



# JAPAN

King Records has released "Sayonara Judai," lyric by Hiroshi Yokoi and music by Seiichi Sakurada, b/w "Ai No Suzuran," to celebrate the singer Miki Nakasone's recital to be held in the middle of March.

Kodama Press, maker and distributor of film-records, invited newspaper and musical concerns to Prince Hotel, and formally announced its new decision of releasing regular records.

Teichiku Records is releasing for special issue in April, "Hadashi No Jinsei," theme of new TV program of "Yomiuri, Kettai Na Yatsu," composed and sung by I. George, b/w "Jonetsu No Gilo," music and song also by same songster.

The Platters are visiting Japan for the third time in April, promoted by Musashi Promotion, to appear at Tokyo's Sankei Hall on Mar. 27 and 28, also to join the regular concert in May held by International Art Rotary.

Oscar Peterson visited here in June to perform in major cities, including Tokyo and Osaka, with Ray Brown (bass) and Edo Sigpen (drums) as a trio, while Tokyo performances are scheduled at Sankei Hall for 4 days from June 1.

Nippon Victor, for its new "Poetry Series," is releasing the first push of the line in 12 inch stereo, "Poetry of Piano," including "Begin The Beguine," "Star Dust," "Vienna My City Of Dreams," etc., "Poetry of Strings" with "Jealousy," "Holiday For Strings," etc. and "Poetry of Pipe-organ," with "Love Is A Many Splendored Thing," "September Song," "Fascination," etc.

## Japan's Best Sellers

This Week	Last Week	Title	Artist	Label
1	3	Let's Make A Memory	Cliff Richard	Odeon;—Sub-Publisher/Shinko
2	6	Please Please Me	Beatles	Odeon;—Sub-Publisher/Toshiba
3	1	Live Young	Troy Donahue	(W.B.)—Sub-Publisher/IMP
4	2	Washington Square	Village Stompers	(Epic); Spike Jones (Liberty); Paradise King (Toshiba);—Sub-Publisher/Toshiba
5	5	Short On Love	Gus Bockus	(Polydor)
6	4	Marshmellow	Johnny Cymbal	(Kapp);—Sub-Publisher/Shinko
7	7	Dominique	The Singing Nun	(Philips)
8	10	Come Back To Me	Ray Orbison	(Monument)
9	—	Danke Schoen	Connie Francis	(MGM);—Sub-Publisher/Shinko
10	8	I Left My Heart In San Francisco	Brenda Lee	(Decca);—Sub-Publisher/Toshiba

### JAPAN'S BEST SELLERS

This Week	Last Week	Title	Artist	Label
1	7	Ah Seishun No Mune No Chi Wa	Akira Mita	(Victor)
2	—	Akai Blouse	Yukio Hashi	(Victor)
3	1	Nakamatachi	Hunaki Kazuo	(Columbia)
4	5	Wakai Utageo	Y. Hashi & S. Yoshinaga	(Victor)
5	8	Dekai Konoyume	Michiya Mihashi	(King)
6	—	Tokyo Blues	Sachiko Nishida	(Polydor)
7	2	Yumeo Sodate-yo	Kyu Sakamoto	(Toshiba)
8	3	Hikaru Umi	Sayuri Yoshinaga	(Victor)
9	4	Ojo Kichiza	Yukio Hashi	(Victor)
10	10	Gakusei Bushi	Crazy Cats	(Toshiba)

### LP BEST SELLERS

This Week	Last Week	Title	Artist	Label
1	1	I Left My Heart In San Francisco	Julie London	(Liberty)
2	—	Poetry In Japan	Carmen Cavarelo	(Decca)
3	—	Continental Tango In Japan	Alfred House	(Grammophon)
4	3	My Fair Lady	Columbia	
5	4	Mantovani	London	

## Robert Cogoi: Belgium's Strong Choice For Eurovision Contest

BRUSSELS—Robert Cogoi, the Walloon Crooner from Couillet in Belgium who won the Big Vanity Award in Ostend two years ago, is to represent our country at the Eurovision Songfestival beginning March 21 in the Danish capital Copenhagen. Cogoi will sing "Près De La Rivière" and Belgian orchestra leader Henri Seghers is to accompany him. The song has been published by World Music-Primavera SA. Text and music are by Cogoi.

It is not one of his more recent works: it had been stashed away for some time and only recently had been "salvaged." It's got real qualities and might turn out to be a hit. It has been recorded by the studio orchestra and produced by Jean Klüger. Arrangements are by Willy Albimoor. Cogoi, who is supposed to go on a tour in Canada will cut some German and Italian tunes soon. The sale of his records in France is satisfactory. Shortly, there will be an EP, featuring "Près De La Rivière."

The tune "Si Un Jour" on the Philips label earned him immense popularity two to three weeks after the concert at Ostend. "Pardonnez Moi Seigneur" also scored high and both numbers are near the top of the Walloon and Flemish hit parades. The choice of Cogoi as Belgian representative—he now also does French language versions of Will Tura hits—is completely justified. He is chockfull of the qualities required for a professional performer: personality on the stage, a well-trained voice and a way of rendering songs which add to the quality of both lyrics and songs.

And now briefly Robert Cogoi's life story: In 1933 a Yugoslav worker hardly had the means to feed his family, consisting of his wife and daughter. One day, this man, Mirkos Kogoj comes to work in a coal mine near Charleroi in the Walloon Country. He has left his wife and child behind in Yugoslavia, hoping to make a better living in Belgium.

Five years later he is joined by his wife, who had left her six year old girl in the care of the mother, hoping that she will be able to convince her husband to return to the home-country, even if living conditions were extremely difficult.

Mirkos Kogoj however had started to like his adopted country, so a year later Mrs. Cogoi abandons the idea of going back, as a son had now been born to her. Mirkos Robert came into the world in a shabby little miner's room. His first Christian name was soon dropped and Robert grew up among the urchins of Couillet, speaking their language and sharing their games. He got excellent marks at the local elementary school and later he went to the people's university where he took courses in drawing and electricity.

Although he was a gifted student, he had never shown any inclination toward music. His hobby was putting things together and in 1955, while going



# FRANCE

Some interesting late news just broke concerning Ted Moura of the President label.

He spoke mostly about the big effort that he is making to create some excitement on the French market with the new dance craze, The snap. Conrad Springel recently performed this dance on a TV show called "Age Tendre Et Tête de Bois."

There is a TV show here in France which is becoming very important 'cause many people are talking about it. It is called "Raisins Verts" by J. C. Averty. The theme song of this broadcast has just been recorded on the Président Label by J. C. Pelletier.

The publishing firm Amour, which is also directed by Moura, has just pointed out to us a new success by Les Compagnons De La Chanson in a title called "Belle c'Etait La Vie Belle." This song will be created by Les Compagnons during their next appearance at the Olympia Music Hall which is scheduled for March 19. On the other hand, Ted has acquired the sub-publishing rights to number one Spanish song for France and this is entitled "La Hora." From Germany he has acquired "Drei Musketiere." Let's now wait for the French adaptation. Whilst on the subject of Editions let's mention the three songs that will represent France in the Eurovision song contest. These have been selected as follows: For the french Télé "Chanson de Mallory" published by Bagatelle. Brigitte Bertholier decidedly knows how to place things. For télé Monte-Carlo the song is entitled "Où Sont-Elles Passées" co-edited with Tutti and Pathe. Luxembourg Television comes up with "Lorsque Le Printemps Revient" published by Jacques Plante.

On the judicial plan lets jog your memory and say that on March 19th the Hallyday-Vogue-Philips lawsuit will be pleaded for the last time, at least we presume this will be terminated. We have sufficiently written in previous columns about this lawsuit and brought your attention to the importance on the outcome of this subject.

Excellent news by way of the appearance of Sammy Davis Junior at the Olympia music hall as promised by him on his last visit to Paris. This time he will appear at least for eight representations which will permit Sammy to get to know the real Parisian public, the public that Prevert calls "Les Enfants du Paradis," who will no doubt appreciate the enormous talent that this artist has.

We have just to hand in details on the novelty releases from the Barclay record company. First of all a new disk by Vince Taylor accompanied by the New Play Boys. He supplies us with "Memphis Tennessee" and "A Shot Of Rhythm Blues." A newcomer on the market, Lynn gives us "Dis Moi Mama" and "Je Sens Venir L'Amour." Eric Montry back up with Paul Mauriat sings for us "Caché Dans l'Ombre" and "Monsieur l'Hermitte." In the series film music we have the original soundtrack of the film entitled "Le Scandale de Christine Keeler" in an E.P. form orchestrated and directed by Roger Bourdin. A very interesting novelty release is the recent E.P. of Frankie Alamo. Whilst talking about Achir Chemouny lets underline the fact that he attaches the importance in France to the Beatle songs. Unfortunately we have not a singer or group worthy of this name who has not grooved a song of the Beatles. If we speak of Richard Anthony with "Toi l'Ami," which is the adaptation of "All my lovin'." Johnny Hallyday sings "Quand Je la Vis Devant Moi" which is "I Saw Her Standing There, and so on. We cannot say its Beatlemania but it is certain that the passage of the Beatles in Paris has left a big impression which is not going to be forgotten for some time to come.

Two changeovers on Record labels. First of all Guy Beart who has just grooved on the Festival label, still with Festival is Pia Colombo, who was formerly, on the Philips ticket, has passed over as well. Whilst talking about Pia lets say that this artist had no chance to break through whilst Piaf was on her feet but now, she perhaps could come into the limelight and impose her voice on the public.

Let's now talk about Trini Lopez. His records are distributed by Vogue and they have just supplied us with a couple of singles mainly "Kansas City" and "Jailer, Bring Me Water." Let's be precise by saying that these were recorded in France by Trini himself. To terminate with Vogue let's point out that Michele Serna on the Vogue contact obtained very big success with "Celui Qui Est en Prison."

## France's Best Sellers

- 1 La Mama (Charles Aznavour) Charles Aznavour—French Music
- 2 Si Je Chante (B. Anderson) Sylvie Vartan—Metro
- 3 Le Tord Boyau (Pierre Perret) Pierre Perret—Vogue International
- 4 She Loves You (The Beatles)—Bagatelle
- 5 J'Aurais Voulu (Francoise Hardy) Francoise Hardy—Alpha

## Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	3	8	Needles And Pins	The Searchers	(Top Hits/"Hataklit")
2	2	8	As Usual	Brenda Lee	(Arton/"Hed Arzi")
3	1	7	Swinging On A Star	Big Dee Irwin	(Colpix/"Hataklit")
4	5	5	You Don't Own Me	Lesley Gore	(Mercury)
5	7	3	I'm The Lonely One	Cliff Richard	(Columbia)
6	9	7	For You	Ricky Nelson	(Arton/"Hed Arzi")
7	8	7	Hello Love	Julie Grant	(Top Hits/"Hataklit")
8	4	7	I Only Want To Be With You	Dusty Springfield	(Philips)
9	11	3	All My Lovin'	The Beatles	(Parlophone)
10	12	4	Come On	Tommy Roe	(A.B.C. Paramount)
11	14	5	The Boy You're Kissin'	Mark Wynter	(Top Hits/"Hataklit")
12	15	4	I'm Watching	(Every Little Move You Make)	Little Peggy March (RCA)
13	18	2	Good News	Sam Cooke	(RCA)
14	6	9	I Want To Hold Your Hand	The Beatles	(Parlophone)
15	10	10	Don't Talk To Him	Cliff Richard	(Columbia)
16	13	6	Glad All Over	Dave Clark Five	(Columbia)
17	17	3	Charade	Henry Mancini	(RCA)
18	—	1	Stardust	Nino Tempo & April Stevens	(Atlantic/"Hataklit")
19	16	10	Secret Love	Kathy Kirby	(Decca)
20	—	1	Non Ho L'eta	(Per Amarti)	Susy (Derby)

through a "do-it-yourself" magazine, he discovers a blueprint for the building of a guitar. On this first, selfmade instrument he composes his first tunes, and gradually once unknown Robert Cogoi earns himself a reputation in the Belgian world of show business which now enables him to compete at Copenhagen. We wish him the best of luck.



# CANADA

The caliber of Canadian record talent is increasing daily. Some outstanding releases have been forthcoming of late featuring talented Canadians. High on the list is a great new side by handsome young Montrealer, **Pierre Lalonde**. Lalonde is a top attraction in French language circles, but the release of his first English sides have taken the Country by storm. "Louise" is the action side at this writing, and I mean action. **Phil Rose** at Compo is as excited about young Lalonde as he has ever been about any artist, American or Canadian. "It's Gonna Be Cloudy" is a strong commercial item on the flip side of Pierre's first English release. Daily reports are reaching **Phil** and **Barry Paine** at Compo's Apex Division indicating that the Lalonde revival of **Maurice Chevalier's** great classic is headed for smashville.

Also creating quite a stir in the industry from coast to coast is a great new thing on Quality by **The CHUMingbirds**. These are four personalities from Toronto's CHUM-Radio that got together to form a singing group to appear at last year's Canadian National Exhibition. The group continued to appear as a unit following the Ex and have now progressed to the stage where they are making considerable chart noise with their initial record release on Quality, "Brotherhood Of Man." Included in the group are: **Mike Darrow**, **Bob McAdorey**, **Garry Ferrier** and **John Spragge**. They have a hit on their hands.

The French Canadian market in Canada, perhaps the greatest sales potential that exists for records in this Country, should not be overlooked by Mercury with the firm's release in French of **Lesley Gore's** current hit single, "You Don't Own Me." "Je Ne Sais Plus" has been played by Ottawa's CKOY to tremendous reaction from a minority, but very vocal French speaking audience. Should the disk be released in Canada, particularly French Canada, it'll probably outsell its English counterpart.

The **Diane Leigh** side, "Little Boy Lost," on Quality is another first class example of good Canadian talent. It continues to win considerable favor with record buyers everywhere it is played. By the way, Miss Leigh is a very attractive young lady. She was a second place winner on CHUM's "Talent In Toronto" show and went on to appear in clubs and on TV throughout North America.

Quality's **Stan Dorling** is predicting big things for the **Jimmy Interval** single, "Daddy's Little Girl." It's on Reo in this Country and could break open.

**Hal Ross**, London's top notch hit promoter, appeared in various Canadian centers over the past couple of weeks all decked out in bowler hat, cut away coat, mourning trousers, and monocle, sporting an attache case that identified him as the man from London. The outfit and the extensive promo trip were undertaken to introduce a new series of British singles under the London banner. There were ten new singles all told, many destined for high wide and handsome chart rides. "We Love The Beatles" by **The Vernons Girls** was one of the more outstanding sides. Indeed it is already moving very well in Toronto where London man **Max Zimmerman** is hard pressed to keep up with the orders. Another item inspired by the shaggy haired ones was "Beatle Crazy," a talking-blues type outing by **Bill Clifton**. Another smash item in the group of ten from London that Hal introduced with all the pomp and circumstance of a command performance was "Diane" by **The Bachelors**. "Love Is Going To Happen To Me" is a very commercial side, part of the group of ten, by **Beryl Marsden**. She gives it a **Helen Shapiro**-like reading that is bound to attract deejay attention. A very pleasant listening item was the newie on London by **Tony Meehan**, entitled, "Song Of Mexico." Only two of the top ten will be released in the U.S., "Diane" and "Beatle Crazy."

Arc Records is about to bow into the folk field with the release of a new single by **The Jeffrey Howard Singers**. The group hails from Edmonton and has just returned from a lengthy stand in L.A. According to all reports they were well received on the coast. The record being rushed out by Arc is entitled "The Comet." **John Porteous** indicates that the label will go all out to promote this first venture into the folk idiom.

New items on Mercury (Smash) that are doing very well across Canada of late include "Little Beatle Boy" by **The Angels** and "Night And Day" by **The Lively Ones**. The former appears to be a side by the consistent hit-making femmes that will find favor with all broadcasters no matter what programming format they adhere to. The latter item is a very commercial, yet listenable presentation, instrumentally, of the Porter standard.

**Don Carter** former sales manager of MacKay Distributors, London Records in Ontario, and one of his top salesmen, **Gary Megaffin** have taken their leave to head up the sales force of Polydor Records in Canada.

A new personality has hit the Southern Alberta broadcasting scene like a bomb. He is **Homer Freem**—so help me, that's his name—broadcasting daily over CHEC, Lethbridge. According to word reaching CB from the area he is rapidly developing into one of the big movers in the exposure of new record product in that area. He's on the air daily from 4 to 5 PM on the Lethbridge outlet.

**Chuck Camroux**, production manager and C&W jock at CHSJ in Saint John, N.B. is interested in booking talent throughout the Maritime Provinces this coming summer. Acts in and around Ontario and Quebec are particularly in demand. Chuck has been behind some of the big shows to play that area in recent months.

**Keith Randall**, CKPT, Peterboro air personality, reports good response to a P.A. in his town by **Tamarc** (Atlantic) recording star, **Shirley Matthews**. Shirley's "Big Town Boy" continues to be a best seller all across the country. Keith reports that he is always on the lookout for good Canadian acts to appear in his part of the country.

A very commercial reading of the oldie, "My Dreams Are Getting Better All The Time," has been released on Click records by **Bob Davies**. The personable young fellow will be remembered for his while-back smash, "Ballad Of Gordie Howe." This offering presents the old favorite in a strong new teen dress that could take it far, chartwise.

My apologies on a recent report in this space concerning a new single by **The Beatles**. I misunderstood a pre-release bulletin from **Paul White**. Only one side of the new disk has never been available before. "This Boy" represents a bit of a change of pace for the fabled Britishers but they are right in their million dollar groove with "All My Loving," which was lifted from the Capitol set, "Beatlemania" by a tremendous demand from Canadian Beatle fans by the tens of thousands. "Hippy Hippy Shake" by **The Swingin' Blue Jeans** is on Capitol in Canada and is well on its way to the top of the charts, if it can find any air space up there that isn't covered with Beatle hits.

CFGM, the full time country music station in the Toronto area, recently sold out their first live country music show two weeks in advance. Helping to pack Toronto's Massey Hall to the rafters were **Johnny Cash**, **Tex Ritter**, **June Carter** and **Sonny James**.

New lady in the Library at Ottawa's CKOY is **Miss Norma Broome**. Great sound out on Jubilee is the latest by **The Raindrops**. "Book Of Love" has that top ten sound. Also expect big chart doings from the newie by **The Miracles**, "The Man In You." It's on Tamla. Phonodisc are having a busy spell with loads of good commercial things happening. "Hello Dolly" by **Louis Armstrong** on Kapp has developed into a blockbuster.



# ITALY

Once again we wish to mention the special EMI classical series "Invit Alla Musica" (Invitation to the Music). In fact, 18 new albums have been released for this series by EMI Italiana, and with this new group of releases the new catalog of this low priced series now includes 68 LP's.

Until now, according to a declaration of EMI Italiana, the firm has sold 120,000 LP's of the first two groups of albums released by EMI for this classical series, which included 50 different releases; this is quite a satisfactory result, and this is the reason why EMI Italiana decided to enlarge the series. At the top in sales there are two albums, the first containing the "Rhapsody In Blue" by **Gershwin** as performed by the orchestra of **W. Shuchter**, and the second containing the well known **Beethoven Sonata N. 1** in C flat minor, as performed by pianist **Walter Gieseking**. EMI Italiana has sold 8,000 copies of each album.

The new group of 18 albums, includes among the others, the "Third Symphony by **Brahms**, conducted by **Bruno Walter**, **Beethoven's** "Symphony N. 9" released for the first time on one LP only, conducted by **C. Schurich**, "Porgy & Bess" by **Gershwin**, and a complete series of **Chopin waltzes**.

Passing to light music news at EMI Italiana, let's announce that the **po** American singer **Bobby Vee** will be in Milan for the second time from April until April 12: he will take part to the top TV show "The Dreams Fair" and he will wax in Italian two of his recent hits.

**Paola Penni** is the name of a new songstress pacted by EMI Italiana: she is well known to the public as a TV starlet, and now she is making her debut on the record scene performing the Italian version of the French song "Au Revoir" penned by **Gilbert Becaud**, and also singing in Italian, the last **Franz Pourcel's** success, "Diggedle Boeing."

**Franco Crepax**, general manager of Compagnia Generale Del Disco, is now in Paris where he will be present to the French TV debut of the San Remo winner, **Gigliola Cinquetti**: the young songstress will in fact take part in two different TV shows, and also she will perform on the famous stage of the Music Hall Olympia, as star guest on the Radio Program, "Musicorama," produced by **Lucien Morisse**, of Radio Europe No. 1. **Franco Crepax** is accompanied by **Joe Giannini**, general manager of the other branch of Compagnia Generale Del Disco, CGD International: while in Paris, Giannini will be present at the recording session of the first Italian dates of the Festival group, **The Surfs**. CGD International will conduct a strong promotional campaign on the releases of this French group.

Giannini will after leave for London, where he will meet **Gene Pitney**, to discuss with him the next program of Italian recordings.

The recent success of our top songstress **Mina** entitled "La Citta Vuota" (Italian version of **Lonely Town**) will be included in a new motion picture. Title of the film is "Amore Mio" (My Love), which will be released very soon.

In the meantime, R.I.F.I. has announced the release of a new single of **Mina**, including "So Che Non E' Così" (I Know That Isn't So) b/w "He Walks Like A Man" with the Italian title "E' L'uomo Per Me." first song is published by **Settebello**, the publishing firm of R.I.F.I., while second number is published in Italy by **Edizioni Connelly**.

**Mina** will also be the interpreter of leit-motiv of a new TV show produced by **Gorni Kramer**, "I Tarocchi." We were informed that another top R.I.F.I. artist, **Fred Bongusto**, has just recorded the leit-motiv of another TV show, "Za-Bum," produced by the well known stage manager **Zavattini**. Title of the leit-motiv is "Va Buono." This is a Neapolitan song.

"Una Lacrima Sul Viso," as performed by the big talent of **Bobby Solo**, is at the top in sales in Switzerland, too: this has been reported to **Guido Rignano**, general manager of **Dischi Ricordi**, by **Mr. Oestreicher**, of the Record firm **Turicaphon**, which represents the **Ricordi** catalog in Switzerland. **Oestreicher** paid a visit to the **Ricordi's** offices for a business talk with **Rignano**, **Mr. Micocci** (A/R manager of **Dischi Ricordi**) and with **Mr. Ruggeri** (merchandising).

**Phonogram** has informed **Cash Box** that it has concluded a contract with **Benito Vassura** for the distribution in Italy of his catalog, **Jaguar Records**: this line, whose top artist is **Ricky Gianco**, was formerly distributed by R.I.F.I. On the subject of **Ricky Gianco**, let's mention the strong promotional campaign that is being conducted on his new recording, "Yum Yum," derived from the film "Under The Yum Yum Tree," which is being distributed in Italy along with a filmed show in which **Ricky Gianco** himself introduces his song and new dance titled "Yum Yum."

**Mr. Leist**, general manager of the **Phonogram's** pubbery **Edizioni Esedra**, has informed **Cash Box** that the first Italian version of the big **Singing Nun** success, "Dominique," will be performed under the **Polydor** label by the young talent of **Orietta Berti**, recently pacted by **Phonogram**. The title will be coupled with the Italian version of another **Singing Nun** song, "Je Voudrais" (Io Vorrei).

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	*Una Lacrima Sul Viso: Bobby Solo/Ricordi, Frankie Laine/CBS Published by Ricordi
2	2	5	*Quando Vedrai La Mia Ragazza: Little Tony/Durium, Gene Pitney/CGD Published by Durium
3	3	5	*Ogni Volta: Paul Anka/RCA, Roby Ferrante/RCA Published by RCA Italiana
4	4	5	*Non Ho L'eta' Per Amarti: Gigliola Cinquetti/CGD, Patricia Carli/CGD Published by Sugarmusic
5	5	5	La Citta' Vuota: Mina/R.I.F.I., Gene Mc Daniels/EMI Published by Aberbach
6	6	3	*Sabato Sera: Bruno Filippini/MRC Published by Southern
7	8	2	*Pieta': Vasso Ovale/EMI Published by Southern
8	—	1	*Stasera No No No: Remo Germani/Saar, Nino Tempo & April Stevens/Saar Published by Leonard
9	9	2	Please Please Me: The Beatles/Carisch Published by Cielo Girl
10	—	1	*Un Bacio Piccolissimo: Robertino/Cemed Published by Curoi

CANADA (Continued)

It's about those **Beatles**. Sales figures released at the end of February by **Paul White**, for Canada alone, mind you, are absolutely astounding. As a matter of fact it was exactly one year during the week of (2/21) that **Capitol Records** in Canada released a single entitled "Love Me Do" by a group called **The Beatles**. That started the landslide, slowly at first but now, . . . well just look:

"Twist And Shout" LP (released Feb. 3rd.) as of Feb. 26th—120,000 sold  
 "Beatlemania" LP " " " " —110,000 sold  
 "I Want To Hold Your Hand" single " " " " —175,000 sold



# GERMANY

Polydor is jumping on **The Beatles'** bandwagon and has released 2 disks cut by the group while under contract to the label here. "My Bonnie," featuring **Tony Sheridan** is already in the Top 40 stateside and has passed the 1/4 million mark here since its release in 1961. The second platter couples an instrumental "Cry For A Shadow" with "Why" also featuring **Tony Sheridan**. Tony is now in England for personal appearances and hopes to go on to the States if he gets an offer of a tour or appearances with his top hit. Of course, Electrola continues to roll with the group and its newly released German language single by the Beatles has received an unequalled publicity push. The disk should make the Top 10 here in no time flat.

Deutsche Vogue reports top action on its English and American product. "Louie, Louie" by **The Kingsmen** has passed the 20,000 mark in sales as has "Needles and Pins" by **The Searchers** and "California Sun" by **The Rivas** is also nearing the 20,000 mark.

**Paul Anka**, who is making his first German tour, is racking up top attendance figures. The youngster is covering 18 cities in Germany, Austria and Switzerland and is winning new friends every day.

**Rudi Schroeder** of Will Meisel Music is busy pushing the **Paul Anka** and **Acker Bilk** records during and after tours by both performers. Austroton Records is busy pushing the number one disk in Italy "Una Lacrima Sul Viso" by **Bobby Solo**. The record is doing very well in Germany. **Hans Gerig** has his hands full pushing the top ten hits (listed below) as well as 5 different recordings of "Sole Sole" from the San Remo Festival. The firm is also pushing the new **Peter Kraus** waxing of "Girl With Heart." **Theo Seeger** of Peer Music reports that he's got a couple of hillbilly goodies making noise with German versions. The songs are "Detroit City" and "Night Train To Memphis" both recorded by Decca Records here.

Radio Luxemburg reports that **Friedel Berlipp** hit the top of its "Hit Show" this week. The disk, "Kanadyan Dance," has been released here by Metronome Records and Carlton Records has picked up the rights for the U.S.A.

**Heinz Lukas**, who is now disk jockey and radio promotion chief for Philips Ton here, reports that the firm is now issuing info LP's of its new singles releases for D.J.'s. Heinz replaces **Fred Weyrich**, who is now publicity director for **Esther** and **Abraham Ofarim** and is doing indie TV production.

**Hans R. Beierlein** reports that he has brought France's number 1 teen queen **Silvie Vartan** here for productions with RCA. **Werner Muller** will produce the gal and 4 German songs will be done in March here with the first single set for April release. Hans was also responsible for bringing **Michele** from Italy to Germany and the first record has already been released. **Gunnar Bergstrom**, head of Swedish Sonet Records, came to Munich to meet with Hans and produce **Suzie** with Sweden's top tune at present, "Johnny Loves Me."

CBS press chief **Lothar Graf** is crowing about the success of the first record by world figure skating champion **Marika Kilius**. The first platter by the lass took first place in the Frankfurt radio Hit Parade last week. CBS has also signed **Marika's** partner **Hans Jurgen Baumber** to a contract and the first duo waxing is due soon.

Teldec reports that French star **Alain Barriere** will be doing his first German recordings.

Polydor is trying an experiment with a new LP called "Halleluja." It's the first LP of American spirituals and gospel songs done in German by Germany's number one jazz singer **Knut Kiesewetter**. Knut, who studied classical music until his eyesight failed, is being praised and torn down for his efforts on this LP. In spite of the great controversy, the LP is selling well and it looks like there'll be more to come.

Deutsche Grammophon has signed a long term exclusive contract with Berlin conductor **Herbert Von Karajan**. The artist, who is an absolute top seller in the classical field in Europe, has recorded for the firm for many years and his recent recording of all 9 Beethoven symphonies is a best seller for D.G.G.

Austroton and Elite Special Records announces that its director **Hans Oestreicher** will celebrate his 25th year as head of the top Swiss record company which now has headquarters also in Germany and Austria. **Cash Box** wishes to congratulate Herr Oestreicher on this occasion and wish him all the best for his continued success.

That's it for this week in Germany.

## Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	7	Das Kannst Du Mir Nicht Verbiehen (You Can Never Stop Me Loving You)	Bernd Spier	CBS—Edition Accord
2	2	3	*Der Platz Neben Mir (The Place Next To Me)	Sacha Distel	Polydor—Hans Gerig Music
3	3	4	*Glueck Gohoert Dazu (It Helps To Be Lucky)	Rex Gildo	Electrola—Hans Gerig Music
4	9	4	*Nino	Connie Francis	MGM—Schneider Music
5	—	1	*Mama	Manuela	Telefunken—Intro/Meisel
6	4	12	*Drei Musketiere (Three Musketeers)	Conny Froeboess	Electrola—Metronome/Froeboess/Rolf Budde
7	—	1	Lady Lou (Loddy Lo)	Gerd Boettcher/Chubby Checker	Decca/Ariola—Aberbach Music
8	8	3	*Nur Ein Bisschen Glueck (Just A Little Luck)	Gitte	Columbia—Hans Gerig Music
9	5	7	America	Trini Lopez	Ariola/Reprise — Chappel/August Seith
10	—	1	*Warum Muss Man Auseinander Geh'n (Why Do We Have To Part)	Petula Clark	Deutsche Vogue—Montana/Beierlein

\*Original German Copyright

## Australia's Best Sellers

- 1 I Saw Her Standing There (The Beatles—Parlophone) Leeds Music
- 2 I Want To Hold Your Hand (The Beatles—Parlophone) Leeds Music
- 3 She Loves You (The Beatles—Parlophone) Leeds Music
- 4 You Don't Own Me (Lesley Gore—Philips)
- 5 From Me To You (The Beatles—Parlophone) Essex Music
- 6 I'm The Lonely One (Cliff Richard—Columbia) Leeds Music
- 7 I Love You More And More Every Day (Al Martino—Capitol)
- 8 Long Tall Texan (Murray Kellum—London) J. Albert & Son
- 9 Glad All Over (The Dave Clark Five—Columbia) Reg Connelly Music
- 10 A Fool Never Learns (Andy Williams—CBS) Cricket Music
- Who Needs It (Gene Pitney—U/A) Aaron Schroeder Music



# AUSTRALIA

Many people in the trade here have been spending countless hours listening to records, reading articles and viewing film and TV clips in an effort to find exactly what it is that makes **The Beatles** the hottest property ever in the business. On checking around, **Cash Box** finds that no one has yet come up with an answer but most people agree that **The Beatles** approach their work with a youthful and carefree vigor that has perhaps been missing in many artists over the past few years. Of course, we cannot overlook the fantastic worldwide publicity as a big contributing factor towards the success of the Beatles, along with the obvious expert ability of their manager **Brian Epstein**. But publicity and management can't make it alone unless the property involved has "the goods" and in the case of the Beatles, they obviously have "the goods" and then some! The EMI plant in Australia has been hard pressed (how about that!) to keep up with the demand for records of the Beatles and other top English artists such as the **Dave Clark Five** and **Gerry & The Pacemakers**. When someone finally comes up with the secret of the success of the Beatles would they please let us know!

**Eddie Condon & His Jazz All Stars** are in Australia to perform at the Adelaide Arts Festival. The group will give concerts in other cities while they are in this country.

After a somewhat slow and uncertain start, it now looks as though "Anyone Who Had A Heart" will enjoy status in Australia. There are versions by **Dionne Warwick**, **Cilla Black** and **Joan Baxter**; the boys at Belinda Music are giving the song a solid promotion kick.

Local artist **Warren Williams** has a new single out on the Leedon label (through Festival) of "It's Party Time" c/w "Great Balls Of Fire." "Party Time" was composed by Warren in collaboration with **Franz Condé**.

Also on Leedon is the latest from the **Delltones** which carries "Out The Back" and "That's How Many Tears." The Delltones rarely miss making the national charts in a big way and this one should keep their average up.

Philips Records is on a winning streak with some of their singles at the moment. High among its best-sellers we find "I Only Want To Be With You," which is going great for **Dusty Springfield**; "Dawn" by **The 4 Seasons**; "Wow Wow Wee"—**The Angels** and "I Think Of You" by **The Mersey Beats**. Interesting to note that the latest release sheet to hand from Philips announces the release of "My Bonnie" by the Beatles with **Tony Sheridan** on the Polydor label.

New single release in Australia for the Beatles is "Roll Over Beethoven" c/w "Hold Me Tight." Stand back and watch it go! go! go!

One of these fine days (in the not too distant future we hope) the record industry is going to face up to—and attack—the problems that have been ailing the album business in this country for so long. Excluding sets by the Beatles, the album field in Australia has been pretty sick for a while. We all know that the major headaches facing the industry in relation to albums are (1) The steadily increasing volume of sales being lost to records clubs (2) The high cost of printing and packaging (3) The almost frightening number of low-priced albums being continually imported (4) The 25% Sales Tax which is putting retail prices of albums out of the reach of many budget minded consumers (5) The excessive number of albums being locally released. These are some of the factors to be licked before album business can be expected to regain a reasonable quota of the available market. It is quite obvious that all these points cannot be won but a couple of them shouldn't be beyond the realms of almost immediate possibility. Take for instance the importing of albums—especially those in the low-price bracket. A great deal of the importing is being done by record companies who have their own pressing plants to keep busy. Surely one cannot be blamed for believing that importing albums is (in theory and practice) against the best principles and economics of the operation of a record pressing plant. Then we have the huge quantity of sales normally through dealer outlets that have been lost to record clubs and in our small (by world standards) market club activities have made quite a dent. From what we hear of record and club sales they are three to five times better, per individual album, than those through retail sources. Of course the point here is that two of the major record clubs operating in Australia are either owned or "supported" by leading record companies who also have huge catalogues of albums on the open market.



## TOP 100 LABELS

ABC-Paramount	40, 42, 45, 94	Mercury	33
Atco	38, 89, 99	MGM	16, 37, 44, 55, 72
Atlantic	58, 95	Montel	36
Best	27	Motown	96
Capitol	2, 6, 11, 46, 93	Okeh	65
Capitol of Canada	75	Parkway	56, 80
Checker	12	Philips	5, 23, 28
Chess	48, 92	RCA Victor	7, 10, 15, 63, 68, 97
Columbia	53, 62, 73, 87	Reprise	25
Congress	76	Riviera	20
Crusader	21	Roulette	35
Decca	26, 90, 100	Rust	64
Dolton	90	Scepter	81
Dot	84	Smash	77
Duke	31	Soundstage 7	88
Everest	32	Spokane	85
Epic	9, 14	Stax	49
Garrett	47	Sue	61, 86
Gordy	17, 74	Swan	1, 30
Hi	79	Tamla	43, 66, 67, 71
Imperial	34	Tollie	4
Jubilee	83	20th Fox	18
Kapp	8, 24, 59, 70	United Artists	13, 69, 82
King	29	VeeJay	3, 19, 22, 57
Liberty	50, 51, 54	Wand	52, 78
London Int'l	60	Warner Bros.	38, 41

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



# THE STRIVE FOR LEGITIMACY

One of the intangible features of the Lavern Bill, a brand new piece of legislation which if passed will license New York State coin machine operators is the operator's right to legitimacy once he is licensed. It has been many years since the slot machine was legal in New York State but in many areas the music and games operators are referred to as slot machine men. It is their hope that a New York State License which will permit the operation of coin-operated games, will also remove the stigma many in the industry carry because of a misinformed public.

In the words of a top New York State official, "the license will give you people status." What he may have meant was that, as it now stands, operators are considered hoodlums. Perhaps the license will make the legitimate operator legitimate in the eyes of the public. If it doesn't do that, it will prevent a back element from entering into the business and eventually having their reputation rub off on the entire industry. This has been the case throughout the nation. If nothing else, perhaps the heirs to the nation's coin machine routes will be looked upon as legitimate business men.

If the desire for a legitimate image is that strong in the hearts of coin machine operators, it might be well worth the price which must be paid for this image. Judging from the text of the Laverne Bill the price can be expensive or it can be cheap depending upon how you look at it.

A license which technically places control of the business in the hands of the Secretary of State, and who may, through necessity, increase license fees in order to keep the industry policed, might turn out to be a costly license. There are many who feel that a larger income without social acceptance is still good money. Others, who may have more foresight feel that legitimacy should be had at any price.

A license which enables the advisory board of the industry to oversee legislative proposals concerning that industry, which would be the case here, will offset monies which otherwise might have gone for heavy taxation with nothing to be gotten in return. In the words of more than one observer at last week's operator meeting in New York, "you stand to gain something when you pay for a license, for taxes you get nothing."

The many attempts to gain a favorable image in the eyes of the public and the politicians have obviously failed short of the mark via many public relations programs. Perhaps the time has come when the industry must forget the public and concentrate on the politician. If the licensing proposal is half of what it's supposed to be, the industry in New York State will take on a more professional look in the eyes of the politician, eventually the public will get the word, and the operators may even make more money. The operators in the State are trying a new tack and from all indications they have little to lose.



AL DENVER  
President, MONY



MILLIE McCARTHY  
President, NYSCMA



MIKE MULQUEEN  
President, NYS Guild



CARL PAVESI  
President, Westchester Guild

The coin machine industry in New York State has not been solidly united with a strong common interest. The prime reason for this situation is that New York State represents two entirely different geographical areas which are populated by different types of people and different types of industry. The way of life in Hurleyville is far removed from that of the apartment dweller on Manhattan's east side. The operator servicing locations in Brooklyn does not necessarily conduct his business in the same way that a Catskill coinman would. The conditions are vastly different. Hence, the interests are not identical.

Last year an upstate sponsored pool table bill was passed in the Senate with the result that the City of New York approved 6-pockets for its five counties. Last week the upstate operators asked for a license law which would also alleviate the present free-play restrictions on games. In order to gain statewide strength, New York City was asked to cooperate, although the free-play segment could not benefit them. At a meeting held in a 57th Street Hotel, it was decided to band together behind the proposed legislation. It was another example of the State and the City taking a step together. The story appears below.

## N. Y. State Coinmen Ask For Legalized Free Play With Licensing Measure For Amusement Machine Ops

NEW YORK—The members of the Music Operators of New York, Inc. voted to support an amendment to the state general business law and the penal law, in relation to coin-operated games, during a special meeting called by MONY which was held Wednesday, March 11 at the Holiday Inn here. About 50 persons attended.

The bill, introduced by Senator Thomas Laverne, 52nd District, New York State, will license operators of one or more coin-operated games at a fee of \$600 every two years; and will amend Bill 982 (Robinson-Esquirol Act) changing it to state, in effect, that a free play is not a "thing of value" and is therefore permissible on pinball machines where pinball machines are now legal in the state.

The amendment will not make pingames legal in territories such as Buffalo, Albany County, New York City, and similar areas where the pingame is not permitted to operate.

### Ask \$25,000 For Sec. of State

Since the bill calls for a sum of \$25,000 to be appropriated to the Department Of State to pay expenses incurred by the Secretary of State in the conduct of carrying out the provisions and enforcement of this act, the bill has been sent to the Senate Finance Committee where it has been accepted with last minute changes in what was to have been the final printing. The bill was submitted five minutes to the last hour on Tuesday, February 25, and must, in order to become law, be passed upon before the legislature stops the clock at the close of business March 20, or be re-introduced at the next session in January 1965.

In a nutshell, the bill is a two-sided affair which, in the opinion of some, trades a license arrangement for an okay on free-play. NYSCMA Attorney Lou Werner, speaking from the dais, said "this bill does not legalize an illegal machine." Since pingames are not permitted in New York City, much of the resentment came from metro NYC operators. However, Mil-

lie McCarthy, leader of the upstate group, President of the NYSCMA, and number one individual behind the bill, managed to draw a favorable vote of confidence from the NYC ops after outlining the points of the bill and defending it in many areas against what she referred to as "uninformed opinion."

The Westchester Operators Guild, led by President Carl Pavesi, discussed the bill at a meeting the previous evening, and decided to vote against it and did so at the NYC meet. Westchester Attorney Malcolm Wein reiterated Pavesi's decision to reject the legislation. Although the votes were made, since the bill was already in the senate "hopper," there was little that could be done about its contents. Mrs. McCarthy claimed that the last minute decision to submit the bill came as the witching hour approached. She advised the operators that although the bill calls for a license, a 'first' for the State, and it does give the Secretary Of State the powers of a License Commissioner, "there is nothing that can be done by the Legislators or the police once this bill is passed, that cannot be done at this moment, without it."

### Favors Game Ops In Upstate

Mrs. McCarthy admitted that while the bill will favor upstate ops to the extent of operating free play games in the territories approved, it will also lend status to the industry and prevent entry into the industry by undesirables.

The upstate representatives, which included Mike Mulqueen, President of the NYS Operators Guild; Jack Wilson, Past-President; Lou Werner, Attorney for the upstate group; and Tom Greco, upstate association exec; claimed that a ban in Buffalo could possibly lead to a ban on the same machine in NYC. They also cited instances of past tax bills which have been defeated in committee which would tax coin machines. Other tax bills are now pending. While the license would not prevent taxation, Mrs. Mc-

Carthy did say that once the operators are licensed, it could be used as a means of defending against a tax. She admitted to the possible increases in the \$600 license fee in the future, but added that the advantages to be gained from a license far outweighed those against it.

### License Idea Spurs Fear Of Control

Albert Denver, President of MONY, led off the meeting and served as moderator. He represented the metro NYC ops, and stated his opinions as they pertained to the license fee. Denver called for clarification on a multitude of points before calling a vote.

MONY Attorney Teddy Blatt offered an evaluation of the bill and said that from the legal standpoint, the license could do no harm. "But from a business viewpoint," continued Blatt, "you must make up your own mind."

The fear is evident, of course that a games license will eventually lead to a license for juke boxes and vending equipment. Mrs. McCarthy stated that the original bill had been altered to include only games and said that it was not probable that an all-encompassing license would ever come about.

Mrs. McCarthy, in explaining the position of the Secretary of State, who will oversee the mechanics of the bill, said that all licensed industries are in a position to observe legislative dictums which affect their own industry via an advisory board. Mrs. McCarthy used this information, which was gained from a personal conversation with the Secretary's office, to strengthen the pitch for licensing. She also offered the results of an informal survey among taverns, barber shops, and other licensed businessmen, making the claim "none of them would want to go back to the days when they were not licensed."

With all of the opinions, pro and con, the chances of the bill receiving attention and passing are very slight, based on the thousands of bills awaiting action before the Senate convenes.

Usually several hundred hand picked bills are presented with the balance laying dormant.

Mrs. McCarthy did state that while neither the license nor the amendment to 982 would enable pingames or other equipment to operate where they are not now permitted, she cited the recent pool table legislation which she spearheaded last year in the State which eventually paved the way for approval of the present 6-pocket tables for NYC. "Once the bill goes through, you can use it as a stepping stone to lift a local ordinance," said Mrs. McCarthy, in reference to restricted territories throughout the State.

The opinion was apparent that most were in favor of a change in the present Bill 982 which has led to harassment, mostly in the upstate regions, of coinmen trucking and operating games which technically should not be covered by this law, according to their reports. Tom Greco cited two instances which occurred this past week in which juke boxes were used by state troopers to demonstrate a violation of 982. While the charges are usually dropped, Greco and others, pointed out that machines are confiscated "in any event" and destroyed. "We cannot be running back and forth to police stations even when the outcome is in our favor. We must have time to conduct our business. The license and the amendment to 982 will enable us to do just that," said Mrs. McCarthy.

Claims were made by NYC coinmen that licenses lead to harmful investigations, that licenses place the operation of a business in the hands of the bureaucrat, and that license also lead to graft. Teddy Blatt summed up the analysis stating that "we must ask ourselves what do we get for this legislation, what will it cost in the way of fees and business."

### Calls For 60-Day Wait Period

Distributors Irving Holzman, Unite East Coast Corp.; and Harold Kauf  
(Continued on page 54)

# NY State Ops Okay License Bill, Ask Free Play

(Continued from page 53)

man, Musical Distributors Corp. stated their views, which were anti-license. However, after the vote, all agreed that they would back Mrs. McCarthy and the legislation.

The dangers inherent in losing a license were overcome by Mrs. McCarthy who claimed that provisions in the bill gave each operator up to 60 days to prove himself. "This is a highly favorable position to be in," said Mrs. McCarthy who added that informal hearings with the Secretary of State would be conducted before a license was revoked.

The meeting closed following the vote, with most operators deciding that the bill and Mrs. Millie McCarthy were both good for the business.

The print number of the Laverne Bill is 3930, Intro. 3569, and is dated Feb. 25, 1964. It amends the general business law and section 982 of penal law in relation to coin-operated games and it is the intent of the bill to regulate, supervise and control the ownership and business practices of persons and firms engaged in the operation of amusement games. A "licensee" is any individual owning one or more games for profit. "Coin operated amusement machine" is defined as that coin-operated game which is designed solely for amusement and which may confer an immediate, unrecorded right of replay

on players; and this replay is to be defined a fair return and continued amusement for the original consideration, and not a thing of value, provided that there shall be no method by which any of the accumulated games can be released or recorded except by a normal, continuing play of the machine.

Applicants for licenses, who have operated games before Jan. 1, 1964 need not submit to examination. New applicants must be a good moral character and have not been convicted of a felony and that (he) have "necessary financial responsibility" to conduct the proposed business.

Violations and penalties are set at a sum not exceeding \$1000 per offense. Persistent violators may be subject to a hearing by the Sec. of State for the purpose of revocation. The Department has the power to issue or renew all licenses, to investigate violators and also new applicants via the examination of books and papers of the individual or corporation which may be relevant to the case.

Section 982 of the penal law is amended by adding a subdivision which states that machines requiring license by article 28-a (aforementioned business law calling for a license) may confer an immediate replay defined as a fair return and not a thing of value.

The act if passed will take effect immediately.

## S.C. Ops To Meet

COLUMBIA — The South Carolina Coin Operators Association will hold a meeting at the Jefferson Hotel on April 19th, Ashby W. Bradford, the association's president announced.

Bradford said that the speaker for the meeting will be a representative from the South Carolina National Bank. The primary purpose of the meeting will be to discuss plans for the association's forthcoming membership-publicity campaign.



The corner bar of Buffalo's B & B simulated tavern gets a workout in the above photo as the boys discuss the day's efforts. Left to right: Marty Toohey, *Cash Box*; Al Dietrich, Wurlitzer; John Bilotta and Charlie Broderick of B & B; C. B. Ross and A. D. Palmer of Wurlitzer; Hank Barber, Barber & Drullard; and Ed Clinton, B & B salesman. In the photo on the right, John Bilotta and Charlie Broderick pose with the new "Smokeshop." Below, C. B. Ross is seen conducting a service school for western New York operators. Complete details page 61.



## Midway Cites Two Jersey Mechanics For 'Raceway' and 'Winner' Game Ideas

CHICAGO—Hank Ross, of Midway Manufacturing Company, Franklin Park, Illinois, while reflecting on the exceptional success the firm has enjoyed with "Raceway" and "Winner"—

two amusement novelty games featuring auto racing ideas—stated that two eastern mechanics never fully received the wide recognition they richly deserved for creating the racing unit which popularized the games.

Ross said, "Actually, two New Jersey mechanics, Carmen Mammano and Fred O'Brien, after two months of painstaking labor, and trial-by-error, hit on an exciting idea which culminated in the development of the action-packed racing unit used in the 'Raceway' and 'Winner' novelty games.

"These specialists," he added, "have been in the coin machine business for some ten years, and are currently engaged in the operation of their own route in New Jersey. I might add that Mammano and O'Brien are former employees of the Runyon Amusements firm.

"I merely cite this particular case because the amusement and novelty segment of the coin machine industry is certainly in great need of good, sound ideas, which ultimately reflect on everyone in the business."

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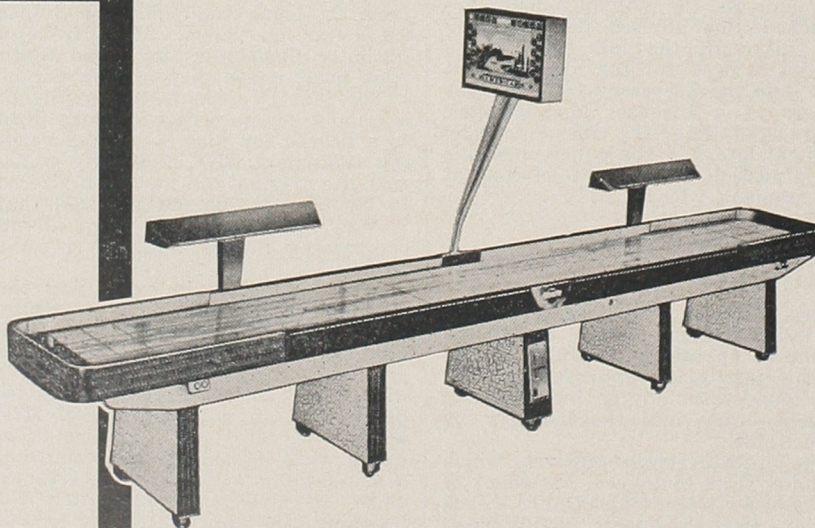
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## March 19, NYC Tax Meet Set

NEW YORK — The Atlantic New York Corp. has announced that it will hold a symposium on the new 1964 tax law and special depreciation regulations, on March 19, 7:00 PM, in their Tenth Ave. showrooms.

Guest speakers for the symposium include attorneys Theodore Blatt and Abraham Pollock, and CPA Joseph Klein. Refreshments will be served at 6:30 PM.

## European Sales Tour Planned By Edelman

NEW YORK—Isadore Edelman, President of Cine Sonic Sound Corp., has advised that he will leave April 16 for an extended tour of Europe.

While calling on music operators and radio station firms in London, Germany, France, Italy, Amsterdam and Israel, Edelman will present a sales program for his fourteen inch reels (16 hrs. of taped music), an item aimed at the radio station market there, while operators will hear a pitch designed to have them go into the background music business via 7" (4 hrs.) and 10½" (8 hrs.) tapes. Edelman leases the music or sells it outright.

All of the reels feature a metalized automatic reversing leader to make possible continuous music, according to the factory exec.

Tapes measure ¼" and run at 3¾ ips. Deals in the US and in Europe include ASCAP and licensing royalties which must be paid on background music.

## Wilson, Garner On Little LP's

CHICAGO—The Seeburg Corporation has selected four top quality albums for their Little LP releases for the week of March 16. Nancy Wilson scores in the "Pop Vocal" slot with her Capitol recording, "Yesterday's Love Songs . . . Today's Blues." Seeburg chose the Peter, Paul and Mary, Warner Bros. album "In The Wind" for the Folk/Country and Western category.

Two LP's turned up in the "Pop Vocal" spot with Erroll Garner's Mercury recording, "A New Kind of Love," and Kai Winding's "More!!!" on Verve.

## Gissers Tour Latin America

CLEVELAND — Morris S. Gisser, president of Cleveland Coin International, and his wife, are on the last lap of a six week tour which took them through the Caribbean, Central and South America on a combined business and pleasure trip.

Gisser visited with accounts in Venezuela, Surinam, Brazil, Argentina and Puerto Rico. In addition to renewing acquaintances and selling equipment to these accounts, he kept his wife busily playing the part of a secretary, writing up these orders as well as the many new orders received from new operators he has found in these countries.

Gisser was the guest of honor at a luncheon meeting of operators, in Argentina. In his address to the group, he discussed the problems inherent to the export and import of coin-operated equipment. Gisser pointed out the tremendous potential that still exists in these countries for all types of coin-operated equipment.

## Vikki Carr Visits "Joe's Place"



CHICAGO—During her recent Chicago engagement at the Camellia House, Drake Hotel, Vikki Carr paid a visit to "Joe's Place," home of the Seeburg Music Library Offices. While posing with the LP Console phonograph, Vikki is displaying her latest Liberty album release, "Color Her Great," which Seeburg has scheduled as a forthcoming Little LP.

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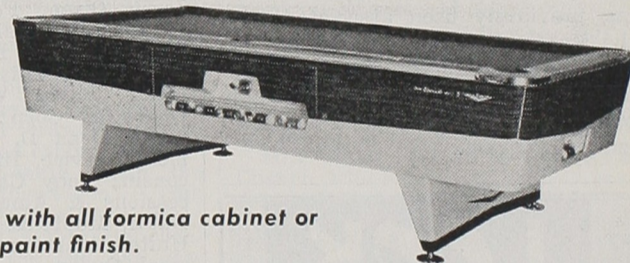
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# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Gold Medal Inaugurates New Sales Set-up; Names Four New Mgrs.

CINCINNATI — The Gold Medal Products Company, manufacturers of vending machines and concession refreshment equipment, has announced a major change in its sales structure. The new set-up divides the nation into four regions, each to be directed by a sales manager from the home office in Cincinnati.

Named to implement the new sales-service organization as regional sales managers were: Richard Gibbs, North-



GIBSON



EVANS



BUEL



GIBBS

west; Larry Gibson, Southwest; Ted Evans, Southeast and Bevan Buel, Northeast. Each man will be responsible in his region for dealer service and development, customer relations, and the determination of sales potential for all product lines. Gold Medal vice president, J. C. Evans, will continue his personal direction of international sales.

Richard Gibbs served Gold Medal for two years as customer service and export manager, prior to his current appointment. Larry Gibson's three years with Gold Medal have been in the area of sales promotion, customer and dealer service. Ted Evans started with the company in 1962 as assistant credit manager and became credit manager in 1963. Bevan Buel joined Gold Medal in 1963, having previously been associated with the Martin Equipment Sales Division of American Laundry Machinery Industries as advertising and franchise manager for the One Hour "Martinizing" Program.

Gold Medal recently introduced two new vending machines, one to dispense nylon hosiery in eight sizes and another to vend miscellaneous items under the heading of general merchandise. These have been added to its already established line of popcorn venders and detergent venders for coin-operated laundries.

Gold Medal saw the potential of the coin-operated laundry business ten years ago and began production

of its line of detergent venders. According to Evans, these detergent venders have provided the basis and distribution of the newest products, experience for the production and coin-operated hosiery venders and merchandise venders.

The Gold Medal Products Company was started in 1931 by David C. Evans, father of David B. Evans, current president, and J. C. Evans, vice president.

## New Names Swell NAC Membership List

CHICAGO—The National Association of Concessionaries last week released the latest list of new members to have joined the association.

In the Concessionaire Segment are: Jerry Olsen, Foothill College, Los Altos Hills, Calif.; Benjamin Kornfield, F.F.J.M. Fields, Inc., Boston; P. G. Baker, Leisure Time, Inc., Stow, Ohio; David W. Axler, Premier Operating Corp., Ltd., Toronto, Ontario; Dean D. Fitzgerald, Refreshment Service, Inc., Milwaukee, Wisconsin; Tony Caronica, Tony's Concessions & Amusement Enterprises, Butte, Montana; and W. N. Murray, United Amusement Corp., Ltd., Montreal, Quebec.

Those who joined the Jobber Distributor Segment are: Al Lapidus, Al Lapidus Popcorn & Supply, and A. K. Mellos, Mellos Peanut Co., of Los Angeles; and Gus L. Kopulos, Regal Supply Co., Kansas City, Mo.

S. T. Jacobson, Krispy Kist Korn Machine Co., Chicago, joined the Equipment-Manufacturer Segment. Augie J. Schmitt, past president of NAC is chairman of the organization's membership committee.

## "Caravelle" Scores Success On Selected Test Locations

CHICAGO—Samples of Rock-Ola's new "Caravelle" cigarette vending machine were placed on location last week, and Edward G. Doris, executive vice president of the Rock-Ola Manufacturing Corporation, said, "immediate reaction in all markets has been excellent."

This most recent addition to the firm's expanding line of coin-operated vending machines was first introduced to the coin machine and vending trades at last year's MOA and NAMA conventions.

Doris explained that certain revisions were made to assure maximum convenience in loading, and to improve other service areas. After the effective revisions were completed, "Caravelle" was put on a priority production and shipping schedule in the Rock-Ola factory.

The new cigarette vending machine is a 20-column, 800 pack vendor, and offers inter-changeable vinyl-clad, stainless steel color panels in autumn beige, wood grain and evening gray—in order for the machine to blend in with the decor of the location.

Included among "Caravelle's" features are: location personalization, easy-access price change controls, a new match dispenser, with an optional "Match Saver," and the attractive merchandising circle. There



"CARAVELLE"

is sufficient space for the operator's service card, and an easy access, all-in-one, control center.

"The new Rock-Ola 'Caravelle' opens a bright, new era in coin-operated cigarette vending," Doris stated, "with a new high in profit-making, servicing ease, and a faster, more dependable operation through more startling advanced features."

## Redd Dist. Exec Off To Europe

WATERTOWN, MASS.—Roy Sayer, General Traffic Mgr., Redd Distributing Company Inc., coin machine and vending distributor here, will leave for England March 13 in order to visit with his family in England and to contact Redd customers throughout Europe.

Sayer came to the US about nine years ago after serving with the British Navy for 14 years. He was formerly employed by Retail Coin-O-Matic, Redd's kiddie ride operation in New England.

Sayer will stay at 12 Charing Crescent, Linksfield Rd., Westgate, Isle of Thanet, Kent, England, and will receive communication regarding shipment of machines at that address.

## Ready For Tourney Trimount Displays Golf Trophies

BOSTON — New England operators are drooling over the spanking new golf trophies on display at Trimount Automatic Sales showrooms here. Reason for the display is the forthcoming anniversary celebration scheduled for August 3rd at the Blue Hills Country Club. The outing will mark the 40th Anniversary of the Rowe AC Services music and vending machine distributor and the entire staff will spend the day enjoying a shore dinner, a clambake, and playing golf ... that's where the trophies come in!

## Meeting Dates and Trade Events

### MARCH

- 18 New York State Operators Guild  
Place: Governor Clinton Hotel, Kingston, N.Y.
- 18 Eastern Pennsylvania Amusement Machine Assn.  
Place: General DeKalb Inn, Norristown, Penn.
- 19 Atlantic N.Y. Corp.  
Place: 843 Tenth Ave., N.Y.C.  
Tax and Depreciation Forum
- 21 Georgia Automatic Merchandising Council  
Place: Americana Hotel, Atlanta, Georgia
- 25 Amalgamated Machine Operators Association  
Place: Rama Inn, Miami, Florida

### APRIL

- 4 Connecticut Automatic Merchandising Council  
Place: Statler Hilton Hotel, Hartford, Conn.
- 11 NAMA Special Area Meeting—Chicago/Midwest  
Place: LaSalle Hotel, Chicago, Ill.
- 14 Amusement Machine Association of Philadelphia  
Place: Wynne Restaurant, Philadelphia, Penn.
- 16-19 National Vendors Association, Annual Convention  
Place: Deauville Hotel, Miami Beach, Fla.
- 18 Ohio Automatic Merchandising Association  
Place: Shaker House Motor Inn, Cleveland, Ohio
- 18 Northwest Automatic Merchandising Council  
Place: Sweptwing Motor Inn
- 19 South Carolina Coin Operators Association, Inc.  
Place: Jefferson Hotel, Columbia, So. Carolina
- 20-23 American Management Association  
Place: New York Hilton (Conference); Coliseum (Exposition), New York City
- 25 Pennsylvania Automatic Merchandising Council — New Jersey Automatic Merchandising Council (joint meet)  
Place: Hershey Hotel, Hershey, Pennsylvania

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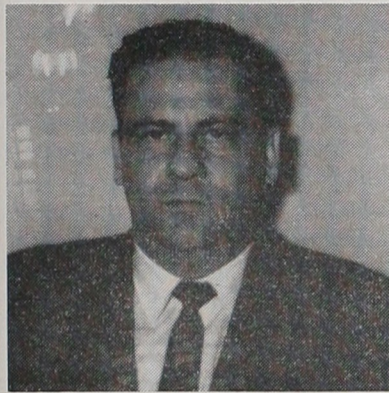
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music



## American Shuffleboard

**6 Pkt. Table Joins Original Shuffleboard Success Story As Plant Moves Into Peak Production On Both Games**



NICK MELONE  
General Manager

UNION CITY—A visit to the American Shuffleboard Company in Union City, New Jersey, is like a tour through a fine violin workshop, where patient craftsmanship meets the highest quality of materials. This combination has resulted in the consistent quality of the American shuffleboard over the years, ever since the late Paul Cusano founded the company in 1928, as the American Cabinet and Billiard Company, and the same respect is now enjoyed by American's line of pool tables.

### "Ten Minutes From Times Square"

American Shuffleboard operates three factories and two warehouses in New Jersey, and all, according to general manager Nick Melone, "are ten minutes from Times Square." Their 27th Street plant is devoted to the construction of pool tables, the main building at Paterson Plank Road is almost exclusively used for shuffleboards, and the Third Street operation does a little of both. One of the warehouses is also on Third Street, while the other is in Jersey City.

American is generally identified with the shuffleboard, for it has been a leading manufacturer of this game for decades. The "Imperial" game, like its many predecessors, is still

constructed with the same patient care, taking nearly one month from the moment American receives the uncut lumber, constructs the basic board, and lays it in the cabinet, until they ship the finished product to the distributor.

### Lamination Of The Playing Surface

The most important component of any shuffleboard is of course, the laminated playing surface. American's procedure for constructing their board begins with the delivery of the highest quality, kiln dried, maple and mahogany. Strips are then cut and planed and must come up to rigid and exacting standards before they are nailed, glued, pressed, and kiln dried under extremely high pressure, to produce a near approximation of what eventually will be a finished shuffleboard.

After this lamination process, the board is dated and allowed to stand on a dry-storage rack for a minimum of two weeks. After this period, the board, looking like the well known diamond-in-the-rough, is passed two or three times through two giant sanding machines, and becomes much more recognizable. A generous application of French polish and two coats of lacquer later, and it is ready to be laid in the cabinet, which is assembled in another section of the factory.

### Features And Models Are Many In Number

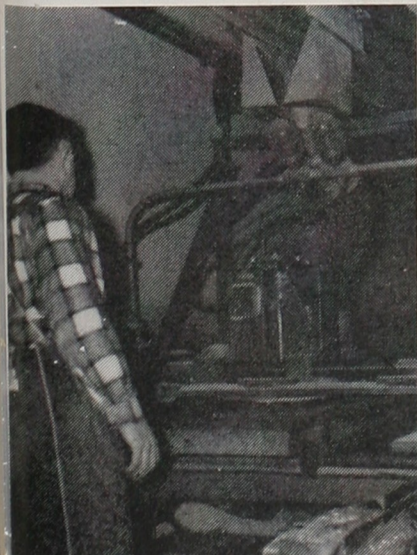
About 500 of these playing surface boards, which weigh approximately 700 lbs each, are constantly circulating throughout the American plant—from new models in storage to older ones being reconditioned.

Each American shuffleboard is pre-drilled for "Climatic Adjusters," through which, by the turn of a nut, the operator may keep the playfield at a precision level. Boards are produced in 15', 16', 18' and 20' lengths, and the most popular 22' model. American also makes a nine and a twelve foot bank-shot board called the "Custom Cushion."

The "Custom Cushion" features the "Pin-Gate Control Unit," providing a set of deflecting pins across the center



GENE DADDIS EXPLAINS  
PIN-GATE CONTROL UNIT



A PLAYING SURFACE RUNS  
THROUGH SANDING MACHINE



## FACTORY PROFILE

of the board, which are lowered by the insertion of a coin into the cash box, thus making the free game impossible. The longer boards offer a choice of "Pin-Gate" or "Magno Play Control Unit." This last controlling mechanism offers puck-deflecting magnets under the board's surface, which shut off again at the insertion of a coin.

Distributors usually send their shuffleboards back to American every two years or so to be reconditioned, according to Sol Lipkin, field sales supervisor for the company. Most boards go through four or more re-conditions in their lifetime, Lipkin said, "and they always come out looking like new."

### Shuffleboard Featured On TV

Lou Wasserman, Peoria, has promoted American Shuffleboard tournaments on television in many North-western states. This publicity campaign has proven so successful, according to officials at American, that they have plans to begin tournaments in other parts of the country. The programs are conducted in much the same fashion as TV's bowling shows, which have been so popular in recent years.

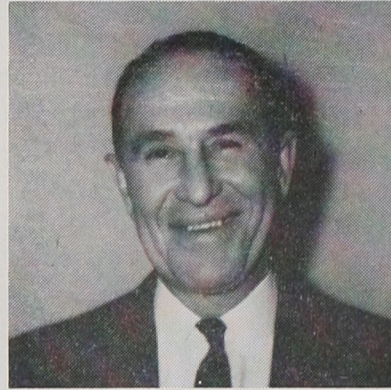
The same care and attentiveness to construction and style given to American's shuffleboards is also given to their line of pool tables. Special features of both the "Electra" and the "Classic" table models, according to Gene Daddis, American's Research and Development head, are: cue ball lock, which he said was originated by American; detachable coin mechanism; convenient service door instead of the heavy, bulky drawer; mahogany braces and ribbed cabinet; battery operated coin ball-chute (with the "Electra"), "Feather-touch" coin chute (with the "Classic" model); and special beaded maple rail-cushions, which make the cue ball less likely to bounce from the table.

### High Standards Insure Top Quality

Daddis said that 45% of the wood to be used for American's beaded rail is rejected in order to insure near perfection in this feature, because, "the rail is the heart of the game." The "Electra's" dry cell battery,



POOL TABLE CONSTRUCTION  
REQUIRES MANY SPECIALISTS



SOL LIPKIN  
Field Supervisor

which powers its coin chute, is good for two or three thousand dollars in play time before it requires replacement, Daddis said. He also stated that the cabinet finish on American's pool tables is cigarette proof, as are the metal site-spots along the rails.

Lipkin said that, "pool and shuffleboard, in my opinion, are as pertinent to a bar as the bar itself." He cited the highly competitive nature of both games, especially shuffleboard, which can, and is, played by both men and women.

### From Powder To Paste Wax

Shipment of all American equipment, Lipkin stated, takes anywhere from ten days to two weeks. This includes the wide selection of accessories and game supplies which the company handles, including powder and paste wax, weights, scoreboards and even trophies.

Mrs. Mary Cusano, widow of Paul Cusano, who died July, 1963, is president of the American Shuffleboard Company. Anthony Olivieri is traffic manager, Nick Cuccarese is production manager, Mike Bozzi is in charge of advertising and James Munizza, who has been with the firm since 1928, is the company foreman.

American sells the coin machine industry internationally with the export market demanding a growing share of the total production. Few military installations are unfamiliar with an American board. As for equipment other than shuffleboards and pool tables, American will continue its periodic development of other coin-operated amusement games, always a factor in American's plans for tomorrow.



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## Eastern Flashes

The biggest topic of conversation along the avenue last week was the fact that games ops are looking to be licensed via the Laverne Bill introduced Feb. 25 by Millie McCarthy. The Senate bill will also okay free-play in the upstate area thereby prepping locales for the job of lifting restrictions in areas such as Buffalo and Albany County where pingames are not now legal. See the details elsewhere, this section.

Active Amusement's Marty Brownstein back at the Active stand in Philly where Joe Ash greeted him with "You're just in time to sell the Gotlieb 'Ship-Mates' 4-player."

Joe Munves, man-on-the-road for the Mike Munves Corp., called in a load of arcade machine orders from New Orleans before leaving for Dallas where he saw some buyers and expected to stop off at the Jack Ruby trial. Champ Barney Ross had to fly to Dallas to testify at the trial, having grown up with the killer of Lee Oswald.

Harry Berger joyous over his new Westside Distributing showrooms. They measure four times the size of the former 44th St. place and the old Alpha Distribs showrooms just don't look the same. Walnut paneling and all, Berger expects to do it up brown comes next week. First item to get top-flight display position in the store will be the US Billiards line.

James Breheny, Frank's brother, buried Wednesday, following the death of the motorcop. He was buried out of Boyertown in the Bronx, interned in a Queens cemetery. Veteran music ops mourned the passing of Decca Records' juke box salesman Al Simpson who passed away March 6 at the age of 62. He was one of the best liked men in the disk biz, and that was way back when the record companies called on each operator, personally.

Bill Weiner awaiting the arrival of J. C. Evans from the Gold Medal plant in the midwest. Murray out selling the Smokeshop line. Cig vendor business all over falling off slightly.

Larry Serlin, County Vending, and sidekick Morris Cahn tell us that cig sales at the vendor locations are back to normal. Were off about 12% according to the Nassau coinmen.

Al Simon, US Billiards head, who claims that he was the first to come out with the mechanical cue-ball lock-in feature, is keeping ChiCoin factories busy overtime. The plant is on a 6-day overtime week and sales keep moving very well on the four new games running through the line. This could be one of ChiCoin's best years. "Champion" rifle, "Spotlite" shuffle, "Cadillac" bowler, and "Firecracker" pins are keeping the production crews busy for national demands.

Incidentally, the address of Westside's new place is 636 Tenth Ave. Look for an Open House in about one month.

Chris Christensen and Jim Donnelley will move into a Charlotte, North Carolina branch to ease sales and service on the Norfolk store now that Carolina business is expanding. The boys will hold Open House soon.

Tom Greco was stopped on the NY Thruway twice in one day for carrying equipment. Troopers claimed he was breaking the law, even tho one trip featured three jukes(!)

Meyer Parkoff busy raising funds for the Boys Town of Italy Campaign, an Al Miniaci charity. Murray Kaye gave it a nice plug before the MONY ops meet started Wed. eve. at the Holiday Inn. Among the Atlantic reps at the meet was Mike Calland whom we haven't seen for a while. Keeping busy with those consolettes, no doubt. Big tax forum at Atlantic on Thurs., March 19.

Irving Holzman will fly to Chicago on United business. In the meantime, he's pushing 'Tempest' and 'Bank Pool' . . .

Ruth Michaelson in town, after a stint in Miami Beach where she visited with her family and took a look at the vending business down there. Al Silverman accompanied her to the Holiday Inn meeting.

Teddy Blatt is an attorney who not only understands the games business but can answer just about any query you might have concerning the leasing, renting, or operating of any type of coin machine.

Millie McCarthy arrived in NYC early Wednesday morning, drove back to Albany for a Senate session, then drove back to NYC which explains why she was a little late for the meeting.

Al Denver did a wise thing when he called the special meeting. Gave ops a chance to learn more about a bill which will unquestionably affect their livelihood. If there was more time, copies of the bill could have been mailed in advance of the discussion. Perhaps next time.

American Shuffleboard is conducting their business out of five separate buildings. Shows you what progress can do. . . . Morris Nahun, RH Belam exec., in Europe on business. . . . Harry Siskind may have okayed a Jack Carter emcee deal for the UJA dinner, June 6.

Irving Kaye singing the praises of Jack Bess' new place down Richmond way. Kaye attended the Roanoke Vending affair as did other factory execs.

Looks as tho MOA will get help from the juke box factories next time they sit down to talk royalty arrangements with diskeries.

'Twas nice of Midway to cite those two Jersey coinmen—Fred O'Brien and Carmen Mammano. The former Runyon mechanics came up with the idea that made 'Raceway' and 'Winner' both hits.

No question about the new B&B Wurlitzer distrib firm in Buffalo. Bilotta and Broderick are selling enough '2800' phonos to keep the nearby plant happy.

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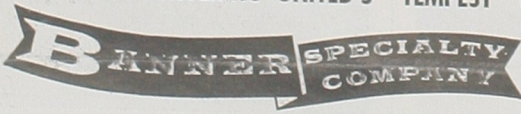


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# Chicago Chatter

Much interest was shown Rock-Ola's "Caravelle" cigarette vendor when it was first unveiled during the MOA Convention last September. It is now being released to the trade after several months of modifications and effective revisions. And, according to Edward G. Doris and other Rock-Ola executives, the immediate reaction and acceptance is "very encouraging indeed." "Caravelle" is now in heavy production and normal shopping schedules are being made to all Rock-Ola distributors everywhere.

Best wishes to old buddy Bill Herbord who was named assistant sales manager of Automatic Products Co. (producers of the "Smokeshop" line of cigarette vendors), of St. Paul, Minn. by sales chief Art Brier. . . This quip from Irv (Kup) Kupcinek characterized Cassius (The Great) Clay last week: "Speak offily and carry a big LIP."

For months we've wondered about an old coinbiz buddy not seen much along coinrow, Clarence Schuyler, prexy of Games, Inc. Well, last week we bumped into him right in the heart of coinrow on the northside of the city. Everything's great, but he just doesn't have anything in production these days. . . MOA prexy Lou Casola met in his offices in Rockford the weekend of March 7-8, with managing director Fred Granger and vice president Clint Pierce. High on the agenda of this top-level pow-wow were 1964 convention plans, public relations, membership services and promotions, and (last but not least) legislation.

There's a rosy look in the eyes of Bill DeSelm, Herb Oettinger and Ray Riehl this week. The reason is that "Bank-Pool" billiard-type shuffle alley is finally making the headway that was expected of it when it was released several weeks ago. . . We urge everyone in coinbiz and the music biz to read the item (page 60) in the March 14 Cash Box, in which Dave Rosen, Rowe AC distrib, in Philly, urges establishment of a Menahem Heilicher Scholarship Fund. Knowing Amos Heilicher as we do we can't think of a more deserving person. This gesture befits a man of the stature of Amos' late father.

As Spring approaches the action at First Coin Machine Exchange is much heavier. Joe Kline predicts a healthy sales period with Wurlitzer phonos and export biz. Sam Kolber and Fred Kline are certainly a busy duo these days. . . A brief visit to J. H. Keeney & Co. revealed to us that production is up in upright games for shipment to Europe. Prexy Art Weinand keeps a sharp eye on the assembly lines. Sales chief Clayton Nemeroff looks forward to a good Spring cycle.

Most distrib and manufacturing execs were on hand at McCormick Place last Monday thru Wednesday, Mar. 9-11, to take in the action at the American Institute of Laundry trade show. . . Seeburg Corp. was represented there by Del Coleman, Bill Adair, Jack C. Gordon, Tom Herrick, Ed Claffey, and Stan Jarocki, among others. . . Rowe-AC Mfg. brass on hand were Fred Pollak, Paul Huebsch, Jim Newlander, Phil Glover, and others.

World Wide's Nate Feinstein and Irv Ovitz were on hand at McCormick Place making the rounds, and looking in on Seeburg's exhibit. Nate and his lovely Eve Feinstein departed this week for a well earned vacation. . . The word at Chicago Coin is that sales are very heavy on "Champion" rifle target game, "Cadillac" big ball bowler, and "Spotlite" puck shuffle alley, according to Mort Seore and Ralph Wyckoff.

It's no secret that every 4-player skill shooting flipper game produced at D. Gottlieb & Co. is a terrific sales getter. In the case of Gottlieb's "Ship-Mates," Alvin Gottlieb happily informs, even this fine sales record is broken. Production and shipping, according to Nate Gottlieb and Judd Weinberg, are strained to the utmost to keep the heavy flow of games out to Gottlieb's distributors. . . Joe Robbins, vice prexy of Empire Coin Machine Exchange predicts a fine Spring season is in the offing for coinbiz. He and Empire Coin owner Gil Kitt are tickled over the immediate reaction they're enjoying with the new Rock-Ola "Caravelle" cigarette vendor. Bill Milner sez local phono, amusement games, etc. sales are excellent.

During a blustery, cold morning last week we bumped into Sam Stern, prexy of Williams Electronic Mfg., in the loop. Sam had just returned from his Acapulco vacation, and the wintry weather was not to his liking. However, he likes what's happening in domestic markets as well as overseas with Williams' "Grand Slam" 2-player baseball amusement game, and "Oh Boy" 2-player flipper skill game. Jack Mittel dittoes Sam's terrific sales report on both counts.

Atlas Music's Stan Levin info's that last week's heavily attended service school class featuring Rowe-AMI's "M-200" (Tropicana) phono was so successful that there will shortly be a "re-run" at Atlas Music Co. while Chuck Harper and Bill Phillips covered the coinbiz scene in Chi last week, Bob Fabian and Joe Klykun attended the laundry trade show at McCormick Place. On exhibit there were Rowe AC's "Dollar Bill Changer" and "Laundry-Aid" machines. While all this has been going on prexy Eddie Ginsburg is thinking about his thorobred horses on his plush breeding farm near Palatine.

Slipping over to National Coin Machine Exchange we learned from Joe Schwartz and Mort Levinson that the new Gottlieb "Ship-Mate" 4-player is a big sales getter in this area. . . Brief chats with Hank Ross, Marcine "Iggy" Wolverton, Bob Jonesi and Ruth Sheffield, at Midway Mfg. Co., revealed that the new "Top-Hit" baseball amusement game is amassing fine sales and acceptance everywhere.

The coming of the Spring season excites Chet and Bob Gore, of Exhibit Supply Co. They know now that the big amusement park and arcade season is approaching, and that's when their card vendor and card sales zoom. . . There's an expansion (again) in progress at Wico Corp. This growth was necessitated by the addition of a vending parts dept. recently. Ed Ruber and Denis Parsons are spearheading the vending boom at Wico. Meanwhile Milt and Morrie Wiczer are hard at work on coin machine parts sales and shipping.

As far as Marvel Mfg's "slugger" counter game is concerned prexy Ted Rubey says sales are "marvelous." Estelle Bye info's that production of relays, etc. for coinbiz and electrical scoreboards for shuffleboards is very heavy to meet the demand. . . Johnny Frantz and Don Congdon, of J. F. Frantz Mfg. Co., are finally relaxing a bit after a hectic few months in production of Frantz counter amusement games. Johnny looks forward to a good Spring season for all coinbiz. . . We haven't chatted with Globe Distrib's Charles (Jimmy) Johnson for quite a while, but 'Gal Friday' Corinne tells us Jimmy's a busy bee these days greeting operators.

# chicago coin's

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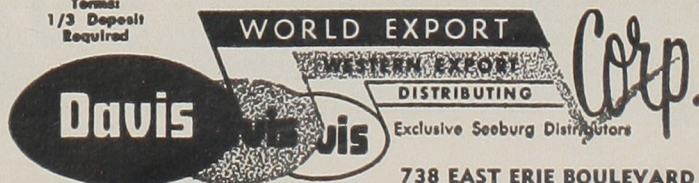
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# MOA Asks Phono Factories To Join In Record Meet



LOU CASOLA

CHICAGO—Managing Director Fred Granger met with MOA President Lou Casola in Rockford, Illinois, March 7th and 8th, to discuss membership services, membership promotion, legislation and the 1964 campaign convention. Public relations and other services were taken up under membership services.

On the subject of legislation, Casola reiterated that the policy of MOA is to work closely with the four phono-

graph manufacturers in this area. Invitations were issued to the phono-graph manufacturers to send a participating representative to the next meeting with the record companies scheduled for the near future. The exact date of this meeting has not yet been determined. Arrangements are being handled by Vice President Al Denver in New York.

The Public Relations Committee, headed by Henry Leyser, is already at work on the development of new services, and a membership promotion drive is to be launched during the next three months to culminate with the convention in October. This is to be tied in with heavier convention promotion than heretofore with the aim of increasing MOA membership and convention attendance as well.

Casola expressed enthusiasm and confidence for the future of MOA, saying "The association is strong and is forging ahead." He added, "Membership is on the increase, the new dues structure has been well received by the members and our new managing director has completed an overhaul of the MOA administrative organization." The managing director is also ready to fill speaking engagements for state and local associations in the interest of building both these groups and MOA.

## Efficiency Personified

ROCHESTER—The K.L.C. Restaurant in Rochester has the most mysterious Rowe AMI that Barney Rapp, Liberty Bell Amusement Company, has ever operated. The mystery begins when the music stops, and for no apparent or logical reason, the juke box starts to give out with coded messages such as "Fifty-four call 286," and occasionally an uncoded an-

nouncement such as "Fifty-one elevator stuck at Jones Building."

Stan Marriott, Ray DeMay and Herb Bruckner, the restaurant's proprietors, thought it was a bit eerie at first, but after a few months of the unusual broadcasts, have adjusted to them quite well.

The radio calls are presumably broadcast by a radio dispatching service, but exactly how the juke box receives the signals, nobody knows.

"I guess the machine's just over-efficient," Marriott concluded.



## California Clippings

Pool tables—all makes—continue to lead the coin machine business. All the distributors and wholesalers are happily surprised at the amount of consistent business the tables have been doing. . . . **Joe Duarte**, at Duarte International Sales Co., reports two sizable orders leaving this week for Manila and Japan. . . . **Clayton Ballard** at the Wurlitzer Factory Branch expecting a new shipment of the Wurlitzer '2800' phonographs to fill orders now on hand. **Amile Addy**, from the factory in San Francisco this week and will be back at the local branch next week to help in taking inventory. . . . **Cliff Nugent** had his Thunderbird stolen from the garage at his home, but fortunately, quick work by the local police had it returned to him within a few hours. **Leonard Hicks** holding service schools in Las Vegas which are well attended by the local operators.

Amco Music and Vending has completed the move to their Pico Boulevard headquarters which have been enlarged and newly decorated. Two new appointments to the staff have been announced. **Dave Yates**, formerly of the record department is now in sales, handling music and games; and a new employee, **John Montgomery**, has been added to the vending sales staff. **Leo Simone** reporting sales of the Seeburg LP Console doing particularly well in the local area, where he has been spending some time. **C. S. "Britt" Britton**, sales engineer from the Seeburg factory in Chicago in town this week at Amco.

Simon Distributing Co. received word from **Jack Simon**, now in Honolulu on the first leg of his month trip to the Orient. **Frank Mencuri** says he can't get enough of the Valley Pool Tables to fill his current orders. **George Muraoka** finishing up an export order leaving for Singapore. . . . **Marshall Ames** at Vendart Distributing Co. busy getting the offices and showrooms in shape and setting up all types of used equipment on the display floor. . . . United's new "Tempest" Shuffle Alley arrived at C. A. Robinson & Co., and has received a very enthusiastic reception from operators according to **Hank Tronick**. Hank now awaiting the arrival of Midway's new "Top Hit" baseball game. . . . **Paul A. Laymon, Inc.** finished their end of the fiscal year inventory finding the past year one of the best in the company's history. **Jimmy Wilkens** awaiting the shipment of Bally's new "Bongo" 2-player game, which he expects to follow in the footsteps of their highly successful "Monte Carlo," 1-player. **Jimmie** remarked that February was one of the best months he has ever seen, with pool tables leading the sales. **Bob Portales** at Advance Automatic Sales says their extensive parts department is now set up and ready to go. Bob also said that the Williams and Chicago Coin games are going out as fast as they come in. . . . **R. F. Jones** due in town at the local R. F. Jones Co. offices this week. **Chuck Klein** and **Don Edwards** in San Diego calling on their many friends and customers. **Ed Wilkes** said another carload of the Rowe AMI Tropicana phonographs were on the way. **Bill Gray** reported the California Automatic Vending Association meeting and installation of officers, held in Palm Springs last week was a complete sell-out and a very successful event. **George "Vadie" Vadeboncoeur**, customers field service engineer from the Grand Rapids plant, conducted three days of classes with the background music division service men during his stay at the Jones Co. last week. . . . Visiting on Pico: **Peter Shupp**, Downey; **Jerry Druker**, Upland; and **Jim Prichett** of Santa Ana.



## UPPER MID-WEST MUSINGS

**Mark Coughlan**, Mankato, Minn., has gone to Los Angeles for a five week visit with his son. . . . **Mr. and Mrs. Art Berg**, Fairmont, are also vacationing in California for a few weeks, visiting their children. . . . **Darlow Maxwell**, Pierre, So. Dakota, was in town for the day, visiting a few of the distributors. . . . **Bill Hanf**, formerly of Austin, has sold his home and is moving to Rochester. He has no plans as to what he intends to do at present. . . . Happy birthday to **Mike Young**, Soldiers Grove, and **Duane Knutson**, Fertile, Minn. . . . **Mr. and Mrs. Lawrence Sanford**, Dodge Center, were in town for the day to pick up parts and records. . . . **Jim Stansfield**, LaCrosse was also in town for the day, making the rounds. . . . **Allan Sherman** will be at the St. Paul Auditorium, Sat. 7th. . . . In town for the day to buy their parts and records were **Clayton Norberg**, Mankato, **Jack Godfrey**, and **Lloyd Williamson**, Winona. . . . **Mayo Priebe**, Rochester, who raises show horses, had the terrible misfortune of having his barn burn in the middle of the night, destroying horses valued up to \$5000 apiece. Only five ponies were saved. Priebe has taken a week off and has gone to Miami for a week's rest.

## Happy Birthday This Week To:

**Lloyd R. Warwick**, Chattanooga, Tenn. . . . **Felice Spinaplice**, Beacon, N.Y. . . . **Derling Geib**, Deadwood, S.D. . . . **Garth Byran**, Boyne City, Mich. . . . **Russel N. Sheffler**, Carlsbad, Calif. . . . **Thomas P. Libbey, Jr.**, Haverhill, Mass. . . . **L. C. Broom**, Logan, W. Va. . . . **N. E. Alcott**, Abilene, Texas. . . . **Hal L. March**, Brattleboro, Vt. . . . **A. LeRoy Dodson, Jr.**, Hialeah, Fla. . . . **Rudolph Hunter**, Detroit, Mich. . . . **Thos. W. Moody**, Austin, Texas. . . . **Paul K. Heaton**, Monroe, Mich. . . . **Wallace J. McFarland**, Santa Barbara, Calif. . . . **Albert C. Evans**, So. Bend, Ind. . . . **Jerry Livingston**, Beverly Hills, Calif. . . . **Bryan E. Edwards**, Douglas, Wyo. . . . **Pearl Johnson**, Brazil, Ind. . . . **Dilmen R. De Haven**, Martinsburg, W. Va. . . . **Albert Wheby**, Beckly, W. Va. . . . **Ben D. Palastrant**, Boston, Mass. . . . **Mason L. Colbert**, Nebraska City, Nebr. . . . **Geo. R. Burnham**, Lovell, Wyo. . . . **Geo. L. Tye**, Simco, Ont. Canada. . . . **Fred Kline**, Chicago, Ill. . . . **Archie J. LaBeau**, St. Paul, Minn. . . . **Frank Miller**, Irvine, Ky. . . . **Robert A. Holland**, Akron, O. . . . **Edward H. Ellis**, New York, N.Y.

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Enclosed find my check.

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MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

- JUKE BOXES
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- VENDING MACHINES
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## B & B Opens In Buffalo; Shows Wurlitzer

BUFFALO—The B & B Distributing Company, owned by John Bilotta and Charles Broderick, (CB March 7) opened as a new Wurlitzer distributorship in Buffalo on March 2nd. The reaction of Western New York operators was most enthusiastic. They came to view in the beautifully carpeted, colorful showrooms of B & B and stayed to talk business. On hand throughout the week long, formal opening, were representatives of the Wurlitzer Sales Department including Bob Bear, Manager of Sales; A. D. Palmer, Jr., Advertising and Sales Promotion Manager; Al Dietrich, Assistant Sales Manager; C. B. Ross, Regional Service Manager; Reid Whipple of the North Tonawanda plant Service Department; and Bob Sagliani, Special Sales Representative. Henry L. Barber, President of Wurlitzer's advertising agency and representatives of the trade press also enjoyed the hospitality of the new distributorship.

### Ops Come and Buy

Operators came, appraised, and purchased. Ed Schaeffer was one of the first operators to purchase the 'Model 2800', followed by Pete Scatalini of Empire Smokes and Joe Fischer of Williamsville. Also on hand was Herb Sternberg from the New Jersey Office of Empire Smokes and the following Western New York operators: Harry Liaros of Liaros Vending Co., Buffalo, and his serviceman, Ted D'Angelica; Joseph Cardone of Cardone Amusements, Medina, and his serviceman, Frank Hemmingway; Joseph Lewis of Lewis Music, Tonawanda and his servicemen, Vito Vacanti and Chuck Ippoleto; Vince Licata of Licata Vending, Lockport and servicemen Howard Weaver and Frank Carlo; Bill Daniels of Daniels Vending, Buffalo; Babe Kaye of Towne Amusements, Buffalo, Leo Schuh of Schuh Vending, Buffalo; Ed Jakubowski, Vending Service of Batavia; Morrie Schnittman of Buffalo; Ralph and Helen Pelletier of Lake Shore Amusement, Silver Creek and servicemen Chuck Timmerman and Vince Conti; Arthur Kroll of Empire Smokes, Buffalo; Cet Wnek of Merit Vending, Buffalo and his serviceman Bill Peters; and Joe Rampino of Buffalo.

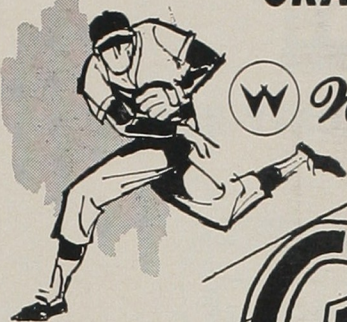
The doors were open from 9:30 well into the early evening each day and the high attendance was reached on Thursday when a buffet smorgasbord attracted a large group of operators and their servicemen for a Wurlitzer School held by C. B. Ross.

### Offers "Smokeshop"

The B & B showrooms, located centrally in Buffalo at 777 Main Street, are unique in their appointments. A wide expanse of show window offers a fine display of Wurlitzer phonographs, "Smokeshop" cigarette vendors and other coin-operated equipment of the manufacturers represented by B & B. Immediately inside the all-glass entrance is a foyer presently decorated with flowers and planters sent by friends congratulating the principals in the formation of the new corporation. Showrooms are illuminated by drop spotlights which show the merchandise brilliantly and attractively. The set-in wall display panels are finished in solid pastel shades of varying colors. One section of the showroom toward the rear is set up as a simulated tavern complete with a small bar, tables and chairs. The Wurlitzer 2800, a U.S. Billiards six pocket pooltable and a Smokeshop cigarette machine indicating the actual placement and usage of such equipment in a location.

Ed Clinton, who for many years has been associated with Wurlitzer distributors in the Western New York area will assist Messrs. Broderick and Bilotta in their sales efforts. Bill Nesbitt, formerly associated with Charlie Broderick during his operating days, has returned as service

## GRAND SLAM FUN, GRAND SLAM PROFITS



**Williams**

# GRAND SLAM

2-PLAYER

REPLAY MODEL

with

EXTRA INNING FEATURE

AND OVER-THE-FENCE HOME RUNS

*New*  
**IMPROVED**

Pitching Unit  
Batting Unit  
Motor Unit



Players actually run the bases with William's patented base runner unit

Mystery pitcher throws fast ball and curve balls... inside-outside pitches

Hitting all targets scores extra inning

Grand slam home run lights up letters in name

### REPLAYS FOR

- High Score
- Grand Slam Home Run by hitting "bulls-eye" target
- Spelling name of game (adjustable 2 or 5)



"10th INNING"  
NOVELTY  
MODEL  
ALSO  
AVAILABLE



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

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When you buy a baseball game—buy Williams



Available in single or twin coin chutes

- ✓ Latch-lock playfield
- ✓ Larger cash box
- ✓ New drum units
- ✓ Plastikote finish playfield for longer wear
- ✓ Stainless steel trim
- ✓ Multicolored cabinet

manager, and the parts department has a man specifically assigned to that duty.

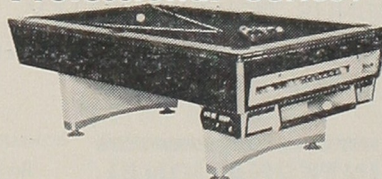
There was little question that B & B was open and ready to do business and enthusiasm among the principals and employees ran high. Said Bob Bear, "This is a very auspicious beginning for a distributorship which I feel certain has a wonderful future. Here in the Western New York area, the Wurlitzer Company pours hundreds of thousands of dollars into payroll and most of it is spent in Buffalo, the nearby Tonawandas, and Niagara Falls. This condition alone should create a very acceptable atmosphere for the sale of Wurlitzer products manufactured right here on the Niagara Frontier."

John Bilotta prominently posted signs throughout the showroom which read "The Sales Department is not the whole company but the whole company is the Sales Department." "And we mean it," said John. "Every man in the organization is a salesman and we will do our best to make interesting deals and furnish the type

FIRST Mechanical Cue Ball Lock-In Feature.

CALL (Area Code 516)  
PY 8-2626  
or LOCAL DISTRIBUTOR

### Professional Series!



The Ultimate In Construction and Design.

PRO 1—78 x 46  
PRO 2—88 x 51  
PRO 3—93 x 53  
PRO 4—103 x 58

**U S BILLIARDS, Inc.**  
Amityville, New York

of service that operators appreciate. We are confident that this kind of an effort will be recognized and that our present associations will grow and new ones be created as the weeks go by."

See B & B Open House  
Candid Camera Pics  
On Page 54

# NOW HEAR THIS!

IT'S HERE! GOTTLIEB'S GREATEST 4-PLAYER MONEY-MAKER...

## SHIP-MATES

## COLOR!!!

## APPEAL!!!

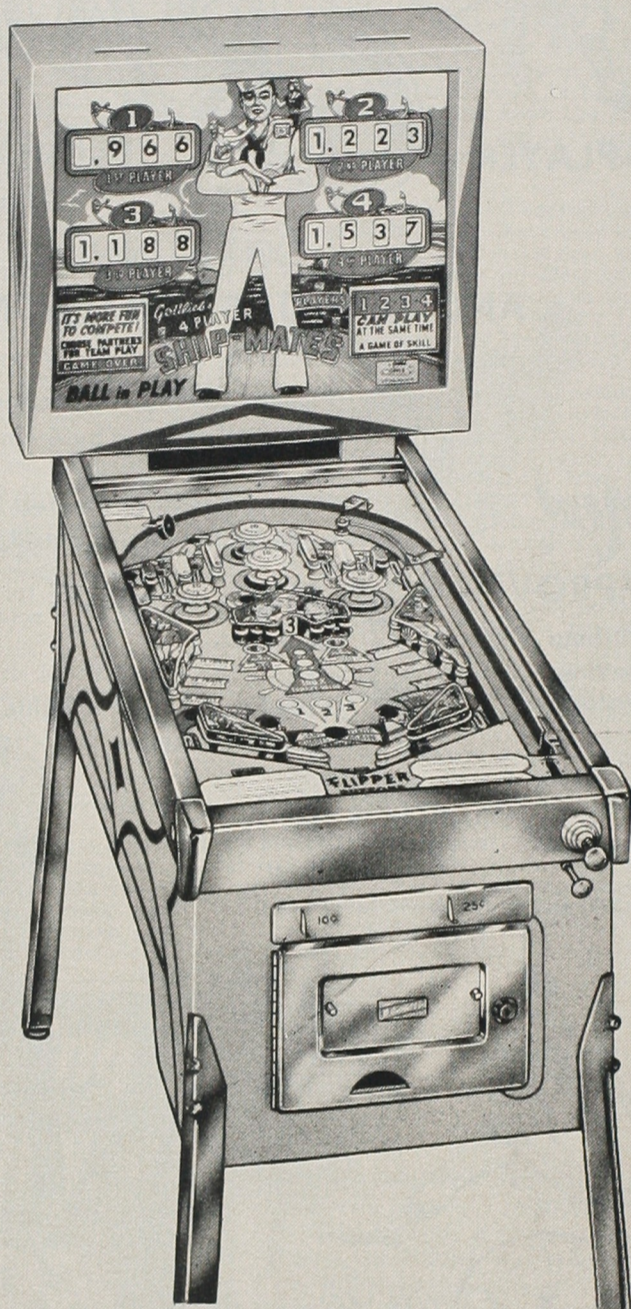
## PROFIT!!!

- \* 6 targets and 6 rollovers determine roto-target values
- \* Roto-targets light 1-2-3 sequence to score "shoot again feature"
- \* Bottom rollovers light alternately scoring up to 100 points
- \* On-off pop bumpers • Match play
- \* Re-set tilt feature • Stainless cabinet trim
- \* Playboard Auto-Clamp
- \* Double-size cash box
- \* New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!
- \* A Gottlieb Flipper Skill Game

SEE YOUR DISTRIBUTOR TODAY!

**D. Gottlieb & Co.**  
1140-50 N. Kostner Avenue  
Chicago, Ill. 60651

*That Extra Touch of Quality*



## "Bank Pool" Picks Up In Latin America



BILL DESELM

CHICAGO—Bill DeSelm, director of sales for United Manufacturing Company, reported this past week that United's "Bank Pool" puck shuffle, billiard-type game is attaining increasingly wide acceptance in the South American and Venezuelan markets.

"Since coin machine operators all over the world have been clamoring for new ideas in amusement equipment, we have spent considerable time in development and engineering before we release 'Bank Pool' which we feel certainly meets that demand," DeSelm asserted.

"Now that this game's popularity is catching on internationally and collection reports are reflecting this success, we are confident that 'Bank Pool' and its successors will certainly open a whole new vista in the coin-operated amusement field.

DeSelm added that United's export sales figures for the quarter were up mainly due to the 'Bank Pool' shipments.

## Tri-State To Host Shuffle Tourney

BURLINGTON — Ed Martell, manager of the Tri-State Amusement Company, Inc., announced that the North East Shuffleboard Championship will be held at the Burlington Veterans Club, 172 South Winoski Ave., Burlington, on April 10th, 11th and 12th.

The entrance fee will be \$15 for each team, and all teams must present a fourteen man roster. All money collected will be returned to the players for prizes.

Teams from all over New England and New York State will compete for the top honors and cash prizes. All games will be played on American Shuffleboards.

## U.J.A. Coin-Division Committee



NEW YORK—The above photo catches the planning committee for the 1964 N.Y.-U.J.A. Victory Dinner, and especially Guest of Honor Harry (Dynamo) Siskin, in a rare pose—standing still.

They are, left to right, seated: Ben Chicofsky; Max Klein; Carl Pavesi; Al Denver, President Emeritus; Harry Siskin; Mrs. Evelyn Siskin; and Martin Herbstman. Standing: Stanley Feldman, Co-Chairman Entertain-

ment Committee; Dave Sachs, Ed Barnes, Aaron Sternfield, Lou Wolberg; Sid Mittelberg, Co-Chairman Entertainment Committee; John Billotta, Marty Toohey, Ed Adlum, Gil Sonin, Harry Brodsky and Harold Kaufman.

Six hundred guests are expected to attend the dinner, June 6, at the Statler Hilton Hotel. U.J.A. hopes to gain \$30,000 during the 1964 drive.

### EXPORT SPECIALS Now Available

- UNITED JUMBO BOWLING ALLEYS \$125.00
- UNITED PLAYTIME BOWLING ALLEY \$200.00
- UNITED BONUS BOWLING ALLEY \$150.00

As Is — Complete — F.O.B. Vessel



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## Al Simpson Dies At 62

NEW YORK—Al Simpson, well-known sales executive with Decca Records for many years, passed away on March 6, at the age of 62. Simpson specialized in the sale of records to juke box operators and was known

far and wide as one of the most important links between the operator and the record industry.

At a meeting of New York coin machine operators here at the Holiday Inn last week, Al Denver, Pres. of MONY, and long-time friend of Simpson, called for one minute's silence in memory of the popular record exec.









No other phonograph feature can hold a candle to it



# TEN TOP TUNES

## At the Press of a Golden Bar

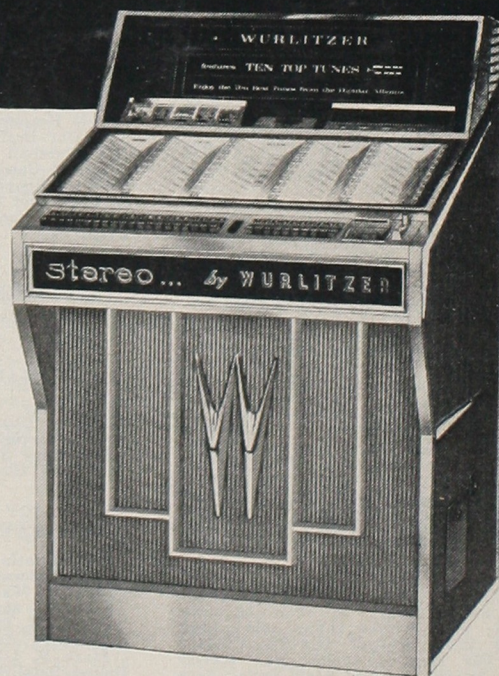
For the third year, the big money-making feature in the phonograph business has continued to be 10 top tunes for 50c — a WURLITZER exclusive.

No other feature can compare with this musical bargain for attracting extra play. In

most Wurlitzer coin boxes today over half the coins are half-dollars.

See the exciting new Wurlitzer 2800 at your Wurlitzer Distributor today. Among its many features is this biggest feature of all — Ten Top Tunes.

## WURLITZER 2800 New Higher Earning Power



THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.

SUPERBLY  
STYLED

*The Aristocrat of All Games*

STRIKINGLY  
BEAUTIFUL

# UNITED'S BANK POOL

*It's New!  
It's Original!  
Terrific Appeal! No Competition!  
Terrific Profits!*



Skill Shot on Break Can Score 30-20-10

**FIRST LEAVE AFTER BREAK**  
15 Balls Automatically Drop in Pattern

Player gets up to 4 additional shots  
To pick up all 15 balls

Unlimited Variation of Bank Shots

Fewer Shots Register  
Higher Scores

1  
2  
3  
or  
4  
Can Play

Perfect  
Score  
720

Get  
BANK  
POOL  
from your  
UNITED DISTRIBUTOR  
Today

Standard 10¢ Play

SIZED RIGHT  
3 FT. WIDE; 7 FT. 9 IN. LONG

Shipping Weight (Crated) 365 lbs.

6  
Racks  
Per Game  
Maximum of  
5 Shots Per Rack

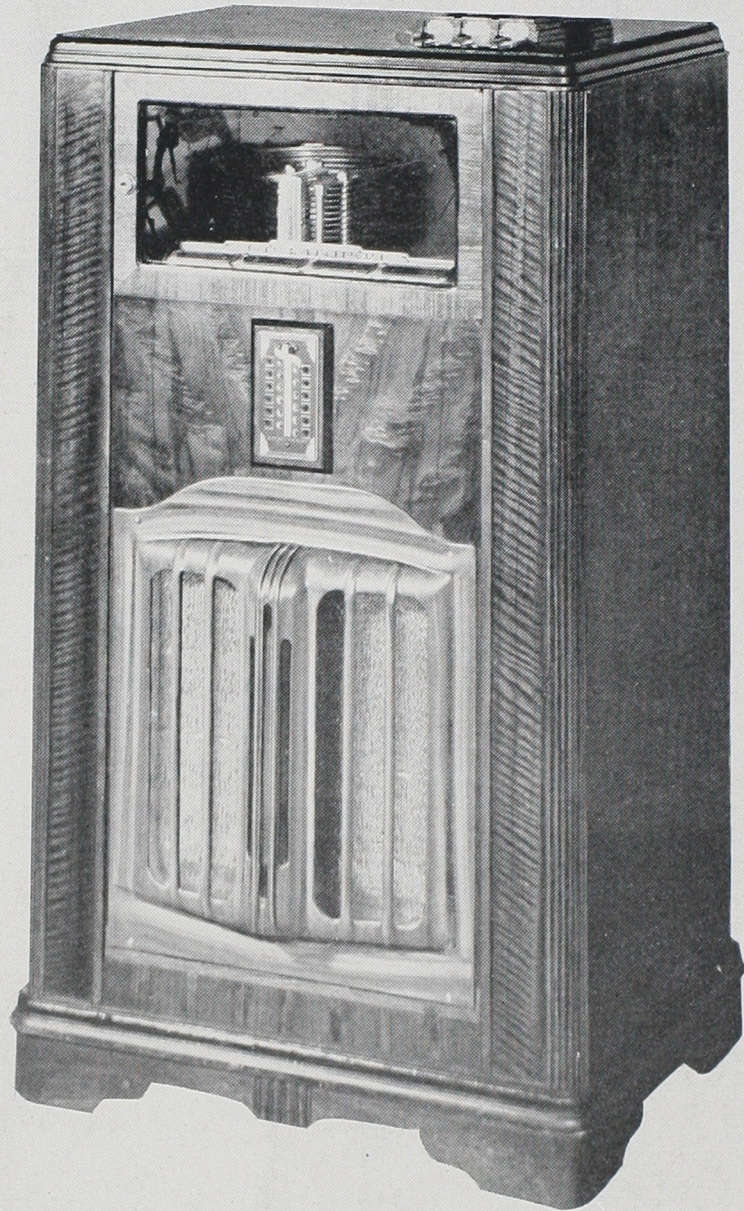
Get  
BANK POOL  
from your  
UNITED DISTRIBUTOR  
Today

*The Greatest Innovation Since United Created Coin-Operated Bowling Alleys and Shuffle Alleys*

DESIGNED AND MANUFACTURED ONLY BY

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

# "You do the darndest things, baby..."

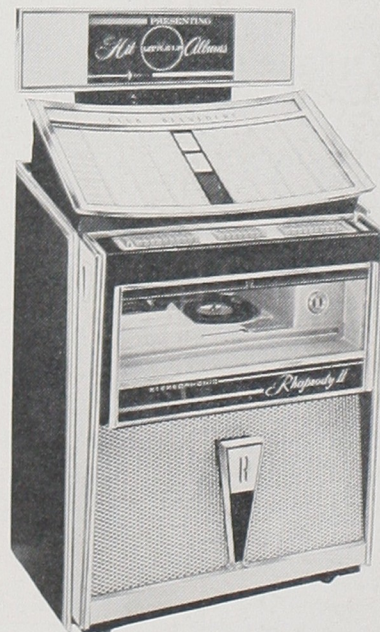


Remember that one? Or how about "Stompin' at the Savoy," or "Pennies from Heaven" . . . top tunes from back in 1936. The year we introduced one of our "big hits," too . . . the Rock-Ola Multi-Selector. "America's finest phonograph . . . at America's lowest price." And here's what we said about it then . . .

" . . . just two tools. An ordinary pair of pliers and a tiny, dime store screw driver. That's about all you need to keep your Rock-Ola Multi-Selector in perfect running order 24 hours a day throughout the year. This is because the Rock-Ola Multi-Selector is so well built. So solidly constructed. Its entire assembly is a masterpiece of simplicity. All useless parts—all excess grief and baggage—have been done away with. Only the necessary elements remain. That's why you can always depend on your Rock-Ola Multi-Selector to perform smoothly and satisfactorily."

Years pass. Fads change. So do people, products, and even entire companies. Yet, for us one thing has *never* changed. Outlined in that brief passage is our philosophy of manufacturing which has remained the same for nearly 30 years. Pure and simple concepts of engineering . . . a tradition of excellence which has made Rock-Ola the most respected name in phonographs . . . a tradition well-represented by our new 1964 Rhapsody II and Capri II De Luxe Stereo-Monaural phonographs.

See them at your Rock-Ola Distributor's today!



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for  
advanced  
products  
for  
profit

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