishes to help some in easing this painful burden. And, therefore, will meet with a committee appointed by ICMOA President Lest Montooth. This is but one of several positive examples of organizational strength among the rank and file of coinbiz.

We strongly urge those areas where this cooperative activity is lacking to take heed-and act accordingly. Don't wait until a surprising "bit" of unfair legislation is suddenly foisted on you. Be alert-by getting together with your competitors on a regular basis. This may be called togetherness. We call it insurance, and the price is right.



Houston Happenings

Our sincerest expressions of sympathy to Strike Rothrock, head of Amusement Distributors, for the loss of his father, E. S. Rothrock who passed away January twenty third. Mr. Rothrock was retired senior vice president and director of Stauffer Chemical Co. and until retirement eleven months ago, head of Consolidated Chemical Division, worlds largest producer of commercial sulphuric acid. He was internationally known in commercial chemical production and holder of Rice University distinguished service award for developing a manufacturing process that led to a \$15 million expansion of four Gulf Coast Stauffer plants. As of 1959, he had flown over 2 million miles in course of his company activities. Mr. Rothrock was member of Methodist church, numerous civic and professional organizations and veteran of World War One. . . . Well known Jewel Deisch, now well established as manager of Record Service Co., a major one stop concern here. Jewel, while really not old in years, considers herself an old timer in coinmatics, having spent several years each with two major local operating firms. . . . The Bill Williams Distributing Co. (Wurlitzer) recently acquired distributorship on wholesale basis of complete Emerson line. Included, naturally, are Emerson air conditioners, radios and all types TV sets. . . . Fringe inducements to drop in at H.A. Franz & Co. (Seeburg) for both the trade and free riding business paper writers include choice of hot or cold drinks, free from Seeburg vending machines, along with toll free telephones where one may call office on business or wife to offer up some excuse for running late. . . . John E. Williams, ABC Music, on an extended business trip. . . . Was local coinmatic news when A.F. (Al) Lemke, dean of local operators, retired his 1938 Plymouth automobile and started using a late model Oldsmobile in his business. . . . Coinman Billy Rider, with a hobby for collecting rare and sometimes valuable coins, did some trading at recent three day numismatic exhibition at Rice Hotel, Houston, Texas. . . . Favorable reports from nearly every source leads to belief that 1964 will be best business year ever in this area.

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ARCADE EQUIPMENT
Write for complete Price Bulletin for all types of Music-Arcade Equipment—Guns—Kiddie Rides—Flipper Games—Shuffles—Bowlers & Vendors—new and used completely shopped.

Auto Photo Model #9 . . . \$ 850	License Bureau . . . \$ 95
Auto Photo Model #11 . . . 1500	Lova Meter . . . 95
Cap. Midget . . . 110	Foot Vibrator . . . 150
Cap. Panorams . . . 325	Shoe-shine machine . . . 150
Mills Panorams . . . 350	Lord's Prayer . . . 175
Kiddie Color . . . 225	Motorama . . . 175
Cartoons . . . 225	Mid. Red Ball . . . 125
Phil. Toboggans . . . 350	Mills Scales . . . 75
Ex-Ray Pokers . . . 225	Watling Scales . . . 110
Bowl-A-Ramas . . . 700	Rockola Scales . . . 65
Hole-in-One . . . 550	Pro Basketball . . . 275
Pro Golfers . . . 595	Pro Hockey . . . 275
Hair Dryers & Chair . . . 175	Quarterback . . . 125
Fun Phone . . . 145	Road Racer . . . 275
Bally Golf Champ . . . 150	Radiogram Fil. Model . . . 95
Basket Ball Champ . . . 125	Space Age . . . 195
Cranes . . . 125	Sidewalk Engineer . . . 110
Chester Pollard Golf . . . 95	Set Shot Basketball . . . 195
Chester Pollard Football . . . 95	Silver Gloves . . . 125
Evans Bat-A-Score . . . 125	Trucky . . . 75
Ex. Hi-Ball . . . 75	Ten Pins . . . 125
Cross Country . . . 225	All Star . . . 125
Evans Hole In One . . . 75	Bonus Gun . . . 195
Goalee . . . 110	Spook Gun . . . 250
Hi-Fly Baseball . . . 125	C. C. Ray Gun . . . 275
Harvard Metal Typer . . . 175	Carnival Gun . . . 125
Standard Metal Typer . . . 225	Big Top Gun . . . 175
Horseshoe Vendors . . . 125	Crusader Gun . . . 225
Ingo Floor Grips . . . 65	Gen. Sky Gunner . . . 110
Jack Rabbit . . . 110	Sportsman Gun . . . 150
Jet Pilot . . . 195	Pop Gun Circus . . . 250
	Mid. Shooting Gallery . . . 175
	Mid. Bazooka . . . 175
	Four Bagger . . . 125
	Mid. Sluggo . . . 375
	Bally Champion . . . 350
	Horse . . . 350
	Donald Duck . . . 175

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UJA To Honor Harry Siskind, Operator

NEW YORK — UJA-Coin Division Chairman Emeritus Albert Denver accepted a motion passed Wednesday evening by the nominating committee to have as 1964 Guest Of Honor at the annual Victory Dinner, Harry Siskind, veteran operator and head of Master Automatic Music Company, a Brooklyn operating firm. Siskind's name is thereby added to a long list of outstanding coin machine industry personalities following a program which began after WW II and has continued with the support of the industry ever since.

The Committee stepped outside of the industry for the first time last year when they named Nassau County District Attorney William Cahn. This year however, it was the decision of the committee to select from the industry here a deserving member and one who has contributed to the cause. Siskind has been a relentless supporter and organizer of the many drives and dinners held here honoring industry leaders.

The unanimous vote, from which distributors present abstained, was settled in short order and the results were passed on to Siskind who did not attend the meeting but did immediately accept the honor when notified on Thursday.

Plans for the Victory Dinner are still tentative. The annual affair has developed into a festive occasion over

the years. Cash Box Publisher Joe Orleck used the occasion two years ago when he was honored, to announce his engagement to his wife Pauline before a packed Plaza Hotel ballroom. Crowds have totaled 500 at past dinners. Entertainment has been a major attraction. Hence the necessity for agreement on a top-flight hotel, possibly on a Saturday evening, with a star-studded cast, a popular guest speaker, with good food, and all at a reasonable cost. The next meeting will be held Wednesday, February 12. Notices will be mailed earlier in the week.

A move will be made to stimulate interest from the younger members of the industry, following suggestions from the floor, in order that an orderly transition of leadership eventually take place when present UJA-Coin Committee members retire.



Eastern Flashes

The pool table business continues to garner the most attention both at the distributor level and of course the operating level of the business. The 6-pocket game is also being eyed more and more by the location, especially when he arrives at the conclusion that the game is simply serviced by the operator who insists on making it appear this way. Thirty-minute service calls which end up in a table complete with new top and side rails are not exactly the way in which a location owner becomes discouraged when he thinks about buying his own table. The shuffle alley maze of wires turned the location against outright ownership many years ago. The simple replacement of worn parts on a pool table could change his thinking along these lines. The number of locations buying their own tables is on the increase. If nothing is done about it now, there could be trouble ahead.

Newest entrant into the 6-pocket business, and for the first time with serious intent, is All-Tech Industries, the Hialeah, Florida concern. All-Tech signed Abe Lipsky last month to handle the pool table line in Southern New Jersey. Lipsky promptly scheduled a showing of the line at S&S Amusement in Tom's River and the Saturday afternoon showing drew many operators. The local association cooperated and most of the members dropped by in spite of a rainstorm. Abe has a large order now being processed in Hialeah and following this weekend, he should have finalized his long range distributing plans. The coinman who has completely recovered from his recent illness had planned on flying down to talk with All-Tech distributors, Friday evening, Feb. 7. They'll make a 3x6 model for the NYC market.

In the meantime, biggest social-charity news of the week was the election by the UJA-Coin Machine Committee of Harry Siskind as this year's Guest Of Honor. The head of Master Automatic Music was delighted and accepted immediately upon being notified by Chairman Emeritus Al Denver when he was called at home. Irving Holzman was re-elected chairman again this year following the naming of Siskind, because of the great job Holzman does each year. With a little luck, the Committee will nail down a top-flight hotel, a Saturday date, a star-studded cast, and a good ticket price for the Victory Dinner, tentatively scheduled for late May. In attendance at the meet were Denver, Holzman, Carl Pavesi, Aaron Sternfield, Teddy Blatt, Max Weiss, Harold Kaufman, Gil Sonin and Marty Toohey. Runyon's Lou Wolberg had to cancel out last minute plans to attend the meet. His lovely wife Rose was installed as Floral Associate Conductress of the Amos Lodge of the Eastern Star. The formal affair took place at the Jewish Community Center in Bklyn.

Sandy Moore is manufacturing a coin-operated horse and is also busy re-finishing equipment for American Univend, the outfit that makes the vendors for F&F Laboratories. Gabe Forman is reportedly in Japan working on a deal for 6-pocket pool tables. . . . Herb Cook, a Cutchogue, L.I. op, in from the hinterlands to replenish equipment needs, stops at Runyon's to see Lou Wolberg and remarks that things are mighty slow in Cutchogue in the winter.

Joe Munves at the Tampa Fair with the outdoor amusement showfolk. Winter meetings are in session and the mood is one of optimism. Mike Munves doing a good job on American's "Electra II" model.

Irving Kaye in Chicago for the Sporting Goods show and as usual the action on the Kaye tables was fast. Howard keeps the plant moving when Irv hits the road, and he tells us that the Eldorado line is meeting sales demands.

Irving Holzman spent the early part of the week looking for Patti Page, which is rather pleasant work. (It beats taking in beat-up shuffle alleys in trade).

Sid Greenfield, Musical Distributors top serviceman, busy serving used machines taken in trade for the new Wurlitzer 2800 phonos. The Tap-Athon unit in Kaufman's place has been running continuously for four months, twenty-four hours each day, and hasn't had a service call yet.

Si Redd's comic book vendor is receiving the biggest play of all the new things Redd has going for him. Comic books are big money and while the machine and the product are specialized, as compared with music, it is definitely a "dry" vend, and the profit is 200% per book. Bob Jones, Redd's right arm, back from the Virgin Islands where he vacationed with his wife Ruth.

Sol Lipkin, American Shuffleboard's sales topper, back from Cleveland where he signed deals with Morris Gisser of Cleveland Coin, and Norman Goldstein of Monroe Coin. Both agreements are for the 'Imperial' shuffle and the 'Electra II' 6-pkt.

Sam Morrison, Musical Moments head, busy rounding up foreign language 45 rpm's for some of his international locations. After weeks of searching for a Russian record, he found what he wanted at the Continents Bookstore, 21st and Fifth Ave. (\$.150 per single). This particular location of Sam's is a regular league of nations, he says, and he keeps 'em happy with all kinds of European and Asiatic music. Sam, a prolific story-teller, keeps mum when he services the machine here. "I'm afraid a small scale war may break out with so many nationalities!"

The antique show will open in Madison Square Garden Feb. 26-March 5 and a Coin-A-Rama will be displayed as a special attraction. Fred Freed, department store exec, and America's most rabid collector of coin machines and industry history, has been asked to stage the exhibit. 400 machines will be used. One machine vends photos of shady ladies who vend their wares in bordellos (in their own way) and then ask you to buy a photo, you shouldn't forget them. Of course, the ancient Chicken-Lays-An-Egg machine is Fred's pride and joy. See 'em all at the Garden (2/26).

Myron Sugarman back from a Rome, Italy trip. His dad Barney back from Miami. . . . For the benefit of all concerned, we failed to include the Keeney line along with the Si Redd distributorships when we wrote a story on Redd's new place up in Watertown, Mass. in an earlier issue (okay Clayton Nemeroff?). . . . Members of the NY Automatic Vending Assoc. will hold their annual outing at the Stevensville Lake Hotel, Swan Lake, N.Y. (May 8-10). Nash Gordon, veteran association manager, will help Tiny Weintraub plan the outing. He joined NYSAV last month.

Joe Orleck left So. America, stopped at Mexico City and then decided to take it easy in Miami Beach where he will rest up before returning to New York with his wife Pauline. . . .

Looks as tho CMA will hold the annual once again in the Catskills and during the end of June. . . . Here comes that social season agin! Si Redd spent a weekend in New York with his daughter who lives in Jersey, and those fine grandchillun. . . . Montreal's Sam Schwartz in town last week to attend the Sports Dinner and visit with friends. . . . No official word from ASCAP on that Senate bill mentioned elsewhere. . . . Roanoke's John Boyle named President of Mountain Trust Co. in Richmond. . . . and until they invent rubber type, we will not be in a position to fit any more news into this column (squeeze!).

Lowen Automaten Shows 5 Phonos

LONDON—A half-hourly taxi service shuttled visitors across to the nearby St. Ermines Hotel where Lowen Automaten of West Germany staged their own exhibition. On show were their five latest phonographs. The Serenade 100 selection is the result of extensive experiments and research based on the criticisms and desires of the 15,000 buyers of the company's earlier Fanfare boxes from which the Serenade has been evolved. The Consul 100 selection model, housed in antique styled cabinet with the Serenade mechanism, specifically designed for first class locations such as hotels and clubs, was also on show, together with its junior partner Mini Box model. Modern in style, low in price, compact in size, the Mini Box is ideally suited to the smaller exclusive sites. The Console range has been produced in order that operators may have a tasteful and acceptable piece of equipment suitable for site owners of high class locations hitherto reluctant to install phonographs of standard design. Although no longer in production Lowen Automaten were also showing the Twen and Senator 60 selection boxes with the Fanfare mechanism. A wide range of wall machines were exhibited, notably the Rotomint and Addi-Mint, specially designed to comply with German law which requires games of chance to have a minimum playing time of 15 seconds, guaranteed minimum pay-out of 65% and to offer all players an equal chance. These machines are licensed in Germany for three years only.

Games of skill were presented by two wall machines with adjustable pay-outs. All machines on show were manufactured at the Bingen Rhen factory of N.S.M. (sister firm of Lowen Automaten) and the largest of its kind in Europe. Lowen Automaten plan to open an office and a spare parts store in London in the very near future and are now appointing distributors in London and throughout the United Kingdom. Two warehouses will also be opened, one in London and one in Manchester. President of the company, Herbert Nack expressed considerable satisfaction with the sales resulting from the company's first showing at Blackpool and this week in London. The British operation will include not only juke boxes but also the well-known products of N.S.M.

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Cyclone	175.00
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Pro	375.00
6 Game	325.00
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LB	\$925.00
JAL	725.00
Continental 2-200	695.00
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Chicago Chatter

As the first quarter of '64 progresses coinbiz is shaping up well, according to reports from all segments of the industry—manufacturing, distributing and operating. The spirited momentum of activity is building up day-by-day. . . . Our Joe and Pauline Orleck sent a colorful card our way from South America, where they're taking in the sights and visiting Latin American coinmen. Joe sez, everything's "bueno" down under. . . . Jerry Brenner, formerly of Central Ohio Coin Machine Exchange, is recovering nicely after surgery at Garfield Park Hospital. . . . How could we overlook mentioning genial Lindy Nardone of New York, who was a visitor in Chi during the MOA meets in the Sherman House recently.

There'll be an important meeting hosted by NAMA on February 13 in the LaSalle Hotel. All operators of cigarette machines in this area are strongly urged to attend. The hours are from 1:30 p.m. until 4 p.m. This is one of a series of meetings being held throughout the country. It is based on the U.S. Surgeon General's report to the nation.

No sooner did George Hincker return to his office in the huge Rock-Ola Mfg. Corp. plant, when Edward G. Doris took off for Canada last week. Prexy David C. Rockola is also out of town.

After buzzin' with Mort Secore at Chicago Dynamic Industries last week we learned that ChiCoin is enjoying a banner first quarter with all of the firm's coin-operated amusement games. . . . Jack Harper, prexy of Rowe AC Manufacturing; and vice president Fred Pollak jetted to Whippany, New Jersey to visit the huge plant there. Meanwhile, Paul Huebsch is back in the Mart offices after an eastern trip on biz.

There's plenty of activity and a big step-up in production at D. Gottlieb & Co., since the new "Big Top" 2-player pinball amusement game is selling so well everywhere, according to Alvin Gottlieb. Other busy bees at the plant are Nate Gottlieb and Judd Weinberg. . . . That great big smile on First Coin prexy Joe Kline's face was obviously put there by the continuing excellent sales of Wurlitzer "2800" phonos.

Fred Granger is just about set with expansion of MOA's Chicago headquarters. Larger quarters will be on the 22nd floor of the same building. Fred is hard at work familiarizing himself with MOA business. He, Lou Casola, Harry Snodgrass and Clint Pierce are looking forward to a bigger and better MOA Convention (in the Sherman House Hotel) this year.

There are a lot of happy faces at United Mfg. Co., and the reason is the big push in production and shipping of the all-new "Topper" shuffle alley, "Futura" big ball bowler, and "Bankpool." Behind those smiling faces are Herb Oettinger, Bill DeSelm, Ray Riehl, Art Rapacz, Roy Kraehmer, Glenn Johnson, Johnny Casola and Al Thoeke.

Sam Stern prexy of Williams Electronic Mfg Corp., returned to the plant from his visit to the A.T.E. Convention in London, England. Jack Mittel tells us the production lines are beatin' the clock to keep rushing Williams' "Beat The Clock" flipper amusement games out to the world markets. . . . Among the coinmen in town this past week for the big Sports Show at McCormick Place were Irving Kaye with Bill O'Donnell and Herb Jones. Also Bert Betti, Gil Kitt, Bill Weikel and Pat Harris. Among the exhibitors were Irving Kaye Co., Bally Mfg., and Fischer Sales & Mfg. Co. Show dates were Feb. 2-5.

World Wide's Harold Schwartz info's local operators of coffee vending machines attended a service school session at the distributors showrooms last Wednesday, Feb. 5, on "trouble shooting." The second phase of this service school will be held next Wednesday, Feb. 12, 7 p.m., on "Brewer & Sanitation." Other hosts were Nate Feinstein, Irv Ovitz and Fred Skor.

Seeburg distributors are due in town any hour now for a big meeting to become acquainted with the DuGrenier line. Seeburg execs on hand to greet them are: Delbert Coleman, Jack C. Gordon, Bill Adair, Bob Breither, Tom Herrick, Ed Claffey, Stan Jarocki and Bob Dunlap.

When we chatted with Empire Coin owner Gil Kitt we were advised that the local distrib is enjoying excellent sales in local domestic markets and in export business. Joe Robbins tells us Bob Rondeau of the Empire branch in Marinette, Wisconsin; and Dick Flaherty, of Grand Rapids are likewise having a sales field day in their territories.

Clayton Nemeroff, of J. H. Keeney & Co., informs that Art Weinand is still touring the European Continent. Keeney's "Colorama" amusement game is selling well in this country, in Europe and in Tokyo. . . . Now that Ed Ruber is back in the Wico Corp. plant after a whirlwind trip he's busy as blazes trying to catch up with paper work. While he was away Milt and Morrie Wiczer, and Ben Kaye racked up a record sales effort.

Marvel prexy Ted Rubey is still singing the praises of the "Slugger" counter amusement game. Estelle Bye informs production and shipping are up considerably on Marvel's electric scoreboards for shuffleboard games.

We noticed a lot of activity at Midway Mfg. Co.'s Franklin Park factory where Midway's "Winner" is going so well Hank Ross, Marcine "Iggy" Wolverton, Bob Jones and Ruth Sheffield are veddy cheerful these springlike days. . . . Eddie Ginsburg and Stan Levin, of Atlas Mfg. Co., advise that Rowe-AMI coin-operated "Tropicana" phonographs and Rowe Vending machines are selling well this first quarter of the year. It is a fine indication that '64 will be a big year at Atlas Music. . . . National Coin's Mort Levinson and prexy Joe Schwartz are enjoying the heaviest current activity in export sales of good used equipment.

We missed Johnny Frantz and Don Congdon, of J. F. Frantz Mfg. Co., at the steam baths last week. Johnny sez he's been so busy keeping the production lines rolling with Frantz counter amusement games he's burning the midnight oil at the plant. . . . Another local distrib having a hefty first quarter is Globe Dist. Co., where Charles (Jimmy) Johnson and his gal "Friday," Corinne, are greeting the visiting operators. The weather sure helps (now we'll probably get a snowstorm!).

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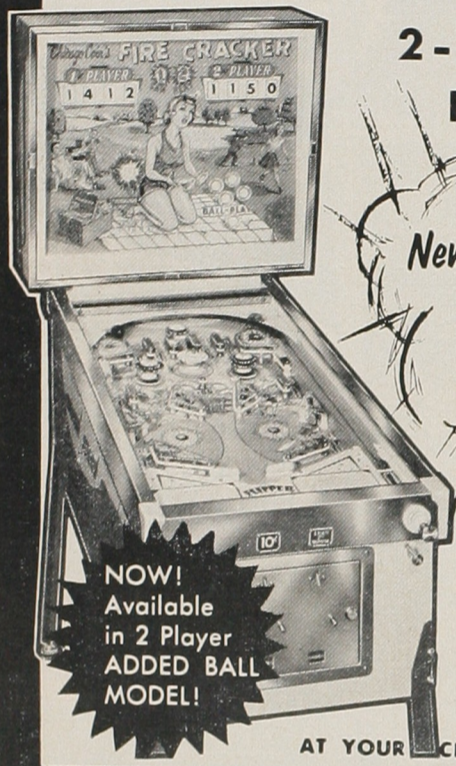
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California Clippings

The surge of business that characterized the close of last year, is continuing into the new year, and if business continues as good as it was in the month of January, it should be another banner year. . . . Mr. William Herleman, executive vice president of the Wurlitzer Co., paid a visit to the Los Angeles Wurlitzer Factory Branch last week. Mr. Herleman was finishing up a world tour during which he visited the various Wurlitzer factory branches throughout the world. Due in this week for confabs with local manager, Clayton Ballard, is Bob Bear, national sales manager of Wurlitzer, and Gary Sinclair, Western regional manager. Bart Bartholomew back from a trip to San Diego where he reported the sales on Tape Athon background music systems were exceptionally good. . . . Clayton Ballard enjoying the company of daughter Beth, and son Jim, home for a weeks mid-term vacation from college. . . . Friends in the business extending sympathy to Bella Stack of California Music Co., whose mother passed away last week. Sammy Ricklin reporting the special discount sale held during the month of January was a huge success in fact so successful that it is being extended to run through the month of February. . . . At the R. F. Jones Co., Don Edwards and service engineer, John Hotz calling on operators in the San Diego area. Chuck Klein treated members of the Jones Co. sales force to an evening at the Melodyland Theatre last Sunday. Chuck's daughter, Joyce graduated from high school last week. A new office employee at Jones is Chris Doyle. . . . Joe Duarte, Duarte International Sales Co., reporting export business holding up very well generally. Mrs. Schreuder office manager at Duarte, on a sad trip to El Paso to attend the funeral of her mother. . . . Joe Simon in from Chicago and visiting with his brother Jack, at Simon Distributing Co. this week. Frank Mencuri happy with business holding up well in both the domestic and export fields. Mr. T. M. Tan from the Far East in visiting with George Muraoka. . . . At C. A. Robinson & Co., Midway's new Winner arrived and met with immediate approval as evidenced by Charlie Robinson's long distance call to the factory to order more. United's Bank Pool is gaining favor among Southern California operators as collections continue to be good and steady. In the meantime, the Futura bowling alley is enjoying one of the best sales of all bowlers since United's introduction of the bowling alley over seven years ago. Hank Tronick said the huge inventory reduction sale of used equipment is in full gear at Robinsons and is proving effective in 'clearing the decks' for new equipment. Catherine Lachat, popular and comely secretary at Robinsons off to Las Vegas for a whirlwind weekend. . . . Bill Happel at Amco Music and Vending announced the installation of fourteen of the All-Tech new fiber glass pool tables in a family billiard club in the Fontana area. Bill said this is the first of a series of installations which will be announced soon. Leo Simone, Seeburg regional sales calling on operators in the Las Vegas area. Rocky Nesselroad reporting much favorable comment on the new blonde model Seeburg LP Console. . . . Frank Navarro, large operator in the Mexicali-Calexico area, in town and left with a large shipment of used equipment. . . . At Leuenhagen's Record Bar, Ralph Anthony of Merit Distributors was in to tell the Solle Sisters about the new Chris Kathy record, "All You Had To Do Was Tell Me" on the Monogram label. Also in was Gil Bogos from Hitsville with a big new pop and C&W record, "The Big Wheel" by Howard Crockett on the Melody label.



UPPER MID-WEST MUSINGS

Ray Diedrich will enter the University Hospital Monday, Feb. 3rd for an eye operation. Doctors agree that eye operation will help Ray's eyesight tremendously. . . . Earl Ackley's son-in-law Jack is now working at the Post Office at Spooner and is helping out Earl when he gets some time off. . . . Stan Woznak, Little Falls, in town for the day making the rounds picking up records and parts. . . . Cap Kiester, Frontenac, in town for a few hours picking up parts and records. . . . The Sandler Distributing Company will show the New Wurlitzer 2800 at the Blackhawk Hotel, Davenport, Iowa, Sunday Feb. 2nd and at the President Hotel, Waterloo, Iowa, Tuesday Feb. 4th. Attending the showing will be Irving Sandler, Warren Sandler and Robert Crosby. . . . At the M. O. A. meeting last Jan. 16-18 in Chicago were Norman Gefke, Sioux Falls, and John Trucano, Deadwood, So. Dakota. . . . Norman Gefke was appointed chairman of the Forum Committee, and John Trucano on the Evaluation Committee. . . . Mr. & Mrs. John Trucano after two days in Chicago continued on to Miami for a two week vacation. . . . Bob Kovanen, in town for the day picking up parts and records.

Happy Birthday This Week To:

Jake Friedman, Atlanta, Ga. . . . Aspet L. Varten, N.Y. . . . H. A. Jackson, Healdton, Okla. . . . John H. Emick, Lawrence Kans. . . . Donald Parks, Hampton, Iowa . . . Harold H. Horton, Houston, Texas. . . . Walter J. Hugelback, New Hampton, Ia. . . . L. F. Dick Harthorn, Seattle, Wash. . . . E. L. Hearn, Jr. Glendale, Calif. . . . Leon F. Stone, Erin, Tenn. . . . Wilfred E. Benoit, Auburn, Me. . . . Alexander B. Ferber, Bklyn, N.Y. . . . Hirsh de LaViez, Washington, D.C. . . . Ben Coven, Chgo., Ill. . . . Anthony J. Sanders, Det., Mich. . . . E. R. Green, Wausau, Wisc. . . . Vincent Crintz, Saginaw, Mich. . . . Stanley N. Kolitzoff, Tacoma, Wash. . . . Gilbert N. Taylor, Evansville, Ind. . . . Bert Lane, Miami, Fla. . . . Carl O. Sears, Ashland, Oregon . . . S. D. (Sid) Barrett, Okla. City, Okla. . . . Norman F. Gefke, Sioux Falls, S.D. . . . Lou Wolcher, S.F., Calif. . . . Lawrence Elden Paulson, Grand Rapids, Mich. . . . Ardella Fegan, Kansas City, Mo. . . . Geo. W. Sammons, Memphis, Tenn. . . . Stanley D. Feldman, Bklyn., N.Y. . . . Norman Morton, Pawtucket, R.I. . . . Chas. Livingston, Ogdensburg, N.Y.

THE NEW ROWE AMI TROPICANA

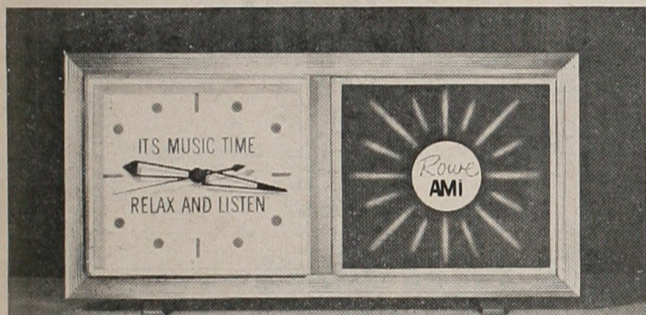
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What's the most profitable item in any location? The music a customer buys through this Rowe AMI phonograph to entertain himself. Let your Rowe AMI distributor tell you the whole money-making story.

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When you merchandise music, you make the profitable *Tropicana* an even greater money-maker. What better time to remind customers that it's time to enjoy music than right now? This attention-getting clock is a great merchandiser for the location, a powerful business-opener for you. See your Rowe distributor for the complete details on this clock promotion.

GREAT NEW MUSIC-MAKER! UNBEATABLE MONEY-MAKER!

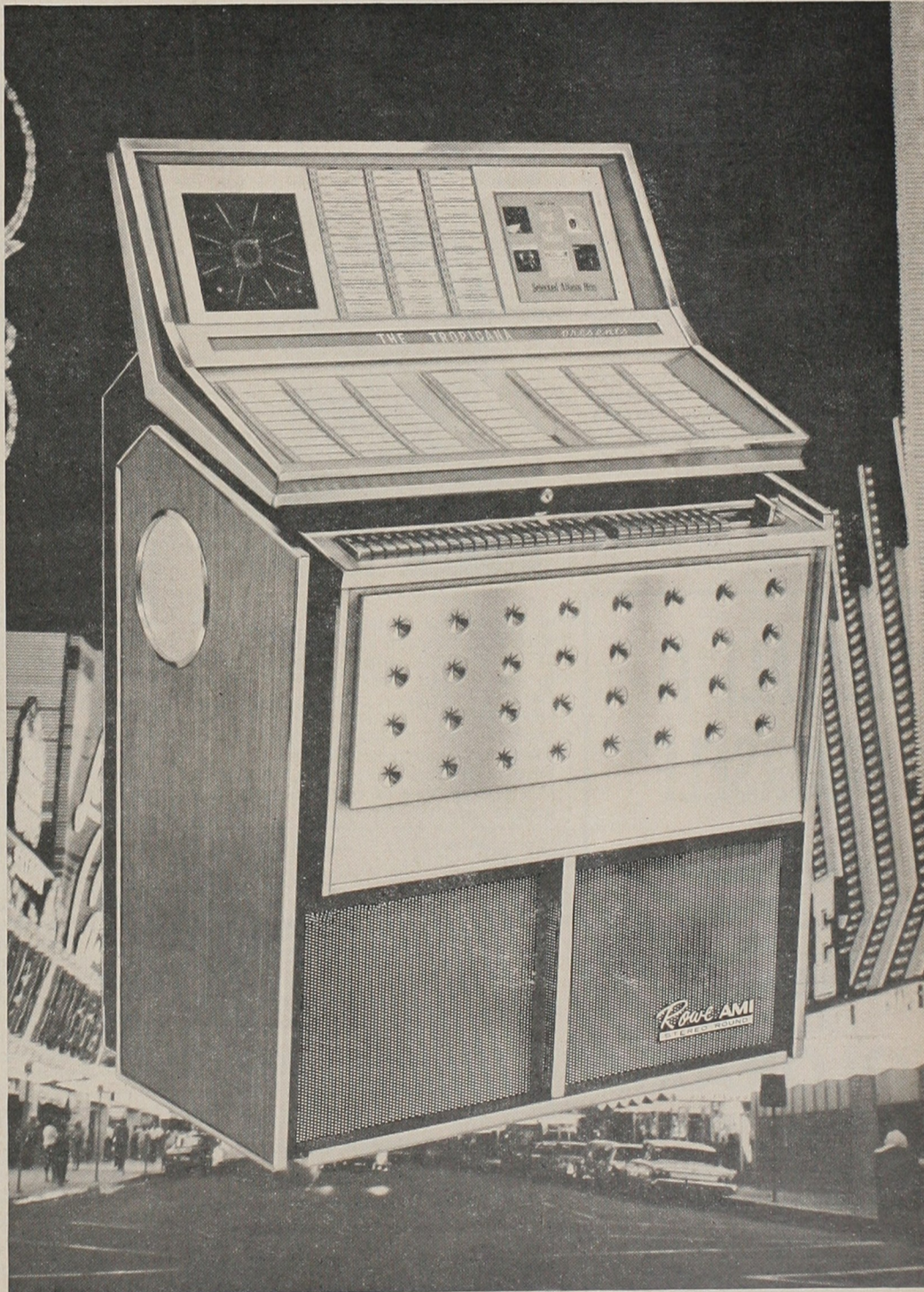
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- Top Album Hit Features
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CIRCUS THRILLS! ★ CIRCUS FUN!
 The Greatest Show on Earth Keeps 'Em Laughing & Playing!

- ★ Hitting targets 1 thru 4 adds one ball to play
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 Finish Extends Playboard
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**German Coin Industry
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LONDON—It was a very great pleasure to welcome once again to the Cash Box stand a regular and popular visitor to the A.T.E. Lars K. Skriver of Germany. He informed Cash Box that as from 31st December 1963 The Verband der Automatenbetriebe e.V. (The German Arcade Owners' Association) has been disbanded according to an agreement with Z.O.A. (German Operators' Association). Skriver, ex President of VdA, said that all arcade owners, whether previously members of the disbanded organisation or not, had now been invited to join their local branches



LARS K. SKRIVER

of Z.O.A. The decision has been taken with the intention of uniting all forces of the German coin machine industry in their fight for better conditions. Lars K. Skriver, although he has retired from all association work will continue as President of his own company, Gebrüder Skriver of Hamburg, Germany, importers, exporters and distributors of coin machines and arcade owners.

**United Struts First Class
 Style With 'Topper' Shuffle**

■ Four Reel Scoring Adds Interest

CHICAGO—C. B. (Bill) DeSelm, executive vice president and director of sales of United Manufacturing Company, this city, advised last week that with the release of the all-new "Topper" shuffle alley puck bowler this week much consideration was given to greater attractiveness, durability and serviceability in the highly-styled cabinetry.

In the area of scoring and playing features United's large staff of designers and engineers feel that they've reached the ultimate goal in "Topper". There is a rapid flashing lighted panel ("Read-Out" panel) on the backglass for advancing scoring in flashing sequence.

There has been much improvement in the backbox over previous shuffle alley models, according to DeSelm. It has the big four-reel scoring, totalizing into the thousands for "Dual Flash", "Flash" and "Advance" scoring. And, three-reel scoring in standard "Regulation" and "Regulation Champ" bowling games. There is easy-on-the-eyes fluorescent lighting in the backbox (glass) and the pinhood.

One other important thing DeSelm stressed for the edification of the nation's operators is the easy servicing in the backbox, because of simple entry, and the almost complete elimination of intricate, scrambled wiring and mechanisms.

There are extra wide, simulated Formica side-rails, a sturdy stainless steel enclosed cash box, and a chrome plated coin entry plate at the front of the cabinet, where the player's selector buttons (for the game to play) are located.

DeSelm detailed the scoring methods in "Topper" shuffle alley bowler, a six-player amusement game. He said that "Advance" scores as indicated on the "Read-Out" lights. The score values for a strike or spare increase up to the fifth frame. After that all strikes score '800' and all spares '600'. It is a flashy, action-packed bowling game.

In "Dual Flash" the strike and spare scores are also indicated by the "Read-Out" lights on the backglass. The lights stop on the first shot if a strike is made. If the opposite is the case, then the lights flash for a spare score.

The strike and spare scores are indicated on the "Read-Out" panel in rapid-action "Flash" bowling. The lights dramatically stop flashing when the pins are struck on the very first shot in each frame. "Regulation" is played according to ABC standard bowling (official) rules.

"Regulation Champ" scoring is identical to regulation bowling. However, the object of this game is to beat the score which appears on the "Read-Out" panel on the backglass, throughout the entire bowling game. It creates spirited competition, according to DeSelm.

"Topper" also has the "Easy Strike" and "Normal Strike" selector button on the panel in front of the playfield. DeSelm concluded by urging operators to visit their nearest United distributor to demonstrate the potential in "Topper" shuffle alley bowler.

It is a companion piece to United's "Bankpool" (billiard-type) shuffle alley and "Futura" big ball bowling alley.

"INSTALL-IT-YOURSELF"

Tape-Athon

KEENEY'S ALL-NEW COLORAMA

the DIFFERENT 2-PLAYER FLIPPER GAME!
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 Phone: HEMlock 4-5500



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YOUR GREATEST PROFIT OPPORTUNITY for 1964
 —DELUXE 6-POCKET and BUMPER POOL®
 —The Dependable Tables!
 See Your Distributor or Write.
 Complete Selection Parts and Accessories.
VALLEY SALES CO.
 333 Morton St. Bay City, Michigan

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

- MUSIC MACHINES**
AMI
D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-40, '54, 40 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.

- ROCK-OLA**
1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II
1478, '60, 120 Sel. Tempo II
1495, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess

- SEEBURG**
M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel.
Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY1005, '61, 160 Sel.
AY1005, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.

- WURLITZER**
1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 & 78 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
1650, '53, 38 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.
2600, '62, 200 Sel.
2610, '62, 100 Sel.

- PINGAMES**
BALLY
Acapulce (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun '61 (4/61)
Barrel-O-Fun '62 (11/61)
Ballerina (6/59)
Beach Beauty (11/56)

- Beach Time (9/58)
Beauty Contest (1/60)
Big Show (9/56)
Can-Can (10/61)
Carnival (11/57)
Carnival Queen (11/58)
Circus (8/57)
Circus Queen (2/61)
County Fair (10/59)
Crossroads (1/56)
Cue-Tease 2P (7/63)
Cypress Gardens (6/58)
Double Header (7/56)
Funspot '62 (11/62)
Flying Circus 2P (6/61)
Golden Gate (6/62)
Key West (12/56)
Laguna Beach (3/60)
Lido (2/62)
Lite-A-Line (2/61)
Lotta-Fun (9/59)
Miami Beach (9/54)
Miss America (2/58)
Moonshot (3/63)
Night Club (4/56)
Parade (6/56)
Queens (Bch., Is., Trop.) (3/60)
Roller Derby (6/60)
Sea Island (2/59)
Shoot-A-Line (6/62)
Show Time (3/57)
Silver Sails (11/62)
Sun Valley (7/57)
Target Roll (1/58)
3-In-Line 4P (8/63)
Touchdown (11/60)
Twist (11/62)
U.S.A. (8/58)

- CHICAGO COIN**
Sun Valley (8/63)
GOTTLIEB
Around Wld. 2P (7/59)
Atlas 2P (5/59)
Brite Star 2P (4/58)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
Cover Girl 1-Plyr. (7/62)
Criss Cross 1P (3/58)
Dneg. Dolls 1P (6/60)
Dbl. Action 2P (1/59)
Fair Lady (12/56)
Falstaff 4P (11/57)
Fashion Show 2P (6/62)
Flagship (1/57)
Flipper 1P (11/60)
Flipper Clown (4/62)
Flipper Cowboy 1-P (10/62)
Flipper Fair 1P (11/61)
Flpr. Parade (5/61)
Foto Finish 1P (1/61)
Flying Chariots 2P (10/63)
Gigi 1P (12/63)
Gondolier 2P (8/58)
Hi-Diver 1P (4/59)
Kewpie Doll 1P (10/60)
Liberty Belle 4P (3/62)
Ltng. Ball 1P (12/59)
Lite-A-Card 2P (3/60)
Mademoiselle 2P (11/59)
Majestic (4/57)
Melody Lane 2P (9/60)
Mry-Go-Round 2P (12/60)
Miss Annabelle 1P (8/59)
Oklahoma 4P (2/61)
Olympics 1-P (9/62)
Picnic 2P (10/58)
Preview 2-P (8/62)
Qun. of Diam. (6/59)
Race Time 2P (3/59)
Rack-A-Ball 2P (12/62)
Rocket Ship 1P (5/58)
Roto Pool 1P (7/58)
Royal Flush (5/57)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Silver 1P (10/57)
Sittin' Pretty 1P (11/58)
Slick Chick 1P (4/63)
Spot-A-Card 1P (3/60)
Str. Flush 1P (12/57)
Straight Shooter (2/59)
Sunset 2-player (11/62)
Sunshine 1P (10/58)
Spr. Circus 2P (10/57)
Sweet Hearts 1P (9/63)
Sweet Sioux 4P (9/59)
Swing Along 2P (7/63)
Texan 4P (4/60)
Tropic Isle 1P (5/62)
Universe 1P (10/59)
Wagon Train 1P (4/60)
Whirlwind 2P (2/58)
Wld. Beauties 1P (2/60)
World Champ 1P (8/57)

- SEEBURG**
Around Wld. 2P (7/59)
Atlas 2P (5/59)
Brite Star 2P (4/58)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
Cover Girl 1-Plyr. (7/62)
Criss Cross 1P (3/58)
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Swing Along 2P (7/63)
Texan 4P (4/60)
Tropic Isle 1P (5/62)
Universe 1P (10/59)
Wagon Train 1P (4/60)
Whirlwind 2P (2/58)
Wld. Beauties 1P (2/60)
World Champ 1P (8/57)

- KEENEY**
Flash Back
Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

- BALLY**
Flash Back
Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

- PINGAMES (contd.)**
WILLIAMS
Big Daddy 1P (9/63)
Big Deal 1P (2/63)
Black Jack 1P (6/60)
Casino 17P (10/58)
Club House 1P (10/59)
Coquette (4/62)
Crossword 1P (4/59)
Darts 1P (6/60)
El Toro 2P (8/63)
Fiesta 2P (12/59)
Four Roses 1P (12/62)
Four Star 1P (7/58)
Gay Paree (6/57)
Gldn. Bells 1P (9/59)
Gldn. Gloves 1P (1/60)
Gusher 1P (9/58)
Jig Saw 1P (12/57)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kingpin (9/62)
Kings 1P (8/57)
Mardi Gras 4P (11/62)
Merry Widow 4P (10/63)
Music Man 4P (8/60)
Naples 2P (9/57)
Nags 1P (3/60)
Reno 1P (10/59)
Rocket 1P (11/59)
Satellite 1P (7/58)
Sea Wolf 1P (7/59)
Serenade 2P (5/60)
Skill Pool 1P (6/63)
Space Ship 2P (12/61)
Starfire (1/57)
Steeplechase 1P (11/57)
Swing Time 1P (5/53)
10 Strike 2P (1/58)
3-D 1P (11/58)
Tic-Tac-Toe 1P (1/59)
Tom-Tom 2P (1/63)
Top Hat (10/58)
Trade Winds (6/62)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Valent 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)

- SHUFFLES—BOWLERS**
BALLY
Shuffles
ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)
Ball Bowlers
ABC Bowl. Lane (1/57)
ABC Tournament (6/57)
ABC Champion (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)
Super Shuffle (12/61)
Big 7 Shuffle (9/62)

- CHICAGO COIN**
Shuffles
Triple Strike (2/55)
Arrow (2/55)
Cr. Cross Targette (1/55)
Bonus Score (4/55)
Hollywood (5/55)
Blinker (8/55)
Score-A-Line (9/55)
Bowling Team (10/55)
Rocket Shuffle (3/58)
Explorer Shuffle (6/58)
ReBound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball (12/59)
6-Game Shuffle (6/60)
Triple Gold Pin (Pro) (2/61)
Starlite (5/62)
Citation (10/62)
Strike Ball (5/63)
Ball Bowlers
Bowling League (2/57)
Ski Bowl 6 Plyr (11/57)
Classic (7/57)
TV Bowling Lg. (11/57)
Lucky Strike (1/58)
TV (with rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)

- KEENEY**
Flash Back
Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

- Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
SHUFFLES—BOWLERS
UNITED
Shuffles
Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55)
Deluxe model
Top Notch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/53)
Rumpus Targette (5/63)
Astro (6/63)
Ultra (8/63)

- Ball Bowlers**
Bowling Alley (11/56)
Jumbo Bowling (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
League (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo
5-Star Bowling (5/61)
Classic (6/61)
Alamo (4/62)
Sahara (7/62)
Tropic Bowler (9/62)
Lucky (11/62)
Cypress (12/62)
Sabre (2/63)
Regal (4/63)
Fury (8/63)

- WILLIAMS**
Ball Bowlers
Roll-A-Ball (12/56)
6 Player
UPRIGHTS
AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon Wheels (12/58)
AB Galloping Dominos
AB Circus Play Ball (4/59)
AB Magic Mirror
Horoscope (11/59)
AB Mermaid (3/60)
Aquat Prod. Squoits (11/57)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckeroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
Criss Cross Diamond (1/60)
K Red Arrow (4/60)

- Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)
ARCADE
ABT 6 Gun Rifle Range
Air Football
Air Hockey
Auto Photo Model 9
Amer. Shuff. Situation (5/61)
B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpshooter (2/61)
B Golf Champ (8/58)
B Bat. Practice (8/59)
B Skill Roll (B 3/58)
B Moon Raider (7/59)
B Target (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Score (6/60)
B Skill Derby (10/60)
B Del. Skill Parade (4/59)
B Table Hockey (2/63)
B Spinner (2/63)
Novelty
B Bank Ball (1/63)
Capitol Midget Movies
CC Bullseye Baseball
CC Basketball Champ
CC 4-Player Derby
C Goalee
CC Midget Skee Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Clown
CC Stm. Shovel (5/56)
SS Batter Up (4/58)
CC Criss Cross
Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle Gallery (8/59)
CC Pony Express (4/60)
CC Ray Gun (10/60)
CC Wild West (5/61)
CC Long Range Rifle Gallery (1/62)
CC All-Star Baseball (1/63)
CC Big Hit (10/62)
CC Pro Basketball (6/61)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal. (6/54)
Ex Star Shtg. Gal. (9/54)
Ex Sportland Shooting Gallery (11/54)
Ex "500" Shooting Gallery (3/55)
Ex Treasure Cove Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (9/57)
Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54)
Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fly Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (10/57)
Ge Gypsy Grandma (5/57)
Ge Fun Fair (3/58)
Ge Space Age Gun (6/58)
Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland
DeLux model
Ke Ranger (3/58)
DeLux Model (3/55)
Ke League Leader (4/58)
Ke Sportland
Ke Two-Gun Fun (3/62)
Mid Red Ball (5/59)
Mid Joker Ball (11/59)

- (Midway, cont'd.)
Midway Bazooka (10/60)
Midway Shooting Gallery (2/60)
Midway Del. Baseball (5/62)
Mid. Target Gallery (7/62)
Mid. Carn. Tgt. Grlry. (2/63)
Mid. Slugger BB (3/63)
Mid. Rifle Range (6/63)
Mid. Raceway (10/63)
Mills Panorama Peek (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Muto Voice-O-Graph
Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Southland's Speedway (6/63)
Southland Fast Draw '63
Telequiz
Un Jungle Gun
Un Carn. Gun (10/54)
Un Bonus Baseball (3/62)
Un Bonus Gun (1/55)
Un Star Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirate Gun (10/56)
Un Yankee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major Leaguer
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Polar Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-Bagger (4/56)
Wm. Crane (10/56)
Wm. Penny Clown (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vanguard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Del. Bat. Champ (5/61)
Wm. Extra Inning (5/62)
Wm. World Series (5/62)
Wm. Road Racer (5/62)
Bally Champion Horse
Bally Moon Ride
Wm. Official Baseball (4/60)
Wm. Major League (3/63)
Wm. Voice-O-Graph 1962
KIDDIE RIDES
Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Trnvl. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirlbird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 20 CENTS PER WORD

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

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

Classified Ads Close WEDNESDAY

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

WANT

WANT—Used 45 rpm records. We pay freight & top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

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

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

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

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

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

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

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

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

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

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

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

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

WANT—A man who can fix Bowlers, Seeburg Juke Boxes and Pin Ball machines. White. Good references near. RANEY MUSIC CO.—528 NORTH CARVER, GREENSBURG, IND.

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

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

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

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

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

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

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

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

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

WANT—To buy Keeney Deluxe Red Arrows; Black Dragons; Buckley Track Odds; Sun Chiefs; Standard Chiefs; Mills Four Balls and similar type machines. SASKATCH-EWAN COIN MACHINE CO.—1025-104th STREET—NORTH BATTLEFORD, SASK., CANADA.

WANT—First class service repair man experienced in repairing and rebuilding phonographs, vendors, and amusement games. DAN CONNY—1026 BUFFALO AVE., NIAGARA FALLS, N.Y. (Tel. 285-0582).

WANT—New 45 rpm records. No quantity too large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction. We pay cash. SUTTON RECORD CO.—26 WEST 20th ST.—NEW YORK, N.Y. (Tel. CH 2-3250).

CLASSIFIED ADVERTISING SECTION

FOR SALE

FOR SALE—Bally Marksman \$225; Un. Carnival Rifle \$125; Genco Rifle Gallery \$100; Wm. King Swat \$89.50; Genco Hi Fly \$50; Wurl: 1700 \$195; 1650 \$65; Rowe 14 Col. Ambassador Cigarette \$145; GRECO BROS. AMUSE. CO. INC. 1288 BROADWAY—ALBANY, N.Y. (Tel. HObart 5-0228)

FOR SALE—Registered for export. 10 Red Arrows \$135 ea.; 6 Trail Blazers \$150 ea; 1 Jamboree \$135; Lotta Funs \$195; Shoota Lines \$425; D & L COIN MACHINE CO.—BOX 1713—HARRISBURG, PA. (Cable address DALCOIN).

FOR SALE—Brand new Southland Speedways and guaranteed like new Speedways; C C Sun Valleys; Bally Fun Phones and Bally Spinners. REDD DIST. CO. INC.—80 COOLIDGE HILL ROAD—WATERTOWN, MASS. 02172 (Tel. 926-2250).

FOR SALE—33 1/3 top talent brand new albums five in a pack @ \$2.40 a pack of five. 57" weighted cue sticks @ \$2.75 each in doz. lots. 2 1/4 inch Belgium Balls @ \$19.95 per set. Top grade billiard cloth \$4.50 per yard, by the bolt. We want 6-7-8-ft. used pool tables. Write. Home office. MILLER-NEWMARK DIST. CO.—3767 EAST 28th STREET—GRAND RAPIDS, MICH. (Tel. 949-2030).

FOR SALE—Specials: Completely reconditioned: Keeney Old Plantation \$175; Startime \$195; AMI-F80 \$145; F120 \$165; Seeburg V200 \$150; 100G \$265; Wurl: 1900 \$195; 2310 \$445; 2410-S \$495; 1700F \$145; United Big Bonus Shuffles 8 1/2' \$295; MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE PA. (Tel. Glendale 2-3207).

FOR SALE—Bally: Silver Sails \$885; Golden Gates \$770; Bikinis \$550; Cross Country \$265; 3-In-Line \$375; Gott: Gauchos \$440; Oklahomas \$355; Liberty Belles \$400; Williams: Tom Toms \$310; Mardi Gras \$440; Chicago Coin: Citation Puck Bowlers \$499.50; Royal Crown Ball Bowler \$745; Riet Guns \$515; Keeney: Black Dragons (Triple chute, fruit reels) \$950; Wild Arrows (fruit reels) \$750; Summertime \$525; All-Tech: Musical Ferris Wheels \$400; Indian Scouts \$375; Misc: Capitol projector's Auto Test \$495; NEW ORLEANS NOVELTY CO.—1055 DRYADES STREET—NEW ORLEANS, LA. (Tel. 529-7321).

FOR SALE—Or trade—C.C. Bulls Eye Drop Ball \$50; United Handicap Shuffle Alley \$75; Bally Club Bowler \$150; Bally Deluxe Club Bowler \$175; Bally ABC Shuffle Alley \$75; United Regulation Shuffle Alley \$75; United Niagara Shuffle Alley \$150; Bally Bank Ball \$150; Fischer 6 Pocket Pool Table \$195; Exhibit 6 Pocket Pool Table \$175; 20 Col. Corsair \$110; 30 Col. Corsair \$115; Rowe 2-700, electric \$105; 22 Col. National Model 222. Make offer: Seeburg M100B \$110; Seeburg M100C \$125; U-Select-It RDS and APD Candy Machines \$85; 4 Col. Superior Gum Vendors \$25; Dan CONNY—1026 BUFFALO AVE.—NIAGARA FALLS, N.Y. (Tel. 285-0582).

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

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

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

FOR SALE—Rock-Ola 1493 Princess \$650; AMI L-200 \$725; Cont. 1 \$575; Lyric \$475; K-100 \$525; W-50 WB \$20; WQ-200 \$49.50; Wurl: 2300 \$400; Seeb: 3WA WB \$49.50; BIRD MUSIC DIST. INC.—124-126 POYNITZ AVE.—MANHATTAN, KANS.

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

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

FOR SALE—2 Perey non-coin turnstiles, completely reconditioned \$195 each; MIK; MUNVES CORP.—577 10th AVE.—NEW YORK, N.Y. 10036—(Tel. BRyant 9-6677)

FOR SALE—Counter Games—Whiz Bowler and Zippers new. Penny/Nickel/Dime. Sample orders \$29.50 each. WESTERN DIST.—1226 S.W. 16th AVE.—PORTLAND, OR 97205.

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

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

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

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

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

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

FOR SALE—Have your "Squirts Fun With Water" games factory reconditioned. Includes new scoring arrangement, improve pump, repair, refinish cabinet, replace worn mechanical parts. New machines made to order. Write: — AQUATIC PRODUCTS CORP.—8038 ALVERSTONE AVE.—LOS ANGELES, CALIF. (Tel. 645-1980).

FOR SALE—Pokerino nearly new with arc chute and knock off. Also have some old Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write: JAMES TRAVIS, P.O. BOX 20 MILLVILLE, N.J.

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

FOR SALE—Bally Challenger B/A 13' \$32 Bally Lucky S/A \$150; Bally Mystic S \$75; United Deluxe Baseball \$75; Bally DeLuxe Club Bowler \$195; United Super Slugger Base \$125; United Handicap \$9 C.C. Red Pin \$125; Keeney Ranger Galle \$125; United Regulation \$75; Bally A.R. \$75; AMI W-120 Wall Boxes (9) \$2 BETSON ENTERPRISES, INC.—3726 TO NELLE AVENUE—NO. BERGEN, NEW JERSEY.

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

FOR SALE—All chrome Wall Boxes, acti closeout, immediate delivery. Seaburg 1 3W1, 10 Selection each \$15; 100 V3WA, 2 Selection each \$35. We buy, sell or exchange any make or model of Late Phonograph and Wall Boxes. Inquiries invited, to get prices. SEACOAST DIST. CIN., 12 NORTH AVENUE, ELIZABETH 4, N. (Tel. B18-3524-5)

FOR SALE—U-Embassy \$595; Crystals \$550 A-1 Condition. TOLEDO COIN MACH. CO. TOLEDO, OHIO.

FOR SALE—Hi-Speed Super Fast Sho Board Wax. 24 one-pound cans per can \$8.50 f.o.b. Dallas, Texas. Sold on moon back guarantee. Distributor for D. Gottlieb Coin. STATE MUSIC DISTRIBUTOR, INC., 3100 MAIN ST., DALLAS, TEXA

CLASSIFIED SECTION

MANUFACTURERS NEW EQUIPMENT

CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Manufacturers have not authorized prices where no price is shown

FOR SALE—Export Jennings, Cigarolla; Buckley Track Odds; Bally Miami Beach; Beach Beauty; Seeburg L-100; Mills Vest Pocket; National 9 Col. Cigarette; Gottlieb Kewpie Doll; others. CROSSE DUNHAM & CO., 350 GREENDALE ROAD, YORK, PA.

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

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

FOR SALE—Shuffle Alleys: United Super Bonus \$95; Keeney Deluxe Challenge \$95; United Top Notch \$129; Ball Bowlers: Twin Bowler \$275; T.V. Bowler \$150; Classic Bowler \$150; Strike Bowler \$95; All of the above mentioned machines have been completely shipped and refinished. TRI-STATE DIST. CO.—CALLIER SPRING ROAD—P.O. BOX 615—ROME, GA. (Tel. 234-7123, Area code 404).

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

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

FOR SALE—Relays—Switch Assemblies. Low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses. MARVEL MFG. CO.—2847 W. FULLERTON AVE.—CHICAGO, ILL. (Tel. DI 2-2424).

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

FOR SALE—Seeburg V200's \$150 or five for \$695; Wurl: 2201 \$345; 2510 \$645; AMI H120 \$275; 1 120 \$325; J120 \$395; Continental 1 200 \$495; Continental 11 200 \$695; Bally Spinner and Table Hockey. make offer; direct overseas shipment from Port of Detroit. MARTIN AND SNYDER CO., 13200 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUZON 2-2300)

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

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

FOR SALE—Mills & Jennings Fruit Machines all types and models, complete with automatic JacPots, in top condition. Will pack in wood for export. ALMAN ENT. BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.

FOR SALE—Wurl: 1800 \$225; Wurl: 2150 \$345; Wurl: 2200 \$495; Wurl: 2300 \$595; Wurl: 2400 \$695; Wurl: 2500 \$795; NORTHWEST SALES CO. of OREGON—1040 S.W. 2nd AVE.—PORTLAND 4, OREGON. (Tel. 228-6557).

FOR SALE—Arcade films for coin operated machines. Pasties, pin-up, burlesque and art. Available in 16mm & 8 mm. ACKERMAN ENTERPRISES—P.O. BOX 1334—ESCONDIDO, CALIF.

FOR SALE—United 16' Playtime B.A. \$225; 16' Jumbo B.A. \$195; Silver Roll-Down \$550; Super Slugger Baseball \$95; Shuffle Baseball (floor sample) \$595; Chicoin: Six Game Bowler S.A. \$325; 6-Pl. Home Run Baseball \$95; WMS. Titan Gun \$325; Midway: Deluxe Shooting Gallery \$225; Skeet-Fun \$225; CENTRAL OHIO COIN MACHINE EXCH. INC.—315 EAST 5th AVE.—COLUMBUS 1, OHIO. (Tel. 294-3529).

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MISCELLANEOUS—Settled married man, no drifter or drinker, age 36. Will relocate, 14 years on phono's, bingos, amusement's and shuffles. Phone collect. Area Code 318—442-2385. (Huey Womach—60 Mary St.—Alexandria, La.)

MISCELLANEOUS—30,000 professional comedy lines! Largest laugh library in show business, 36 books; over 400,000 copies sold! Used by 1,000 disc jockeys! Orben's Current Comedy our monthly topical gag service features deejay material each issue. Free catalog. Write: ORBEN DEE-JAY LAUGHS. 3536 DANIEL CRESCENT—BALDWIN HARBOR, N.Y.

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- Gold Crest (3 1/2 x 7' 6 Pkt. Table) ...
- Gold Crest (4x8' 6 Pkt. Table) ...

AMERICAN SHUFFLEBOARD CORP.

- Electra "6" (6' 6-pkt. table)
- Electra "7" (7' 6-pkt. table)
- Electra "8" (8' 6-pkt. table)
- Classic "6" (6' 6-pkt. table)
- Classic "7" (7' 6-pkt. table)
- Classic "8" (8' 6-pkt. table)
- Imperial Shuffleboard (16' to 22') ..
- Imperial Cushion Model (12')
- Bank Shot Model (9')

AMERICANA BILLIARD CORP.

- Tropicana Bumper Pool

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- V.2 Auto-Voice Recorder

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- Deluxe Bally Bowler 16' lengths (Jan. 1964)
- Star-Jet Pin (12/63)
- Hootenanny Pin (11/63)
- Bounty (Bingo) (10/63)
- Super 8 Shuffle (4/63)
- Fun-Phone (3/63)
- Bucky Bronco Kiddie Horse

T. H. BERGMAN CO.

- Arizon Gun (Live action pellets)
- Nat'l Sales Agents, Duncan Sales Co.

CHICAGO COIN MACHINE

- Champion Rifle Range (1/64)
- Cadillac Ball Bowler
- (1/64)
- Firecracker 2P (12/63) Pin
- Spotlite Shuffle 11/63
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- Card Vender (Mechanical). Model 412 "Vacuumatic." Vends Exhibit's Trading Cards. Capacity: 500.
- (Including 3,000 FREE cards)
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- (Including 1,500 FREE Cards)
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- Crown One Hundred (100")
- Crown Ninety (90")
- Crown Eighty Five (85")
- Royal 90 (90")
- Royal 76 (76")
- Crown Fiesta—Reg. Bumper

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- Double Header (12/62)
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- U.S. Marshall 5 1/2 Gun
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- ABT Challenge Pistol
- ABT Gueser Scale
- ABT Rifle Sport
- Aristo Scale

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- Ben Hur Chariot
- Twin Quarterhorse
- Derby Pony Jr.
- Sam The Clown

IRVING KAYE CO., INC.

- Deluxe Eldorado 6 Pkt. Series
- Mark I, 77x45
- Mark II, 85x47
- Mark III, 92x52
- Mark IV, 106x58
- Mark V, 113x63
- Deluxe Satellite, 77x45
- Deluxe Klub Pool
- Deluxe Regular 56x40
- Jumbo 76x43

J. H. KEENEY & CO.

- Colorama 2P Pin (12/63)

MARVEL MFG. CO.

- Slugger-Counter Baseball (1¢, 5¢, 10¢)

MIDWAY MFG. CO.

- Winner 2P (Novelty) (12/63)

ROCK-OLA MFG. CORP.

- Caravelle (20 Col. 800 Packs) Cigaret 414S 100 Sel. (Capri II) Del. St.-Mon. 414S With St. Optional
- 418 160 Sel. (Rhapsody II) Del. St.-Mon. 418SA 160 Sel. (Rhapsody II)
- With 7" LP Feature
- 1494 100 Sel. Wall Phone
- 1628 DeLuxe "Stereo Twins" Spkrs. 1629 "Stereo Twins, Jr." Spkrs. ...
- 1950 Remote Volume Control Unit
- 1551 Universal Wall Box
- Bar Bracket
- 1578 (160 Sel.) Wall Box
- 1584 (100 Sel.) Wall Box

REDD DISTRIBUTING CO.

- Cinch Instant Shine Vendor
- (Vendor and packaged Cinch product)
- Giopen Coffee Vendor (Natl. Agents)
- Vend-A-Book Comic Book Vendor

ROCK-OLA IVI CORP.

- Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.
- Model 1403-S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity. Coffee 4 ways, extra cream and sugar, with sugar and cream buttons a standard feature. (Extra strong coffee button kit, Model 2017, available for Model 1403-S. Also available as Model 1403 without hot whipped soup feature).
- Model 1200—Coffee, Hot Chocolate, Soup—single cup fresh brew, 500 cup capacity. Coffee 4 ways, extra cream and sugar buttons are standard.
- Model 3402—Coffee, Hot Chocolate, Soup and Tea—(Compact Model), Single cup, fresh brew, serves coffee and tea 4 ways.
- Model 3403—as above, without 4 way tea feature.

ROWE AC SERVICES

- Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility 200 selections, 160 selections, or 100 selections.
- HAC-200 Hideaway, 200 Sel. Sel. Mon. HEB-200 Hideaway, 200 Sel. Selective Stereo CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-con Rejactor.
- F-10436 Bar Grip, W.B. Mounting Bracket EX-600 Cylindrical Wall Speaker EX-700 Wall Speaker L-2130 Ceiling Spkr., Choice of Grille Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille Riviera Cigarette, 20 sel. 800 pack. Celebrity Cigarette Merchandiser, 14 selection, 610 pack capacity, modular line. Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular. 77 Candy Merchandiser, 11 sel, 360 cap. Tasty 20 Candy Merchandiser, 20 sel, 560 cap. Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular. Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular. Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular. Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular. Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular. Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity. Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular. Customic Background Music (Tape Cartridge)

- HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.
- DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.
- SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers Remote income totalizer.
- 3W100—Wall-O-Matic 100, Single Pricing
- TW1—Twin stereo wall speaker, 8 inch
- TC1—Twin stereo corner speakers, 8 inch
- TR1—Twin stereo recessed speakers, 8 inch
- ERWC1-12—Extended bass corner/wall speaker, 12 inch
- PRVC-2—Powered remote volume control CC-2—Coin counter
- BACKGROUND MUSIC Encore! 750 Sel. BMS-2—Background Music unit, 1000 sel. BMC-1—Background Music Compact BMCA-1—Companion Audio CIGARETTE VENDOR 4E3—Modular unit, 825 pack capacity. 4E3XM—Modular (less match unit) 825 pack capacity. 4E4—Free Standing, Personalized, 825 pack capacity. 4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity
- COFFEE VENDOR 662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time. Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5 664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5 664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6 664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5 767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6

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- Futura Bowling Alley (12/63)
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U.S. BILLIARDS INC.

- Comet 6-Pkt. Series Model 6700
- Model 7700
- Model 8200
- Model 9100
- Deluxe Rotation Bumper Model 48
- Model 67

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- Deluxe 6-Pocket Models Model 750A—75x42x31
- Model 850A—84x47x31
- Model 900A—90x50x31
- Special 6-Pocket Model Model 745A—75x42x31
- Regulation Bumper Pool

WILLIAMS MFG. CO.

- Beat The Clock 1P (12/63)

THE WURLITZER COMPANY

- 2700 Stereo-Mono., 200-sel. phono. 2710 Stereo-Mono., 100-sel. phono. Wall Boxes 5121 Private Stereo Spkr. for use on WB 5200 and WB 5250 with Models 2300 thru 2700 5010 WB Ten Top Tunes sel. 50¢ 5250 WB 200-sel. 10-25-50¢ 5207 WB 104-sel. 5200 WB 100-sel. 10-25-50¢ Speakers 5122 Stereo Convertible Console Spkr. 5123 Stereo Wall Spkr.—12" Coaxial 5124 Stereo Corner Spkr.—8" Extended Range 5125 Stereo Extender Spkr. (Packed in Pairs) 5126 Stereo Directional Spkr. (Packed in Pairs) Hideaway Phonographs 2717 Stereo-Mono. 200-sel. 2711 Stereo-Mono. 100-sel.



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