



LOOKING AHEAD

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

- | | | | |
|---|--|--|--|
| <p>1 PEARLY SHELLS
(Criterion—ASCAP)
Burl Ives (Decca 31659)</p> <p>2 THE LONG SHIPS
(Screen Gems, Columbia—BMI)
Charles Albertine (Colpix 726)</p> <p>3 ME JAPANESE BOY I LOVE YOU
(Jac. Blue-Seas—ASCAP)
Bobby Goldsboro (United Artists 742)</p> <p>4 POCAHONTAS
(Wemar—BMI)
Camelots (Ember 1108)</p> <p>5 ROCKIN' ROBIN
(Recorda—BMI)
Rivieras (Riviera 1403)</p> <p>6 GATOR TAILS AND MONKEY RIBS
(Bloor-Hoffman—BMI)
Spats (ABC Paramount 10585)</p> <p>7 RINGO FOR PRESIDENT
(Jonathan ASCAP)
Young World Singers (Decca 31660)</p> <p>8 THE DARTELL STOMP
(Goins—BMI)
Mustangs (Providence 401)</p> <p>9 LET ME LOVE YOU
(MMP—BMI)
B. B. King (Kent 396)</p> <p>10 THE CLOCK
(Saturn, Mon Ami—BMI)
Baby Washington (Sue 104)</p> <p>11 I GUESS I'M CRAZY
(Mallory—BMI)
Jim Reeves (RCA Victor 8383)</p> <p>12 SOUL DRESSING
(East—BMI)
Booker T & MG's (Stax 153)</p> <p>13 GIVE ME BACK MY HEART
(Merrimac—BMI)
SQUEEZE HER, TEASE HER
(Merrimac—BMI)
Jackie Wilson (Brunswick 55269)</p> | <p>14 LITTLE LONELY SUMMER GIRL
(Tyco-Eastwick—BMI)
David Box (Joed 116)</p> <p>15 SOFTLY AS I LEAVE YOU
(Miller ASCAP)
Frank Sinatra (Reprise 0301)
Matt Monro (Liberty 55725)</p> <p>16 LITTLE QUEENIE
(Arc—BMI)
Bill Black Combo (Hi 2079)</p> <p>17 I'LL FOLLOW THE RAINBOW
(Ironmarch—BMI)
Terry Stafford (Crusader 109)</p> <p>18 RUNNIN' OUT OF FOOLS
(Rosevelt—BMI)
Aretha Franklin (Columbia 43113)</p> <p>19 DERN YA
(Tree—BMI)
Ruby Wright (Ric 126)</p> <p>20 IT'S TIME FOR YOU
(Northern Songs—BMI)
Cilla Black (Capitol 5258)</p> <p>21 I'LL ALWAYS LOVE YOU
(Jobete—BMI)
Brenda Holloway (Tamla 54099)</p> <p>22 CAN'T GET OVER (THE BOSSA NOVA)
(Moxana—ASCAP)
Eydie Gorme (Columbia 43082)</p> <p>23 SILLY OLE SUMMERTIME/
FAR SIDE OF THE HILL
(Caravelle—ASCAP)
New Christy Minstrels (Columbia 43092)</p> <p>24 WHAT'S SO SWEET ABOUT SWEET SIXTEEN
(Seventh Ave. BMI)
Carol Quinn (MGM 13265)</p> <p>25 LET ME GET CLOSE TO YOU
(Screen Gems, Columbia—BMI)
Skeeter Davis (RCA Victor 8397)</p> | <p>26 MR. SANDMAN
(E. H. Morris ASCAP)
Fleetwoods (Dolton 98)</p> <p>27 FEVER
(Lois—BMI)
Alvin Robinson (Red Bird 10-010)</p> <p>28 LE DE DA I LOVE YOU
(Saturn—BMI)
Inez & Charlie Foxx (Symbol 201)</p> <p>29 HEARTBREAK
(Panco—BMI)
Dee Clark (Constellation 132)</p> <p>30 (SAY I LOVE YOU) DUM DEE DUM
(Seventh Avenue—BMI)
Four Evers (Smash 1921)</p> <p>31 THAT'S HOW STRONG MY LOVE IS
(Rise—BMI)
O. V. Wright (Gold Wax 106)</p> <p>32 GONNA GET MY HANDS ON SOME LOVIN'
(Jobete—BMI)
Artistics (Okeh 1193)</p> <p>33 YOU PULLED A FAST ONE
(Aberbach—BMI)
VIP's (Big Top 518)</p> <p>34 SCRATCHY
(Rolando—BMI)
Travis Wammack (Atlantic 204)</p> <p>35 HUMBUG
(Two Beat—BMI)
Pete Fountain (Coral 62427)</p> <p>36 BABY, BABY ALL THE TIME
Superbs (Dore 715)</p> <p>37 SOMEBODY NEW
(Ludix, Flomarlu—BMI)
Chuck Jackson (Wand 161)</p> | <p>38 IN THE NAME OF LOVE
(Blackwood—BMI)
Peggy Lee (Capitol 5241)</p> <p>39 SOON I'LL WED MY LOVE
(Laurel—ASCAP)
John Gary (RCA Victor 8413)</p> <p>40 DEVOTED TO YOU
(Acuff-Rose—BMI)
Brian Hyland (Philips 40203)</p> <p>41 LA LA
(Styletone—BMI)
Cobras (Swan 4176)</p> <p>42 I DON'T KNOW
(Benders—BMI)
Steve Alaimo (ABC Paramount 10580)</p> <p>43 HUGO
(April—ASCAP)
Linda Hall (Columbia 43067)</p> <p>44 LET THE WATER RUN DOWN
(Keelch, Caesar, Dino—BMI)
Ben E. King (Atco 6315)</p> <p>45 I COULD CONQUER THE WORLD
(Youvan—ASCAP)
Shevelles (World Artists 1025)</p> <p>46 I WANNA THANK YOU
(Rittenhouse—BMI)
Enchanters (Warner Bros. 5460)</p> <p>47 THE INVASION
(Novel—BMI)
Buchanan & Greenfield (Novel 711)</p> <p>48 CAR HOP
(Sonia—BMI)
Exports (King 5917)</p> <p>49 SHAGGY DOG
(Survey—BMI)
Mickey Lee Lane (Swan 4183)</p> <p>50 ROBOT WALK
(Novelene—BMI)
Pat & Lolly Vegas (Apogee 101)</p> |
|---|--|--|--|

HOW SWEET IT IS!

Chess, 1907 — "I Had A Talk With My Man" — Mitty Collier
 Chess, 1908 — "I Can't Help Myself" — The Gems
 Argo, 5479 — "Then You Can Tell Me Goodbye" — Johnny Nash
 Tuff, 381 — "Long Haired Daddy" — Vernell Hill

Argo, LP 723 — "Barefoot Sunday Blues" — Ramsey Lewis
 Argo, LP 732 — "Bach To The Blues" — Ramsey Lewis
 Checker LP2991 — "Two Great Guitars" — Bo Diddley/Chuck Berry

CHESS producing corp.

Chicago 16, Ill.

ALPHA DISTRIBUTING CORP.
 20 WEST END AVENUE
 NEW YORK, N. Y., 10023
 PHONE CIRCLE 5-7933

music merchants, inc.
 3731 WOODWARD AVE. • DETROIT 1, MICH.

PURCHASE ORDER

TO: *Chess*

DATE *9-4-64*

Quantity	Record No.	Quantity	Record No.	Quantity
2600	1907	50	723	
1300	1908	25	723S	
1300	5479	75	732	
1300	381	25	732S	
		100	2991	

No. 1951

SHIP TO: **DAVID ROSEN, INC.**
 835 N. BROAD STREET
 PHILADELPHIA 23, PA

SHIP VIA:

?

**ARE YOU READY
FOR THE SINATRA-EST
SINATRA SINGLE
OF THE '60'S**

**FOR INSTANCE:
SOFTLY AS I LEAVE YOU
B/W
THEN SUDDENLY LOVE #0301**

San Francisco

August 21, 1964

Bill Gavin's Record Report # 509
WEEKLY SUMMARY

Sleeper of the Week: SOFTLY AS I LEAVE YOU-Frank Sinatra (Reprise) Pop format stations are playing it in Atlanta (WPLO), Columbus (WCOL) and Worcester (WORC) and response has been surprisingly good. Looks like another class entry with "mass" appeal.

ANOTHER SIGNIFICANT SINGLE FROM





JOHNNY B. GOODE

DION
4-43096

MR. HEARTACHE



FREDDIE SCOTT
4-43112

RUNNIN' OUT OF FOOLS

ARETHA FRANKLIN
4-43113

ON THE STREET WHERE YOU LIVE

ANDY WILLIAMS
4-43128

Cross The Brazos At Waco

BILLY WALKER
4-43120

COLUMBIA RECORDS



© COLUMBIA MARCAS REG. PRINTED IN U.S.A.



RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO SEPTEMBER 2ND)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
55%	When I Grow Up To Be A Man	Beach Boys	Capitol	74%
50%	You Must Believe Me	Impressions	ABC Paramount	66%
47%	Let It Be Me	Betty Everett & Jerry Butler	VeeJay	74%
44%	Mercy Mercy	Don Covay	Rosemart	44%
40%	Chug-A-Lug	Roger Miller	Smash	57%
38%	Match Box	Beatles	Capitol	98%
35%	Why You Wanna Make Me Blue	Temptations	Gordy	35%
34%	Slow Down	Beatles	Capitol	64%
31%	Do Wah Diddy Diddy	Manfred Mann	Ascot	94%
29%	Goodnight Baby	Butterflies	Red Bird	75%
28%	I Trust You Baby	Ketty Lester	RCA Victor	28%
27%	Little Honda	Hondells	Mercury	57%
26%	Gonna Send You Back To Walker	Animals	MGM	48%
25%	On The Street Where You Live	Andy Williams	Columbia	25%
24%	Till The End Of Time	Ray Charles Singers	Command	24%
23%	If	Timi Yuro	Mercury	47%
22%	Pocahontas	Camelots	Ember	22%
21%	Come Closer	Jay & Americans	United Artists	21%
20%	She Wants T' Swim	Chubby Checker	Parkway	47%
19%	Whole Lotta Shakin' Goin' On	Little Richard	VeeJay	47%
18%	Gator Tails and Monkey Ribs	Spats	ABC Paramount	44%
18%	Randy	Earl Jean	Colpix	18%
17%	Do You Wanna Dance	Del Shannon	Amy	17%
17%	It's All Over	Ben E. King	Atco	17%
16%	Oh, Pretty Woman	Roy Orbison	Monument	89%
16%	Society Girl	Rag Dolls	Parkway	66%
15%	Softly As I Leave You	Frank Sinatra	Reprise	38%
14%	Michael	Trini Lopez	Reprise	72%
13%	Rhythm	Major Lance	Okeh	73%
12%	Where Is She	Bobby Vee	Liberty	12%
11%	If You Want This Love	Sonny Knight	Aura	11%
11%	Last Kiss	J. Frank Wilson & Cavaliers	Josie	57%

LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TOTAL % TO DATE	TOTAL TO DATE
The Cat	Jimmy Smith (Verve)	15%		
It's Love Baby (24 Hours A Day)	Jackie DeShannon (Liberty)	9%		
Candy To Me	Eddie Holland (Motown)	31%		
It's For You	Cilla Black (Capitol)		20%	
Devoted To You	Brian Hyland (Philips)		8%	
Tobacco Road	Nashville Teens (London)		23%	
I Don't Know	Steve Alaimo (ABC Paramount)			37
2075	Willie Mitchell (Hi)			15



PLATTER SPINNER PATTERN

In 1960 when hurricane Donna struck South Florida, WQAM-Miami did a first-rate job in covering every phase of that disaster. When most radio stations went off the air, due to lack of power, etc., the outlet continued to broadcast with full facilities. Hurricane Cleo, which unlike Donna, struck at the heart of Miami, again proved that WQAM and its staff, were more than equal to the occasion, in its coverage, and complete, over-all approach to what could have been a major catastrophe. When one radio station lost a tower, and another its studios, WQAM continued to operate and was able to continuously and completely serve the people of South Florida. Peculiarly enough, the WQAM tower sits right in the middle of Biscayne Bay, yet, despite taking virtually the full blast of 120 mph winds, the station's tower didn't budge, nor did the station have any problems with its studios. In preparation for the hurricane, a staff meeting was held and even Rick Shaw, who was on vacation, voluntarily came back to assist with the hurricane central, at the weather bureau, as well as a series of reports from the County Manager's office, Police Headquarters and the Sheriff's office. In addition some station personnel went out into the hurricane itself, using mobile units, to give WQAM listeners eye-witness reports of what the fury of the winds was doing to greater Miami.

Jay Lawrence, KYW-Cleveland's all-night air personality, is now a full-fledged college fraternity man. Lawrence was formally initiated as an honorary member of the Delta

Omega chapter of Phi Theta Pi, an international honorary commerce fraternity, at Dyke College recently.

"Pacemakers—For The Morning Man," SESAC's new concept in LP programming for broadcasters, has garnered enthusiastic response from the entire industry not only in the U.S. and Canada but in such far-off places as Pembroke, Bermuda and Agana, Guam, the collection agency reported last week. The eight LP package, released earlier this month, has already been placed in more than 150 markets and new areas are being added daily. Commenting on this unusual LP package, John Krance, music director of the New York area's popular music station, WPAT said: "As a series I find it excellent . . . musically imaginative and colorful with a variety born of judicious juxtaposition in the siding." Similar enthusiastic comments on the series, probably the first of its kind ever produced especially for a given time segment, are being received from all sections of the country. "Pacemakers" is available at \$19.95 and contains over 100 selections designed for programming between the wake-up hours of 6:00 AM and 10:00 AM. Artists featured include: Billy Taylor, Chet Atkins, Richard Hayman, Woody Herman, Jose Melis, the Anita Kerr Singers, Warren Covington, etc.

Jerry Dayton recently appeared on the Joe Franklin WOR-TV show, the Clay Cole WPIX-TV affair, and the Joe Colombo WGLI stanza, in a heavy schedule of N.Y. metropolitan area appearances, plugging his latest Epic release, "Three Little Books."

Normally there is no Spanish spoken over WIOD-Miami. However, typical of WIOD's extra, added service was last week's morning coverage of Hurricane Cleo. After newsman John Clark had broadcast hurricane information and advisories they were translated into Spanish and rebroadcast for the thousands of Latin Americans in South Florida.

The United States Department of Agriculture is sending James Bwayo of Walimbwa of Bugisu, Mbale, Uganda, to WOWO-Fort Wayne for one week to observe "programming for farm listeners and related agricultural and food programming for rural and urban audiences; to study sources of information for farm programs and to become familiar with U.S. regulations affecting the broadcasting industry." WOWO was chosen for this important training because, according to Robert W. Doan, USDA Information specialist, "it offers an ideal set up for this particular man." Walimbwa will arrive the last of Aug. During his stay in Fort Wayne he will be hosted by Jay Gould, WOWO Farm Service Director. Gould plans consultations with country agents and area farm broadcasters and will include a trip to the Indiana State Fair as well as covering the general aspects of farm broadcasting with his African visitor.

WMCA-New York has sent Hohner harmonicas to every member of the New York Yankees—including CBS chairman William Paley and president Frank Station, the club's new owners. The harmonicas, sent in the interest of restoring harmony to the Yankees, were suggested as a means to while away the "occasional dull moments between games or, perhaps, while travelling from city to city." The WMCA move came on the heels of the recent harmonica dispute between Yankee Manager Yogi Berra and infielder Phil Linz. Berra took strong exception to Linz's harmonizing on the Yankee bus after the team had lost four successive games. The harmonicas, sent by the station's pro-

gram director Ruth Meyer on behalf of the station's "Good Guy" air personalities, were accompanied by instructions on how to play the harmonica. After having been fined \$200 for his performance, Linz had admitted that he actually could not play the instrument.

KLWW-Cedar Rapids' Tom Jordan sends along word of an interesting contest which created quite a bit of excitement out his way. In cooperation with a few local businesses KLWW ran "Win A Date With Your Favorite Lively Guy" to see the Beatles "Hard Day's Night." The individual couples were chauffeured in limousines, to and from the flick, had dinners at local restaurants, and the girls were given flowers. All the entrants had to do was pick up entry blanks at the theater and write in 25 words or less why they would like to go with their favorite KLWW air personality.

Plans are now being made for WIP-Philadelphia's massive second annual public service awards luncheon to be held Oct. 29. About 300 persons are expected to attend this year, as WIP rewards public service organizations according to the quality of their campaigns. This unique public service "switch" was instituted in the Quaker City last year.

American Records' new comedy LP, "Presidential Primer," was kicked recently on Bob Barry's WFPG-Atlantic City air stanza. Album was released in conjunction with President Johnson's birthday during the Democratic National Convention.

VITAL STATISTICS:

Buddy Van Cleave will be exiting his KLEO-Wichita music director post to assume a deejay slot on KLIV-San Jose. . . . Ed Ripley, previously on WMBR-Jacksonville is now spinning 'em on WDGY-Minneapolis. . . . Terrell L. Metheny given the green light as program director of WKLO-Louisville, Kentucky.

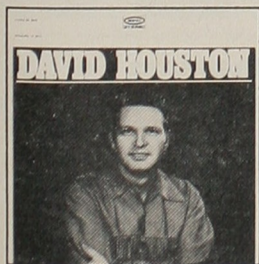
TWO NEW COUNTRY SPECIALS FROM



THE HOT LINE



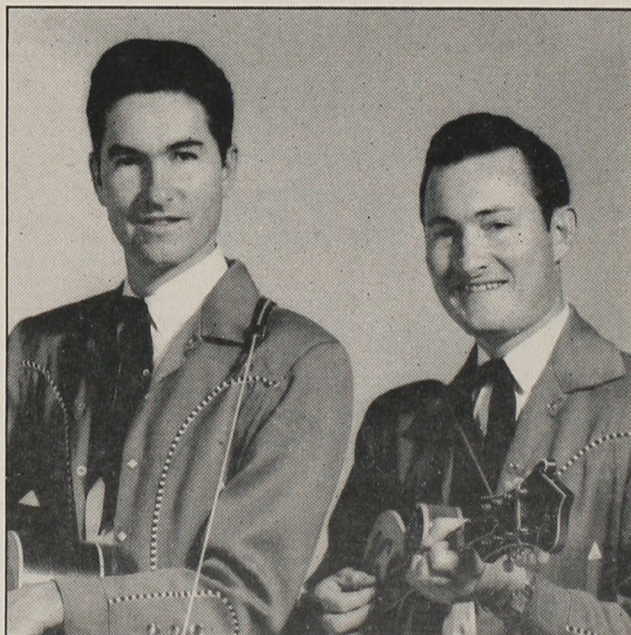
DAVID HOUSTON
"LOVE LOOKS GOOD ON YOU"
5-9720



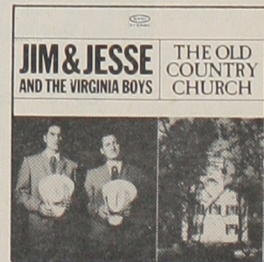
LN 24112/BN 26112*

*Stereo

A
SENSATIONAL
SINGLE
FROM HIS
NEW ALBUM



JIM AND JESSE
"THE OLD COUNTRY CHURCH" c/w
"SWING LOW, SWEET CHARIOT" 5-9716



LN 24107/BN 26107*

A
SMASH
SINGLE
FROM THEIR
NEWLY RELEASED LP

© EPIC, MARYA REG. T.M. PRINTED IN U.S.A.

*An Open Letter
To Disc Jockeys All Over
America*

Dear Friends:

No place could this happen other than the Dear Ole U. S. A.

Only a few weeks ago, my record "FUNNY", Backbeat 541, was released Nationally. Until that time, I had never completely realized success with a real big hit record.

Overnight, you've made it one of America's top records and it is getting bigger and bigger each day.

I know, and you know, this never could have been had it not been for your concentrated play.

THANKS!!! THANKS!!! I shall never forget you . . . and shall forever be grateful for your assistance in my having a "Top Record."

Gratefully yours,

Joe Hinton

Joe Hinton

BACKBEAT RECORDING ARTIST

**"BUSIEST STUDIO
IN TOWN"
(WHY?)**

"RATES"

MONO	2 or 3 Track Stereo	4 Track Stereo	6 Track Stereo
\$20	\$25	\$35	\$50
Per Hour	Per Hour	Per Hour	Per Hour

**TALENTMASTERS
RECORDING
STUDIOS**

2 STUDIOS—"ONE FULL BLOCK LONG"—
FROM 41st TO 42nd ST.

126 WEST 42nd STREET, N. Y. C.

BR 9-9150 • CO 5-9659 • LO 5-9524

ALBUM PLANS

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

ABC-PARAMOUNT, IMPULSE! & TANGERINE

12½% discount on all new and catalog product. Expires: Sept. 30.

AUDIO FIDELITY

LP deal: buy-8-get-1-free, plus one stereo spectacular demo at \$6 with the purchase of each two catalog records. No termination date announced.

FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-5-get-1-free basis. Also, other LP's at additional 12½% discount.

LIBERTY

"Liberty is for Everyone": Fall LP program, details of which are available at local distributors. Expires: Sept. 11.

LONDON

Part 1 of 3-Part Fall Program: extra discounts, delayed payments, ad money on Mantovani, Richmond Classics, Richmond Opera and new import lines: Das Alte Werk, Argo and L'Oiseau-Lyre.

MERCURY

"Cool Aids for Summer Selling": cash discount on 14 new LP's, a pre-fall discount on catalog product. Expires: Oct. 15; "Out of This World with Mercury": cash discount on LP's. Expires: Oct. 15.

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS

"A Stake In The Future": 10% discount on pop LP's, 20% discount on classical product. Expires: Oct. 31.

REQUEST

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

ROULETTE

"Fall Formula On Roulette": 15% discount on all LP's, include Roulette, Tico, Roost, Squire and Kenwood. Special dating to qualifying accounts. Expires: Sept. 30.

STARDAY

Country Music Spectacular Sales Plan. 20% discount. Expires: Sept. 30.

TAMLA-MOTOWN-GORDY

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

VANGUARD, BACH GUILD, EVERYMAN

10% discount on Vanguard and Bach Guild LP's; 10% discount on Demonstration and Everyman classics, mono only; 30% discount on Demonstration and Everyman classics, stereo only. Expires: Sept. 30.

VEE JAY

10% discount on LP's.

WORLD ARTISTS

10% discount on LP's. No expiration date announced.

Beatle Hospitality



NEW YORK—Colpix songstress Bernadette Castro is shown visiting the Beatles during the smash British group's recent two-day stopover. The lads broke all existing attendance records at their two Forest Hills concerts. Lark Bernadette recently debuted on Colpix with a single dubbed, "His Lips Get In The Way."

**Economides Cutting
Darin's Capitol Dates**

HOLLYWOOD—Capitol Records' producer Jim Economides has been set to produce all of Bobby Darin's diskings for the label, which the artist recently returned to after a six month absence. His new single, "Things In This House" and "Wait By The Water," was the A&R man's first chore under the new assignment.

BIOS FOR DEEJAYS

Shangri-las



The Shangri-las (Mary Ann, Marge, Betty and Mary) started singing together while they were attending Andrew Jackson High School in Queens, New York. They had been singing together for about eight months when they were asked to audition for George Goldner, head of Red Bird Records. They were immediately signed to a long term contract and their very first deck, "Remember (Walkin' In The Sand)," became a smash hit. The single is currently holding down the No. 13 spot on this week's Top 100.

Unlike many recording stars who have risen to prominence with a single record, the Shangri-las are firm believers in top-drawer showmanship which means, as they see it, a versatile, well-paced act which gives all four maximum opportunity to show off their best sides.

Nashville Teens



The name has an American sound, but all six guys in the group are British through and through. Although they are now all in their twenties the boys thought up the name when they were in their teens, hence teens, and at that time it was all happening in Nashville, hence Nashville.

The crew, which was organized three years ago, turned pro in July of '63 and since then has appeared all over England and three times in Germany, the last trip being last April in the Star Club in Hamburg. Six months ago Don Arden saw them performing their unusual act—unusual 'cause there are two lead singers which are backed-up by four other boys.

Arden inked them immediately and asked them if they would like to back up Carl Perkins on the Chuck Berry tour. They were delighted and not only did they back Carl, but they had their spot as well. Don was eager to get them to record and approached Mickey Most, who is now the boys' A&R man. The tune they cut was, of course, "Tobacco Road," which is presently zooming up the Top 100 on the London label.

Roulette Names Singer To Head Foreign Dept.

NEW YORK—Morris Levy, president of Roulette, continues to make key moves in strengthening the label's administrative, as well as creative departments. Last week, Levy announced the appointment of Don Singer as director of foreign operations and production for the diskery. The newly created post will enable Singer to handle all of the firm's foreign licensees, as well as supervise the entire album production schedules.

Singer's appointment also enables Levy to move Albert Peckover, who had been handling the label's overseas operation, back to the publishing set-up. This move will now enable Peckover, who is comptroller and secretary of the publishing firms, to devote his full time to the heavy publishing activities marked by the return of Hugo & Luigi and the recent appointments of Charles Koppleman and Don Rubin as vice-presidents of the publishing firms. Levy also pointed out that a separation and diversification of the publishing operation from the record companies would be further enhanced by this shift and Singer's appointment.

Singer's appointment signals the return of still another former Roulette employee. Singer was among the original members of the Roulette organization when it first began operating in 1957. After three years with Roulette as foreign operations manager, Singer joined Rank-International, handling all independent American product for overseas. When Rank-International closed its recording activities, Singer moved over to Trans-Global, where since 1962, he has been general manager in charge of placing independent masters and copyrights with foreign outlets.

During his first tenure at Roulette, Singer was instrumental in setting the label's worldwide foreign affiliations. Today, the label is represented by EMI Records Ltd., in England; Vogue P.I.P. in France; Artone Gramophone N.V. in Holland; CBS Schallplatten G.M.B.H. in Germany; Cosdel Inc. in Japan, and other licensees throughout the world record markets.

In his capacity of supervising all production work, Singer will maintain a close liaison with all printers, suppliers and pressing plants, and will be responsible for all inventory controls.

Amy-Mala Sales At All-Time High

NEW YORK—The Amy-Mala disk operation has reached an all-time peak in sales, according to Larry Uttal, general manager.

Label, the exec declared, shipped an average of 175,000 disks per week in Aug.

The current big ones at A-M are "G.T.O." by Ronnie and the Daytonas on Mala, "Handy Man" by Del Shannon on Amy, "There's Always Something There to Remind Me" by Lou Johnson on Big Hill, all big Top 100 entries. Also moving for the label are "Lovers Always Forgive" by Gladys Knight and the Pips on Maxx and "I'm Counting On You" by the Freeman Bros. on Mala.

A new Shannon single, "Do You Want to Dance," is out with a two-day order total of 50,000 Uttal reports. An LP by the artist, "Handy Man," is new next week.

Vet Actor Pacted To Hickory



Victor To Spotlight Hit Garnett Single In Re-packaged LP

NEW YORK—Gale Garnett has arrived and her label, RCA Victor, is not letting her success go unnoticed. The pop-folk lark, who is currently zooming up the Top 100 with "We'll Sing In The Sunshine," will be the recipient full-scale promotion by Victor.

As a direct result of the hit single, the diskery is re-packaging the artist's "My Kind Of Folk Songs" LP (from which her chart-rider was culled) in a new four-color sleeve which spotlights her "Sunshine" smash. To herald the twenty-one year old singer-composers first triumph, a series of trade advertisements has been instituted that emphasize both the single and the album. Also, being rushed to distributors for point-of-sale use are large quantities of mounted album covers.

The songstress, who is presently appearing at the Establishment Club in Winnipeg, Canada, is scheduled to open at the Troubadour in Los Angeles on Sept. 15. On Sept. 16 she'll tape a performance for ABC-TV's new "Shindig Show."

Mancini Skeds "Big Band Era" Tour

HOLLYWOOD—One of the most extensive concert tours set for a composer-conductor since the era of the big band days has just been set for Henry Mancini, who will do eight weeks of solid engagements throughout the United States.

Mancini, who returns from Europe this week after conferring with Blake Edwards on the score he will compose for "The Great Race," begins the tour on Sept. 20 at the Coliseum in Portland, Ore. Tour includes the Forum in Vancouver, the New Arena in Seattle, Wash., the University of Indiana, Bloomington and University of Dayton in September.

Tour resumes following month with an Oct. 13 at the Texas Musical Festival in Dallas, followed by an Oct. 18-19 stint at the Harvey Auditorium in Bakersfield, Notre Dame University in Indiana, the Civic Auditorium in Oklahoma City, the Civic Auditorium in Tulsa, Okla., the Music Hall in Houston, Texas and the Daniel Meyer Colesium of Texas Christian University in Ft. Worth on October 30.

Nov. engagements include conducting the Minneapolis Symphony at University of Minnesota on November 1, the Memorial Colesium at Oregon State University, McArthur Court at the Univ. of Oregon and a three day stint at Arie Crown Theatre in Chicago starting Nov. 27 and a Dec. 6th one-nighter at Ohio State University in Columbus. There will be other dates filled during this period.

Atlantic Is Nat'l Distrib For ARA

NEW YORK—Atlantic Records' deal with ARA Records for "Scratchy" by Travis Wammack and his band is a national distrib relationship, with the side remaining on ARA. A story in last week's issue incorrectly stated that the deal was a master purchase, and that the side would appear under the Atlantic banner.

NASHVILLE—Veteran actor Eddie Albert (2nd from right) is Hickory Records' newest addition. Pictured with the thespian-chanter at the signing in ceremony are (left to right) Bud Brown, Joe Lucas and Lester Rose. Albert's first session under the Hickory banner has already been completed and is being prepped for an early debut.

RED HOT & RUNNING!

"SHAGGY DOG" MICKEY LEE LANE

SWAN 4183

SWAN RECORDS

Cor. 8th & Fitzwater Sts.
Philadelphia, Pa.

THE BIGGEST RECORD
IN THE COUNTRY!

LAST KISS

J. FRANK WILSON
& THE CAVALIERS

JOSIE 923

Natl. Dist. By

JAY-GEE RECORD CO., INC.
318 W. 48th St., N.Y. 36, N.Y.

A SINGLE BREAKOUT!

"THE LONG SHIPS"

CHARLES ALBERTINE

CP 726



A DIVISION OF COLUMBIA PICTURES CORPORATION

ANOTHER CHART BREAKER
FROM

JIMMY HUGHES "I'M QUALIFIED"

JAMIE 1280



JAMIE, GUYDEN DIST.
Phila. 21, Pa.

"Wait" Lifting



NEW YORK—Tony Orlando recently made the scene at Gotham radio stations. The chanter promoted his recently-released Epic single of "To Wait For Love." In the above pic Orlando (right) is shown at WINS with deejay Murray The "K."

BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

IT'S A HIT!

JIMMY SMITH PRAYER MEETIN'

BLUE NOTE 45 x 1909

The Big Single From His New Hit Album PRAYER MEETIN' BLP 4164

STILL GOING STRONG!

JIMMY SMITH PORK CHOP

BLUE NOTE 45x1906

Still Going Strong!

STANLEY TURRENTINE TROUBLE

BLUE NOTE 45x1893

D.J.'s: Write for Free Samples

BLUE NOTE

43 W 61st St. New York 23, N. Y.

THE YEAR'S FIRST SLEEPER

RICKI DINO'S

"YOU'LL ALWAYS BE THE ONE I LOVE"

FOX 538



the ultimate in entertainment.



TOP 50 IN R&B LOCATIONS

		Pos.	Last Week
1	FUNNY	3	
	Joe Hinton (Back Beat 541)		
2	WHERE DID YOUR LOVE GO	1	
	Supreme (Motown 1060)		
3	UNDER THE BOARDWALK	2	
	Drifters (Atlantic 2237)		
4	I STAND ACCUSED	5	
	Jerry Butler (Vee Jay 598)		
5	SELFISH ONE	7	
	Jackie Ross (Chess 1903)		
6	A HOUSE IS NOT A HOME	6	
	Dionne Warwick (Scepter 1282) Brook Benton (Mercury 72303)		
7	EVERYBODY NEEDS SOMEBODY TO LOVE	4	
	Solomon Burke (Atlantic 2241)		
8	BABY I NEED YOUR LOVING	11	
	Four Tops (Motown 1062)		
9	OUT OF SIGHT	13	
	James Brown (Smash 1919)		
10	JUST BE TRUE	9	
	Gene Chandler (Constellation 130)		
11	HEY GIRL DON'T BOTHER ME	10	
	Tams (ABC Paramount 10573)		
12	(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME	15	
	Lou Johnson (Big Hill 552)		
13	STEAL AWAY	8	
	Jimmy Hughes (Fame 6401)		
14	DANCING IN THE STREET	19	
	Martha & Vandellas (Gordy 7033)		
15	YOU'LL NEVER GET TO HEAVEN	17	
	Dionne Warwick (Scepter 1282)		
16	KEEP ON PUSHIN'	12	
	Impressions (ABC Paramount 10554)		
17	YOU MUST BELIEVE ME	25	
	Impressions (ABC Paramount 10581)		
18	I'VE GOT NO TIME TO LOSE	14	
	Carla Thomas (Atlantic 7947)		
19	REMEMBER (WALKING IN THE SOUND)	22	
	Shangri-Las (Red Bird 10008)		
20	I'M ON THE OUTSIDE (LOOKING IN)	23	
	Little Anthony & Imperials (DCP 1104)		
21	MERCY MERCY	33	
	Don Covay (Rosemart 801)		
22	RHYTHM	28	
	Major Lance (Okeh 7203)		
23	IT'S ALL OVER NOW	21	
	Valentinos (Sar 152)		
24	PEOPLE SAY	16	
	Dixie Cups (Red Bird 10-006)		
25	A QUIET PLACE	26	
	Garnet Mimms (United Artists 715)		
26	LET IT BE ME	—	
	Betty Everett & Jerry Butler (Vee Jay 613)		
27	LET ME LOVE YOU	18	
	B. B. King (Kent)		
28	SECURITY	35	
	Otis Redding (Volt 117)		
29	AIN'T THAT LOVING YOU BABY	24	
	Betty Everett & Jerry Butler (Vee Jay 613)		
30	I'M TOO POOR TO DIE	31	
	Louisiana Red (Glover 3002)		
31	I LIKE IT LIKE THAT	20	
	Miracles (Tamla 54098)		
32	SHARE YOUR LOVE	27	
	Bobby Bland (Duke 377)		
33	KNOCK KNOCK (WHO'S THERE)	36	
	Orlons (Cameo 332)		
34	I WANNA LOVE HIM SO BAD	29	
	Jelly Beans (Red Bird 10-003)		
35	YOU PULLED A FAST ONE	38	
	VIP's (Big Top 518)		
36	A TEAR FELL	30	
	Ray Charles (ABC Paramount 10571)		
37	CANDY TO ME	42	
	Eddie Hollond (Motown 1063)		
38	MAKE UP YOUR MIND	41	
	Anna King (Smash 1904)		
39	LOVER'S PRAYER	44	
	Wallace Bros. (Sims 189)		
40	SOULFUL DRESS	32	
	Sugar Pie De Santo (Checker 1082)		
41	GIVE ME BACK MY HEART	—	
	Jackie Wilson (Brunswick 55269)		
42	WEEP NO MORE	34	
	Nathan McKinley (Raco)		
43	I'VE GOT A THING GOING ON	—	
	Bobby Marchan (Dial 3022)		
44	2075	47	
	Willie Mitchell (Hi 2075)		
45	HEARTBREAK	48	
	Dee Clark (Constellation 132)		
46	THE CAT	49	
	Jimmy Smith (Verve 10330)		
47	TENNESSEE WALTZ	37	
	Sam Cooke (RCA Victor 8368)		
48	A WHOLE LOTTA SHAKIN' GOIN' ON	—	
	Little Richard (Vee Jay 612)		
49	GET MY HANDS ON SOME LOVIN'	45	
	Artistics (Okeh 1193)		
50	WHAT KIND OF LOVE IS THIS	40	
	Little Milton (Checker 1078)		



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

SALLY WAS A GOOD OLD GIRL
Fats Domino (ABC-Paramount 10584)

SOMETHING YOU GOT
Ramsey Lewis Trio (Argo 5481)

LET THE WATER RUN DOWN
Ben E. King (Atco 6315)

MELANCHOLY BABY
Nino Tempo & April Stevens (Atco 6314)

PRAYER MEETIN'
Jimmy Smith (Blue Note 1909)

SQUEEZE HER—TEASE HER
Jackie Wilson (Brunswick 55269)

UNDER PARIS SKIES
Andy Williams (Cadence 1447)

THE LONG SHIPS
Charles Albertine (Colpix 726)

SILLY OL' SUMMERTIME
New Christy Minstrels (Columbia 43092)

THE LOVE GODDESSES/WHERE LOVE HAS GONE
Jerry Vale (Columbia 43105)

GOOD TIME CHARLEY
Banjo Barons (Columbia 43097)

HUMBURG
Pete Fountain (Coral 62427)

FOLLOW THE RAINBOW
Terry Stafford (Crusader 109)

MORE SOUL, THAN SOUL
Eddie Harris (Columbia 43075)

ROSEBUD
Robert Maxwell (Decca 31668)

NIGHT TRAIN
Sammy Kaye (Decca 31642)

SATIN DOLL
Earl Grant (Decca 25638)

MR. SANDMAN
Fleetwoods (Dolton 98)

SINCERELY
Pat Boone (Dot 16641)

ZIP-A-DEE-DO-DAH
Buddy Greco (Epic 9713)

LA NUIT
Jimmy Lytell (Ember 1107)

LITTLE QUEENIE/BOO-RAY
Bill Black's Combo (Hi 2079)

WHISTLIN'
Roger Williams (Kapp 607)

LOVERS ALWAYS FORGIVE
Gladys Knight & Pips (Maxx 329)

HELLO DOLLY POLKA
New Yorkers (Pan 151)

A SHOT IN THE DARK
Henry Mancini (RCA Victor 8381)

ROCKIN' ROBIN
Rivieras (Riviera 1403)

MARTA
Los Indios Tabajaras (RCA 8401)

FEVER
Alvin Robinson (Red Bird 10-010)

SOFTLY, AS I LEAVE YOU
Frank Sinatra (Reprise 0301)

SOUL DRESSING
Booker T. & MG's (Stax 153)

NEW ADDITIONS to TOP 100

66—MERCY, MERCY
Don Covay (Rosemart 801)

67—LET IT BE ME
Betty Everett & Jerry Butler (Vee Jay 613)

71—CHUG A LUG
Roger Miller (Smash 1926)

78—WHEN I GROW UP TO BE A MAN
Beach Boys (Capitol 5245)

80—WHY YOU WANNA MAKE ME BLUE
Temptations (Gordy 7035)

93—ON THE STREET WHERE YOU LIVE
Andy Williams (Columbia 43128)

97—HAVE I THE RIGHT?
Honeycombs (Interphon 7707)

98—LITTLE HONDA
Hondells (Mercury 72324)

99—GONNA SEND YOU BACK TO WALKER
Animals (MGM 13242)

100—GOODNIGHT BABY
Butterfly (Red Bird 10-009)

AIMED at OPS

I SURRENDER DEAR/CLARINET POLKA—Rafael Mendez—Decca 25648

Kool-Aid Aids Mercury's Miami Sales



MIAMI—With "Cool Aids For Summer Sales" as the theme for Mercury Records' Aug. new product and release plan, Florida Music Sales promo man Eddie Lambert (left) recently used cool Kool-Aid to warm up record buyers. Armed with Mercury cover books, a pitcher full of icy-cold Kool-Aid drink, and glasses, Eddie, Steve Brookmire (second from left), owner of Florida Music Sales and salesman Ronald Kultau (right) called on Edna Dixon, record buyer for Jackson Bryon's Department Store in Miami.



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so.

YOU MUST BELIEVE ME	
IMPRESSIONS	ABC-Paramount 10581
MERCY, MERCY	
DON COVAY	Rosemart 801
LET IT BE ME	
BETTY EVERETT & JERRY BUTLER	VeeJay 613
CHUG-A-LUG	
ROGER MILLER	Smash 1926
IF I FELL	
BEATLES	Capitol 5253
WHEN I GROW UP TO BE A MAN	
BEACH BOYS	Capitol 5245
WHY YOU WANNA MAKE ME BLUE	
TEMPTATIONS	Gordy 7035

BMI Report: U.S. Leads The World In Concert Music

NEW YORK—If America has a cultural inferiority complex, it's undeserved, according to "Concert Music USA, 1964," just released by Broadcast Music, Inc. This eleventh edition of the brochure reports that Americans buy 56 per cent of the world's records and support more than half of the world's symphony orchestras—1,442 of them at the latest count.

These orchestras and America's 795 opera-producing organizations are playing more and more American music, the music performing rights licensing organization finds, as America's concert composers increase in number and activity. Take away "America, The Beautiful" and the national anthem, and John Philip Sousa stands alone among the fifty most-performed pre-20th-century composers. But 18 Americans are among the top 50 composers of the 20th century as far as current concert performances are concerned, and 28 of them are among the 50 most-performed composers active since 1936.

Concert music's support "goes down to the grass roots," says "Concert Music USA, 1964." Thirty per cent of the nation's symphonic groups are in cities of less than 25,000 population, and fewer than a dozen cities of 50,000 or more lack a symphonic ensemble of some kind. Such cities as Duluth, Minn., and Fort Lauderdale, Fla., have set opera attendance records.

Americans spent \$67,000,000 on concert music recordings in 1963, and ten times that amount on instruments, sheet music and musical accessories; they attended 4,606 opera performances and more than 8,000 orchestral concerts, and 35,500,000 Americans—one in every 5.4—played musical instruments.

America's youth is growing up with music as no previous generation, the BMI brochure reports. More than 11,000,000 youngsters are now studying or playing musical instruments, a 340 per cent rise since 1947, and roughly 85 per cent of all band and orchestral instruments are purchased for their use. They play in more than 71,000 junior high and high school instrumental music organizations. In addition to many formal and informal college groups, rhythm-band training programs are now offered in kindergarten and primary grades by 80 per cent of the nation's schools.

The number of musical education degrees granted in 1961-62 rose 6½ per cent over the preceding year, an

Nat Shapiro Bows 'Popular Music' Book

NEW YORK—One of the most useful reference works for all areas of the music business, and the entertainment field in general, has just been compiled by Nat Shapiro for the Adrian Press. "Popular Music," an annotated index of American Popular Songs—Volume 1, 1950-1959, is the first of a series which will document the music of our times.

A comprehensive work, "Popular Music" efficiently catalogs almost every popular, rhythm & blues, country, theater, film, TV, jazz and folk song of significance from the 1950's. Copyright dates, authors and composers, publishers, info about first and best-selling records, performers who have been identified with certain tunes are just some of the pertinent facts included in this wealth-of-music-information edition. The current volume will be supplemented by editions covering earlier decades and the first half of the '60's.

Shapiro is co-editor of two standard jazz works, "Hear Me Talkin' To You" and "The Jazz Makers," and a frequent contributor of articles to music journals. His varied career also includes stints as an A&R man, music press agent, music publisher, and Director of International Recording and Music Publishing Operations for Columbia Records. He is currently writing a new book, "Dear, They're Playing Our Song," a "nostalgic" history of American popular music.

Published by Adrian Press, "Popular Music" (\$16) is available by mail order only.

Smash Buys Master

CHICAGO—Smash Records, with a history of successful master purchase deals, has just acquired, "I See You" by Cathy & Joe out of Houston. Deal was made with Larry Kane, leading Houston TV personality. Charlie Fach, label topper, personally flew to Houston to purchase the master. Duo's Joe has been blind since birth.

excellent omen for the future of musical training. More than 250 educational institutions in this country now offer degree courses in music and advanced-level musical training.

In her foreword to "Concert Music USA, 1964," Mrs. Clifton J. Muir, president of the National Federation of Music Clubs, points out:

"Concert music in one form or another is increasingly becoming a major part of the American way of life . . ."

Trini Wows Paree



Maurice Chevalier (L) pictured backstage with Trini Lopez after latter's overwhelming opening night success at the famed Olympia Music Hall in Paris. Over 2,500 people were turned away.

NEW YORK—Trini Lopez returned to the U.S. last Wed. (2) after a two-week sellout engagement at the famed Olympia vaudeville house in Paris, where the performer headlined for the first time.

Opening night, more than 2,500 were turned away and the entire engagement reportedly found seats bringing "Hello, Dolly" prices on the French black market. Prior to playing Paris, Lopez made a highly successful tour of the French provinces with one-nighters as Frejus, Nimes, Monte Carlo, Beziers, Deauville and Versailles.

Lopez begins a tour of the nation's colleges on Sept. 15th, in which he will visit 15 colleges in seven states in less than a month. On Oct. 22, he opens a one-week engagement at the Terrace Club in Mexico City, which will be followed by a three-week tour of New Zealand and Australia beginning Nov. 16th. He'll return in time to open at the Americana in San Juan, Puerto Rico on Dec. 26th for a one-week engagement.

RIC Inks Joe Henderson



NEW YORK — Pop-blues performer Joe Henderson has moved over to the RIC label under an exclusive disk pact.

Henderson, a 1962 chart smash with "Snap Your Fingers" on the Todd label, will cut his first sides for the label shortly in Nashville.

RIC veep Lester Vanadore, headquartered in Nashville, was instrumental in getting the artist to cut for the diskery. Henderson also recorded for Vee-Jay, where he had an R&B success, "Sinner's Crossroad."

RIC is currently making country noise with "Dern Ya," Ruby Wright's answer to the novelty smash, "Dang Me."

The photo shows Henderson (seated left), Vanadore (standing) and Louis Ennis, the artist's manager, during pacting time.

"Cindy" To Resume Hit Off-B'way Run

NEW YORK—"Cindy," the hit off-Broadway musical whose cast LP is on the ABC-Paramount label will re-open on Tuesday, Sept. 22, after a summer hiatus. It will be preceded by previews beginning on Thursday, Sept. 17th.

Show, with music and lyrics by Londoner Johnny Brandon, opened last March to excellent reviews, at the Gate Theatre. To accommodate anticipated audiences, it will re-open at the larger Orpheum Theatre, 126 Second Avenue. The musical is produced by Chandler Warren and Philip Temple.

With the exception of two major replacements, the original cast will return to the show. The title role of "Cindy" is presently being auditioned. The role of Cindy's stepmother will be played by film and stage star, Nancy Carroll. She has starred in numerous films, notably "Abie's Irish Rose" and "Follow Through." She toured last year in the road show of the Broadway hit, "Never Too Late," playing the part of the unexpectedly expectant mother.

Coinciding with the show's opening will be a thirty-minute televiewing in the New York area of excerpts from "Cindy" on CBS' "Stage 2 Presents . . ." tentatively scheduled for Sept. 30, 8:00 to 8:30 pm.

London Trek For Nero

NEW YORK — Pianist Peter Nero makes a mid-Sept. trip to England for radio and TV appearances.

The Victor performer, who made summer p.a.'s around the U.S., will appear in London from Sept. 13-22, with his engagements to be taped for four half-hour TV programs titled "The Best Of Two Worlds." Other video stints include a half-hour special on BBC, guest panelist on "Juke Box Jury" and two visits on a program similar to the "Tonight" show. He'll do some interview shows, too.

SUCH A NIGHT	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc./Raleigh Music, Inc.
NEVER ENDING	RCA VICTOR
ELVIS PRESLEY	Gladys Music, Inc.
YOU'RE MY WORLD	CAPITOL
CILLA BLACK	Hill and Range Songs, Inc.
UNTIL YOU WERE GONE	VEE-JAY
BETTY EVERETT	Hill & Range Songs, Inc.
WHEN YOU LOVED ME	DECCA
BRENDA LEE	Hill & Range, Ron Bre
YOU BETTER BELIEVE IT BABY	PARKWAY
CHUBBY CHECKER	Hill & Range/Shelros Music Co.
A TEAR FELL	ABC PARAMOUNT
RAY CHARLES	Progressive Music, Inc.
NO ONE TO CRY TO	ABC PARAMOUNT
RAY CHARLES	Hill and Range Songs, Inc.
THE HURT	ABC-PARAMOUNT
B. B. KING	Hill & Range Songs, Inc.
HERE I GO AGAIN	IMPERIAL
THE HOLLIES	Rumbalero Music, Inc.
POUPEE BRISEE	RCA VICTOR
AL HIRT	Hill and Range Songs, Inc.
TALKIN' BOUT YOU	MGM
THE ANIMALS	ATLANTIC
RAY CHARLES	Progressive Music, Inc.
HE'S NO ORDINARY GUY	CAMEO
DEE DEE SHARP	Hill & Range/Shelros
WHAT AM I LIVING FOR	SMASH
MILLIE SMALL	Progressive Music, Inc.
HOLD ME	LONDON
P. J. PROBEY	Ross Jungnickel, Robbins
I JUST DON'T KNOW	SCEPTER
WHAT TO DO WITH MYSELF	Tommy Hunt
TOMMY HUNT	Belinda, Ltd.-U.S. Songs
(THERE'S) ALWAYS SOMETHING	BIG HILL
THERE TO REMIND ME	Lou Johnson
LOU JOHNSON	Ross Jungnickel
THE ABERBACH GROUP	1619 Broadway, New York, N. Y.

IT'S ALL OVER

BEN E. KING

ATCO 6315

DISTRIBUTED BY ATLANTIC



Good Programming!

WHEN YOU'RE SMILING
b/w

AIN'T MISBEHAVIN'
CAROL CHANNING
(Command)

•
CONNIE FRANCIS'
Great Version of

I CAN'T BELIEVE THAT
YOU'RE IN LOVE WITH ME
in the M-G-M Album & Film
"Looking For Love"

MILLS MUSIC, INC., N.Y.C.

SPREADING FROM MARKET TO MARKET!

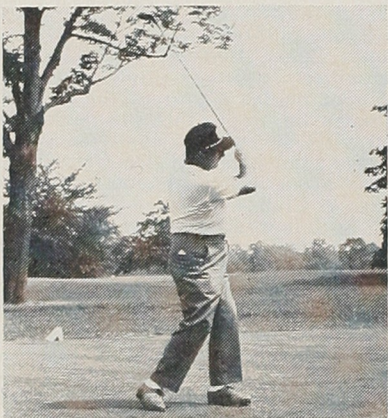
"SOCIETY GIRL"

P-921

RAG DOLLS

THE BIG ONES ARE ON CAMEO/PARKWAY

Columbia Records Bows First Annual Golf Meet



NEW YORK—Columbia Records held its first annual gold classic recently (25) for the music-radio industries at the Winged Foot Golf club in Mamaroneck, N.Y. The event included golf, luncheon, dinner and the awarding of prizes.

In the above photos, (1) William P. Gallagher, vice president of marketing presents the president's Flight Perpetual Trophy to Jerry Schoenbaum who had the low score of the day, a 71. (2) Deejay Martin Bloch (left) accepts his trophy for a 75 score from national promo manager Bob Thompson. (3) Bob Thompson is flanked by putting winners Paul Berry (left) of Peer International, and Sal Forlenza, field communications manager for the label. (4) An unidentified golfer tees off at the Columbia golf meet.

"Bajour" Caster To Col.

NEW YORK—Columbia Records will release the original-cast LP of "Bajour," one of the upcoming season's new musicals, Cash Box has learned. The musical, which stars Chita Rivera, of "West Side Story" fame, has a score by Broadway newcomer, Walter Marks.

"Bajour" marks Columbia's second deal for a cast LP during the 1964-65 season. Last spring, the label announced it would record "Kelly," which represents a \$50,000 investment for the label. It was announced last week that Canadian singer Don Franks would play the title role. Score is by Morris (Moose) Charlap and Eddie Lawrence, the comic who made news some years ago as the "Old Philosopher."



TOP 100 SINGLES

(ALPHABETIZED)

* Denotes Red Bullet	
A Hard Day's Night	5
A Quiet Place	94
A Summer Song	*31
A Taste Of Honey	85
Ain't She Sweet	43
Always Together	44
And I Love Her	27
Baby, I Need Your Loving	*28
Because	9
Bread And Butter	*4
Candy To Me	88
The Cat	89
Chug-A-Lug	*71
Clinging Vine	14
C'mon And Swim	15
Dancing In The Street	*22
Do Wah Diddy Diddy	*26
Everybody Loves Somebody	3
From A Window	*60
Funny	*24
G.T.O.	*7
Gonna Send You Back To Walker	99
Goodnight Baby	100
Handy Man	54
Haunted House	*17
Have I The Right	97
He's In Town	*50
Hey Girl Don't Bother Me	64
Hold Me	82
The House Of The Rising Sun	1
How Do You Do It	16
I Don't Care	86
I Get Around	62
I Stand Accused	65
I Want You To Meet My Baby	79
If	92
If I Fell	*73
If I'm A Fool For Loving You	61
I'll Cry Instead	67
I'm On The Outside (Looking In)	*32
In The Misty Moonlight	23
Invisible Tears	56
It Hurts To Be In Love	*20
It's All Over Now	25
I've Got No Time To Lose	53
The James Bond Theme	90
Johnny B. Goode	68
Just Be True	35
Knock! Knock! (Who's There)	83
La La La La La	91
Last Kiss	*63
Let It Be Me	*67
Little Honda	98
Little Old Lady (From Pasadena)	45
Lover's Prayer	95
Mabelline	*12
Matchbox	*38
Maybe I Know	10
Mercy Mercy	*66
Michael	58
Oh, Pretty Woman	*8
On The Street Where You Live	*93
Out Of Sight	*30
People Say	41
Rag Doll	34
Remember (Walking In The Sand)	*13
Rhythm	*40
Ringo's Theme (This Boy)	77
Save It For Me	*19
Say You	36
Selfish One	*11
She Wants T'Swim	*70
Sincerely	87
Slow Down	*52
Society Girl	96
Someday We're Gonna Love Again	37
Someone Someone	75
Steal Away	46
Such A Night	33
Sweet William	76
Tell Me	74
(There's) Always Something There To Remind Me	59
There's Nothing I Can Say	57
Tobacco Road	84
2075	72
Under The Boardwalk	6
Walk Don't Run '64	18
We'll Sing In The Sunshine	*29
When I Grow Up To Be A Man	*78
When You Loved Me	48
Where Did Our Love Go	2
Where Love Has Gone	81
Why You Wanna Make Me Blue	*80
Wishin' & Hopin'	31
Worry	49
Yet I Know	69
You Must Believe Me	*55
You Never Can Tell	21
(You Don't Know) How Glad I Am	42
You'll Never Get To Heaven	39

ASCAP Symposium Starts This Week

NEW YORK—Lyricist Carolyn Leigh has replaced Tom Jones as one of the speakers at the first session of the ASCAP Symposium, which will take place this Thurs. (10), at 8 p. m. in Judson Hall, New York. She joins panelists Ervin Drake, Harold Rome and Jule Styne in a discussion on the American Musical Theatre.

Tickets for the 6-week series are available free of charge from Richard Frohlich, director of public relations, ASCAP, 575 Madison Avenue, New York. Other topics to be covered in the series are Folk and Country Music (Sept. 17); Symphonic and Concert Music (Sept. 24); Jazz (Oct. 1); "Pop" Music (Oct. 8); and Film and TV Scoring (Oct. 15).

Those who will participate in the session on Folk and Country Music will be Teddy Bart, composer from Nashville; Fred Hellerman, formerly of The Weavers; Roy Horton, music publisher; and Milt Okum, musical director for Peter, Paul and Mary.

Smothers Aren't Kidding In "Burke's Law" Spot

BEVERLY HILLS — The Smothers Brothers have filmed their first dramatic TV appearance and taking another step towards their own TV series with an appearance this Fall on "Burke's Law." The segment, entitled "Who Killed The Richest Man In The World?," was shot last Wed. (2) after which the folk comedy team drove to San Francisco for its opening at the Fairmont Hotel.

No strangers to TV audiences, the Smothers Brothers have made guest appearances with Garry Moore, Judy Garland, Jack Paar, Steve Allen and many others. This Spring the brothers hosted the "Marineland Carnival." On their "Burke's Law" appearance the duo will play the roles of two eccentric young millionaires.

Dachs On Pop Music

NEW YORK—To tradesters, "Anything Goes: The World Of Popular Music" (Bobbs-Merrill, \$5) has the satisfying quality of a hometown newspaper in that the music man is either acquainted with the various names mentioned, knows them personally or is even associated with them.

Author Dachs, most recently a publicity man for the Caedmon label and an extensive writer of free-lance articles on the entertainment business, quotes them on positions that one would expect them to take.

Music business readers, however, will differ mostly on the position that Dachs himself firmly stands on: the state of today's popular music is deplorable and only the past, more specifically the "Golden Age Of Musicals" of the 20's and 30's, is the only accurate testimony to the enduring quality of the American popular song. It's a stand that's easy to take perhaps, but Dachs leaves little room for accomplishments of the present and hopes (of which there are so many) for the future of the pop song.

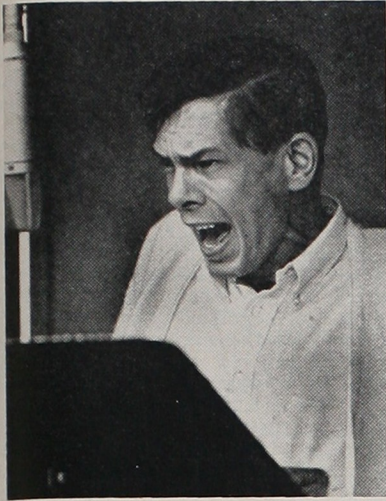
Throughout the book, Dachs displays a studious panorama of the workings of today's business, and what he has produced is, sans his subjective views, an admirable, readable textbook on the workings of the music business. His coverage is extensive, although he should have included a more detailed chapter on the remarkable status of the indie promoter in the business.

Like any book of its type, it has to contend with time, and some of it is already outdated. It is the first book to take the rock 'n roll era seriously, if not happily.

Bill Downer's Mother Dies

NEW YORK—Marcie Downer, mother of Bill Downer, general professional manager of Northern and Champion Music Publishing companies, died at her home in Arlington, Virginia, on Sunday, Aug. 30, after a short illness. Two other sons and a daughter survive.

Johnnie Ray To Groove



NEW YORK—Singer Johnnie Ray has inked an exclusive disk deal to record for Groove Records, the RCA Victor affiliate. He'll make his debut on the label with a singles issue later this month. His disk career started in 1952 with two smash hits, "Cry" and "Little White Cloud That Cried," for Columbia Records, his long-time outlet. His Columbia career was followed with associations with the Liberty and Decca labels.

Outside of his disk activities, he's appeared in movies and has played major spots in the U.S. and the world.

Hitachi Unveils New Phono Line

NEW YORK—Hitachi, the Japanese electronics firm, has introduced a new line of portable phonographs with particular emphasis on disk buying age groups—pre-school through college.

The "Small Fi," for the kiddie set, has a parent's control switch to pre-set the volume to a comfortable loudness level and retails for \$29.95. The "Junior Fi," "Senior Fi" and Campus and Alumni all have remote control units which permit the set to be turned on, disks changed and unit turned off. The models range in price from \$49.95 to \$169.95.

A "Sammy" Title Song

NEW YORK—A title-song for "What Makes Sammy Run?" has been penned by Ervin Drake, writer of the score. Drake told *Cash Box* last week that it would be a little while before insertion into the production, since Bud Shulberg, writer of the book, had to come up with dialog to fit the song in.

The move marks the second time in recent weeks that a title song has been written for a musical that has long started its Broadway run. Barbara Streisand has a title song for "Funny Girl," which is the performer's latest singles release on Columbia. "Sammy" star Steve Lawrence is expected to wax the new song, also for Columbia.

RIC Makes Initial Nat'l Distrib Deal

NEW YORK—RIC Records has acquired international distrib rights to a Monza Records' disk by the Spidells, marking the new firm's first deal to handle distribution of another label. The purchase was made by RIC vice president Lester Vanadore in Nashville.

The disk, "Find Out What's Happening"/"That'll Make My Heart Break," has reportedly stirred up considerable action in the South during the last couple of weeks.

Songwriter Jerry Crutchfield produced the disk and also penned the topside, "Find Out What's Happening." Billy Lockridge is featured as lead vocalist on both sides.

Tillotson Sets U.S., S.A. Tour

NEW YORK—MGM Records' Johnny Tillotson has completed arrangements for a busy schedule of personal appearances, TV shows and one-nighters that includes a 10-day jaunt through South America Sept. 18-27.

The songster will also play dates in Vermont, Ohio, Texas, Minnesota and Iowa in addition to a guest spot on the Jimmy Dean Show on ABC-TV for Oct. 22 telecasting.

Mercury's Fall Push (29 New LP's)



(Striking charcoal portraits of 19 nationally known Mercury Records artists are the focal point of new displays. The portraits are constructed in such a way that the artist holds his or her own album.)

(Continued from page 7)

end of Sleepy Hollow — Tell Tale Heart" and "The Astronaut—Flight of Friendship 7."

A new consumer catalog, depicting favorite album selections in full color, is now available complete with a convertible dispenser for wall or counter display. The catalog's cover design also ties in with the RIAA National Record Month theme.

Capitalizing on the popularity of 19 nationally known stars, Mercury offers a display collection of charcoal portraits of the artists, cut out and designed so that each artist holds one of his own album covers. Also part of the individual artist merchandising aids is a complete set of browser box divider cards, with the artist names embossed in bold metallic colors to attract immediate attention.

A complete set of special materials is available for the "Wellington's Victory—1812 Overture" album, including a wall or counter album display unit with colorful header; a two-panel multi-use display card; and banners in both horizontal and vertical shapes.

Since its introduction a year ago, the "Storyteller" series has grown from an initial eight albums (16 stories) to a total of 16 albums (32 stories). These 32 stories are now presented in a special new "Storyteller" catalog, fully illustrated, and designed for use as a self-mailer or a stuffer. And again available is the popular "Storyteller" floor merchandiser.

Mills Music Named Agent, Distrib For Novello Ork Catalog

NEW YORK—Mills Music has become the agent and sole distributor in the United States for the sale of orchestral works of the famed Novello & Co., Ltd., of London, England, Jack Mills, president, has announced. Initial agreement with the 153-year old firm was entered into by Mills when in Great Britain this July.

More than one-hundred compositions and arrangements, actively selling throughout the world, will be introduced to the school and college orchestras including a contemporary series of concert and training materials, titled "Music for Today." Among the composers and arrangers in Novello's catalog are Gustav Holst, Edward Elgar, Albert Coates, David Stone, Bernard Stevens, Adrian Cruft, Thea Musgrave, John Gardner, etc.

Mills will also represent the much-performed Novello rental music library to the professional and community symphony orchestras. Novello is well-known for its meticulously edited, engraved and printed editions. The publications are now being imported from England and will be prepared for the U.S. market under the guidance of Arthur Cohn, director of Mills' foreign music department, which already includes representation of such catalogs as Carisch of Milan; Joseph Williams, Lengnick, W. Paxton, Associated Board of the Royal Schools of Music, Goodwin and Tabb, of Great Britain; Israel Composers League Publication, Tel Aviv; Editions Quiroga, Madrid; among others.

Ram's PP Moves To Larger Vegas Quarters

LAS VEGAS—After nine months on the Las Vegas scene, Buck Ram's Personality Productions has moved to larger quarters in the same building, at 3155 Industrial Road. A suite consists of three private offices, a show room and a larger reception office.

Besides housing all of Personality's artist management and publicity activities, the display room is being set-up for Teentown U.S.A. enterprises, which consists of local promo of Las Vegas artist's disks. Teentown U.S.A. will also sponsor several teen bands, and assist teen clubs and activities.

David Berry has just joined the firm as exec secretary and office manager. Joey Vale and Jay Michaels are acting as sales reps reporting to Jean Bennett, public relations director and coordinator of all three Personality offices in New York, Los Angeles and Las Vegas.

Artists currently managed by Personality include pianist Mafalda, Larry Lee and the Leesures, Dick Wells, Anita McCune, Linda Carousel, Kenny Walker, the Blockbusters, David-Troy and others.

Philips "Stake In Future" Prog.



(Continued from page 7)

late Pierre Monteaux conducting the London Symphony Orchestra and "Beethoven Five Sonatas for Piano and Cello," a 2-LP deluxe set featuring Sviatoslav Richter, pianist, and Mstislav Rostropovich, cellist.

In support of the new product and for spotlighting the many star LP's in the Philips catalog, three versatile merchandising aids are offered. The kit includes three display cards measuring only 20" x 26", with the message reading: "Buy Now... Play Later with Philips Records." Each display holds two die-cut jacket easels. Specifically for the Fall and Hol-

iday season, a pop-up display card features the two "Singing Nun" albums. The pop-up message in the form of a gift package held by two hands reads: "The Ideal Gift Albums for Everyone." Also in the merchandising kit is a set of eight browser box divider cards, light weight, durable and printed in four colors. They feature The 4 Seasons, Woody Herman, Dizzy Gillespie, Serendipity Singers, Lester Lanin, Swingle Singers, and two special categories—"Philips Jazz" and "Philips Classics." A liberal supply of die-cut jacket easels from the entire September release, plus die-cut jackets of all Philips best-selling lp's are available.

HEADIN' FOR #1
"WHY YOU WANNA MAKE ME BLUE"
 GORDY 7035
THE TEMPTATIONS

BREAKING OUT!
"I WANT TO SWIM WITH HIM"
 THE DAISIES
 R-4571
ROULETTE RECORDS
 1631 B'way, N.Y.C.

A Cliff In Nashville



NASHVILLE—During Cliff Richards' recent visit to the U.S. he found time during his hectic schedule to jet to Nashville and cut his initial state-side Epic sessions. In the above photo the songster (left) is shown going over an arrangement with his A&R man, Bob Morgan.

Beatles Charity Show Selling Out Rapidly

NEW YORK—Mrs. William C. Langley, chairman of the Beatles concert for the benefit of United Cerebral Palsy of NYC and Retarded Infants Services, has announced that tickets are selling at a brisk pace with a complete sellout assured.

The chairman announced that all of the \$5, \$10 and \$15 tickets have been sold with only \$25, \$50 and \$100 dollar seats remaining.

The show, which will be hosted by Steve Lawrence and Eydie Gorme, will be the Beatles' last public appearance in the States before their return to England the following day. The Beatles and all supporting acts have donated their talents for the charity event.

Tickets may be purchased by writing to United Cerebral Palsy at 141 E. 40th St., or Retarded Infants Services at 386 Park Avenue.

Baltimore's Buddy Deane To Retire As Deejay

BALTIMORE—Buddy Deane, a radio and TV personality in the Baltimore area for more than 13 years, has announced his retirement as a WITH radio personality. He resigned from his TV chores last year.

Deane revealed that he is giving up his radio shows in order to devote all of his time to radio station KOTN of Pine Bluff, Ark., which he owns, and KWEL in Midland, Texas, with FCC approval still pending on the latter.

In 1962, Deane was voted the outstanding jockey of the year by his colleagues as the deejay who had contributed the most to the industry. In 1956, he was one of 10 American deejays chosen to make an iron curtain tour along the Austrian-Hungarian borders to report the activities of the freedom fighters.

New Christys Set Foreign Tour

NEW YORK — It's definite that the New Christy Minstrels will make an extensive tour of Europe, the international dept. (CBS) of Columbia Records has announced.

The popular folk-pop crew will begin their tour on Jan. 9 and return to the States on Feb. 3. Specific show dates have yet to be mapped out, but London Palladium and Olympia (Paris) p.a.'s are a certainty. Tour will end with the group performing at the San Remo Festival in Italy.

The ensemble may be accompanied to Europe by the six summer video programs it did for Ford. George Greif, the group's manager, is now dickering for the sale throughout the world.

Caedmon Issues King John, Whitman LP's

NEW YORK—Caedmon Records has announced the release of Shakespeare's King John, and Walt Whitman's Leaves Of Grass, Volume 2.

The King John set features Sir Donald Wolfit, Kenneth Haigh, and Rosemary Harris, with Howard Sackler directing. The Leaves Of Grass is read by veteran actor Ed Begley.

1964 Directory Corrections & Additions

MUSIC PUBLISHERS

Enlight (ASCAP)

Rave (BMI)

Smobro (BMI)

Tomard (ASCAP)
451 North Canon Drive
Beverly Hills, Calif.
or

39 W. 55th St.
New York City

PROMOTION & PUBLICITY OFFICES

Kragen/Carroll, Inc.
2955 Fendall St.
New York City 10019

RECORD MANUFACTURERS

Monticana Records
2955 Fendall St.
Montreal 26, Quebec
Canada

RECORD DISTRIBUTORS

States Record Dist. Corp.
45-18 Court Square
Long Island City, N.Y.
(Morris Weissman—ST 6-9369
(Mainstream, Tower,
Somerset, Stereo Fidelity,
Word, Theater Productions)

Dave Dixon In Serious Auto Mishap

NEW YORK — Dave Dixon, deejay (KATZ-St. Louis) head of the National Association of Radio Announcers (NARA), was involved in a serious auto accident on Aug. 28. A head-on collision has put Dixon in critical condition at Homer Phillips Hospital in St. Louis. Another passenger in the Dixon car was seriously hurt. A Dave Dixon Hospital Fund has been set up, with contributions to be sent to his home at 5318 Northland, St. Louis, Mo.

Show Score Teammate To Become ASCAP Writer

NEW YORK—Fred Tobias has informed Cash Box that Stanley Lebow-sky, his collaborator in an upcoming musical, "The Passionate Witch," will switch his affiliation from BMI to ASCAP when his contract with the latter clearing house expires shortly. This will bring the score to an ASCAP publisher. In a round-up of new musicals in the Aug. 22 issue, it was stated that a BMI publisher would get the score, since ASCAP does not recognize a BMI-ASCAP writing partnership.

Col. Show Re-creations

Continued from page 7)

LP's, many classics of which were made under the limited circumstances of the 78 rpm era.

Columbia's re-creation plans for the future are not definite, but Shepard is mulling over a number of possibilities. While he hasn't committed himself to the task, he sees the classic movie musical as an area of re-creation exploitation, especially some of Walt Disney's full-length cartoon efforts.

Whatever his upcoming projects are, Shepard will be faced with maintaining the strong Columbia image in the original-cast and re-creation fields. After all, Columbia's first re-creation LP, "Pal Joey" (1951), is credited with being directly responsible for the revival of the great Rodgers and Hart musical, a run that outlasted the show's original Broadway stand.

Beatlemania—At First Hand

NEW YORK—They came, were seen, but not heard, and conquered with the emotional uproar that recalled the heyday of Frank Sinatra and Elvis Presley.

"They," of course, are the Beatles, who played New York's Forest Hills Stadium last week (Aug. 28, 29) as part of their month-long U.S. tour.

When it was over, the boys were some \$90,000 richer (60% of the \$150,000 take) and—more important—secure in the knowledge that they would be regarded for generations to come as the mania of the 1960's.

The mania of Beatlemania is the sound of an army of locusts, as mimicked by 15,000 youngsters (95% girls) who react to the slightest sign that the Beatles may be in sight. It is also the weird effect—resembling the slow-motion technique in the theater—of camera flash-bulbs popping all over the place fractions of a second apart. It is double police barriers that are not quite sufficient to hold back teeners, a few girls and one fine high-jumper of a boy, who want to do more than see and hear (?) their idols. It is a live-up of good rock acts (Bill Black Combo, Jackie DeShannon, The Exciters, the Righteous Bros.) which precede the Beatles, and must perform against we-want-the-Beatles chants. It is the classical sight of young girls with tears rolling down their cheeks, the wherefore and why being those questions that, years from now, they will not be able to explain. Beatlemania is parents who take their children to see the Beatles, and are generous in going along with the hysteria. It is also mothers who have seen the day when history repeated itself, and can now more readily talk about the day they swooned when The Voice sang to them. Beatlemania is on the brink of being a woman, and maybe not wanting to let go of the carefree days so fast.

ABC-Par's Levine Plans Oriental Trek

NEW YORK—Harry Levine, ABC-Paramount Records' exec vp and foreign operations head, leaves for the far east on Sunday, Sept. 20. He plans to spend two weeks in Tokyo, Hong Kong and Manila discussing contractual matters and distributing techniques with the label's outlets in said areas.

Roulette's "Swim Party"



NEW YORK—Roulette Records hosted a swim party at the Holiday Inn Motel recently to kick off the first Hugo & Luigi release, "I Wanna Swim With Him" by the Daisies. Also introduced at the cocktail bash were new disk acts, The Go-Go Singers and the Mexican Jumping Beans, soon to be released on Roulette.

(Upper left—left to right) Hugo Peretti, vice-pres. & A&R chief, Chas Koppleman, vice-pres. of Big Seven Music, Neil McIntyre of WINS, Don Rubin, vice-pres. of Big Seven Music, and Luigi Creatore, vice-pres. and A&I chief. (Upper right—left to right) Ron Roessler a field sales rep for the label, general sales manager Bud Katzel and Manny Wells of New York Records. (Lower left—left to right) Roulette's new folksters, the Go-Go Singers. (Lower right—right to left) WNJR's Herman Amis, Eddie O'Jay of WWRL, label top per Morris Levy, publicity & PR manager Buzzy Willis and George "St. Lancelot" Johnson of WDAS in Philadelphia.

HOT NEW GOSPEL SINGLE!

"AROUND
GOD'S THRONE"

THE CONSOLERS

Nashboro 833

FROM THEIR BEST SELLING ALBUM

"JOY IN THE MORNING"

Nashboro LP 7019

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



COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1 I GUESS I'M CRAZY (Mallory—BMI) Jim Reeves (RCA Victor 8383)	2	26 I'M HANGING UP THE PHONE (Yonah & Pearl D—BMI) Carl Butler & Pearl (Columbia 43030)	22
2 DANG ME (Tree—BMI) Roger Miller (Smash 1881)	1	27 SAM HILL (Central Songs—BMI) Claude King (Columbia 43083)	36
3 THE COWBOY IN THE CONTINENTAL SUIT (Marizono—BMI) Marty Robbins (Columbia 43049)	3	28 CIRCUMSTANCES (Champion—BMI) Billy Walker (Columbia 43010)	32
4 I DON'T LOVE YOU ANYMORE (Moss Ross—BMI) Charlie Lovin (Capitol 5136)	9	29 COTTON MILL MAN (Screen Gems—BMI) Jim & Jesse (Epic 9676)	33
5 I DON'T CARE (Central Song—BMI) Buck Owens (Capitol 5240)	21	30 WEAKER MOMENTS (Husky—BMI) Ferlin Husky (Capitol 5206)	20
6 HERE COMES MY BABY (Tree—BMI) Dottie West (RCA Victor 8374)	8	31 BLUE GUITAR (Aberbach—BMI) Sheb Wooley (MGM 13241)	26
7 BAD NEWS (Acuff-Rose—BMI) Johnny Cash (Columbia 43053)	4	32 WHERE DOES A TEAR COME FROM (Mimoso—BMI) George Jones (United Artists 724)	25
8 MR. & MRS. USED TO BE (Sure Fire—BMI) Ernest Tubb & Loretta Lynn (Decca 31643)	11	33 THEN I'LL STOP LOVING YOU (American—BMI) Browns (RCA Victor 8348)	38
9 BALLAD OF IRA HAYES (E. B. Marks—BMI) Johnny Cash (Columbia 43053)	7	34 SWEET ADORABLE YOU (4 Star Sales—BMI) Eddy Arnold (RCA Victor 8363)	35
10 ME (Acclaim & Samos Island—BMI) Bill Anderson (Decca 31630)	5	35 I STEPPED OVER THE LINE (Don Robertson—ASCAP) Hank Snow (RCA Victor 8334)	23
11 CHET ATKINS MAKE ME A STAR (Parody—BMI) Don Bowman (RCA Victor 8389)	13	36 CHUG-A-LUG (Tree—BMI) Roger Miller (Smash 1926)	—
12 PLEASE TALK TO MY HEART (Glad—BMI) Ray Price (Columbia 43086)	19	37 IN THE MIDDLE OF A MEMORY (4 Star—BMI) Carl Belew (RCA Victor 8406)	46
13 PASSWORD (Kitty Wells—BMI) Kitty Wells (Decca 31622)	6	38 TEARS AND ROSES (Daviene—BMI) George Morgan (Columbia 43089)	42
14 I LOVE TO DANCE WITH ANNIE (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1265)	15	39 MY HEART SKIPS A BEAT (Bluebook—BMI) Buck Owens (Capitol 5136)	28
15 ASK MARIE (Acuff-Rose—BMI) Sonny James (Capitol 5197)	10	40 TH' WIFE (Acuff-Rose—BMI) John D. Loudermilk (RCA Victor 8389)	44
16 TAKE MY RING OFF YOUR FINGER (Cedarwood—BMI) Carl Smith (Columbia 43033)	14	41 BE BETTER TO YOUR BABY (Tree—BMI) Ernest Tubb (Decca 31614)	29
17 PUT YOUR ARMS AROUND ME (4 Star Sales—BMI) Norma Jean (RCA Victor 8328)	17	42 PLEASE BE MY LOVE (Glad—BMI) George Jones & Melba Montgomery (United Artists 732)	—
18 SECOND FIDDLE (Starday—BMI) Jean Shepard (Capitol 5169)	12	43 WINE, WOMEN, AND SONG (Sure Fire—BMI) Loretta Lynn (Decca 31608)	31
19 THE NESTER (Tree—BMI) Lefty Frizzell (Columbia 43051)	24	44 GIVE ME 40 ACRES (TO TURN THIS RIG AROUND) (Starday—BMI) Willis Brothers (Starday 681)	—
20 SOMETHING I DREAMED (Glad—BMI) George Jones (United Artists 724)	16	45 SORROW ON THE ROCKS (Screen Gems Col.—BMI) Porter Wagoner (RCA Victor 8338)	37
21 FT. WORTH, DALLAS OR HOUSTON (Acuff-Rose—BMI) George Hamilton IV (RCA Victor 8392)	27	46 FINALLY (Cedarwood—BMI) Kitty Wells & Webb Pierce (Decca 31663)	—
22 MEMORY #1 (Cedarwood—BMI) Webb Pierce (Decca 31617)	18	47 STRONGER THAN DIRT (Norris—BMI) Glenn Barber (Starday 676)	48
23 DON'T BE ANGRY (Acuff-Rose—BMI) Stonewall Jackson (Columbia 43076)	41	48 WELCOME TO MY WORLD (Tuckahoe & Neilrae—BMI) Jim Reeves (RCA Victor 8289)	40
24 DERN YA (Tree—BMI) Ruby Wright (RIC 12664)	34	49 FRENCH SONG (Jasper—BMI) Marion Worth (Columbia 43119)	—
25 WORKIN' IT OUT (Melody Trails—BMI) Lester Flatt & Earl Scruggs (Columbia 43080)	30	50 ONE IF FOR HIM, TWO IF FOR ME (Central Song—BMI) David Houston (Epic 9690)	47



COUNTRY ROUND UP

The fellow who said all the music folks in Nashville can be seen in a couple of days was probably the same guy who predicated a bust for Mr. Fulton's steamboat. We (that's an editorial reference for yours truly Dick Zimmerman and Neil Bogart, also of CB) just returned from the Music City and discovered that the bustlin' town's citizenry is not located in the

to chew the fat with us; George Hamilton IV who gave a special guided tour of the Orchid Lounge; Connie Smith who knocked 'em dead at the Sat. night Opry with her heart-tugging "Once A Day;" Roy Drusky who said his recently-opened SESAC office is going great guns; the Browns who believe that their Victor newie will be another "The Three Bells;" Ernest



BILL ANDERSON



RALPH EMERY



MERLE KILGORE

lobby of the Andrew Jackson and/or the Uptown Club as it is during Convention time. Our apologies go to all those artists and executives which our wire-tight schedule did not permit us visiting. We did, however, have the chance of meetin' a host of people including: Barbara Martin who touted us on Jimmy's forthcoming "Guitar Pickin' President" Decca effort; Billy Grammar who told us of his past tribulations in Gotham; RiC's Frank Poole and Lester Vanador who were up in the air about Ruby Wright's fast-breaking "Dern Ya" single; Cedarwood's Bill Denny and Larry and Lucky Moeller who've got so many things happening it would take three columns to describe it all; Teddy and Doyle Wilburn who we ran into backstage at the Opry—ditto for Smiley Wilson; Earl Scott who told us that he thinks he'll really hit his stride with his new Decca affiliation; Loretta Lynn who is quite the proud mother when it comes to talking about her twin girls; Chet Atkins who took time out from his jam-packed Victor schedule to say hello; Jimmy Key who offered us some interesting suggestions; Audrey Williams whose white-carpeted office is right out of a Hollywood flick; Owen Bradley who was extremely involved with his multi-faceted A&R chores; Ed Hines who filled us in on the wide-spread nature of his operation; Jo Walker who explained Nashville's unusual liquor laws; Buddy Killen who was in his Tree house on a Sat.; Floyd Cramer who demonstrated his fluid keyboard style; Ralph Emery and Skeeter Davis who somehow made the un-air-conditioned Ryman more bearable; Roy Barker who was fixin' to go on his vacation; Hubert Long who was sporting a new British racing-cap; Bill Anderson who complained about our pictorial coverage (any improvement, Bill?); Merle Kilgore and Hank Cochran who helped us kick off the new swingin' Professional Club; Bob and Sonny Neal who rank as the most easy-going twosome in Nashville; Fred Foster whose Monument headquarters are as hard to find as a pretty woman is easy; Don Pierce who stepped right off the golf course

Tubb who we caught both at the Ryman and his record shop; Don Light and Bill Sachs who gave some amusing tips on the trade-publishing biz; Chuck Chellman who introduced us to some of the best shrimp we've ever tasted; Ott Devine who looked as if he just came out of an ice-cold shower despite the Ryman's equatorial-like temperature; Hal Smith and Haze Jones who plan exciting things for the future; Sonny James who showed up promptly for an early morning appointment; and lastly Roger Miller who entertained us with his distinctive brand of humor.

A great success was reported from DuQuoin, Illinois that the first country music show to play DuQuoin was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokees, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neal in co-operation with E. O. Stacy of GAC in the Windy City. Reports are that it will be an annual affair at the Big Fair in Illinois.

Del Reeves reports from a 6 weeks Oriental trip where he's presently entertaining troops in Manila to say C&W is unbelievably big overseas in his area and that he's already looking forward to a return trip next spring. The songster returns in the early part of Sept. to his family in Nashville for five days before continuing on to England for two weeks.

Bud Brown Enterprises out of Montreal will be producing three country spectaculars for CFOX-Montreal this fall. The station recently adopted a country music format on a 24 hours a day basis. The first show is set for Sept. 17. in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and PO Boys Band along with a lineup of local Montreal entertainers. In Oct. Carl Smith, Pap Wilson, the Browns, and George Hamilton IV will appear.

OVER 50,000 SOLD!
A JUKEBOX HIT!
WEBB FOLEY'S
"ONE BY ONE"
M-50-552
All Orders, Bookings etc,
CONTACT
M-RECORDS
1427 Wells St., Fort Wayne, Ind.
Call Collect: 424-0573

"A GIRL LIKE YOU"
TOMPALL
and the
GLASER BROTHERS
Decca 31632



TOP COUNTRY ALBUMS

	Position Last Week		Position Last Week
1	MOONLIGHT AND ROSES	1	16
	Jim Reeves (RCA Victor LPM/LSP 2854)		Carl Smith (Columbia CL 2173/CS 8973)
2	THE BEST OF JIM REEVES	5	17
	(RCA Victor LPM/LSP 2890)		R.F.D.
3	I WALK THE LINE	2	18
	Johnny Cash (Columbia CL 2190/CS 8990)		FOLK SONG BOOK
4	THE BEST OF BUCK OWENS	4	19
	(Capitol T 2105/ST 2105)		SLIPPIN' AROUND
5	DANG ME	3	20
	Roger Miller (Smash MPS 27049/FRS 67049)		TOO LATE TO WORRY
6	RING OF FIRE	10	21
	Johnny Cash (Columbia CL 2953/CS 8853)		A TOUCH OF VELVET
7	BY REQUEST	6	22
	Ferlin Husky (Capitol T 2101/ST 2101)		ON THE BANDSTAND
8	IN PERSON	9	23
	Porter Wagoner (RCA Victor LPM/LSP 2840)		A WIDOW MAKER
9	NIGHT LIFE	7	24
	Ray Price (Columbia CL 1871/CS 8771)		SONGS OF TRAGEDY
10	WORLD OF A COUNTRY BOY	15	25
	Johnny Sea (Phillips PHM 200 1391/PHS 600 139)		MORE HANK SNOW SOUVENIRS
11	GUITAR COUNTRY	8	26
	Chet Atkins (RCA Victor LPM/LSP 2783)		OUR MAN IN TROUBLE
12	GOLDEN COUNTRY HITS	14	27
	Hank Thompson (Capitol T 2089)		LOVE LIFE
13	BEFORE I'M OVER YOU	18	28
	Loretta Lynn (Decca DL 4541/DL 74541)		BEST OF GEORGE JONES
14	THANKS A LOT	11	29
	Ernest Tubbs (Decca DL 4514/DL 74514)		DOWN HOME
15	BLUE AND LONESOME	17	30
	George Jones (Mercury 20906)		BILL ANDERSON SINGS



COUNTRY REVIEWS

B+ very good
B good
C+ fair
C mediocre

THE CASH BOX BULLSEYE

LONELY GIRL (2:24) [Cedarwood BMI—Tillis, Walker, Smith]

WHEN IT'S OVER (2:51) [Four Star BMI—Belen, Pitts]

CARL SMITH (Columbia 43124)

Carl Smith who is currently clicking with "Take My Ring Off Your Finger" comes up with a potent follow-up stanza with this ultra-commercial Columbia entry tabbed "Lonely Girl." The tune is a slow-shufflin' weeper about a twosome who can't seem to get-together to advance their relationship. The undercut, "When It's Over," is a pretty, dual-track lament about a romance which has gone on the rocks.

BIG CITY HEARTACHES (2:17) [Glad BMI—Montgomery]

WHY DOES THE LADY CRY (2:05) [Glad BMI—Montgomery]

MELBA MONTGOMERY (United Artists 768)

The lark appears to have another sure candidate for the winner's circle with this power-packed new release from United Artists. The top side here, "Big City Heartaches," is a lively, rhythmic shufflin' lament all about a gal who can't get over her ex-guy. Deejays should really dig it. The flip, "Why Does The Lady Cry," is a lyrical medium-paced sentimental heart-tugger in a traditional hillbilly vein.

TIA LISA LYNN (2:07) [Central Songs BMI—Vernon, Maddox]

SILVER THREADS AND GOLDEN NEEDLES (1:51)

[Central BMI—Rhodes, Reynolds]

ROSE MADDOX (Capitol 5263)

The songstress who hit last time out with "Blue Bird Let Me Tag Along" seems destined to score in like fashion with this newie called "Tia Lisa Lynn." The tune is a lively, high-spirited happy blueser about an unfortunate gal who falls for a fellow with varied romantic tastes. On the coupler, "Silver Threads And Golden Needles," Rose turns-in a first-rate twangy reading of the while-back Springfields' hit.

THE OLD COUNTRY CHURCH (2:25) [P. D.]

SWING LOW, SWEET CHARIOT (2:45) [P. D.]

JIM & JESSE & VIRGINIA BOYS (Epic 9716)

Jim and Jesse and the guys could well duplicate their current "Cotton Mill Man" success with this top-drawer rendition of famous chestnut, "The Old Country Church." The artists dish-up the tune in a warm-hearted style which perfectly captures the song's essence and spirit. "Swing Low, Sweet Chariot" is given an appealing country-gospel send-off on the flip side.

I'LL SIT THIS ONE OUT (2:20) [Cedarwood BMI—Wilkin, Burch]

IS GOODBYE THAT EASY TO SAY (2:44)

[Cedarwood BMI—Joy, Wilkin]

"LITTLE" JIMMY DICKENS (Columbia 43123)

Dickens can quickly get back in his money-making ways with this new hitsville-loomer tabbed "I'll Sit This One Out." The song is a high-powered, fast-moving, rhythmic chorus-backed affair about a guy who can't keep up with his gal. "Is Goodbye That Easy To Say" is a plaintive, slow-moving shufflin' lament all about the problems of breaking off a romance.

CHUCK REED (Minaret 119)

(B+) CONSCIENCE (2:35) [Chufin BMI—Reed] Chuck Reed has had hits in the past and he can do Top 50 biz again with this easy-going, chorus-backed tradition-styled tearjerker with a contagious repeating, rhythmic riff. Eye it.

(B+) STRAIGHT FROM HEAVEN (2:35) [Travis BMI—Glaser] This one's a tender, slow-moving pop-flavored romancer rendered with loads of authority and poise by the songster.

LITTLE RICHIE JOHNSON (Red Feather 81264)

(B+) THE GRAND OLE OPRY II THE SKY [Dave] The ve country personality can still garner some spins with this medium-paced nostalgic affair which pays some moving tributes to a host of passed-on Opry greats. Loads of potential here

(B+) I DREAMED OF A HILL BILLY HEAVEN [Sage & Sand SESAC—Dean, Southern] On this end Richie dishes-up a first-rate swinging-and-recitation updating of the famous oldie.

If you are reading someone else's copy of
Cash Box
why not mail this coupon today!

CASH BOX
1780 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

- \$15 for a full year (52 weeks) subscription
 \$30 for a full year (Airmail in United States)
 \$30 for a full year (outside United States)
 \$45 for a full year (Airmail outside U.S.)

NAME

FIRM

ADDRESS

CITY ZONE STATE

Be Sure To Check Business Classification Above!

(Check One)

- I AM A
DEALER
ONE STOP
DISTRIB
RACK JOBBER
COIN FIRM
OTHER



JAPAN

Hidetomo Kawai, A&R Director of King Records, said that "Non Ho L'Eta" by Gigliola Cinquetti on Seven Seas and "Una La Crima Sul Viso" by Bobby Solo on Seven Seas are jumping up in sales to one hundred thousand copies each. Kawai continued that it proved the Italian Canzone explosion among Japanese music fans.

King Records released five 12" LPs for foreigners who visit Japan for Tokyo Olympic Games. Four LPs out of them form an album titled "Japanese Music Yesterday Through Today." Volume 1 contains Kabuki play sounds, Vol. 2 Japanese court music, Vol. 3 Japanese traditional songs and popular songs, and Vol. 4 contains classical music composed by Japanese. Another LP titled "Echoes Of Japan" contains Japanese traditional songs in Afro-Cuban rhythm played by Tokyo Cuban Boys and in swing jazz played by Rythm Aces.

Nippon Grammophone presents the best five single records for August as follows: local records; "Tokyo Blues" by Sachiko Nishida, "Tokyo Sanka" by Sachiko Nishida, "Namida No Sake" by Nobuo Ohki, "Hoshikage No Hamabe" by Teruko Hino and "Where Have All The Flowers Gone" by Mari Sono, and imported matrices: "My Bonnie" by The Beatles, "The Big Build Up" by Bert Kaempfert, "Song For Young Love" by Les Players, "Boy, You Ought To See Her Now" by Kevin and Greg and "Short On Love" by Gus Backus. Ray Charles, promoted by Japan Booking Corporation, arrived Aug. 21 at Tokyo International Airport for ten day tour, while his twenty man band and female vocal quartet, Reallettes, arrived one day before. His first appearance at Tokyo Kosei-nenkin Hall on the 22nd was a great success, attracting a capacity audience. The schedule of his public performance are as follows: Nagoya City on 23, Osaka Festival Hall on 24 and 25, Tokyo kosei-nenkin Hall on 27 and Kyoto City on 28.

Nippon Crown Records is releasing the theme from English movie "Sammy Going South" b/w "The Happy Wanderer" by The Crown Bonny Boys. This is Nippon Crown's first issue of single record of western popular music.

Kyodo Kikaku Productions announced Bobby Rydell's schedule for his second visit to Japan. Bobby's first visit was on Jan. 31, 1962, and he stayed in Japan for ten days. Bobby will arrive at Tokyo International Airport on September 17, and his schedule is as follows: Tokyo Kosei-nenkin Hall on 20, Osaka Festival Hall on 22, Kobe Kokusai Kaikan on 23, Kyoto Kaikan on 24, Tokyo Kosei-nenkin Hall on 27 and New Latin Quarter from 28 to October 1. He will fly to Okinawa on Oct. 3 to celebrate his visit to Japan, Victor of Japan is releasing his 12" LP titled "All Of Bobby Rydell," which contains 14 songs, "Volare," "Bye-Bye Birdie," "Sway," "Kissin' Time" and others.

Nippon Columbia is releasing on Sept. 20 a 12" LP titled "Kenny Ball's Holiday In Japan" for Tokyo Olympic season. The contents are 12 songs out of Japanese popular standard numbers, "Ue O Muite Arukoh" (Sukiyaki), "Kohjoh No Tsuki," "Aka-Tombo" and others, which are selected by Nippon Columbia itself to be played by Kenny Ball.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	Title	Label
1	1	From Russia With Love—Kenny Ball (Pye); Village Stompers (Epic); Mat Monroe (Liberty)—Sub-Publisher/Taiyo	
2	4	Non Ho L'Eta—Gigliola Cinquetti (Seven Seas); Michiyo Azusa (King)—Sub-Publisher/Suiseisha	
3	6	Please Mr. Postman—Beatles (Odeon)—Sub-Publisher/Taiyo	
4	3	Movin'—Astronauts (RCA); Koichi Fujimoto (Teichiku)—Agent/Folster	
5	5	Una Lacrima Sul Viso—Bobby Solo (Seven Seas)	
6	—	A Hard Days Night—Beatles (Odeon)—Sub-Publisher/Toshiba	
7	2	Viva Las Vegas—Elvis Presley (RCA); Blue Jeans (Toshiba)—Sub-Publisher/Aberbach Tokyo	
8	7	Suspicion—Terry Stafford (Seven Seas)—Sub-Publisher/Aberbach Tokyo	
9	9	Kissin' Cousin—Elvis Presley (RCA)—Sub-Publisher/Aberbach Tokyo	
10	—	Sammy Going South—Fergus MacLelland (London); Nana Kinomi (King); Yoko Omodaka (Columbia); Tuyoshi Tomimatsu (Toshiba); Ayumi Ishida (Victor)—Sub-Publisher/Shinko	

JAPAN'S BEST SELLERS

This Week	Last Week	Title	Label
1	1	Tokyo Olympic Ondo—Haruo Minami (Teichiku)	
2	2	Shiwasenara Teo Tatako—Kyu Sakamoto (Toshiba)	
3	3	Tokyo Blues—Sachiko Nishida (Polydor)	
4	4	Koino Yamatesen—Akira Kobayashi (Columbia)	
5	7	Orewa Omaeni Yowainda—Yujiro Ishihara (Teichiku)	
6	—	Koio Surunara—Yukio Hashi (Victor)	
7	5	Ashitano Niji—Yujiro Ishihara (Teichiku)	
8	6	Kimidakeo—Teruhiko Saigo (Crown)	
9	10	Futarino Hoshio Sagasoyo—Yasuo Tanabe (Victor)	
10	—	Aito Shio Mitsumete—Kazuko Aoyama (Columbia)	

Watching The Birdie



TOKYO—RCA Victor's Peggy March is pictured above in front of a pack of youthful photographers soon after her arrival in Tokyo where she will cut her first single in Japanese and will make personal appearance tours in key Japanese cities. The tour is under the auspices of the Victor Co. of Japan Ltd.

Correction

MEXICO—In the recent Cash Box World Wide Directory, page 150 of the International section, the ad for the Fermata Group should have shown the address in Mexico as M. Friedburg, Division Del Norte 31.



ARGENTINA

One of the interesting things about the Argentine market (or, more properly, the record companies and the trade) is that, while some new ideas are fastly accepted, others need many years to become common, or may even not be accepted at short range in spite of the fact that they are widely applied in other countries.

For instance, one of the fast-catching ideas has been the 7", 33 rpm record. Obviously, in the whole world it would be much better for the industry to have one speed, 33 rpm, for all sizes of records. But Argentina is the only country where 33 rpm singles amount to more than 90% of singles sales, since 78's have been nearly obsolete for years and 45's never got the customer's approval.

On the other side, we could mention the "independent producer age," which really hasn't started yet in this country, although in others IP's are a common feature. There may be several reasons for this:

1) Until now, big companies, who have the power to market a single of an unknown artist and give it enough promotion and sales force as to turn it into a hit, haven't been willing very much to make deals with indie producers. The only exception is RCA, but even here the label has arranged the vendoring of whole catalogs which may include or not single hits. Nearly all RCA's single hits have been produced by the company's organization.

2) The IP field hasn't been attractive to the people able to enter it: it seems that it has been more lucrative to write tunes and get several recordings of them, collecting afterwards the rights through SADAIC, which is well organized.

3) It has been not easy to find singing talent out of the diskeries; even in them, many artists of potential value were unnoticed. Even now, it is generally considered among artists and composers that the best way to get into business is to have a friend in the A&R department of some diskery.

However, the steady change that has taken place in the market during recent years will probably oblige to introduce new ideas into business: the A&R system (one or two artistic directors, who manage all the records released) worked very well when catalogs sold well, and you were able to plan your releases and afterwards sit down and depend on your sales force, expecting they would sell three or five thousand copies of an instrumental album, recorded in the States or Europe. It was simply a matter of selecting some numbers from lists of releases that were sent to you by the companies you represented; this sales volume gave you time to think about local artists, plan well in advance their releases, promote them well and make a nice figure combining both types of music.

But in 1962, the value of foreign catalogs started to decrease, while television and fan magazines put the eyes of millions of TV watchers and readers on local artists. In a few months, these artists reached an immense popularity, and teenagers appeared on scene buying thousands of records more than before, and turning a rather stable market into another one where the tunes played by an artist on Sunday affected Monday sales. Besides, some A&R's simply hadn't the "teen feeling," and, although they could "like" a certain tune they heard, they probably wouldn't be able to select that tune from others, if it was presented without special words. In some cases, the same teen artists took the A&R places: they came to the studios and played the songs they had composed, while the A&R people nodded admiringly and told them "you are great; everything you bring is wonderful." Sales figures, months later, confirmed this.

This attitude, in other countries, has developed independent producers; in Argentina, maybe there are still some years for the IP to come. However, the company that starts first with the new trend, will surely have a big advantage, and will be able to get the best IP talent available. If the market continues turning into a "hit of the week" one, the companies not understanding this may find themselves in deep trouble. Of course, catalog releases won't lose their force completely: it is simply that record companies must try to make a profit, and if earnings seem to be in the teen direction, not many companies will be able to remain firmly in the black going in the opposite direction.

Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	*Changuito Cañero (Korn) Palito Ortega (RCA)	
2	2	*Santiago Querido (Melograf) Leo Dan (CBS); Gasparin (Philips)	
3	4	Pido Paz (Korn) Rita Pavone (RCA)	
4	5	Twist and Shout (Twist y Gritos) (Muevanse Todos) (Fermata) The Beatles, Los Jets (Odeon Pops); Mayte Gaos, Sylvie Vartan (RCA); Los Tammys, Andre (Philips); Jack Nitzsche (Reprise); Chubby Checker (Fermata)	
5	3	Si Tuviera Un Martillo (Fermata) Rita Pavone, Lalo Fransen (RCA); Trini Lopez (Reprise); Los Tammys (Philips); Village Stompers, Brothers Four (CBS); Frank Pourcel (Odeon)	
6	7	Chin Chin (Edami) Richard Anthony, Los Jets (Odeon Pops); Violeta Rivas (RCA); Los Santos (Music Hall); Ricardo Rey (Disc Jockey); Sandro (CBS)	
7	8	Las Cerezas (Smart) Hermanos Carrion (Music Hall) (CBS); Rosamel Araya, Juan Ramon (Disc Jockey); Zaima Beleño, Los Cava Bengal (RCA) Tony Renis (Odeon Pops)	
8	6	*Me Permite (Korn) Palito Ortega (RCA); Los Dukes (Music Hall); Chicote, Andre (Philips); Pepito Perez (Disc Jockey)	
9	9	*Noche De Verano (Korn) Beto Fernan (Music Hall)	
10	10	*Son Los Pescadores Los Cinco del Ritmo (Microfon)	
11	13	*Ahorasi (Korn) Beto Fernan (Music Hall)	
12	12	*Como Te Extraño Mi Amor (Mundo Musical) Leo Dan, Milo (CBS); Romana Farres (Music Hall); Andre (Philips); Grillo Mejia (RM)	
13	14	Sometimes On Friday Claude Gordon (Warner Bros)	
14	11	*Alla Cara Cara Nonna (Lagos) Piero, Andre (Philips); Gino Reni (RM)	
15	15	*La Niña Lalo Fransen (RCA)	

JAPAN'S LP BEST SELLERS

This Week	Last Week	Title	Label
1	2	The Beatles—The Beatles (Odeon)	
2	1	Surfin' With The Astronauts—Astronauts (RCA)	
3	3	The Beatles No. 2—The Beatles (Odeon)	
4	4	Belafonte At Greek Theater Concert No. 2—Harry Belafonte (RCA)	
5	5	Surfin' Ventures—Ventures (Liberty)	



GREAT BRITAIN

With the holiday season in full swing and the hottest summer for years we report that for the tenth year running Mills Music is sponsoring the Canford Summer School of Music; an annual event offering the music minded scholar the opportunity to enjoy the pleasure of both symphony and surf for the nominal cost of 12 guineas per week. Cyril Gee, manager of Mills Music, London reports the largest attendance to date—660 students from all over the world, one from as far away as Hawaii. The two-week course covers a wide range of subjects together with lectures and tuition by leading artists and musicians. Students make up two symphony orchestras, a Bach choir of over 100 voices and madrigal groups. Practical training is also given in wind and string chamber music, recorders, pianoforte and accompaniment. There is also a very comprehensive and popular course for potential conductors.

One American artist who can always be sure of a place in the British Top Twenty despite the growing predominance of local talent is 19 year old veteran **Brenda Lee**. After a brief visit to these shores to wax her next single "Is It True" for immediate release by Decca on the Brunswick label, Brenda flew home to Nashville to prepare for her third British tour in September on which she will be joined by **Bill Haley and His Comets** and British group, **The Nashville Teens**, who are currently riding high in the charts with their Decca recording of "Tobacco Road."

The **Searchers** currently on their third American tour taking in Tulsa, Oklahoma, Denver, Los Angeles, Sacramento, Portland, Oregon, Vancouver, Honolulu followed by their first visit to Australia and New Zealand. They return in October for a nation wide tour of Britain with American singer **Dionne Warwick**. The Searchers hosted a reception in her honor when she paid her first visit to London recently. During her stay in Britain Dionne will make several TV appearances including "Thank Your Lucky Stars" and will cross the channel to top the bill of the Olympia Music Hall, Paris.

With a bumper album release from recording companies this month—62 from EMI, 65 from Decca, and 83 from Philips—the autumn production is off to a good start. However, many dealers faced with a release of these proportions are finding ordering difficult. As most of the albums are by top artists competition is fierce, and stocking to satisfy every possible demand calls for considerable financial outlay.

EMI album releases include a new series "Holiday In" featuring music and artists of many countries. The series covers holidays in Germany, Italy, Spain, France, Greece, Austria and Switzerland.

The Russian MK label released here by Transatlantic Records kicks off with 52 LPs featuring artists such as **Richter**, **David** and **Igor Oistrakh** and **Rostropovitch** plus several opera sets by The Bolshoi Theatre Company. October

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	2	4	*Have I The Right	The Honeycombs	(Pye) Ivy
2	1	6	Do Wha Diddy Diddy	Manfred Mann	(HMV) West One
3	10	2	*You Really Got Me	The Kinks	(Pye) Kassner
4	5	9	I Won't Forget You	Jim Reeves	(RCA) Burlington
5	3	8	*A Hard Day's Night	The Beatles	(Parlophone) Northern Songs
6	6	8	Tobacco Road	The Nashville Teens	(Decca) Southern
7	9	4	*It's For You	Cilla Black	(Parlophone) Northern Songs
8	4	7	Call Up The Groups	The Barron Knights	(Columbia) Various
9	17	2	I Wouldn't Trade You	The Bachelors	(Decca) Lebill
10	7	9	It's All Over Now	The Rolling Stones	(Decca) Kags
11	8	6	I Get Around	The Beach Boys	(Capitol) Burlington
12	18	2	The Crying Game	Dave Berry	(Decca) Southern
13	—	1	Rag Doll	The Four Seasons	(Philips) Ardmore & Beechwood
14	12	6	Only Make Believe	Billy Fury	(Decca) Francis Day & Hunter
15	16	18	I Love You Because	Jim Reeves	(RCA) K.P.M.
16	—	1	I'm Into Something Good	Herman's Hermits	(Columbia) Dominion
17	—	1	Such A Night	Elvis Presley	(RCA) Chappell
18	—	1	Where Did Our Love Go	The Supremes	(Stateside) Jobete
19	—	1	*She's Not There	The Zombies	(Decca) Marquis Music
20	13	9	*On The Beach	Cliff Richard	(Columbia) Elstree

*Local copyrights

Top Ten LP's

- 1 A Hard Day's Night—The Beatles (Parlophone)
- 2 The Rolling Stones—The Rolling Stones (Decca)
- 3 Wonderful Life — Cliff Richard (Columbia)
- 4 KISSIN' Cousins — Elvis Presley (RCA)
- 5 The Bachelors Plus 16 Great Songs—The Bachelors (Decca)
- 6 West Side Story — Soundtrack (CBS)
- 7 Gentleman Jim — Jim Reeves (RCA)
- 8 He'll Have To Go—Jim Reeves (RCA)
- 9 With The Beatles—The Beatles (Parlophone)
- 10 A Touch Of Velvet—Jim Reeves (RCA)

Top Ten EP's

- 1 Five By Five—The Rolling Stones (Decca)
- 2 Long Tall Sally — The Beatles (Parlophone)
- 3 The Rolling Stones—The Rolling Stones (Decca)
- 4 Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)
- 5 From The Heart — Jim Reeves (RCA)
- 6 Wonderful Life — Cliff Richard (Columbia)
- 7 All My Loving — The Beatles (Parlophone)
- 8 Spin With The Pennies — The Four Pennies (Philips)
- 9 On Stage With The Merseybeats —The Merseybeats (Fontana)
- 10 Walkin' Alone—Richard Anthony (Columbia)

SUBSCRIPTION TO CASH BOX
\$30 FIRST CLASS—\$45 AIR MAIL



HOLLAND

From the Gramophonehouse-studio comes the news that the first of a series of 'Clearasil'-sponsored radio programs will be in the air on September 8, featuring Bovema's tops in pops.

Adamo's tour throughout the Netherlands will definitely take off on September 8. One neters with Knokke's vocal revelation **Shirley** have been booked in cities like Arnhem, Dordrecht, Leeuwarden, Haarlem, Maastricht, Breda and Nijmegen until October 10, next. Bovema will work out advertisements and press-information on the subject.

Bovema's Imperial-label organized its "Miss Zandvoort"- and "Miss Talent"-show on August 29 with pre-selections at Hotel Bouwes, Zandvoort, preceding the final rounds that same evening. The additional show featured this season's Kaag-Contest-winners "Les Gars du Nord."

Dot's **Jim Bailey** came over from the United States to Holland to discuss a large introduction campaign for Dot records. Negram is preparing a brand new repertoire for Dot, which should be on the market in three weeks time, so reports Negram's **Robert Oeges**. There is a lot of optimistic news from Negram's office. Current Pye hits as "Have I The Right" by **The Honeycombs** "You Really Got Me" by **The Kinks** meet a very strong demand in this country and also a new **Henry Salvador** record, "Zorro Est Arrive," has reached excellent sales. Ariola is responsible for bringing three fantastic records to Holland new disks by **Carmela Corren**; **Renate & Werner Leismann** and **Peter Hinnen**. The new Red Bird label which is so very successful in the States has a very good effect in Holland with records from **The Dixie Cups** and **The Jelly Beans**. The L.P. line in Negram's sales is sharp moving upwards. After Negram's reorganization, the LP line and especially Mode takes a very important part of the total turn-over, which proves more and more, that this particular type will replace EP turn-over. Visitors we welcomed in Holland were also **Harry Castle** and **Peter Knight Jr.** from Pye records and **Guy Khavessian** from Vogue France to discuss a strong promotion campaign for Pye and Vogue in the winter season.

Up until this moment, Robert Oeges expects the finest record year they ever had in this country. Summer season already showed an increased sale—this in contrast with any other year. Negram's expectations for the next months are very optimistic.

Holland's Best Sellers

This Week	Last Week	Title	Artist	Label
1	2	It's All Over Now	(Rolling Stones /Decca)	(Basart/Amsterdam)
2	1	A Hard Day's Night	(Beatles/Parlophone)	(Basart/Amsterdam)
3	4	It's Over	(Roy Orbison/London)	(World Music/Brussels)
4	3	Quand Les Roses	(Adamo/Pathé)	(Anagon Music/Heemstede)
5	10	On The Beach	(Cliff Richards/Columbia)	(Basart/Amsterdam)
6	5	Long Tall Sally	(Beatles/Parlophone)	(Belinda/Amsterdam)
7	6	The House Of The Rising Sun	(Animals/Columbia)	(Basart/Amsterdam)
8	7	Liebeskummer Lohnt Sich Nicht	(Siw Malmkvist/Metronome)	(Anagon/Heemstede)
9	9	Constantly	(Cliff Richard/Columbia)	(World Music/Brussels)
10	—	I Won't Forget You	(Jim Reeves/RCA)	(Altona/Amsterdam)

GREAT BRITAIN (Continued)

see the release of the second volume of "When Dalliance Was In Flower"—a poetry album for which a heavy advance is reported.

"Rhythm And Greens" is the title of the **Shadows** latest Columbia single as well as the title of a unique 30 minute documentary film featuring the group. The title theme as well as four other instrumental numbers were penned by the group and published by their own Shadows Music Company.

Tab Hunter, a voice from the past, had a hit in 1957 with a number called "Young Love." Today, 1964, the same number has been given an up-to-date treatment by **Bo and Peep**—one of the nursery rhyme characters being none other than **Andrew Loog Oldham**, the avant garde producer and publicist for **The Rolling Stones**. "Young Love" by Bo and Peep is available on Decca.

The **Fenmen**, who recently parted from **Bern Elliot** have waxed their own version of "Rag Doll" for Decca. The original version by the **Four Seasons** which hit the No. 1 slot in America is available here on Philips and there is another cover by **Sammy King** on H.M.V. Publisher of all three versions—Ardmore & Beechwood.

Christine Quate the British girl who found fame in America with her record of "Tell Me Mama" hopes the same thing will happen to her follow up "Will You Be The Same Tomorrow" penned by **Chris Andrews** and published by Poser Music. The disk, issued here on Oriole, is issued in the States on World Artists.

Chris Andrews, who was responsible for **Adam Faith's** return to the chart earlier this year with "We Are In Love," has penned all the titles for his latest Parlophone album "On The Move."

The **Dixie Cups**, who made it big in the States but failed to click over here have another stab at the charts with their follow-up "People Say," issued here on Pye and published by 17 Savile Row.

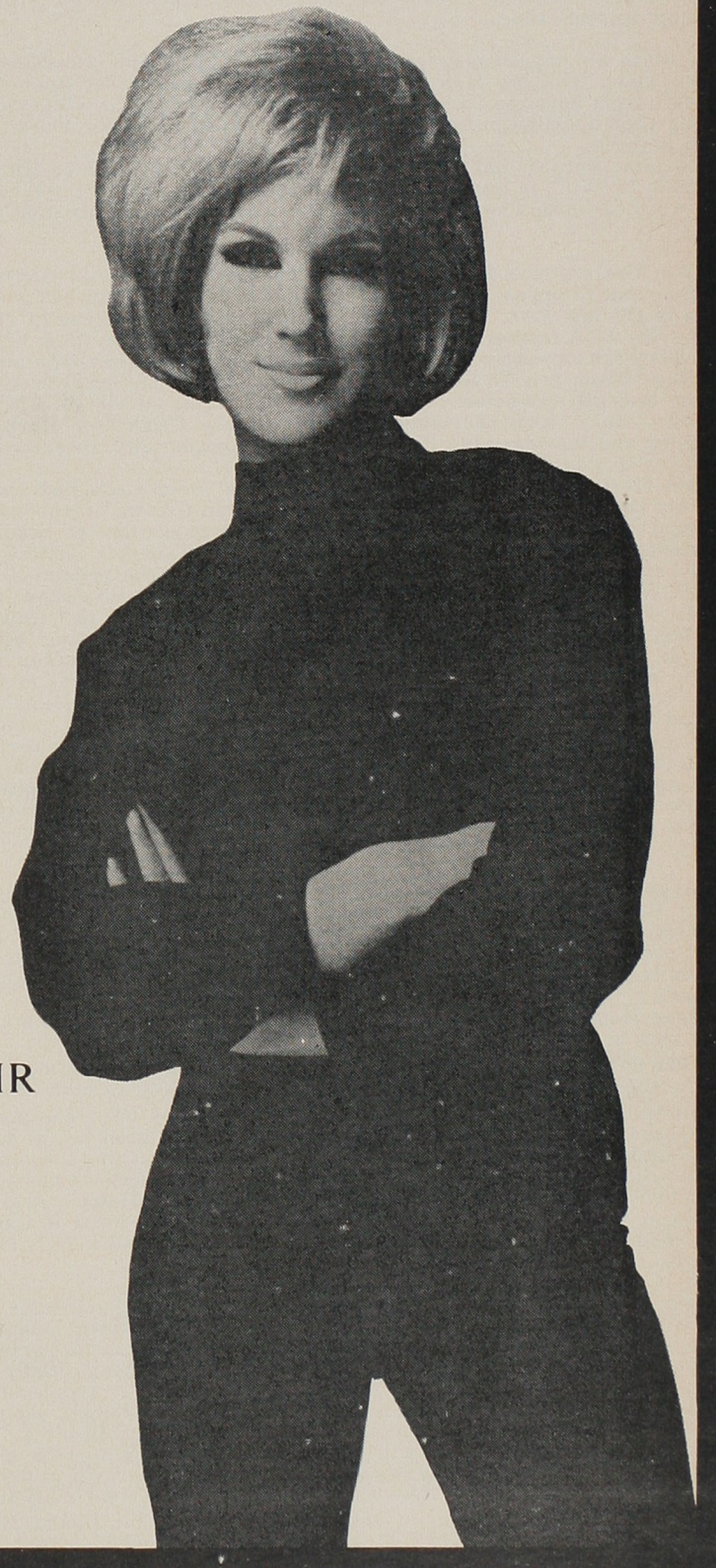
From the film "Ferry Cross The Mersey," **Gerry and The Pacemakers** have waxed "It's Gonna Be All Right" for release on Columbia. The number which was penned by Gerry is also published by his own Pacer Music Ltd. Gerry is all set to fulfill TV dates in Amsterdam, Copenhagen and Stockholm prior to his two-week stage tour of the United States. Fellow artists and stable mate **Billy J. Kramer**, **The Dakotas** and **Tommy Quickly** will also be on the bill on the American tour opens October 20th.

Quickies: The **Rustiks** latest group to be signed by **Brian Epstein** make their debut on Decca with "What A Memory Can Do" . . . **Tommy Tucker** signed for dates at Beat City in August. . . **Ivor Raymonde** provides the backing for **Adamo's** self penned "She Was An Angel" on Columbia. . . Unusual record in EP form by Oriole Records entitled "A Day At The Zoo." Animal noise were recorded at London's Zoological Gardens. . . Pop singer **Billy Fury** with manager **Larry Parnes** opening up string of record shops. . . **Paddy Robert** re-elected Chairman of Song Writers Guild of Great Britain. . . Statistic show that the amount of American material used by BBC TV between April and June this year account for less than 12 per cent of the total output. . . "Do Wha Diddy Diddy" now topping Best Selling Sheet Music Lists for West One Music.

The Best in Benelux . . . Bens

SHE'S OUR GIRL DUSTY

ALREADY A STEADY CHART-TOPPER
IN GREAT BRITAIN AND THE USA,
AND A RECURRENT BEST-SELLER IN
MORE THAN JUST A FEW CONTINENTAL COUNTRIES,
THIS VOCAL MARVEL FROM ENGLAND
IS NOW ALL SET TO CAPTURE
STILL MORE EUROPEAN MARKETS.
ESPECIALLY RECORDED VERSIONS OF
HER HIT SONGS
IN FRENCH, GERMAN, ITALIAN AND SPANISH
WILL BE MAKING THEIR MARK ANY DAY NOW.



DUSTY SPRINGFIELD

TOO, BELONGS TO
THE INTERNATIONAL SET,
THE CIRCLE WHOSE MEMBERSHIP
CONTAINS ONLY THE BEST:
THE PHILIPS' PHONOGRAPHIC INDUSTRIES
GROUP OF COMPANIES, WHO RELEASE THEIR
RECORDS THROUGHOUT THE WORLD.

PHILIPS

MAKE RECORDS
IN MORE WAYS
THAN ONE!

This is a publication of Philips' Phonographic Industries - Central Offices: Baarn, The Netherlands.



CANADA

Country music continues to thrive in Canada's Capital. CKOY-deejay **Ted Daigle** and his **Music Men**, featured on the London label, have gone into the hotel business. Ted has become a partner in a hotel in Angers, Quebec, formerly operated by **Nick (Paul's Uncle) Anka**. Ted and his band are featured four nights a week at the establishment, with name country artists appearing weekly, as the deejay-singer introduces a new "big name" policy at the Quebec-side nitery. (8/28) weekend saw Grand Old Opry stars, **Rusty and Doug** headlining the bill at Ted's Royal Hotel. The following weekend, charming **Marion Worth** was booked into the new hotbed of country sounds, near the nation's Capital. Ted told **Cash Box** he is in the market for name attractions, particularly those with records to their credit. Any Canadian entertainer interested in a booking at Daigle's new spot can reach him in care of CKOY-Radio in Ottawa.

Walt Grealis' new look RPM newsheet a very impressive addition to the Canadian trade scene. Congratulations definitely in order.

Frank Henry at Capitol in Montreal indicates that considerable air action has been noted on an outing by the **Esquires**, featured in their new Capitol LP. CKGM, Montreal is leading the way on the item in question, "My Blue Heaven." It would appear that a single by the group offering the aforementioned standard and backed with "Rave," also from the LP, would do well in the wax wars across the country.

CHUM-Toronto has debuted their new 50,000 watt signal, maintaining their top pop format. They are the only Toronto outlet offering the current pops on any kind of a steady, daily basis.

The great outing by **Terry Black** on Arc is really beginning to happen. On a recent edition of the CHUM-Toronto Chart, it holds down position number 35 and is showing signs of concentrated air action and chart climbing wherever it is played. It is easily one of the best commercial sides to originate in any country in some time.

Toronto air exposure noted on a new item by **Ronnie Hawkins** on his own Hawk label. "Got My Mojo Workin'" can be a big one for Ronnie. His deejay friends from coast to coast in Canada will be more than willing to help. It is hoped that distribution will soon carry the good Hawkins single to all Canadian markets.

Tamarac Records have reportedly debuted a new pairing by **Hughie Scott** of Ottawa. "I Will" is touted as the top side. For the moment we'll have to take the word of those who have heard it, samples have failed to reach this corner yet.

Cash Box enjoyed a visit with the **Courriers**, RCA Victor artists. They are in Montreal to appear at a nitery. By all reports the group has won many new fans in the big town. They are very happy about the release of their first LP under the RCA banner. A single, "Cherry Bough Tree," is to be lifted from the LP. They are currently doing well in commercial folk areas with an RCA single pairing "From Sea To Sea" and "Run To Your Mama." They were the subject of an in-depth interview and platter presentation on CKGM-FM's **The Folk-singers**. Very talented young Canadians these Courriers, **Mark Max, Russ Kronick** and the charming **Pam Firnie**. Pam, incidentally, recently turned down an offer to join the **Serendipity Singers**.

Bob Martin and **Claude Renallo** dropped in for a **Cash Box** chat following the big spread they hosted for **Andy Williams** in Ottawa on the occasion of his Central Canada Ex appearance. Andy was a sensation as headliner of the grandstand spectacular at the big annual fair in Canada's Capital. The Ex enjoyed one of its best box office years with Andy as the headliner. The Columbia folks hosted a swinging reception for the star of the Ex show, transporting radio, TV and press types from all over eastern Canada to Ottawa. Columbia hitting on all eight cylinders with hits these days, keeping both Bob and Claude on the move. "Sermonette" by **Willie Restum** has taken Montreal by storm and seems certain to do top ten business in most parts of Canada. The new outing by **Larry Lee** and **The Leesures**, "Big Hoss Man," will be released through Columbia, early indications are that it will be a big winner.

Friends throughout the trade were saddened to learn of the recent car accident involving CPRA-Ottawa, music director, **Carol Vallillee** and her family. She was seriously injured, but will recover after a lengthy hospital stay.

Jim Corbett welcomed many trade friends to the Skyway Hotel (8/26/27) as the Sparton firm displayed many new items in their appliance and record lines.

Biggies happening for **Hal Ross** over at London currently include "Melancholy Baby" by **Stevens** and **Tempo** on Atco, "He's Got The Whole World In His Hands" by **Jackie DeShannon** on Liberty; "Wishing Ring" by **The Duprees** on Coed; and "Here Come The Beatles" by Montrealer **Joyce Germain**. The latter is produced by **Dave Leonard** of Monticana Records in association with Canada's "Mr. Records," **Alex Sherman**.

Doug Moody's many friends in the record biz in Canada wish him well in his new post at 20th Century Fox.

Rune Ofverman may have another biggie in Canada on his most recent Quality outing. The Swedish pianist could click in a big way with "Sit Down."

Another good **Johnny Cowell**-penned tune is out on wax. The good Canadian composer has scored frequently in the past and is a good bet to do good business again with his latest, "Short Trip." It'll be out in the U.S. on Sims, with a Canadian release to follow shortly on Quality. **Cy Anders** has just signed a contract with RIC in the U.S., reports BMI's **Whitey Haines**. A single will be available shortly. Whitey, as are most tradesters in the know in Canada, awaiting impatiently the results of a Nashville recording weekend (8/28) by **Myrna Lorrie**.

"Do Wah Diddy" by **Manfred Mann** will be another giant for the Capitol folks. It's off and running like a thoroughbred in the current record race.

Diane Miller, sensational new pactee to a Columbia contract was a Montreal visitor. She's winning a lot of support for her debut outing, "Baby, That's The Way It Goes" b/w "Mr. Teperman." The Columbia PR people shook up the trade with the unusual mailing piece on behalf of Diane's debut disk. The charming young lady has been the featured singer on CBC-TV's "Music Hop" during its debut season, and will be back as the show begins its second season this Fall. Diane followed up the label's mailing piece with a personal letter to key tradesters, and her visit was indeed one of the week's brighter spots.

Guy Bertrand at London in Montreal tells C.B. that **Donna Hightower** is making big strides on French hit charts with her version in that language of "My Boy Lollipop," "C'est Toi Mon Idole."

Best thing from RCA Victor in some time is the good, folksy, sound by **Gale Garnett**, "We'll Sing In The Sunshine." This, together with much pop action on single outings by the late **Jim Reeves**, "I Guess I'm Crazy" and **Dottie West**, "Here Comes My Baby" are keeping **Mike Doyle** very busy of late.



SCANDINAVIA

DENMARK

HNF (Hede Nielsen's Fabrikker A/S) followed up the concerts at the Falconer Centret with the **Glenn Miller Orchestra** with **Tex Beneke** last Aug. 24, by publishing a special list of available Glenn Miller records. Same company also has a record by **Otto Lington** and His Orchestra and the **Festival Choir** in connection with the coming Royal Wedding between Danish **Princess Anne-Marie** and **King Constantin** of Greece. The titles on their RCA Victor record is "Hjertenes Fest" (The Party of the Hearts) and "Bryllup i Athen" (Wedding in Athens). HNF also has eight new classical albums on RCA Victrola.

Best sellers from NPA (Nordisk Polyphon Akts.) includes "Ain't She Sweet" with the **Beatles** on Polydor, "It's All Over Now" with the **Rolling Stones** on Decca and "My Boy Lollipop" with **Millie** on Fontana.

Tono Grammofonplader A/S has started a promotion campaign for the Majestic label with 50 LP's, all classical music. Tono is also advertising "We Shall Overcome" sung by **Joan Baez** on Amadeo.

NORWAY

New on the charts here this week is "Do Wah Diddy Diddy" with **Manfred Mann** on His Master's Voice. Scandinavian publisher of the song is **Belinda**.

A/S Nor-Disc is expecting a lot from Swedish Metronome artist **Per Myrberg**. His Swedish language recording of "This Ol' House," in Swedish titled "Tretiofyran," which should enter the Norwegian charts any day now.

SWEDEN

Alma Cogan and **Peter and Gordon** did very well at the concerts at Stockholm's Concert Hall in end of August. They also appeared in TV Saturday night show on Aug. 29.

Latest releases from Karusell Grammofon AB includes "Do You Know (How Much I Love You)" with the **Lollipop**s on Karusell and EP with modernized old ballads presented by the **Shanty Four**, also on Karusell. **Dean Martin** with "Everybody Loves Somebody" on Reprise, **Oscar Peterson** with "Hymn To Freedom" on Verve and an EP with **Bibi Johns** on Polydor.

Swe-Disc has released an EP with the soundtrack music to the Swedish film "Att älska" (To Love) starring **Harriet Andersson** and Polish actor **Zbigniew Cybulski**. Other SweDisc releases includes **The Chicks** with "Käraste Klas Burling" (Dear Klas Burling)—a hymn to a Swedish disk jockey—the **South Jazzband** with "Dixie Doodle"/"The Marines" and the **Skyliners** with two Swedish oldies.

New on the charts here this week is "Do Wah Diddy Diddy" with **Manfred Mann** on HMV and "Tell Laura I Love Her" with **John Leyton**, also on HMV.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	5	A Hard Day's Night (The Beatles/Parlophone)	Multitone A/S
2	4	3	Hello Dolly (Louis Armstrong/Kapp)	Imudizo A/S
3	2	12	Long Tall Sally (The Beatles/Odeon)	Belinda (Scandinavia) A/B
4	6	10	Ain't She Sweet (The Beatles/Polydor)	Bens Music/Stig Anderson
5	10	2	I Won't Forget You (Jim Reeves/RCA Victor)	Palace Music/Stig Anderson
6	3	7	Kissin' Cousins (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
7	7	3	No Particular Place To Go (Chuck Berry/Sonet)	No publisher
8	5	5	On The Beach (Cliff Richard/Columbia)	Dacapo Musikforlag
9	8	7	Shimmy Shimmy (The Weedons/Sonet)	No publisher
10	9	15	I Love You Because (Jim Reeves/RCA Victor)	Morks Musikforlag

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	7	I Won't Forget You (Jim Reeves/RCA Victor)	Palace Music/Stig Anderson
2	2	5	A Hard Day's Night (The Beatles/Parlophone)	Edition Lyche
3	3	23	I Love You Because (Jim Reeves/RCA Victor)	Reuter & Reuter AB
4	4	6	On The Beach (Cliff Richard/Columbia)	Musikk-Huset A/S
5	5	5	It's All Over Now (The Rolling Stones/Decca)	Reuter & Reuter AB
6	—	1	Do Wah Diddy Diddy (Manfred Mann/HMV)	Belinda (Scandinavia) AB
7	10	2	Nei jeg skal aldri, aldri mer si aldri (Today's Teardrops)	(Toril Sta/Troll) A. Schroeder Musikforlag/Stig Anderson
8	7	8	Someone (Brian Poole & The Tremeloes/Decca)	Palace Music/Stig Anderson
9	6	10	Hello Dolly (Louis Armstrong/Kapp)	Thore Ehrling Musik AB
10	9	3	Ramona (The Bachelors/Decca)	Reuter & Reuter AB

Check the charts for our hits

GERIG MUSIKVERLAGE
COLOGNE / GERMANY



GERMANY

The torrid summer months are coming to an end and although business in the singles field wasn't altogether booming, the top hits did great business. "Liebeskummer" by Siw Malmkvist which led the hit parade the whole summer passed the 1/2 million mark in sales which is fabulous for a Christmas or spring hit and until now almost impossible in summer. Other chart toppers turned in good performances sales wise and paved the way for the tremendous output of new product in September which is now flooding the shops from all sides. The sagging singles business has turned into a field where top hits move over the 100,000 mark and there is a great absence of the old 30-40,000 seller.

In other words, the singles either do great business or no business. The record companies report good sales on English and American rock records, especially those making the Cash Box Top 100 which are right for the German market. Cover records of hits by The Beatles and other top U.S. and British groups are not doing great business as the kids prefer the original product. This was not the case a few years ago as almost every cover record then outperformed the original. The booming LP business has more than made up for the lack of swinging singles and the record firms all report better overall dollar volume.

Deutsche Grammophon reports that the firm just celebrated its 10th year in England and that the firm is doing better than ever. The firm also writes that over 6,000 visitors have now visited their pressing plants in Hannover. D.G.G. has now released a low priced classical LP line which sells for 14.40 marks (\$3.60) which is a middle price between its regular product which goes for 25 marks (\$6.25) and the price of some of the other major firms low cost product which sells for as low as \$3.00. German TV gave a big push to the Teldec "Play Bach" LP series of 4 albums with a 30 minute show completely devoted to the French trio led by pianist Jacques Loussier. The series has been a top seller for the firm and has long held down a top slot in LP sales in Germany. The series is in the number 12 slot this month and failed to make the top 10, but the TV shot is expected to push the series back in the top chart positions.

CBS star Kenny Rankin visited Germany for 2 days and did his first German waxings for the firm to be released this month.

Polydor has recorded 16 English beat groups making the scene in Hamburg the starting place of the "Liverpool sound." The LP is now released and should do good international business. The firm has also released the new Connie Francis single "Looking For Love" in German and English.

Ralf Arnie is pushing the new Vico Torriani platter "A Souvenir From Every Land" by sending out a Donald Duck from Disneyland to the press and D.J.'s.

Rudy Schroeder of Will Meisel Music writes that he's got his hands full for the fall season pushing "The Chianti Song" with Billy Vaughn and "Morgen" done by Ray Conniff along with new disks by Ann Louise Hanson, The Telstars, Sylvio Francesco, Aki Hamann and Drago Petan all in German. CBS reports that Bobby Solo has recorded his first German language disc and it's taking off!

Teldec is working hard pushing the new hit by world champ ice skater Manfred Schnelldorfer, who is already in the top 30 with his first recording and Little Richard with an old waxing of "Bama Lama Bama Loo."

Larry Yaskiel of German Vogue called to say that Harry Castle and Peter Knight of Pye Records from England were in Cologne for talks. Larry will fly to England this week for recordings with The Honeycombs of their number one smash from England "Have I The Right" in German. He'll also visit Milan, Italy for German diskings with John Foster of his summer smash hit "Amore Seusami." Jim Bailey of Dot Records called from Cologne where he visited with German Vogue and spoke at the sales meeting of all salesmen from the company. Jim informed me that Dot is planning to record many of their top artists in the German language including Pat Boone, who has had several top sellers.

Gunter Gayer of Sikorski Music reports that "Lazy Elsie Molly" by Chubby Checker and the new German version by Billy Sanders on Ariola are taking off for hitsville. Other new hits for the firm include "Invisible Tears" by Ray Conniff which is getting strong air play, and German versions of "Ain't Gonna Kiss Ya" by Rob Denis on Decca, "Somebody Else On Your Mind" by Grit Van Hoog on Telefunken, "Dutchman's Gold" by Harry Peters on Polydor and a new LP by Belina from Israel on Columbia. That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	Weeks On chart	Title
1	5	6	West Side Story—Original Soundtrack—CBS Lovesick—Siw Malmkvist—Metronome—Intro/Meisel
2	8	4	*Kein Gold Im Blue River (On Top Of Old Smokey)—Ronny—Telefunken—Edition Marbot
3	4	6	*Zwei Maedchen Aus Germany (Two Girls From Germany)—Paul Anka—RCA Victor—Melodie Der Welt/Michel
4	7	4	Sag "No" Zu Ihm (Don't Talk To Him)—Cliff Richard—Columbia—Aberbach Music
5	—	1	*Wenn Der Silbermond (When The Silvermoon)—Peggy March—RCA Victor—Oktave Music/Schacht
6	3	6	Schwimmen Lernt Man Im See (Just So Bobby Can See)—Manuela—Telefunken—Rolf Budde Music
7	—	1	*Bravo Bambino—Rex Gildo—Electrola—Hans Gerig Music
8	—	1	*Junger Mann Mit Roten Rosen (Young Man With Red Roses)—Dorthe—Metronome—Ralf Arnie Music
9	—	1	*Die Rose Von Mexico (The Rose From Mexico)—Peter Hinnen—Ariola—Nero Music/Hammerling
10	—	1	My Boy Lollipop—Millie/Heidi Bachert—Fontana/Polydor—Seith/Chappell

*Original German Copyright

GERMANY'S OLDEST INDEPENDENT
MUSIC PRODUCTION COMPANY

KURT FELTZ

music productions

Drusus Gasse 7-11 Cologne, Germany
Telex: 8881673



FRANCE

The vacation period is nearing the end and for the time being it does not seem that we have any news to report, that is really new. Eddie Barclay has just launched another label on the market; it's not a new label but a revival of an oldie. The ticket in question Riviera and this time the firm will have independent offices and staff. Let's wish him good luck.

Let's stick on the creative side and also say that a new publishing firm is being formed by Barclay with authors like Billy Nencioli and others. The name of the pubbery has not been decided but we know that Regis Tahar, who was formerly a plugger with Tutti under the direction of Pierard, will direct the firm.

President Cabat is leaving for the U.S.A. September 26th. In any case he will be in Paris September 1st to check the preparations of his trip. While on the Vogue subject let's say that they have just concluded a contract deal with Dot, which covers most of Europe. More and more the Vogue organization is attempting to be international. On the other hand they have announced to us the success obtained by Dionne Warwick on her singing tour of the casinos.

G. Meyerstein, Philips Prexy, is back again in Paris to arrange his affairs for the coming opening season. We are also awaiting the return of Eddie Barclay, but the date has not yet been disclosed.

Marshall Rosett from Shapiro Bernstein, New York, had a quick three-day stay in Paris mixing business with pleasure. He visited, in between sightseeing, Manhattan Music (which looks after the S-B catalog) and had a quick interview with Jean Loup Tournier, general director of SACEM the local performing rights society.

Monty, the up-coming French singer, has just turned down an offer to appear at the Olympia Music Hall. He reckons he's not quite ready for this sort of thing. His record sales are moving up fast especially with his "Ce N'est Pas Vrai" and "Un Verre De Whisky." He cuts on the Barclay label.

Christine Nerac a new lark in the trade, is on the Fontana label and after her first disking, a single tagged "Fais Attention" and "Le Gout Du Pêché" appears to be making headway, having concluded several singing tours during the summer season. On August 31 she will appear on a television show on the French Riviera. Another single has just been released with the same artist, "On Est Si Bien," which is the French tag of "Soft Spoken Guy." It's certain that you will be hearing more about this lark and her success this fall.

Other novelty releases include a single by Lucky Blondeau, "Une Fille Me Sourit." Also a new single by Danyel Gerard tabbed "Il Pleut Dans Ma Maison."

German LP Best Sellers

courtesy "Musikmarkt"

This Month	Last Month	Months on charts	Title
1	5	6	West Side Story—Original Soundtrack—CBS
2	1	8	With The Beatles—Odeon (Electrola)
3	3	8	Trini Lopez at P.J.'s—Reprise (Ariola)
4	7	2	*Freddy Und Das Lied Der Praerie (Freddy And The Song Of The Prairie)—Polydor (D.G.G.)
5	4	4	*My Fair Lady—German Original Cast—Philips
6	—	1	*Die Grosse Star Parade 1964 II—(The Big Star Parade—1964 Vol. 2)—Various Artists—Polydor (D.G.G.)
7	8	5	Please Please Me—The Beatles—Odeon (Electrola)
8	6	7	*Freche Chansons Aus Dem Alten Frankreich (Spicy Chansons From Old France) Helen Vita—Deutsche Vogue
9	—	1	*Jerry Lee Lewis Live At The Star Club Hamburg—Philips
10	—	1	*Twist Im Star Club—The Rattles—Philips

*Original German Production

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	4	A Hard Day's Night (The Beatles/Parlophone) Sonora Musikforlags AB
2	2	7	Mule Skinner Blues (The Streaplars/Columbia) Edition Odeon
3	—	1	Do Wah Diddy Diddy (Manfred Mann/HMV) Belinda (Scandinavia) AB
4	4	6	Jag Maste Ge Mej Av (Gotta Travel On) (Towa Carson/RCA Victor) Reuter & Reuter AB
5	7	4	It's All Over Now (The Rolling Stones/Decca) Reuter & Reuter AB
6	6	6	Ain't She Sweet (The Beatles/Polydor) Bens Music/Stig Anderson
7	—	1	Tell Laura I Love Her (John Leyton/HMV) Reuter & Reuter AB
8	9	3	Papa Ow Mow Mow (The Spotnicks/SweDisc) Edition Odeon
9	8	4	Trettiofyran (This Ol' House) (Per Myrberg/Metronome) Thore Ehrling Musik AB
10	3	14	Tennessee Waltz (Alma Cogan/Columbia) Reuter & Reuter AB

GERMAN POP MUSIC FESTIVAL AWARD WINNER
THE NUMBER 1 BALLAD FOR 1964

**"WO IST DAS GLÜCK
VON VERGANGENEN JAHR"**

sung by

NANA MOUSKOURI
PETER SCHAEFFERS MUSIC

MUNICH-BERLIN



ITALY

A meeting of all A/R Managers of RCA associates in all Spanish speaking countries will be held in Rome from September 21st until September 30th. Cash Box received such news directly from Francesco Fanti Salvoni, head of International Liaisons Dept. of RCA Italiana. Giuseppe Ornato, general manager of RCA Italiana will act as chairman of the meeting, at which will be present representatives of the various RCA record firms of Brazil, Argentina, Peru, Chile, Venezuela, Mexico and Spain. Present also will be Dario Soria, Mr. Cook, and Mr. Daily, all VPs of RCA International.

Step by step, after the yearly summer interval in the Italian musical scene there is renewed activity.

Our renewed contacts with the industry started with an optimistic remark, in fact, according to general opinion, there seems to be a little recovery after the great slump of these last months. According to the execs of our industry, record sales, which were completely down, as reported during the past weeks, are slowly increasing.

Of course it's too early to come to a definite conclusion, but let's say that these initial reports are confirming the fact, reported by this column at the beginning of the record crisis, that this slump was due more to an "overproduction" than to a general economical crisis. Now, in fact, that the series of summer promotional shows is finished, and no more new records are presented on the market, the public starts to make his choice. Many unfortunate releases are completely forgotten, and more clearly in evidence are the few records surviving the great summer battle is our music field. On these few disks are now concentrated the preference of record buyers.

One of the protagonists of this summer season was our top songstress Mina, who is enjoying a very good reaction with her dishing of "Un Buco Nella Sabbia" published by Sugarmusic, and released under the R.I.F.I. label. This number is climbing our charts. But Mina is now under the spotlight for her first LP published under R.I.F.I.: this LP contains twelve evergreens chosen among the best all time world productions interpreted by Mina with her usual personal style. It's sufficient to mention the twelve titles chosen for this release to give an idea of the high class of this album: "The Nearness Of You," "Angel Eyes," "Ninguem Me Ama," "La Barca," "Stella By Starlight," "Insensatez," "E Se Domani," "Non Illuderti," "Sabor A Mi," "You Go To My Head," "Stars Fell On Alabama," "Everything Happens To Me." The arrangements have been done by one of the youngest A/R men of Italy: Augusto Martelli. The disk is put on sales with a special cover.

Pino Velona, head of the export office of R.I.F.I., informs Cash Box that the LP is being released in Japan (by Victor Records of Japan), in Belgium (by Show Records), in Canada (by Bravo Records), in U.S.A. (by Vesuvius Records), in Spain (by Belter), in Germany and Holland (by Polydor), in Argentina and Brazil (by Fermata), in Venezuela (by Ronde De Venezuela).

While her LP is getting world-wide release, the songstress is also following suit with a no-stop singing tour out of Italy; first of all Mina will be the star guest of a pop TV show programmed in Madrid (Spain), after September 8, she will leave for Australia where she will sing in Melbourne, Sidney, Adelaide, Perth, and Brisbane. From 20th September until October 8th she will be in the States and in Canada.

Cash Box had the pleasure of having a long conversation with Ezio Leoni, A/R Manager of SAAR. Leoni had the occasion of putting the accent on one of the most interesting events of the month of September. Our TV, in fact, will put on the airwaves on September 6th a program entitled "A Day At Capo Boi (Sardinia)" produced by Walter Gurtler, head of the record firm SAAR. The program directed by one of the best stage managers of our TV, Enzo Trapani, includes among the others, seven artists who are taking part in a promotional campaign scheduled by SAAR, which started September 1; this is the list of singers and the titles chosen by them: Roberta Mazzoni—"Bugiardo" (published by Sugarmusic); Paolo Ferrara—"Tu Non Puoi" (published by Mas); Petula Clark—"La Frontiera" (published by Sidet) and "Pagherai" (Coeur Blesse), published by Sugarmusic; Peppino Gagliardi—"Questa Sera Non Ho Pianto" (published by Leonardi); Remo Germani—"Tra La La Susy" (published by Mas); Nicola Di Bari—"Non Farmi Piangere Piu'" (published by Mas); Francoise Hardy—"La Tua Mano" (penned by Ezio Leoni himself, and published by Mas). The program also includes other SAAR's artists like Luigi Tenco singing "Ho Capito Che Ti Amo" (published by Ricordi) and Udo Jurgens singing the Italian version of "Warum Nur Warum" with the title "Peccato Che Sia Finita cosi'" published by RCA Italiana, along with other stars of other record firms: Ed Villar (CGD) who sings "Micaela," Vanna Brozio (EMI Italiana) who presents "Come Mio Padre" (published by Italian Yank) and Los Marcellos Ferial presenting once again their best seller "Angelita Di Anzio" published by Durium.

Enrique Lebendiger, the well known South American publisher was once again in Milan during his no-stop tour in Eprope. Cash Box had the pleasure of having a long talk with him, and he put, of course, his accent on his recent successes that he is introducing with good results in Europe, too. Thanks to a recording of the pop Spanish group, Duo Dinamico (EMI), three titles are enjoying a particular strong reaction. We refer to "Cancion Triste," Adivina Adivinador" y "Carinosa" (the last one licensed to Aberbach). Other titles delivered from the Lebendiger bag are "O Amor Mais Puro," y "Bolinha De Sabao." The latter will be recorded by Gigliola Cinquetti. Continuing his tour, Lebendiger will also visit London, Paris, Bruxelles, Amsterdam, Koeln, Munich.

As announced by Johnny Porta of CGD International, Swedish songstress Elke Sommer was guest of Italy from August 31st; she recorded in such occasion her first Italian sung disk. One of the two titles is the Italian version of the German hit "Libelei." Among the first rumors concerning the next Festival of San Remo is the belief that Elke will appear at the San Remo Festival 1965.

Lucio Salvini of Ricordi announced that the firm's artists Emilio Pericoli, Wilma Goich and the orchestra conductor Iller Pattacini will take part in the next International Festival of Barcelona (Spain). The two other artists representing Italy in such contests are Bruno Filippini and Caterina Caselli of MRC.

According with the result of a "referendum" made all over Italy, thanks to a special public competition "Festival Bar," it seems that Bobby Solo (Ricordi) the first Italian million seller, was during this summer the most played artist on juke boxes. His record "Credi A Me" is, in fact, at the top of the classification of the "Festival-Bar" competition.

For one day only the "genius," Ray Charles, was a guest in Italy: the EMI's artist obtained during his unique performance at the Summer Music-Hall "La Bussola" of Viareggio, a success quite unprecedented. The name of Ray Charles is becoming more and more popular in Italy. EMI Italiana has also announced that the sales of his disks are strongly increasing, but, of course, a personal appearance of the "fabulous" Ray on our TV screens to reach a strong record success was necessary. Until this moment, in fact, the buyers of Ray Charles records are for the great part within a sphere of connoisseurs. His great pop successes like "I Can't Stop Loving You" and "Take These Chains From My



TOP 100 LABELS

ABC-Paramount	55, 64	Josie	63
Amy	54	Joy	61
Ascot	26	Kapp	37, 81
Atco	43	Laurie	16
Atlantic	6, 53	Liberty	45
Autumn	15	London	25, 74, 82, 84
Back Beat	24	Mala	7
Big Hill	59	Mercury	10, 92, 98
B. T. Puppy	50	MGM	1, 49, 99
Cameo	83	Monument	8, 75
Capitol	5, 27, 38, 42, 44, 47, 52, 62, 73, 78, 86	Motown	2, 28, 88
Challenge	23	Muscor	20
Chess	11, 21	Okeh	40
Columbia	56, 68, 69, 79, 85, 93	Parkway	70, 95, 96
Constellation	35	Philips	19, 31, 34
Crescendo	90	RCA Victor	29, 33
DCP	32	Red Bird	13, 41, 100
Decca	48, 57	Reprise	3, 58, 91
Diamond	36	Rosemart	66
Dolton	18	Sar	25
Epic	9, 14	Scepter	39
Fame	46	Sims	95
Gordy	22, 80	Smash	30, 71, 76
Hi	17, 72	United Artists	77, 94
Hickory	4	Veejay	65, 67, 87
Imperial	12, 60	Verve	89
Interphon	97	World Artist	51

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

Heart" are well known in Italy only thanks to the Italian versions of other singers (John Foster of Phonocolor), who had the advantage of introducing them to the great TV public. It's therefore the hope of a great part of the Italian people to see this artist perform on our TV screens.

As we reported some weeks ago, this year it seems that the Festival of Naples, particularly devoted to the Neapolitan music, will recover its stature among the various musical contests in Italy. This Festival, from which derived some years ago such strong hits like "Lazzarella" and "Guaglione," lost its importance during the recent editions. This year the Neapolitan contest scheduled on September 17, 18, and 19, is organized by the San Remo Festival's "patron," Gianni Ravera. Rumors are that a lot of pop artists will take part in it, but we don't know yet all the names of the performers. In any case, the pop trio Los Marcellos Ferial, will be certainly present on the Naples stage: we have received this news from Krikor Mintangian, prexy of Durium.

Los Marcellos Ferial are now enjoying a period of particular success; they are the winners of the summer contest "A Record For The Summer" with their best seller "Sei Diventata Nera." They are once again selling their other disk "Angelina," which is coming back on the Italian record scene.

It seems that slowly but surely record sales in Italy are increasing; this is also the opinion of the Dischi Ricordi's execs, who at this moment have "Credi A Me" as sung by Bobby Solo, at the top of their best sellers list. This disk performed by the million seller was the winner of the Juke Box contest "Festival Bar."

At the second place of the best sellers list of Dischi Ricordi there is "L'Esercizio Del Surf" sung by Catherine Spaak, followed by Ornella Vanoni singing "Siamo Pagliacci."

A clear symptom of the recovery of the Italian record market after the strong slump of this summer is indicated by the latest record of Richard Anthony just released by EMI Italiana: we refer to "Il Mio Mondo" (You're My World) performed in Italian by the pop French artist; the song is published by Ariston Publishing Group, and Alfredo Rossi informed Cash Box that the record performed by Richard sold in one week more than 60,000 copies.

Regarding "Il Mio Mondo," we point to the satisfaction of Alfredo Rossi hearing that the Cilla Black's disk of "You're My World" sold in England and in the States 1,500,000 copies. "You're My World" is sub-published in English speaking countries by Hill & Range Songs (Aberbach).

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	2	12	*In Ginocchio Da Te: Gianni Morandi/RCA Published by RCA Italiana
2	2	10	Il Problema Piu' Importante (If You Gonna Make A Fool Of Somebody): Adriano Celantano/Clan Published by Sidet
3	3	12	*Amore Scusami: John Foster/Phonocolor Published by Leonardi
4	4	4	*Ti Ringrazio Perche': Michele/RCA Published by RCA Italiana
5	6	20	Cin Cin (Cheat Cheat): Richard Anthony/EMI Italiana Published by Southern
6	7	17	E' L'Uomo Per Me: (He Walks Like A Man): Mina/R.I.F.I. Published by Connelly
7	8	10	*Con Te Sulla Spiaggia: Nico Fidenco/RCA Published by RCA Italiana
8	5	9	*Sei Diventata Nera: Los Marcellos Ferial/Durium Published by Durium
9	10	4	Quelli Che Hanno Un Cuore (Any One Who Had A Heart) Petula Clark Published by Aberbach
10	—	1	*Angelita Di Anzio: Los Marcellos Ferial/Durium Published by Durium

*Denotes Original Italian Titles

Brazil's Top Five Compacts

This Week	Last Week	Title
1	1	Adorabile—Rita Pavone/RCA Victor
2	2	Quero Me Casar Contigo—Roberto Carlos/CBS
3	3	Calmo Setembro—Moacyr Franco/Copacabana
4	4	The Beatles—The Beatles/Odeon
5	5	Anna Maria—Sergio Endrigo/RCA Victor



AUSTRALIA

This week we devote our entire column to a look at various aspects of the local record scene. It seems that everyone in the trade here has been having his say in the domestic press, and **Cash Box** feels it should be brought to the notice of international readers. It seems that the business is at the crossroads not knowing exactly which way to turn, and this situation has become more pronounced since the takeover by English sounds.

The present "stalemate" which has been evident in the Australian industry for at least the last six months has been created to a large degree by the enormous influence of English groups. Local producers haven't known just which way to turn—if they cover English sounds they are accused of "copying." If the local man does something original he is in many cases said to be "not keeping up with the trends"—so we have a situation which poses as a real problem. Even the topline Australian stars have found it difficult to come-up with a good sized hit over the past months.

We must face the fact that all the trade problems in Australia cannot be blamed on the influence of English sounds on our market, a great deal of the headache lies right here in our own country.

We have a situation here that must be peculiar to Australia! For some unaccountable reason many Australians are reluctant to accept Australian talent—no matter how good. This has been an old cry throughout the entire trade for many a years, and while most responsible people maintain that something must be done, not many are actually prepared to take the necessary action to remedy the situation.

In the disk jockey field, for instance, we find that the top-rated men are quite conscious of the need to support a good local record and some are doing a fine job to promote the local product. But among the many not-so-highly-rated disk jockeys, who are nonetheless capable in their field, we find a strong theory that a record "isn't much good" unless it comes from overseas. (At this stage in our story we wish to emphasize the fact that this article is not intended to "knock" overseas products—there is good and bad everywhere.) How, with this second group of disk-jockeys who exercise an important influence on public taste, the record industry faces one of its headaches. How do you get these people to show some enthusiasm for the local product?

The top disk-jockey will rightfully make up his own mind about whether or not he should program a particular record. If he "goes" with a record his lower-rated colleague is likely to say, "Joe is on the record so you don't need my help." Then, if Joe isn't on the record his colleague says, "Joe isn't playing it so it can't be any good, so why should I spin it?"

No-one expects any disk-jockey to play a "bad" record, but the fact remains that some are programming what are loosely termed as "bad" records. Of course, this point gives rise to the vital question of who is the best judge of good and bad records. On the one hand you have an experienced record producer who says of his completed product, "this is good—I think it will make it"; then the experienced disk-jockey receives his copy of this self same record, auditions it and says, "I'm sorry man—I couldn't play this because I don't think it will go." How is this problem solved? The record producer respects the disk-jockey and vice-versa and both fervently believe they're right in their beliefs on a particular record.

On the subject of disk-jockey reaction to records, it seems that many of them are still heavily influenced by overseas charts even though it is obvious that many of these records just aren't suited to the tastes of our market. We could name countless artists whose records never get off-the-ground here because they aren't produced with any thought of the Australian market in mind, we won't name these artists because of damage it may cause to their reputations. But such records are still given a fair amount of exposure here—not because they are good or stand a chance, but purely because they rate on overseas charts. We recall quite clearly the case of an American record, going back a couple of years, which was on the market here for several months and was practically ignored by most disk-jockeys. Then the same record eventually found its way onto the **Cash Box** Top 100, all of a sudden the local disk-jockey "discovered" the record that he had ignored for a couple of months. Thankfully this embarrassing type of case is few and far between.

In relation to the local product most responsible and intelligent disk-jockeys admit an awareness of the need to support Australian artists if the Australian industry is to continue developing. And most disk-jockeys rightly maintain that they shouldn't program an Australian record simply because it is Australian. They say "if it's a good local product, we'll play it"—"if it's no good we won't play it simply because it's a local production."

This outlook of course is fair enough but it still leads us all to the big questions of "who is the final judge between good and bad as far as local records are concerned?" The record companies believe that their A and R people are more qualified to judge this than most disk-jockeys. Disk-jockeys maintain that record people are "too close" to a record to give an unbiased opinion. DJ's point out that every label promotes every record as though it's going to be a No. 1 hit, the result is that jocks tend to pay little attention to record company blurb, and in cases a record which could have been a No. 1 hit across the nation has been lost. Against this, record people says that all they want for the local product is equal exposure alongside imported records—"give the local disk some sort of chance by programming it for a couple of weeks as much as any overseas record—then, if nothing happens by all means drop it. But at least give it a fighting chance"—this is the cry of record companies interested in the Australian record.

RECORD COMPANIES & THE LOCAL DISK:

Since we've had a look at the disk-jockey angle let's now examine the position of the record companies in this discussion.

It would seem for a start that the invasion of the local scene by English artists has created more than a little confusion inside the local record industry. When English sounds were at their peak here (a couple of months back) and dominating the whole picture like nothing else has before, the local record producer either produced nothing to combat the takeover, or tried to beat England at their own game by duplicating their (English) sounds. And in most cases he came off second best with material that sounded like a second-rate imitation.

When record companies found this didn't work they decided that perhaps volume might do the trick—but again they were met by failure. New names began to appear on record labels when the established stars were hard pressed to turn out hits, but most of the new names did little or no business. Certainly, some of them got reasonable local action but national acceptance seemed as distant as ever. Volume of releases doesn't produce any greater proportion of hits—this fact has been established for a long while. Perhaps rather than go for output, the record companies should have adopted a policy of "fewer and better" singles, the answer to this is of course something we'll never know.

It seems to **Cash Box** that most Australian record labels are working on too many artists—this has resulted in no greater quantity of hits than in the past.



BRAZIL

João Araujo, in charge of the promo department for Companhia Brasileira De Discos—Philips in Rio de Janeiro, announced that the first waxing cut by **Luiz Cláudio** for the label—a double-compact featuring "Ela E Carioca," "Coisa No. 1," "Começou De Brincadeira" and "Garota Paulista"—is being released. Another 7"-33RPM on the Philips catalog for the comeback of the children's choir **Os Pequenos Cantores Da Guanabara**, is also ready for release. Speaking of children, 12 year old **Agenor Ribeiro** from the town of Três Rios in the State of Rio de Janeiro, was pacted by the company. From the international field, CBD is releasing another **Connie Francis LP**, this one from the soundtrack of the film "Follow the Boys." **Jorge Ben's** "Bicho Do Mato" is assuring a good position on the charts and is more and more heard on the requests programs on local radio.

Marcos Nobili, who is still heading the Discos RGE promo department, has the following news: **Antonio Alfredo**, young and talented songster from the company's cast, has a new single (33RPM) on the market with two songs that may reach good positions on the lists—"Tarde Demais" and "Eu Voltarei Para Ti," the latter a Portuguese version of the Italian hit "Ritornello Da Te." Four negro young men form a vocal group called **The Beverlys**, which was one of the most successful in the country and had the chance to perform with the shows of **Frank Lyman**, **Johnny Restivo** and other US artists visiting Brazil; now, they are reorganized and come back with a single for RGE due to great success. Already on the market the LP by **Julio Jaramillo**, also known as "The Bolero Ambassador"; this is also the name of the waxing: "O Embaixador Do Bolero." Another LP which is gaining the popular preference is the one by **Oslain Galvão**, titled "O Moço Oslain." A long playing is being cut by the **Willys Choral**, 50 voices under the direction of **Maestro Zuinglo Faustini**. The orchestral arrangements are by **Rafael Puglieszi** and **Elcio Alvares Lygia**, the LP we referred to often cut by the handsome socialite by that name, is the record of the moment.

The distribution in the whole Brazil of the Audio Fidelity records is being made by **RCA Victor**. The contract has been signed recently by **Douglas Reid**, president of **RCA** and **Sebastião Bastos**, president of **AF**.

From the Promo Dept of **CBS do Brasil** we receive the following news: recently released, the traditional hit LP of the company "As 14 Mais," this time with the Volume XII mark, featuring the best liked artists of the company's cast. Another 12"-33RPM that is having a good acceptance is the one by **Maestro Britinho**, called "Sucessos Com Britinho E Seu Conjunto." Another talented maestro and another hit LP—"Samba, Samba, Samba" by **Alexandre Gnattali**. From the recently released LP by the popular **Alcides Gerardi**, the two numbers that are getting best reaction are "Duvido" and "Uma Palavra." **Ary Cordovil** announced that he is enthused with his compositions for the next Carnival and considers that some are going to join the fight for first prize. A new artist will have an LP for **CBS** on the market and the selection visualizes a good success—the name of the boy: **Carlos Ely**. Recently pacted by the label two names of great importance in the music world in Rio: **Carlos Lyra** and **Dulce Nunes**. First number of the two artists is "Pobre Menina Rica." Other new contracts signed with **CBS** are: the group "Samba Show," the chanter **Claudio Moreno** and the kid-singer **Alcimar Da Silva**. On the Bossa Nova line, there is a new LP on the market, this one by **Mario Teles**. The new successes of the company's star **Roberto Carlos** are: "Calhambeque," "E Proibido Fumar" and specially "Quero Me Casar Contigo," which already appears on the charts. And . . . composers and singers are preparing themselves for the Carnival.

More figures have been furnished by the promo dept. of **Chantecler** for the occasion of the celebration of the sixth anniversary of the company; in 1963 the following recordings have been made: 493 of Brazilian popular music, 34 "guaranias" and "rasqueadas," 391 Brazilian regional music, 46 Brazilian erudite music, 43 Brazilian folk music, 267 international popular music and 19 international erudite music.

Brazil's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	Datemi Un Martello (Fermata)	Rita Pavone/RCA Victor	
2	2	Una Lacrima Sul Viso (Notas Mágicas)	Bobby Solo/Chantecler	
3	3	*Que Queres Tu De Mim (Mundo Musical)	Altamar Dutra/Odeon	
4	4	*Separação (Edições RCA)	Claudio de Barros/RCA Victor	
5	5	*Amigo Palavra Fácil (Euterpe)	Nelson Gonçalves/RCA Victor	
6	6	La Bamba (Embi)	Trini Lopez/Odeon; Primi Lorez/RGE	
7	7	Divorcio (Notas Mágicas)	Oslain Galvão/RGE	
8	10	*Macacafofo (Fermata)	The Bells/RGE; The Blobs/Fermata	
9	15	*Juramento De Amor	José Lopes/Chantecler	
10	12	*Bicho Do Mato (Embi)	Jorge Ben/Philips	
11	8	Io Che Amo Solo Te (Fermata)	Sérgio Endrigo/RCA Victor	
12	11	Biquini De Bolinha Amarelinha (Vitale)	Ronnie Cord/RCA Victor	
13	9	I Want To Hold Your Hand (Fermata)	The Beatles/Odeon	
14	14	Non Ho L'Etá (Fermata)	Gigliola Cinquetti/RGE	
15	—	Scrivi (Fermata)	Rita Pavone/RCA Victor	

Brazil's Top Five LP's

This Week	Last Week	Title	Artist	Label
1	1	Meus 18 Anos	Rita Pavone/RCA Victor	
2	3	Gioventú	Several Italian Artists/RCA Victor	
3	4	Beatlemania	The Beatles/Odeon	
4	2	'S Young	Ray Conniff/CBS	
5	—	The Beatles Again	The Beatles/Odeon	

AUSTRALIA (Continued)

Wouldn't the whole industry be better served by concentrating its main effort on a handful of topline talent. By all means it is essential that new artists be developed in order to maintain a good future for the business. **BUT MAKE A RECORD CONTRACT SOMETHING TO BE PRIZED.** At the moment, it seems that record companies are prepared to open their door to any artist after he has had one appearance on television. There must be a high standard of quality in any business field, and the only way that quality control can be achieved in the record business is by record companies being much more selective in the talent they sign. It's easy for a record company to become excited because "so and so got a great reaction on his first TV performance"—but put "so and so" on a record and see what happens! In most cases, failure turns up simply because the artist just wasn't ready to record. A recording contract should, in most cases, be the culmination of an artists achievements—NOT the starting point!



Editorial

Why The Candy Sales Increase?

We have been inundated of late with statistical evidence showing that the nation's candy suppliers are having a mild field day comparing vending sales this year with what operators purchased during previous comparable sales periods. But no one has pinpointed one of the prime reasons for this increase, namely, the diversification of literally thousands of music and amusement machine operators into the candy vending business.

Our source of information is, alas, still another survey—our own. The *Cash Box* staff is now in the process of culling returns which, to date, represent more than 500 operating firms, none of whom are among the giants (whose every move seems to be duly recorded by others, without further assistance from us) and therefore reflect a picture, which to our knowledge, has not been clear to the vending supplier, if he has been aware of it at all.

About four years ago, just as it became evident

that the soaring sixties were not really soaring, the cry of 'diversify!' was heard around the coin machine world. We plead guilty to having shouted louder than most others. This was not because we go to press more often, but rather because there was the imperative need, on the part of the coin machine operator, to enter into the field of vending. He did just that, contrary to the wishes of some, and he has evidently succeeded, contradicting the forecasts of others.

At this moment, it is evident that a determined corps of some three thousand and more coin machine firms, who founded a business based on juke boxes and amusement games and remained specialized during World War II and throughout the decade immediately following, are now also operating cigarette, coffee, cold drink, ice cream, pastry, general merchandise, canned drink, popcorn, snack, and yes, candy vending machines, to return to our intended point. Here is an important reason why confectionary sales have increased between 20% to 25% this year.

This increase is not due, we believe, to increased numbers of operating companies, as reported elsewhere, because the number of operating companies has actually declined. The coin machine operator, through his diversification, has given the candy supplier more exposure than previously possible. The machine manufacturer has enabled operators to display and stock a larger variety of products than ever before. The ultimate result must bring about increased sales.

To return to our current survey, the coin machine operator—who wisely continues the profitable operation of music and amusement machines—intends to contribute to an even greater degree, judging from his buying plans for 1965. We might add that other vending suppliers can expect similar growth as this segment of the operating business continues to grow in the others areas of automatic merchandising.

Candy sales are not up because America has suddenly conceded to its sweet tooth and with all due respects to the improved packaging and merchandising techniques being used, it is the sale to the coin machine operator in Reserve, N.M., Pullman, Wash., Toccoa, Ga., and White Clay, Neb., as well as New York and Chicago, and hundreds of other town and cities across the country, that comprise what has blossomed into a fertile field for the confectionary plant and its vending supplier colleague.

Our analysis of this interesting pattern will unfold as a separate report later, but not before we step into this editorial space again with other pertinent observations, too timely to withhold.

Seeburg Acquires United's Assets, Stern Named Chief Exec Of Games Firm

Acquisition Includes Inventory, Patents, Games Biz Machinery

CHICAGO—The Seeburg Corporation has announced the acquisition of the amusement games business assets of United Manufacturing Company of Chicago. Included in the acquisition are the company's inventory of finished product, patents and applications for patents, plus equipment and machinery, dies, tools, molds, jigs, and fixtures relating to United's game business.

Earlier in the year, Seeburg bought the Williams Electronic Manufacturing Corporation, leading manufacturer of amusement games products. The current acquisition, along with the company's coin-operated phonograph and vending lines, reinforces its claim to being the world's largest manufacturer of coin-operated equip-



BILL ADAIR

ment and extends its line of amuse-



SAM STERN

ment games to being the most com-

Seeburg Most Diversified In History Of Coin Industry

plete in the industry.

Sam Stern, President of the Williams subsidiary, will be the chief executive of the company, in addition to his identical position with Williams.

William F. Adair, Seeburg executive vice-president of sales, commented that the addition of the United line to the company's existing spread of widely diversified coin-operated equipment, now makes it possible for the largest locations to provide a full array of one hundred percent Seeburg-produced music, games, and vending equipment, an achievement never even closely paralleled by any manufacturer in history.

Cinevision Contracts Film Company To Produce 100 Films For Cinebox

NEW YORK—The Image Film Company, a Manhattan based film production firm, was recently contracted by the Cinevision Corporation of America to make 100 all new, specially written three-minute color films during the next twelve months, for use by operators of the Cinebox audio-visual machine.

Jerome Guardino, Image production exec, advised last week that five of the films have already been shot and will shortly be off the editor's table, into the can and ready for Cinebox operators. Joseph Albanese, Image Films vice president and producer stated that the schedule, established by Cinevision Corp. calls for eight new film productions each month.

Guardino stated that all films produced by Image for Cinevision will be marked by "technical excellence and artistic superiority." They will be shot in brilliant Eastman color on 35mm film and subsequently reduced to the 16mm size which the Cinebox requires.

Guardino further advised that two of the five films already shot are of the ultra sophisticated variety, while

the other three are more earthy and racy and feature plenty of girls, good music and fun. "Our forte will be the integration of three-minute story line with the musical background," Guardino stated, and added that all Image productions for Cinevision can definitely be termed "adult entertainment."

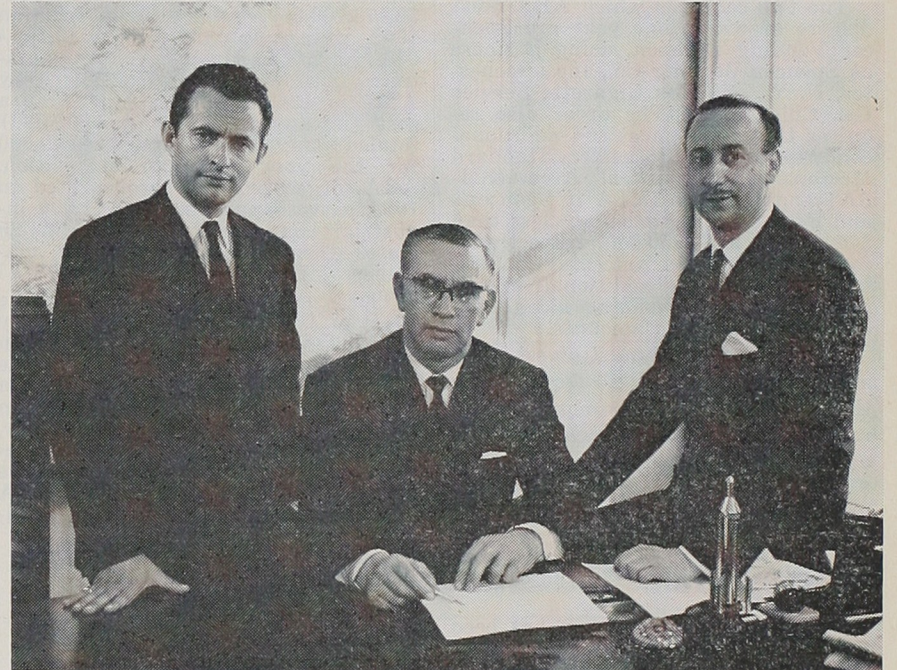
Henry A. Schwartz, president of Cinevision said that, although the present Cinebox film library is substantial, there is an increasing need for films produced specifically for adult American taste. The new films produced in this country, as with prior American productions for Cinebox, will provide a standard of entertainment not normally found in the foreign films, he explained.

In addition to featuring established stars of show business, Cinebox films will be used as a showcase for new talent and new musical scores, he added.

Elaborating upon Schwartz' statement, Guardino stated that, "through these productions, we will be the discoverers of the stars of the future."

Phono. Equipment Ltd. Offers 2 Million Shares To Public

See Stock Exchange Acceptance As Milestone



The three directors of Phonographic Equipment Ltd., chairman Max Fine (centre) and joint managing directors Cyril Shack (left) and Gordon Marks (right).

NYCMA Confab Nears

HURLEYVILLE, N.Y.—Mrs. Millie McCarthy, President of the New York State Coin Machine Association, notified all members last week of the importance of a forthcoming meeting scheduled to be held in Rochester's Sheraton Hotel on Thursday, September 17. In addition, the woman coin machine industry leader, stressed a three-point program with ops, as follows: 1) read the trade press and keep informed—"knowledge is our greatest weapon," advised the Association head; 2) she asked the ops to organize local groups to solidify their position to be helpful "when the SOS call is made." She was referring to recent calls of late which advised that legislation unfair to the industry here had been planned; and 3) the association prexy asked that all ops who are in arrears, pay their dues.

Mrs. McCarthy spent most of the previous week at the New York State Democratic Convention held in NYC, contacting legislators with whom she has discussed industry problems in the past.

Carl Keesling Dies At 64

SALEM, VA.—Carl Keesling, former president and owner of the West Virginia Amusement Company, with offices in Bluefield, Va. and in Welch, W. Va., died two weeks ago in a Roanoke, Va. hospital. Keesling was also a director of the West Virginia Music & Vending Association.

Keesling was a member of the Welch American Legion Post No. 8, a 32nd degree Mason, a member of the McDowell Lodge No. 112, A.F. and A.M., a Shriner by Scottish rite, a member of Beni-Kedem Temple, Ancient Arabic Order and Nobles of the Mystic Shrine.

Keesling is survived by his wife Mrs. Hazel Keesling, three daughters, two brothers and two sisters. He was buried in the Sherwood Burial Park here in Salem.



CARL KEESLING

LONDON—Coin machine news of the week in Britain comes from Phonographic Equipment Ltd. and their decision "to go public." Two million ordinary shares at one shilling each are being offered for sale at seven shillings and sixpence per share—the closing date for applications being Thursday, September 3rd.

The news comes just ten years after the company entered the coin machine business. The fact that the industry has become 'respectable' enough to receive the blessing of London's Stock Exchange reflects much credit on the coin machine industry generally and Phonographic Equipment in particular.

One of the company's Directors, Mr. Cyril Shack, told Cash Box that the profits for the company for the year ended April 1963/1964 were £366,000 before taxation. Shack confidently predicts that the 1964/1965 figures will reach £400,000.

Onlookers await with interest public reaction to this unique offer, the results of which will be published in Cash Box next week.

Phonograph Equipment Ltd. distributes juke boxes, amusement games and slot machines. It is believed that this is the first time a slot machine firm has attracted public monies.

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

ARA Agrees To FTC's Restraining Order But Two Of Its Vending Routes Must Be Sold

PHILADELPHIA — Automatic Retailers of America, Inc., one of the nation's largest full line vending operators, has agreed to a Federal Trade Commission order requiring it to sell two of its vending businesses, and also forbidding it to acquire such businesses in certain selected areas of the country without prior approval of the FTC for the next three years. The FTC order terminates a three year investigation by them of ARA's acquisitions, and also confirms ARA's purchase of the Slater Food Service Management Co. which has been under scrutiny since 1961. David D. Dayton, assistant to ARA president William S. Fishman, told *CASH BOX* last week that FTC's restrictions affect 13 of its 126 metropolitan type market areas and that the required divestitures represent roughly 3% of the company's annual volume. Dayton further advised that the ruling only affects ARA's vending operations and none of the other businesses in which it is active.

The two concerns which ARA must dispose of within one year are Spencer Vending Division, doing business as Spencer Vending Co., Inc., Rochester, N. Y., and Fox Cigarette Service Co., Chicago, Ill. The order also requires that ARA must sell additional concerns in the Rochester Standard Metropolitan Statistical Area (SMSA) and Chicago SMSA if Spencer's and Fox's vending sales are less than \$400,000 and \$1,750,000, respectively, for the 12 months preceding divestiture, and that the additional divestitures must have vending sales sufficient to total these amounts.

In addition, ARA must divest itself absolutely, to purchasers approved by the FTC, (1) of two or more vending routes in the State of Hawaii having aggregate sales of not less than \$1,000,000 in the 12 months preceding divestiture and (2) of one or more

vending routes in each of the following SMSA having aggregate sales of not less than these specified amounts in the 12 months preceding divestiture: Rochester, N. Y., \$300,000; Chicago, Ill., \$1,750,000; Dayton, Ohio, \$500,000; Detroit, Mich., \$1,500,000; and San Diego Calif., \$450,000.

"Vending business" was defined by FTC as soliciting and obtaining locations and installing, operating and servicing vending machines and selling vendible products through the machines. "Vending route" includes the assets, properties, rights and privileges, tangible or intangible, and location rights required to operate the route.)

ARA is charged in the FTC's complaint with violating both Section 7 of the Clayton Act, as amended, which outlaws corporate acquisitions endangering competition, and Section 5 of the FTC Act, which broadly prohibits unfair competition activity.

According to the complaint, in 1962 vending sales amounted to about \$2,178,700,000. Total sales of ARA in 1962 were approximately \$180,000,000. As of April, 1962, the cumulative sales of companies acquired by ARA in 1960, 1961 and 1962 (at a cost of approximately \$66,000,000) totaled approximately \$144,000,000 for the year prior to acquisition. ARA, organized and incorporated in 1959, serves approximately 21,000 industrial commercial locations in 25 states through 70,000 vending machines.

The complaint alleges that the effect of 16 acquisitions by ARA may be substantially to lessen competition or tend to create a monopoly in the vending business in relevant areas, in violation of Section 7 of the Clayton Act, in the following, among other ways: Actual and potential competition between ARA and each of the acquired concerns, and between ARA and other vendors, has been elimi-

nated and may be substantially lessened, respectively; ARA has achieved a dominant position in terms of financial resources, marketing power, and managerial and engineering resources; ARA's power to purchase vendible products, vending machines, and other vending fixtures, accessories and supplies has been increased to such a substantial extent that it may obtain discounts, rebates and allowances substantially larger than other vendors receive; ARA has decisively enhanced its power to compete for all locations, particularly the large and lucrative ones, by offering higher bids and commissions, new vending machines, advance commissions, loans and other inducements to existing or prospective location owners; Entry into the vending business may be discouraged or inhibited; Concentration in the vending business has been substantially increased, and a substantial number of small, independent vendors have been eliminated from the vending business.

ARA's acquisitions, the complaint further charges, constitute unfair methods of competition and unfair acts and practices in commerce in violation of Section 5 of the FTC Act in that (1) actual and potential competition in the vending business between ARA and the acquired concerns has been eliminated; (2) ARA has monopolized or attempted to monopolize the vending business in all relevant geographic markets; and (3) the acquisition of these corporations, partnerships, and proprietorships constitute an unreasonable restraint of trade and commerce.

The order was contained in an agreement between ARA and FTC staff counsel, which the Commission accepted. The agreement is for settlement purposes only and does not constitute an admission by ARA that it has violated the law.

Stancraft Pack. Corp. Manufacturing New General Merchandiser



MERCHANDISE CENTER

NEW YORK—Production of a new general merchandiser venter has been announced by Stancraft, a division of the Standard Packaging Corporation. The machine, called the 'Merchandise Center', "is so radically new in design," according to Stancraft officials "it can possibly dispense thousands of items, ranging from a toy for baby brother to a Beatles record for teenage sister to hosiery for mom and shaving equipment for dad."

Stancraft's announcement came as the company concluded negotiations with the Inland Credit Corporation of New York City for the financing of the new machine's production. Stancraft officials stated that the 'Merchandise Center' offers 40 different selections at prices ranging from five cents to one dollar and fifty cents, from a conveniently located selector panel, and that customers receive their merchandise "clean and fresh." They added that, depending on size, the machine can store as many as 480 different items.

The decor of the 'Merchandise Center' has been designed to fit any store interior. It stands 63" high, 27" deep and 54" wide. "Because the merchandise is sealed in the machine," Stancraft officials advised, "pilferage is never a problem."

In addition to the 'Merchandise Center', Stancraft is also introducing a vending machine that will dispense greeting cards. From this machine, a customer may select any one of some 160 plastic-packed cards provided.

Stancraft was formed in September 1960, as a division of Standard Packaging Corporation to specialize in marketing and merchandising various products through retail distribution channels. Their first line, playing cards, was introduced in June, 1961 and by February, 1962, this line had established itself as a design and packaging leader in the picture-backed playing card field, according to company officials.

prior to the Mathias acquisition, the company reported 7 per cent of its sales were in manual feeding operations. "Sales through vending machines accounted for 79 per cent of overall volume in 1964," McDowell further advised.

Servomation owns and operates more than 77,000 vending machines in 30 states and the District of Columbia, and provides food service to plants, offices, universities, hospitals and other institutions.

Prokop Named Clark Gum Director

NEW YORK—Jack Prokop has been named Director of Gum Sales for the Clark Gum Company, a division of Philip Morris Incorporated, Jack R. O'Connor, Vice President—National Sales Manager for the major cigarette company announced today.

In his new position, Mr. Prokop will supervise sales for Clark, operating from the Philip Morris corporate headquarters in New York, and will continue to head Vending and Military Sales for the cigarette company.

During the course of his career with Philip Morris, Mr. Prokop has been a regional sales manager and a section sales supervisor. Prior to joining the company he was affiliated with Julius Kayser & Company and the E. J. Willis Company.

Clark Gum Company makes Clark Teaberry chewing gum and others, including Cinnamint and Di-et chewing gums.



JACK PROKOP

Abramson Addresses NAC Confab; Confers With Redstone On Trade Show

CHICAGO—Louis L. Abramson, executive director of the National Association of Concessionaires, addressed the NAC Eastern Regional Conference held at the Mayflower Hotel Plymouth, Mass. on August 25, and while there he conferred with Edward S. Redstone, NAC president regarding plans for the Association's

forthcoming Annual Convention and NAC-TOA Trade Show at the Conrad-Hilton Hotel, Chicago, September 28-October 2.

This year's NAC Eastern Regional Conference is being held in conjunction with the Theatre Owners of New England Annual Convention, August 24-26.

Servomation Sales Up 17%; Profits Up 15%

NEW YORK—Servomation Corporation, national vending and food service company, announced last week that they enjoyed record sales and earnings in the fiscal year ended June 27, 1964. Sales were up 17 per cent while profits gained 15 per cent over the previous year.

The company reported a net profit of \$4,361,000, equal to \$1.18 per share on the 3,696,227 average number of shares outstanding, on sales of \$104,366,000. This compares with \$3,807,000, or \$1.03 per share, on sales of \$89,408,000 in the preceding fiscal year. Sales and earnings figures in 1963 and 1964 have been adjusted to include the A.L. Mathias Company, a leader in the manual feeding field, which was acquired in December, 1963.

Joseph E. McDowell, president, said, "Food items are the fastest growing contributor to volume. Sales of fresh and packaged foods amounted to 38 per cent of total sales compared with 30 per cent a year ago." Continuing the trend of the past three years, McDowell said, the volume of cigarette sales was down to 24 per cent against 28 per cent in the previous year. Dollar volume from cigarette sales, however, has increased, he added.

"By including Mathias' relatively large volume of manual sales this year," McDowell noted, "Servomation more than doubled its overall manual feeding operations. In 1964, manual food sales accounted for 16 per cent of total sales." In the previous year,

**The Fabulous
100R KITS!**

NOW READY
FOR
DELIVERY!
ALSO
CUSTOM
CABINET
RECYCLING
IN OUR
SHOP

WRITE FOR
PRICES ON
VL200's and
100C's
ALSO
Exchange
Cabinets
and Kits



1/3 deposit on all orders.
SUN REFINISHING CO.
201 E. Daggett Ft. Worth, Texas

Album Programming Ups Collections 20% In One Location For Chicago Music Ops

■ Singles Play Remains Same, Says Menconi of G & M Music



Left to right in the above photo are: Peter Falzone, proprietor of Nardo's Restaurant; Barry Menconi and Carl Menconi of G & M Music.

CHICAGO—Gino Menconi, veteran coin machine operator who together with his sons Barry and Carl head the G & M Music Company, a Chicago automatic music firm, announced last week that their additional programming of little LP adult material has been directly responsible for a 20% increase in the collections of one location, while taking in the same amount of money on singles as they did before.

"Since we installed a new Seeburg LPC-480 Console at Nardo's Restaurant a few weeks ago," Barry Menconi said, "our collections have increased 20%. All of the increase has come from the albums, because we are still taking in the same amount of money on singles as we did previously," he further advised.

Continued Barry: "I feel albums are the coming thing and that 'adult' music definitely means more money in the cash box. It makes sense. We will always get the teen agers' play on singles, so by having both types of music in the juke box we have to take in more money, because now we are also getting adult play from albums."

ABC's Berlo Div. Feeds Thousands At Dem Convention

ATLANTIC CITY—State troopers, the staffs of the three major networks and members of the working press were added to the thousands of delegates who required food and beverage service during the Democratic National Convention at Atlantic City's Convention Hall between August 24 and 27, and the herculean task of providing this service fell to the ABC Consolidated Corporation's Berlo Vending division.

Roy Waldron, ABC's manager at the Convention Hall, estimated that his staff of more than 150 cooks, bartenders and servers handled an average of 25,000 at the Convention each of the four days.

His main activities, he said, were in the two VIP rooms flanking the rostrum and main stage of the Hall. Attendants had to provide hot and cold beverages and an assortment of



Left to right above are Falzone and Barry Menconi. Nardo's Restaurant, as its sign modestly proclaims, specializes in Italian foods. The restaurant opened July, 1955.

foods to Democratic National Committee members, and members of the press there during the sessions. In addition, receptions for VIP's also took place in the rooms.

Columbia's Weiss Increases Little LP Order For Second Release To Music Ops

■ Seeburg's Jarocki Scores With Victor's 'Butterfly'

NEW YORK—Gene Weiss, General Sales Manager, Columbia Record Sales, has increased the number of pressings on stereo singles and Little LP's scheduled for release later this month. The move was based on the wide reception the label's initial offering received.

In addition, Weiss stated that promotion at the distributor level and direct to juke box outlets will be increased. He added that one-stop distributor interest has gained. The one-stops are the key distribution point in many areas since ops buy disks direct from these outlets in many cities.

The new release consists of six seven-inch stereo singles and six Little LP's. Sleeves offer title strips

on the flip with color reprints of the album cover on the display side for inserting on juke box display panels. A programming guide listing Little LP material plus Hall of Fame disks a long-time series from Columbia which has become standard fare for juke boxes, will also be made available.

In other areas along the Little LP front, Seeburg's Stan Jarocki, a manager of the multi-faced coin machine manufacturing plant, told **Cash Box** last week that in addition to the standard custom Little LP material which Seeburg has offered through its distributors for several years, a RCA Victor Little LP entitled "Madame Butterfly", has brought about unusually large collections in certain Italian restaurants in the Chicago area. The opera, a selection picked by Jarocki as a trial deal, surprised both factory, distributor, and the local operator. This has been another in a series of case histories pinpointing the value of specialized material for certain locations.

Generally speaking, it appears although the adult material has definitely found a permanent niche in the operator's programming picture. Most have found too, that the 4-rpm single, once the only material available for ops, has retained its collection value, even where album product is included on the machine.

Hawkins Announces Ride Revisions

TUCSON—Paul W. Hawkins, manufacturer of coin operated kiddie rides, announced recently that his company has instituted certain revisions on several of their rides, in an effort to both improve the line and if possible, maintain or lower prices.

Those rides which have either been reduced in price and/or revised technically are: 'Ben Hur Chariot', 'Derby Pony Jr.', 'Mustang', 'Pony Cart' and 'Rodeo Pony'.

MORE
for your
DOLLAR

**NOVELTY
GAMES**

★ ALL MACHINES
LIKE NEW

4 RED PIN SHUFFLES—C.C.	\$195.00
6 VANGUARD RIFLES—Wms.	195.00
5 HERCULES RIFLES—Wms.	225.00
3 TITAN RIFLES—Wms.	250.00
4 BATTING CHAMP BASEBALL—Wms.	275.00
3 MAJOR LEAGUE BASEBALL—Wms.	375.00
3 PRO GOLFER, 4 Player—Forward	395.00
2 16' DUCHESS BOWLERS—C.C.	425.00
16' CONTINENTAL BOWLERS—C.C.	545.00
2 WESTERN TRAIL, Large—Southland	745.00

Wire • Phone • Write Today

Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN, INC

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-2900

Get your feet
wet with Royal's
**WATER
POLO!**

Exciting new game
coming from—
Royal Distributing Company
SOON!

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

GAMES!

2—Bally Sky Diver	\$235.00
1—Gott. Preview	\$250.00
2—Southland Little Pro	\$375.00
5—Wms. San Francisco—closeout price	
1—Gott. Gigi	\$250.00
5—Duncan Arizona Guns—make offer	
1—United Bowl-Arama, A-1 condition	\$595.00
2—Bally Bowlers	\$595.00
1—Wms. Grand Slam—closeout	
1—Wms. 10th Inning—closeout	
5—Joker Ball	each \$125.00
5—Joker Wild	each \$125.00

We have a large inventory
of late model Chicago Coin
and United Bowlers

For the latest in used equipment of all types call **COLLECT** today. Area code—513 calling # 771-4250. Ask for **CLINT** or **HAROLD**.

ROYAL

DISTRIBUTING, INC.
CINCINNATI: 1210 Glendale-Milford Rd. 771-4250
COLUMBUS: 1112 North High Street

READY TO DELIVER

ROWE 1010A COLD DRINK W/ICE	\$1,095
APCO DOUBLE COMPRESSOR W/ICE	1,095
ROWE L-1000 COLD DRINK WITH REYNOLDS ICE MAKER	695
CORSAIR 30	160
CORSAIR 20	135
AMBASSADOR 14 COL.	150
ROWE 20-700	195
ROWE 77 CANDY	175

MONROE
coin machine exchange inc.

2423 Payne Ave. • Cleveland 14, O. • Superior 1-4600

You may have a Respiratory
Disease. Don't take chances.

**Cough too much?
Short of breath?**

See your doctor, says your
Christmas Seal organization.