



# ARGENTINA

Italian songstress **Elsa Quarta** is the visitor of the week in Buenos Aires. This Philips artist came recently to perform on TV and dance parties, as part of an international tour. Her latest recording, "Colorado," has been selling very well, which means good promotion for this visit. Coming soon is French lark **Jacqueline François**, according to a report from Phonogram, also for TV stints and p.a.'s.

For those who like Argentine folk music, **Ariel Ramirez** has organized a show at the Odeon Theater, featuring two of the top vocal groups in this country, **Los Chalchaleros** and **Los Fronterizos**, and several other outstanding musicians. Ramirez is also preparing a very interesting project: the recording of an Argentine Folk Mass, with all the religious proceedings sung by the same Fronterizos and the **Basilica del Socorro Chorus**. This recording could be officialized and adopted for certain opportunities in the country. Waxing, to be started next month, will be made on mono and stereo, by Philips.

CBS infers that **Leo Dan** has been inked by producers **Carlos Garcia Naxon** and **Guillermo Teruel** for his first main part in a film to be started early in November. The flick will be shot in Villa Nougues, near the city of Tucuman, and cinema stars **Ubaldo Martinez** and **Pedro Quartucci** will also take part. Dan is being heavily promoted by his diskery, and recently was the subject of a contest held by fan magazine Antena among its readers, to title this film and select a small boy for co-star. He will start a new trip of the Hemisphere next April, since he has no spare time till that date. Tour will include Mexico and afterwards Europe.

RCA is planning a heavy push for its new promotional album "Ritmo y Juventud," to be released in cooperation with TV 11's famed teen program. Artists to be featured are **Hector Eduardo** (singing "Contigo en la Playa" and "De Rodillas ante Ti"), **Chiquita Saldí**, **Los Iracundos**, **Rolo Puente** and **Dany Martin**. All these artists are foreseen as big artists in the near future. RCA is also preparing a new album by **Anibal Troilo**, tagged "Pichuco es Tango," which will be added to its tango line, recently enriched by **Juan D'Arienzo's** "Cumpleaños de mi Esposa."

News from Neumann: **Marino Mores**, who starts a Pan American tour next month, will not only visit the States but also Chile, Peru, Venezuela and Puerto Rico. The main point, as we reported before, will be the promotion of his tango production. **Nestor Fabian's** "Charade" is selling very well. The waxing was released by Odeon several weeks ago, coupled with a song devoted to Mother's Day.

**Mauricio Brenner** of Fermata infers about a national campaign that is being started by teen singer **Juan Ramon** through his daily programs on Radios Splendid and Argentina. The title is "Give A Toy" and listeners are invited to send toys that afterwards will be distributed by the chanter in hospitals and asylums. Ramon has recently cut "Do You Want To Know A Secret" and "Paloma" for Disc Jockey. Other recordings of Fermata tunes are "Money" and "Baby It's You" by **Los Buhos**, "La Cita Vuolta" by **Julio Cesar** (CBS) and "Tremarella" by **Tony Vilar**, also for CBS.

**Licenciado Enrique Rosso** of Odeon reports that the best selling titles at his company are "Charade" by **Nestor Fabian**, "Twist And Shout" by **The Beatles**, "La Bamba" by **Dean Reed** and "Sometimes on Friday" by **Claude Gordon**. In the LP field, **The Beatles** are tops with their "A Hard Day's Night," second place belongs to **Los Wawancó**, while Richard takes the third one with his latest LP. The Beatles are also fourth and fifth, with their first two albums.

**Stanko Jerebic** of Melograf expects very much from "St. Francis of Assisi," recorded by **Rita Pavone** and **Trini Lopez** in the States and now by **Jackie and Lis Ciclon** in Argentina. The tune is also running well in Mexico. Melograf has taken the publishing rights of **Maria Elena Walsh's** "Canciones para Mi" and "Canciones para Mirar," both series of kiddie songs, and "De Quien Me Enamore," recorded by **Pucho Vilar** for Microfon.

**Rodriguez Luque** of Disc Jockey reports very good sales for "Lagrima Seca," his first recording by new artist **Pepito Perez**. Pepito has now cut "Lagrima Criste," coupled with "Carmencita," and even better results are expected. Tango singer **Alberto Marino** is preparing a new album, which will contain tandard tunes. **Ricardo Rey's** new single is "Una Aventura Mas" and "Tu Buelo," and Luque considers that the new bolero wave will help him very much.

**Daniel Blanco** of Music Hall reports that **Los Cordoba**, after returning from a trip to the provinces of San Juan, Tucumán, La Rioja and Mendoza, have renewed their contract with the label, and will also appear on radio and TV in Buenos Aires. **Lito Escarso** has been inked by Channel 9 for a series of TV

## Argentina's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	*Vestida De Novia	(Korn) Palito Ortega	(RCA)
2	3	*Esto	(Melograf) Leo Dan	(CBS)
3	4	*Changuito Cañero	(Korn) Palito Ortega	(RCA)
4	9	Cumbia Sobre El Mar	Cuarteto Imperial	(CBS); Niko Estrada (Odeon)
5	2	*Santander De Batunga	(Melograf) La Charanga del Caribe	(CBS)
6	6	Inolvidable	(Edami) Tito Rodriguez	(United Artists)
7	7	Adios Adios Corazon	(Korn) Cuarteto Imperial	(CBS)
8	12	*Te Llevaré	(Korn) Beto Fernan	(Music Hall)
9	5	Las Cerezas	(Smart) Hermanos Carrion	(CBS) (Music Hall); Rosamel Araya, Juan Ramon (Disc Jockey); Zaima Belaño, Los Cava Bengal (RCA); Tony Renos (Odeon Pops); Chicote (Philips); Cachita Galan (RM)
10	8	Por Favor	(Please) Frank Ifield	(Ariel)
11	10	Twist Y Gritos	(Fermata) The Beatles, Los Jets	(Odeon Pops); Mayte Gaos, Sylvie Vartan (RCA); Los Tammys, Andre (Philips); Jack Nitzsche (Reprise); Chubby Checker (Fermata)
12	11	Colorado	(Sprint) Violeta Rivas	(RCA); Elsa Quarta (Philips); Orlando (Music Hall)
13	16	*Oscuridad	(Korn) Palito Ortega	(RCA)
14	17	*Buen Dia Mama	(Korn) Los Caucanos	(Music Hall)
15	13	*Mi Tia	(Korn) Chico Novarro	(Philips)
16	20	My Boy Lollipop	(Korn) Millie Small	(Philips)
17	20	All My Loving	(Fermata) The Beatles	(Odeon Pops)
18	—	Charada	(Neumann) Nestor Fabian	(Odeon Pops)
19	18	*Mi Barquita	Johnny Tedesco	(RCA)
20	14	Sometimes On Friday	(Korn) Claude Gordon	(Warner Bros.)
21	15	*Que Falta Que Me Haces	(Edami) Julio Sosa	(CBS); Nestor Fabian, Lucho Gatica (Odeon); Enrique Dumas, Los Claudios, Andre (Philips); Alberto Podesta (Serenata); Rodolfo Lesica (Music Hall); Juan D'Arienzo (RCA)
22	20	Collar De Caracolas	(Lagos) Julio Molina Cabral	(Music Hall); Los Quilla Huasi, Los Fronterizos (Philips); Eduardo Rodrigo (RCA)



# GERMANY

The hottest sales period in the record business in Germany is the time between now and Christmas and all of the record companies are readying their big guns for this all important season.

Strangely enough, Germany is one country which does not count on direct Christmas product to bring in the sales. Almost no Xmas singles are done and the few LP's which do come out are usually ones that plan to sell for many years to come.

The big sales factor in the singles field is the lucky hit which happens to come to the top during this season. LP's are expected to enjoy more sales than ever this year. Polydor, which came up with the idea of a Christmas special subscription price for its Beethoven package directed by **Herbert Von Karajan**, has now set up a similar Brahms package of 7 LP's selling in subscription for \$32.25 (129 DM) and later in the stores for \$43.75 (175 DM) and the package is expected to do tremendous sales for the firm. The package is being offered not only in Germany, but also in Belgium, Denmark, Finland, France, Greece, Great Britain, Holland, Italy, Luxembourg, Norway, Austria, Sweden and Switzerland for the same price. The delivery on the package begins in December and the special subscription price ends on January 15.

**Bernhard Mikulski** from CBS reports that he has shot out the new single from world ice skating star **Marika Kilius** for the new season and expects three other German singles, "Memphis" from **Bernd Spier** and new German sides from Italy's **Bobby Solo** already in the top 10, and skating star **Hans Jurgen Baumer** to make this season "merry and bright" for the young CBS label. The firm has also a special deal on U.S. Columbia material from artists like **Ray Conniff**, **Percy Faith**, **Andre Kostelanetz**, **Paul Weston**, **Michael Legrand**, **Frank De Vol**, etc. and is selling two albums for \$4.50 (18DM), the normal price of one album.

Philips Records reports that it took 5 prizes in the recent German Record Critic's awards for 1964. Chamber Music LP awards went to the Beethoven sonatas played by **Mstislav Rostropovich**, cello and **Svjatoslav Richter**, piano, comedy, chanson and cabaret awards went to **Wolfgang Neuss** for his LP "The Newest Rumor," the jazz vocal prize went to the "American Blues Festival 1963" with various artists, the jazz solo award was given to "The Thelonious Monk Story" and the small group jazz prize went to **Charlie Mingus** for his LP "The Black Saint and the Sinner Lady."

Electrola has released the new German **Cliff Richard** single of "On The Beach" b/w "Spanish Harlem" which should turn into a best seller. Cliff hasn't missed once with his German singles recordings and has constantly been in the top 3 with his releases. The firm is also showing action on **Alma Cogan's** German waxing of "Tennessee Waltz."

Polydor Records reports that Norway's top teener **Wencke Myhre** will do her first German TV shot with her new waxing on November 23 in **Chris Howland's** popular TVer "Studio B."

Capriccio Music's **Peter Lach** tells us that he's got two new push items on the market with **Anita Lindblom & Owe Tornquist** and **John Norman** both on Philips.

**Hans Gerig** writes that his music publishing firm is looking for another top hit with the new German waxing by **Brenda Lee**. The tune, "Memphis," is turning into a monster with the recordings by **Bernd Spier** on CBS and **Johnny Rivers** on Electrola being the best selling versions at present. The swinging Austrophon record company is racking up record sales with the Liverpool group **The Rackets** on its Elite Special label. The group has sold over 150,000 records in Germany already and their new third release looks like a biggie as well. Other foreign artists making noise for the firm includes Italy's **Robertino** who is in Germany for TV appearances and the new 16 year old sensation **Jette Ziegler**, who took first place in the Austrian pop music festival and now is exclusively with the label. Producer **Werner Tautz** visited the Turicaphon factory of Austrophon in Switzerland to talk about the "Heinz Kiessling's Colored Strings" LP which he produced and which will now be pressed in Canada and Japan. Another recent visitor was the Hungarian composer **Paul Von Gyongy**, who met in Zurich with **Hans Oestreicher Jr.** to talk about the Swiss record market. That's it for this week in Germany.

## Germany's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	7	*Das kommt vom Rudern, das kommt vom Segeln (That comes from rowing, that comes from sailing)—Peter Lauch and the Regenpfeifer—Golden 12/Metronome-Transatlantic Music/Karthal/Beierlein
2	4	5	*Ein boy ist ein boy (A boy is a boy)—Renate and Werner Leismann—Ariola—Ralf Arnie Music
3	10	3	*Keep Smiling — Drafi Deutscher—Decca—Nero/Hammerling/Meisel
4	9	3	*Okay, Ich Geh (Ok, I'll go)—Suzanne Doucet—Metronome—Mikado Music
5	—	1	Memphis—Bernd Spier/Pat Boone/Claudio, Rik & Roger/Matadorerne/Johnny Rivers — CBS/Vogue/Polydor/Metronome/Liberty—Hans Gerig Music
6	—	1	*Seide und Samt (Silk and Velvet)—Peter Alexander—Polydor—Hans Gerig Music
7	—	1	Skinny Minny—Tony Sheridan/The Rackets—Polydor/Elite Special—Hans Gerig Music
8	—	1	*Adios Muchacho Goodbye—Bobby Solo—CBS—Melodie Der Welt/Michel
9	3	7	*Wenn du mal allein bist (When you are alone)—Manfred Schnelldorfer—Decca—Karl Heinz Busse Music
10	2	7	*Sein bestes Pferd (His best horse)—Martin Lauer—Polydor—Hans Gerig Music

### ARGENTINA (continued)

programs, while melodic trio **Los Nocturnos** is preparing a tour of Peru, to be started soon, and **Julio Molina Cabral** is appearing on stage at the Maipo Theater.

Musician **Ray Nolan** has started a new artistic agency, named **Agencia Internacional Artistica**, whose address will be Cangallo 1765, Buenos Aires. Among the artists represented by it are **Chico Miranda**, **Raul Lavie**, **Horacio Molina**, **Paco Amor** and tropical music group **Los de Bacata**.

**Julio Korn Publishers** strong at work with the promotion of "Angelito," a tune that is being very successful in Mexico, after hitting in the States. Several local versions are being prepared, and among them, the one by Chilean chanter **Sergio Inostroza** on Music Hall. Inostroza will probably come to Argentina in short time. Other JK items are "El Vengo" and "Nada Muere," in the Indoamerican style. Both titles are penned by **Martin Meyer** and **El Indio Gasparino**.



# BRAZIL

Romiglio Giacompol, director and general manager of the pubberies Notas mágicas, Smart and Ricordi (pop music dept.) arrived in Brazil, after a long stay in Argentina where he has an office of the Smart group. He will stay for a while in this country then will head for Europe. Meanwhile, Giacompol informs that he is very happy having acquired for his Buenos Aires associated the rights of the very famous "The Girl From Ipanema," as well as another big hit of the moment in this country "Deixa Isso Pra Lá," on the number one of the local hit parade. Also that the number "Divórcio," which was on the best seller's lists, was recorded in the neighbouring country by the popular songster Rosamel Araya, for the Disk Jockey label.

Roberto Corte-Real, former A&R of CBS do Brasil, besides his activities as director of the broadcasting of Radio Record and one of the most popular new commentator of Channel 7, recently pacted with RCA Victor, at the request of proxy Douglas Reid, for pressing and distribution of the whole production of the diskery Oba. This new company, owned by Bob Corte-Real—O.B.A.—which means Organização Brasileira de Artistas (Brazilian Organization of Artists)—was founded by the experienced and well liked music pro in order to disclose new values of radio and TV through the record. The first production of OBA for RCA presents themes from TV novels of Channel 7, chosen by Bob himself. We wish good luck to the new venture, which has a good basis if we consider the knowledge and experience of the man in charge.

From the RCA Victor diskery, via Ramalho Neto, and Henrique Gastaldello on international matters: Sergio Murilo's LP through RCA of Peru is having great success. The first compact cut by Annik Malvil for the label will hit the music counters in a short time; the popularity of the French-Brazilian lark is due to her good performance on the popular Rio de Janeiro show "Times Square," the soundtrack of which is one of the successful LP's of the company. The new varied Italian LP—"Via Tiburtina, Km.12"—featuring several exclusive stars of the company like Rita Pavone, Nico Fidenco, Sergio Endrigo, and others, is coming up fast on the public's fancy. Talking about Italian artists, there is a great possibility that tiny Rita Pavone will be back in Brazil before the year ends. Many cables have been sent with propositions from many firms interested in sponsoring a new stand of the popular lark. After "Datemi Un Martello" and "Scrivi," which still have good spots on the charts, a new hit will be released soon—Eduardo Vianello's "Sul Cucuzzollo."

Bruno Quaino, in great activity as the head of the RCA pubbery, informs: the recently acquired enormous Italian hits "Angelita," "Non Vado A Quella Festa" and "Quando E Eera," after being recorded in this country, will be forwarded to the Argentine associate of the company. Edições RCA, in just two months of existence, has already rendered important local services as far as acquired repertory is concerned, in favor of all its associates—thus, the newly founded department of the company has already succeeded to place repertory with its associates in Argentina, Mexico and Spain. In the field of sales of musical sheet, Edições RCA has also achieved great success, with two of its first editions sold out and bringing several shops to open sheet music sections. To finalize the news, Quaino told us about the extra special promotion involved in the launching of the above mentioned Italian hit "Angelita," already recorded for Chantecler by Paulo Queiroz, with the Chantecler Orchestra, under the direction of Francisco Moraes. More details later.

Luiz Mocarzel, in charge of A&R as well as promo man for Audio Fidelity do Brasil, told us the great news of the future launching of an LP, recorded "live" at the Bossa Nova concert at Carnegie Hall. Due to the extraordinary cast, which include among others such great names as João Gilberto, Luiz Bonfá, Agostinho Dos Santos, Anna Lucia, Roberto Menescal, Carlos Lyra and Chico Feitosa, the success of this new waxing is assured.

Cesar, pianist and leader of the Sambalanco Trio, married recently the songstress Mariza, known as the "Tame Cat." A new long-playing of the excellent instrumental group, with Clayber on the bass and Airton, rhythm, will soon be released by AF.

The news from Discos Continental, come to us as sent by Alfredo Corleto, in charge of the PR of the label: the instrumental group The Clevers, exclusive of the company, was featured recently with Rita Pavone in the famous nightclub Caprice in the Italian summer resort of Viareggio, where the most famous international stars are shown. A special mention to the drummer of the combo—Netinho—due to his publicized romance with Rita. Presently in Brazil, the group is preparing a new LP and will travel again to Europe next month. Another exclusive artist of the Continental label, makes news outside the country: the promo department received a telegram from Bolivia, where maestro Poly is there for personal appearances, giving notice of the great hit scored by the skilled musician in that country.

A new compact of the affiliated label Disquinho was released: this time it is a Brazilian version of "Alice in Wonderland," always in the same good taste and technical perfection.

It is Juvenal Fernandes, as the head of the Fermata offices, who gives us the latest info of the company as follows: proceeding its brilliant career with the public, Zé Keti's "Diz Que Fui Por Al" has two new and sensational recordings on the market, both for RGE, with the Zimbo Trio and Corisco E Seus Sambaloucos, in their recently released LP's. This obvious hit is also being a sure request in night-clubs, parties and deejays' programs, both on radio and TV.

The Fermata diskery, as reported by Elisabeth Guerrieri, just released a new LP titled "A Linguagem Do Amor," featuring several of the best artists in local folk music. Fermata has just signed a contract which will enable the launching in Brazil of the already famous international singers John Foster and Nina.

From Discos RGE, Marcos Nobili and Getúlio Alves advise: Ana Lucia, very happy with the good reaction of her LP for the company in São Paulo, left for Rio de Janeiro, where she will make several shows in order to promote her "Ana Lucia Canta Triste" waxing. The latest number cut by Prini Lorez for the label—"La Raspa"—is already appearing on the best sellers' charts all over the country and will soon be launched in other Latin American countries. Prini will soon travel to Buenos Aires for a series of personal and radio, TV stands.

From the international field, we have the news that the first supplement of the series RGE-Barclay is in production. It is constituted as follows: one LP by Dalida; a varied Hully Gully LP; one "double-compact" equally by Dalida; another "double" by Charles Aznavour; still another such waxing of the teen rhythm by Rocky Roberts; one single, in which Charles Aznavour sings in Italian and still another for the teen set featuring Les Witchdoctors. Later, an LP with Aznavour will be released.

From the CBS do Brasil, the news that Alcenir Da Silva, called "the sad boy," will most likely come up with his first waxing for the label. The latest LP by popular Alcides Gerardi, titled "Amor Sem Ter Amor" is having excellent reaction from the public. For the dancing crowds, one of the good releases lately is Alexandre Gnattalli's "Samba, Samba, Samba." One of the good bets for the coming Carnival is the composition by Ary Cordovil "O Ultimo Dia De Pompeia." Also strictly for dancing the latest LP "Dance Com Astor," naturally by Astor and His Orchestra. The young songster Claudio



# JAPAN

Nippon Columbia is releasing a collection of selections from various countries of the world played by The Village Stompers, including "From Russia With Love," "Matilda," "Shiawasenara Te O Tatako," and eight other hits. The title of this LP is "World Tour By The Village Stompers."

Mitsusaburo Teppo, unique songster of Teichiku with his Teppo Melody, is leaving Tokyo on Nov. 10 for a tour of American cities for about eighteen days. He commented with confidence, "I'll sing around with my Samurai Rhythm. The Teppo Rhythm by Japanese traditional drams and shamisen, I am sure they will appeal not only to Japanese nisei but to many of Americans. I'll try to record my songs sung in English."

Nippon Victor released a teaming of Sinatra and Crosby in a 12 inch stereo LP for the Christmas season. Title is "Christmas Songs/Sinatra and Crosby."

Since the master rights contract made with French Odeon Record, Nippon Columbia is releasing "Montand Sing Paris," a 12 inch stereo LP, as its first push, including "Autumn Leaves," "Sur Siel De Paris," "C'est Si Bon," "L'ame des Poetes" and other eight songs sung by Yves Montand.

Nippon Columbia is releasing the revival of a pre-war melody and a hit in America years ago, "China Night," newly recorded by its top songstress Hibari Misora.

The record dealers associations in each area of Japan are planning a big Records Festival! Kyoto-city Dealers Association is to make a parade in the city with open cars of each company on the anniversary of Thomas Edison, to point-up the important role of the phonograph in modern life, while Kobe-City Dealer Association is opening big session of Japanese local songs on Oct. 21 and 23 when the "Port Festival" of the city is to be held.

Nippon Victor presents "Hey Handsome Boy," sung by Paula (formerly of Paul & Paula) as a solo under Victor's World Group label.

## Japan's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	A Hard Days Night	Beatles	(Odeon) Sub-Publisher/Toshiba
2	2	Non Ho L'eta	Giliola Cinquetti	(Seven Seas); Michiyo Azusa (King) Sub-Publisher/Suiseisha
3	3	Kissin' Cousin	Elvis Presley	(RCA) Sub-Publisher/Aberbach Tokyo
4	5	The Big Build Up	Bert Kaempfert	(Polydor); Izumi Yukimura (Victor); Cool Cats (Columbia); Chiyoshi Tomimatsu (Toshiba) Sub-Publisher/Shinko
5	4	Una Lacrima Sul Viso	Bobby Solo	(Seven Seas)
6	6	Futarino Hoshio Sagasoyo	Paul and Paula	(Philips); Yasuo Tanabe (Victor) Sub-Publisher/Aberbach Tokyo
7	7	My Boy Lollipop	Millie Small	(Smash); Mie Nakao (Victor) Sub-Publisher/Victor
8	10	I Don't Want To Be Hurt Anymore	Nat King Cole	(Capitol); Frank Nagai (Victor) Sub-Publisher/Shinko
9	—	I Should Have Known Better	Beatles	(Odeon) Sub-Publisher/Toshiba
10	—	I'll Touch A Star	Terry Stafford	(Seven Seas); Masayuki Horii (King)

This Week	Last Week	Title	Artist	Label
1	1	The Beatles	The Beatles	(Odeon)
2	2	Belafonte At Greek Theater Concert No. 2	Harry Belafonte	(RCA)
3	3	Kissin' Cousin	Elvis Presley	(RCA)
4	4	The Beatles No. 2	The Beatles	(Odeon)
5	5	Surfin With The Astronauts	Astronauts	(RCA)

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

## Brazil's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	Deixa Isso Pra Lá	Jair Rodrigues	Philips
2	2	Cin-Cin	Embi	Richard Anthony/Odeon
3	3	Scrivi	Edições RCA	Rita Pavone/RCA Victor
4	3	Datemi Un Martello	Fermata	Rita Pavone/RCA Victor
5	4	Un Lacrima Sul Viso	Notas Mágicas	Bobby Solo/Chantecler
6	6	Separação	Edições RCA	Claudio de Barros/RCA Victor
7	7	Juramentos De Amor	Edições RCA	José Lopes/Chantecler
8	—	My Boy Lollipop	( )	Millie Small/Philips
9	8	Que Queres Tu De Mim	(Mundo Musical)	Altamar Dutra/Odeon
10	—	La Bamba	(Embi)	Trini Lopes/Odeon
11	9	Viva Las Vegas	Fermata	Elvis Presley/RCA Victor
12	11	E Proibido Fumar	(Mundo Musical)	Roberto Carlos/CBS
13	—	Bicho Do Mato	(Embi)	Jorge Ben/Philips
14	12	O Mio Signore	Fermata	Edoardo Vianello/RCA Victor
15	—	O Calhambaque	(Mundo Musical)	Roberto Carlos/CBS
		Coming Up	*La Raspa	(Embi) Prini Lorez/RGE
				*Local Product

BRAZIL (continued)

Moreno is the new artist pacted with the label; first waxing to come. Another first with great possibilities, is the waxing with the songstress from SP, Elenive Fayon—great future ahead. Another chanter with "Carlos" in his name has been pacted by CBS—after Roberto Carlos and Carlos Alberto, now we will have João Carlos.



# AUSTRALIA

Commercial radio in some of the major cities in Australia these days is taking an intense interest in the 9 a.m. to 12 noon time spot. The big action really started some years back when the top team **Ackie & Jackie** (Bill Acfield and Jackie Clancy) started to pull big ratings for Radio 3 UZ in Melbourne—one of the most powerful and influential stations in Australia. This pattern continued for some years until several weeks ago when the 3 UZ/Ackie & Jackie partnership was dissolved following some trouble with the Broadcasting Control Board which has powers in Australian radio and television similar to that of the F. C. C. in the United States.

Ackie & Jackie were immediately signed by Station 3 XY (opposition to 3 Z) which has embarked on a "new sound" following the recent appointment of managership of the go-ahead radio executive Mr. Bob Baek. Following this move, 3 UZ announced the signing of one of Australia's finest comedians, Joe Martin, to fill the spot left vacant by Ackie & Jackie. Martin starts with 3 UZ on the 16th of November—meanwhile the show is being conducted by Ken Parkes, one of the top D-Js with 3 UZ, who also holds down the 7 p.m.-10 p.m. disc-jockey show each night. Joe Martin is well known to many leading overseas artists who have appeared on various shows with him. So all is set for a battle for top-ratings in the 9 a.m. to mid-day hours—the battle is between two stations who are reported to be paying their personalities the highest fees in commercial radio in this country today. Other prominent stations in Melbourne are watching the action with great interest, meanwhile the three hours from 9 a.m. seem to be catching big attention from Sidney stations also. First really big move has been the appointment of star disc-jockey Bob Rogers to a morning show on Station 2 UE (Sydney). It is anticipated that other stations in Sydney will take up the challenge from 2 UE by announcing morning shows for top personalities.

This Australia wide interest in the morning to mid-day hours in radio marks one of the sharpest trade moves to establish these hours as the prime time for radio as against the accepted key hours of 4 to 8 p.m., but it will take a lot more action yet before the late afternoon/evening hours are dislodged from the top in commercial radio around Australia.

Mechanical and broadcasting restrictions have recently been lifted from the Meredith Willson show "The Unsinkable Molly Brown." E.M.I. are out with both the Broadway cast and movie soundtrack packages. The original cast set on Capitol and MGM has the soundtrack album.

Mike Walsh has now taken over the 4-7 p.m. show on Station 2 SM (Sydney). Former Tasmanian disc-jockey Rod Muir has moved to 2 SM and is handling the 7-10 p.m. program.

Philips Records of Australia have recently opened their own recording studio in Sydney. This is seen as the first definite move by Philips into the local recording field.

Chappell & Co. have recently issued the following new sheets; "Remember Walkin' In The Sand"; "People"; "I Don't Want To See Tomorrow" and "So Long Deane" from the show "Hello Dolly."

New Singles from the Festival group include a fine local production by the Gee's with "Turn Around And Look At Me" c/w "Theme From Jamie Mcneeters"; "Patsy Cline with Bill Bailey" c/w "He Called Me Baby"; Roy Orson with "You're My Baby" and "Road House"; Tijuana Brass with "All My Loving"; Baja Marimba Band with "Baja Ska" and Pat Boone's newie "Beach Ball" and "Little Honda."

Former Sydney disc-jockey John Burls has joined the staff at Radio 3 XY (Melbourne). John brought a new bride with him to Melbourne... our congratulations on these two counts John.

## Australia's Best Sellers

- Have I The Right (The Honeycombs—Astor) Reg Connelly
- Pretty Woman (Roy Orbison—London) Acuff-Rose
- William Tell Overture (Sounds Inc.—Columbia) Leeds Music
- I Should Have Known Better (The Beatles—Parlophone) Leeds Music
- Bread & Butter (The Newbeats—Hickory) Acuff-Rose
- Such A Night (Elvis Presley—RCA) Chappell & Co.
- Do Wah Diddy Diddy (Manfred Mann—HMV) Belinda Music
- A Million Drums (Tony Sheveton—W&G) T. H. Music
- \*She's A Mod (Ray Columbus—Phillips) Leeds Music
- \*Don't You Know Yockamo (Dinah Lee—HMV) —
- \*Locally Produced Record

## Brazil's Top Five LP's

Rank	Last Week	Title	Artist
1	1	Meus Is Anos	Rita Pavone/RCA Victor
2	2	O Fino Da Bossa	Several Brazilian Artists/RGE
3	3	The Beatles Again	The Beatles/Odeon
4	4	'S Young	Ray Conniff/CBS
5	5	E Proibido Fumar	Roberto Carlos/CBS
		Coming Up	Zimbo Trio—Zimbo Trio/RGE

Rank	Last Week	Title	Artist
1	2	O Calhambeque	Roberto Carlos/CBS
2	1	Adorable	Rita Pavone/RCA Victor
3	3	Twist And Shout	The Beatles/Odeon
4	5	Quero Me Casar Contigo	Roberto Carlos/CBS
5	4	S'Young	Ray Conniff/CBS



### Reciprocal Agreement

NEW YORK—Joaquin Calvo-Sotelo (right), president of the Spanish performing right society, Sociedad General de Autores (SGAE), signs a mutual pact with ASCAP's president Stanley Adams that permits reciprocal representation of their societies here and in Spain.



# FRANCE

**Jacques Brel** had quite a triumph on Oct. 15. It was his first performance at the Olympia Music Hall in Paris. A live recording was made during the concert, for release on the Barclay label. Everybody is now waiting for the Brassens's forthcoming performance at Bobino Music Hall. Brassens is another giant of the French song biz and now Philips wants to popularize him in the States. The first stage of this operation is the recording of an LP of his song arranged and played by **Quincy Jones** and his big band.

On the same program that Brassens performed on, there is a very interesting performance by **Barbara**. Barbara is not a newcomer, but she recently had published an LP with songs written by her.

**Léo Ferré** just finished two LP's with new songs done with the poems of Rimbaud and Verlaine (Barclay).

**Jacques Loussier** is on tour in the States presenting his "Play Bach," a French tenor sax version of Bach's pieces. The name of his new Barclay's LP is "Come Bach."

**Richard Anthony** is now in London recording a new EP, for Columbia.

A new movie star on the horizon is **Valérie Lagrange** (Philips).

Pathé Marconi is preparing a big operation to bring girl **Ria Bartok** into limelight. This firm needs a girl like **Sylvie Vartan** or **Sheila** in its catalog. They want Ria to be one this year.

A very important change in the French distribution of Verve records: Polydor records will become the new distributor instead of Barclay Records. From another side there is good news for Barclay. **Charles Aznavour** is coming back from N.Y.C. just to renew his agreement with the label till 1970.

In N.Y. Aznavour organized the American office of French Music. His records will, from now on, be distributed by Reprise records.

**Eddie Barclay** who was with Aznavour in New York wants some study before he says something about his personal contracts in New York.

**Leon Cabat**, also back from the States, told us his personal agreements. The director of Vogue Records saw many people for Vogue International. This firm is not working only for Vogue Records; it will represent in France: Dot, **Billy Vaughn**, Anatol, and Medal. They will also distribute in France all the songs by **The Beach Boys**.

Vogue will also distribute in France: Autumn, Records Mode, Everest, and Premier Records. In the States Warner Bros. will distribute **Petula Clark** records and Kapp will release an LP by **Françoise Hardy** singing in French.

## France's Best Sellers

### TOP TEN EP'S

- 1 Le Pénitencier (Johnny Hallyday) Philips
- 2 Que C'est Triste Venise (Charles Aznavour) Barclay
- 3 House Of The Rising Sun (The Animals) Columbia
- 4 Les Garçons Pleurent/Ce Monde (Richard Anthony) Columbia
- 5 Ma Vie (Alain Barrière) RCA Victor
- 6 Zorro Est Arrivé (Henri Salvador) Rigolo
- 7 J'y Pense Et Puis J'oublie (Claude François) Philips
- 8 Carol (Rolling Stones) Decca
- 9 Paris Tu M'as Pris Dans Tes Bras (Enrico Macias) Pathé
- 10 Ecoute Ce Disque (Sheila) Philips

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# now **get 3** where only **1** played before!

## new

The sensational money-making Seeburg feature that lets you *break out* of the average income and earn more money on each phonograph than any phonograph has *ever* earned before! It's the exciting new Seeburg *Spotlighted Album Award*\*. Think about this: on the average, only 1 out of every 5 location patrons plays music. If you could get just one or two *more* of each five to walk over to your phonograph, your income would soar. And that's *exactly* what the great new Spotlighted Album Award feature does! How do we know? The money-making magic of the LP Console/480 has been proved in locations coast to coast. *Just ask any operator who has 'em!*

## new

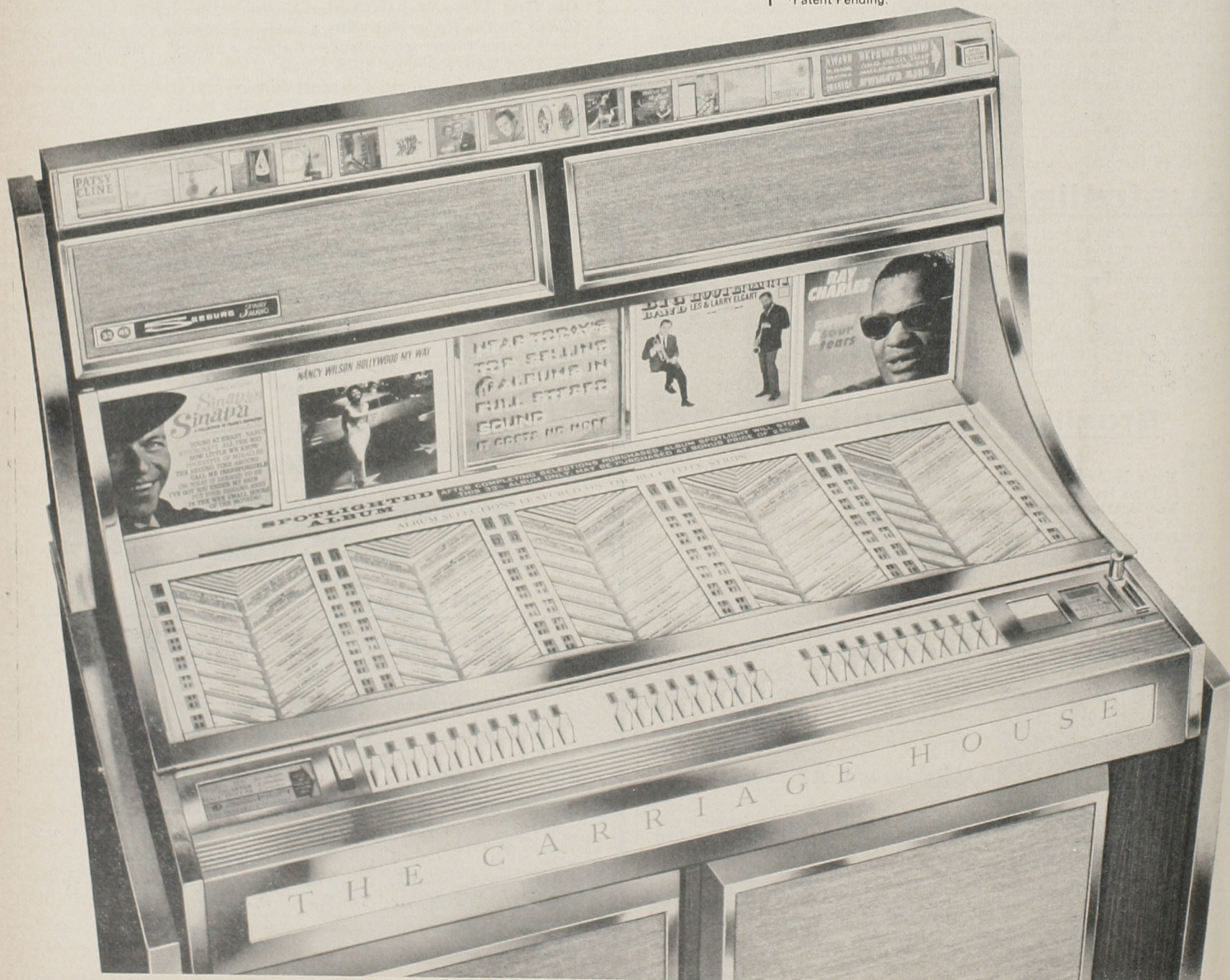
Thrilling cascade of stereo sound! Seeburg's great new *3-Way Audio* feature. Six matched speakers for the most dramatic stereo ever. Two super hi-fi tweeters and two big middle-voice ellipticals at the *top*; two brilliant 12-inch bass speakers *below*. There has never been a stereo sound to equal it. When you hear it, you'll *know!*

## new

# SEEBURG

has the industry's only *complete* Income Totalizer

\*Patent Pending.





## **DESTINATION '65**

More than 1400 visitors answered the call of MOA last week and the Music Operators Of America found themselves in the position of the hit performer—what do you do for an encore?

There is a choice of several avenues to follow, but in our opinion there can be but one road for the MOA Convention to follow—stay in Chicago for next year's show and conduct a trade convention apart from the NAMA Convention which is scheduled to be held in Miami Beach, October 16-19.

While a decision to follow the vending association to Florida may have some merit, prior trade Conventions held in Miami, not the least of all MOA, have suffered setbacks in attendance. A dip in interest at this time could be very harmful to the MOA Convention, and the Association itself. MOA can not afford to risk its present reputation with such a move. NAMA experienced an expected drop in attendance several years ago in Miami. Record Conventions have not experienced healthy attendance in this city. Whether it's the sunshine or the location, the fact is that a trade show will not draw in Miami what it will draw in Chicago and as the jet flies faster, remember that we are creatures of convenience. While the most distant points are drawn closer, Chicago too represents a shorter flight each time the airlines pick up speed.

Aside from Miami Beach itself, we believe that MOA could successfully hold a show dependent entirely on attendance based on the merits of the Convention itself, as witnessed last week when the most successful show in years came to a close. And we believe that a prerequisite for this success is the City of Chicago.

Furthermore, we suggest that MOA officials consider the possibility of scheduling the show in a Chicago hotel or convention hall which will accommodate up to seventy-five and more exhibitors, lay out an exhibit floor plan early in the year with exhibitor space choices based on seniority and size of display space. We also suggest that the Convention package be made more palatable with such features as longer exhibit hours and a three-day show which includes the two weekend dates.

The selection of dates sometime in September would enable those exhibitors of music, amusement machine and vending equipment to attend both shows. Furthermore, we believe the time has come for MOA to recognize what was decidedly confirmed last week—the vending machine business stands to benefit immeasurably from the vast buying potential which lies in the coin machine market of operator-buyers. MOA should offer exhibit space to the vending machine manufacturer and product supplier in order that he take advantage of a trade show which can attract more than 1000 buyers. There are trade shows which have drawn smaller crowds at higher prices. MOA has an excellent sales story for these exhibitors.

Finally, an early start to gain the support of the four phonograph manufacturers, a large number of the amusement machine factories, and the record companies who benefited to a great extent last week, will enable MOA personnel to build between now and next fall, an even more successful convention. That should be the destination for 1965.

# MOA Convention Attendance Hits 1400 Mark, Show A Big Success

**60 Exhibitors  
Sell To Over 1100  
Registrants As  
Convention Scores  
Rousing Victory**

CHICAGO—Close to 1400 visitors attended the 14th Annual Music Operators of America Convention last week at the Sherman House here (Oct. 14-16) and by the close of the superb banquet show, which reflected the success of the three day affair, there wasn't a disappointed face in the crowd.

More exhibitors (60 firms) than in past years were rewarded with more than 1100 actual registrants, the balance being comprised of exhibitor-representatives who were not included in the overall count.

Lou Casola, outgoing MOA President, thanked everyone concerned for a job well done and Fred Granger, man-behind-the-MOA men, was at the top of the list. The business manager sold up a storm over the last six months bringing together for the first time in many years one dozen record companies, forty-four amusement machine manufacturers and suppliers, and all four phonograph factories. The trade show was a tremendous victory for the Association and the hundreds of supporters who helped make the 3-day Convention the success it was.

Rock-Ola introduced its new 'Princess Royal' phonograph, the first new juke box to be premiered at a MOA show in quite a while. New pingames were released on opening day, revised models and completely new 6-pocket tables made their appearance, the elliptical pool table obtained its share of the attention, and the meetings were better than they have ever been in the past, with attendance at the meets hovering around the 200 mark at each forum.

While distributors were noticeable by their unusually large attendance, the operator appeared to have re-



CLINT PIERCE  
MOA President

sponded to MOA's promise to stage a meaningful show. Vending was a part of the overall show too with candy and cigarette machines in several booths. Record companies found themselves in the enviable position of talking to operators with considerably larger than average routes on subjects which embraced little lp's, standards, oldtime hits re-released for the juke box trade, and relations between record salesmen and operators.

The convention floor was not the most efficient layout but this could not be avoided. Because of the late demand for exhibit space, the floor layout had to be revised innumerable times, with space expanded into adjoining rooms. However, with few exceptions, most exhibitors were satisfied. If exhibit hours were too short, there were reasons why. Meetings in the morning, and a Friday evening banquet, forced a consolidation of hours. This will probably be rectified next year.

At press time, there was no official decision on where MOA will hold the '65 Convention. NAMA has announced Miami Beach as the site of its 1965 Convention and the dates will be Oct. 16-19. Newly elected MOA President Clint Pierce told the press that next year's convention is being given serious consideration from all viewpoints and that the site and dates will be announced shortly.

## I.C.M.O.A. Meets During MOA Elects Bill Poss, President

■ Anderson Stresses Association Move In Legislative Areas Of States

CHICAGO—The Illinois Coin Machine Operators' Association (ICMOA) held its Second Annual Meeting on Thursday evening, October 15, during the MOA Convention, in the Time Room of the Sherman House Hotel before an unusually heavy attendance. Numerous extra chairs had to be rushed up to the meeting room to accommodate most of the Illinois contingent. However, there was standing room only for some of the visitors who arrived late.

The two most important items on the agenda were an election of officers for the new term, and designation of the site for the next meeting. Bill Poss, of Valley Music Co. in Aurora, was unanimously elected to the presidency.

Springfield, the State Capital, was selected by majority vote as the site for the next session. Which will be held during an as yet undetermined Sunday in January, 1965. These meetings are generally scheduled for a Sunday so as not to clash with the members' business affairs. A definite date will be decided by the executive committee shortly.

Other officers and directors elected

during this session included: Harry Schaffner, vice president; Mary Gillette, secretary-treasurer; and (directors) Les Montooth, Earl Kies, Ed Gilbert, Bud Hashman, Orma Johnson and Chick Henske.

Bill Poss was immediately installed as president of ICMOA, officially accepted the post, and then proceeded to preside over the remainder of the meeting. He strongly urged the members to go out into the field to sign up new members into the state organization.

Bill Anderson, an official of the West Virginia state association, and a distinguished legislator in that state, addressed the assemblage stressing the great need for associations such as the West Virginia and Illinois organizations.

He further assured the group that such problems as the licensing fee and tax problems can more readily and easily be handled in this "group manner."

Paul S. Brown, of Chicago, was chairman of the Nominating Committee. Directors on the committee were Bud Hashman and Ed Gilbert.

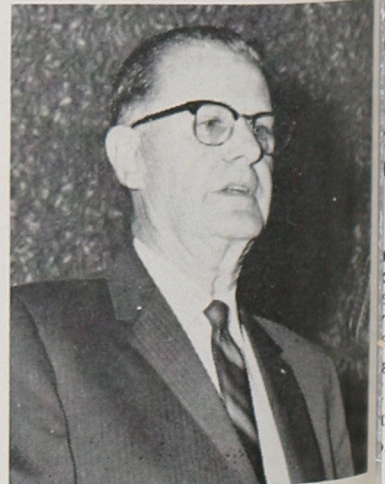


LES MONTOOTH with a host of friends upon the occasion of his 25th Anniversary in business and the completion of his term in office as President of the Illinois Association. Bill Poss was elected ICMOA President.

## George Miller Retires From MOA Post

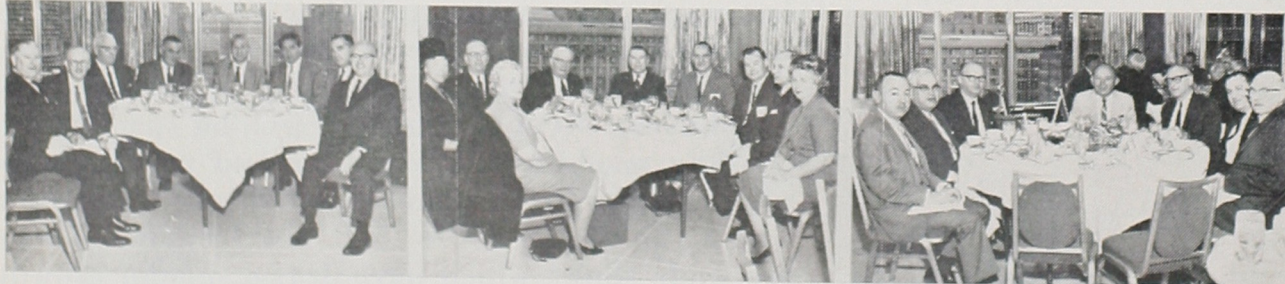
CHICAGO—George A. Miller, Legislative and Insurance Counsel of the Music Operators of America, retired

from his appointed post last week, it was announced by J. Harry Snodgrass, outgoing MOA Chairman. Miller was President of MOA for a long term and under his guidance many Conventions were held successfully over the years. He was replaced three years ago by Snodgrass and it was at this time that Miller was appointed to his post at the time of retirement. Miller advised Cash Box that he will continue his CMMA work on the west coast.



GEORGE MILLER

## Dean's Club Breakfast: "It's Nice To See MOA On Top"



Photos above were taken during Dean's Club breakfast meeting on Sunday while MOA had convened and NAMA was in session.

SKYLINE TERRACE, SHERMAN HOUSE, CHICAGO—The dean's of the coin machine industry met here on Sunday, October 18, for old time's sake, and more than 40 guests greeted each other and talked over old times. "It's nice to see MOA back on top again," was about the summary of opening conversations. Most of the guests were present in the roaring days of CMA and continued to experience the rise, fall, and rise again of MOA. Breakfast was served and a

pleasant time was had by all. Miami coinman Willie Blatt formed the Dean's Club last year, with NCMMA business manager Bob Slifer recording the newly acquired list of new members during the three day MOA show. "We've got about 200 new names to record and that's a lot of oldtimers," said Slifer during the meeting.

Among those present to socialize and talk over the golden days of the business were as follows: Pictured

top left photo: Carl Pavesi, Al Denver, an MOA official (name not available), Ed Ratajack, Irving Kaye, Abe Green, Al Miniaci, Joe Munves. Center photo: Mrs. Bob Slifer, Mrs. Viola Bess, Jack Bess, Clint Pierce, Lou Casola, Bob Slifer, Harry Moseley, Fred Granger, and Mrs. Moseley. Right photo: Teddy Blatt, Leon Takson, Bill Pound, Teddy Blatt (Founder), Joe Orleck, Lee Brooks and Herb Jones.

## Ratajack Appointed National Sales Manager At Kaye Co.

CHICAGO—Irving Kaye, president of the Irving Kaye Company, in Brooklyn, N.Y., announced the appointment, during the MOA-NAMA conventions in this city last week, of Edward R. Ratajack to the position of national sales manager.

Ratajack has been prominent in coin machine circles for more than 5 years. He worked under John Hadlock for 12 years at the old Automatic Music, Inc. (AMI) before it was acquired by Automatic Canteen Company of America. He remained with Rowe-AMI for a short while.

During most of Ratajack's tenure at AMI he was vice president in charge of sales, directing sales of the AMI coin-operated phonograph in the U. S., Canada and many foreign countries.

Prior to his tenure at AMI Ratajack was employed at the Coin Machine Acceptance Corporation for about five years.

His appointment at Irving Kaye



ED RATAJACK

Company commenced immediately, according to Irving Kaye.

### Technical Course On Coin Machines To Start

NEWARK, N. Y. — An accredited school for the instruction of students in the service field of coin-operated equipment will open here Jan. 11, according to Ernest W. Veigel, Pres. of the Business and Technical Institute (E.V.I.). Dean Thomas F. Monte, Administrator, will draw students from the high school drop-out ranks, when they qualify. It is the first school of its kind. The L.A. Technical Institute and its Philadelphia branch specialize in vending equipment. AVI's 12-week course will cover phonographs, amusement machine vendors with 4 morning hrs. devoted to practical lab work on specific equipment and 3 afternoon hrs. of each day spent on theory. Authorized factory personnel have volunteered services and equipment will be loaned. Educators from outside of the field will also serve as paid instructors. The course costs \$240.00 for the first 7 weeks. A second 12-week course planned and will enable the student with a serviceman's certificate gain employment as a qualified mechanic on a route or with a distributor firm. In addition, scholarship grants are being considered by several leading factories.

The school, located at 163 E. Union St., Newark, N.Y., will be an extension to the present Bilotta Enterprises warehouse here. Ground has been broken. Bilotta expects to develop original ideas from the student's laboratory work for use in industry. Even students from an expected class of 25 have signed for the course.

### Ops & Mfr's Meet—Discuss Programming And The Little LP

CHICAGO — An MOA discussion forum between record manufacturers, distributors and music operators, held here during the recent convention, raised two important points:

1. While an estimated 90% of the music ops program little LP's, they are just not buying enough of this product to make it profitable for the manufacturer. However, the manufacturers here, to a man, expressed their common belief that the little LP will eventually become a profit making venture and urged ops to buy more, thereby benefiting both operator and producer.

2. If each operator would spend serious time in the programming of his equipment—placing the right records at the right time—his weekly receipts would increase substantially.

On this latter point, the aids which most operators are said to use in facilitating their music programming included: 1. the trade book charts 2. special location requests 3. the advice of the one-stop. The point was also raised that coin-operated phonographs can and are still being used to some extent as an avenue of exposure for a particular song or artist which the operator may feel deserving of support.

Henry Leyser, Associated Coin Amusements, Oakland, Calif., said his operating company uses rather refined methods in programming their vast music operation, from numbering and dating the title strips, to maintaining numerous catalogues, to

## Redd Signs Long Term Lease To Double Existing Facilities



SI REDD

WATERTOWN, MASS. — Si Redd, President of Redd Distributing Company, Wurlitzer, Bally and Chicago Coin amusement machine distributors here, advised the trade during the Conventions last week that the firm will double its existing quarters to accommodate the expanding music, amusement and vending business which has been generated since the move from Brighton to Watertown about one year ago.

"After seeing what Bally, Chicago Coin and the other amusement machine factories have in store for distributors and operators, I gave our office the okay to go ahead and execute the long-term lease option we've had on our 80 Coolidge Hill Road warehouse since the day we moved in," stated Redd who was interviewed on the MOA Convention floor.

Bally showed a novelty amusement machine "All The Way" during MOA and unveiled some new ideas for distributors while they visited the Chicago factory. Chicago Coin's "Mustang" pingame and its shuffle-bowler plans for the coming season also prompted Redd to make the move.

"We're also in the vending business and it's growing every day," continued Redd. "Wurlitzer has a top music machine and it appears as though we'll be even stronger after the first of the year." Redd didn't mention it last week but earlier he implied that relations with operators in the area, and the growing amount of coin machine business which has come about since the Watertown move, contributed to his present ex-

employing girls with radio or one-stop experience expressly for the task of selecting and rotating records.

Irv Perlman, of the I. J. Morgan one-stop in Philly, said the one-stop is invaluable for the small operator who has neither the time nor the facility for highly organized programming techniques.

pansion. Quarters will now be exactly doubled in view of the second floor occupancy of the oversize plant. "And we still won't have the room to handle the volume we do, but then again everyone in this business needs room about the same day they expand anyway, so we won't worry too much about that. The operators are with us and from all appearances, the factories have big plans for our lines this season."

## WURLITZER 2800

Makes the Swing to Higher Earnings

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
**EVERY TYPE OF LOCATION**  
EVERYWHERE

## FROM MIGHTY LITTLE AUTOMATIC PRODUCTS CO. ....

First  
**SMOKESHOP!**  
and now . . .  
**CANDYSHOP!**

The biggest hit at BOTH shows!  
(Ask anyone who attended)

Remember our early "free-trial" offers with the Smokeshop cigarette vendor? (We offered a \$50 bill to anyone returning this sensational cigarette machine and while many took the machine on a trial offer, no one returned for the free fifty-bucks!). Well, this time, with CANDYSHOP, we're happy to say that Bilotta Salesmen are now "order takers."

DELIVERY ON A FIRST-COME, FIRST-SERVED BASIS!  
COME AND GET 'EM!

### BILOTTA ENTERPRISES

- NEWARK: 221 North Main Street
- ALBANY: 1226 Broadway
- SYRACUSE: 501 W. Fayette Street

"Automatic Products is small in size . . . but large in acceptance"

## Houston Happenings

Houston had a fair representation at MOA and NAMA conventions in Chicago. Those who attended included: H. A. Franz and Earl Hoot, president and service superintendent respectively at H. A. Franz & Co. (Seeburg); C. J. Jamail and Earl Chatten, co-owner and manager respectively of Census Sales (Rowe-AMI); Strike Rothrock, owner of Amusement Distributors (Rock Ola and Bally); Joe R. Steele, owner, Gulf Coast Distributing Company (Wurlitzer). . . . Comparable recently organized coinmatic concern our midst is Coin Machine Service Co. owned jointly by Pee Wee Fleshner and Tom Wild. Both men can look back on many years of coin operated machine experience. . . . C. O. (Red) Harrington, owner H & H Distributing Co., took advantage of ideal weather conditions to sorter catch up on his salt water fishing. . . . Annual convention of Texas Association of Tobacco Distributors was held Sept. 24-26 in exhibit hall of Shamrock hotel, Houston. . . . H. A. Franz & Co. featured the full line of Seeburg vending equipment, including recently introduced Williamsburg vending line at the exhibition booth at the annual Texas Association of Tobacco Distributors convention. . . . Central Sales Co. displayed the complete Rowe-AMI line in its booth at recent Amusement Distributors convention at Shamrock hotel. Jack Harper, president of Rowe Manufacturing Company, attended the showing. Another Rowe Mfg. official, John Pentecost, recently conducted a Rowe-AMI phonograph service school here. . . . Steve Poncio, owner Record Distributors, some 100 miles from Houston, is determined to get along with since two medium successful week end fishing trips to Port Isabel. . . . One of the busiest operators here abouts is L. R. Gardner, owner Gardner Sales Corporation. Charming Mrs. Gardner, who manages the business while Lee Roy is out raking in the cash, said their business had held mighty well past several weeks and appeared happy about their recently purchased new Oldsmobile sedan.

## MOA BANQUET PHOTOS

Comprehensive photographs of the entertainment line-up on stage at last week's MOA Banquet, which played to an SRO audience, appear in the Record Section of this week's issue.

Dinner time?

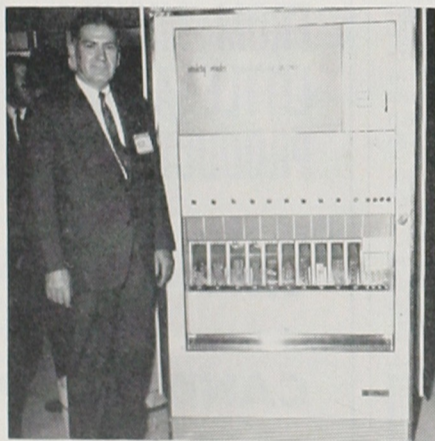
time for  
**ROWE AMI**  
music



**ROCK-OLA** showed its Model 1404-S single cup fresh brew coffee vendor after a full-year of extensive research, development and testing which brought about twenty-two additional technical changes. The resulting model was an instant sales success. Vending chief Frank Doyle, shown here, agreed. "Rock-Ola is well on its way to a position of leadership." Convention sales confirmed it. Immediate delivery.



**AUTOMATIC PRODUCTS** premiered its 'Candyshop' machine, a first-in, first-out model, to an enthusiastic operator audience. The 600-capacity vendor, along with the 'Smokeshop' cig vendor, was a sales hit of the convention. Sales Manager Art Brier (r.) is seen with distrib John Bilotta, in photo. Said Brier, "We've got a hit". Operators agreed. Delivery is immediate.

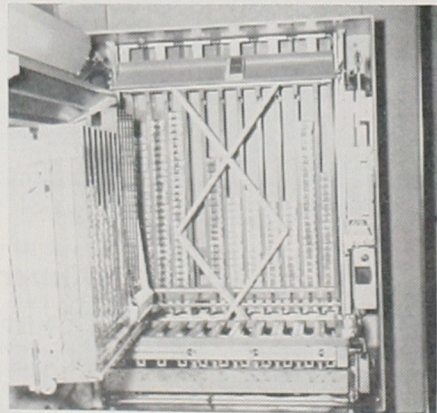


**ROWE'S 'Fifo'** first-in, first-out candy vendor, alive with a multitude of technical changes, made over a two-year testing period, uses, for the first time, photo-electric detectors in the coin-handling mechanism. According to President Jack Harper, shown with the vendor, "we're shipping units now". It was the hit of the Rowe exhibit. Machine is now in production.

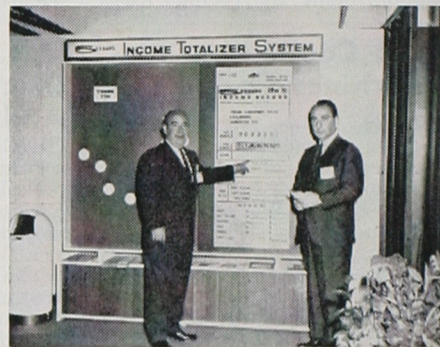
10,000 NAMA Conventioneers viewed 160 exhibits which displayed more than 1000 machines and allied vending products during the 4-day trade show at McCormick Place last week.

Among the standouts, based on operator reactions and sales, are the six products shown here. Each represents an entirely new idea or culmination of many months of revision, development and extensive testing of equipment introduced earlier.

In each instance, the equipment is available for immediate delivery or will be available before the year's end.



**NATIONAL'S** Crown 880 cigarette vendor drew operator raves with its top-delivery feature. The first-in, first-out 880 pack capacity vendor utilizes an elevator principle which enables a 40-inch tray to carry the pack inside from bottom to top, as shown in photo here. National officials promised delivery by the year's end.



**SEEBURG**, with a display which blanketed almost complete side of the hall, stopped the show with its Income Totalizer System. The tamper-proof cash and service control is the first of its kind to be used on vending equipment, can be installed on all types of machines, enables routemen to keep a cumulative total of all cash collected, on printed forms. Sales Exec VP Bill Adair (r), shown here with Vending chief Bob Breither, "It would be easier to crack safe than to cross up I.T.S." Now available.



**WESTINGHOUSE** made its entry into full-line vending "official" by introducing the first four vendors in a planned line to come. Outstanding among them is a 6-selection, 4-flavor cup drink vendor. General Manager Charlie Brinkmann set a sales program for newly appointed sales reps and advised that sales would be met with "immediate delivery".



# 10,000 Break NAMA Attendance Record



NAMA  
CONVENTION  
NEWS

## Rock-Ola's Single-Cup Coffee A Smash

CHICAGO—At the NAMA convention Rock-Ola Manufacturing Corp. attracted quite a stir on the exhibit floor with its (model 1404-S) single cup, fresh brew coffee and hot drink vendor. Among the outstanding features stressed by Frank Q. Doyle, president, head of Rock-Ola's Vending Machine Division, are: a larger capacity cup hopper, exclusive single-cup brewing chamber, the new 'Ver-Pure' water filtering system, and handsome stain resistant exterior design on the cabinet. The machine benefited from a series of 39 different improvements over the last twelve months. These features, according to Doyle, were designed to offer the operators a higher margin of profit with every sale. The cup hopper capacity was increased to vend 450 cups.

Another significant feature is the ventilating system that prevents 'caking' of all ingredients. Model 1404-S serves coffee black, black with sugar, with cream and with cream and sugar. The extra cream and sugar button is also a standard feature. This machine also serves hot whipped chocolate and hot soup. It is available without the hot soup feature as model 1404.

Other vending machines exhibited by Rock-Ola at the NAMA convention were: model 3402 compact coffee and hot drink vendor (considered by Doyle a perfect coin-operated hot drink vending machine for smaller locations), the "Book-O-Mat" and "Shop-O-Mat" automatic merchandising vendor, Rock-Ola's "Caravelle" cigarette vendor (model 3003) and model TRLB-M batch brew coffee and hot drink vendor.

## Seeburg's Money Totaling System Lines At NAMA Convention Meet

CHICAGO—A radically new sale and money totaling system, designed to insure coin operated vending machines, was introduced to the coin machine industry at the recent NAMA convention and trade show by Seeburg Corporation, and according to the company's vice president and marketing director Tom Herrick, was the highlight of the huge Seeburg exhibit and an immediate smash hit with visiting operators.

The Income Totalizing System (I.T.S.), designed neatly inside the vender, keeps a cumulative total of monies received in the vender and prints this amount on a special Income Record Form. To obtain a readable record, the route salesman inserts the form into the slot on the Income Totalizing System, pulls the lever and the cumulative total appears in its proper place on the form. By subtracting the previous reading from the current reading, income is easily calculated. "Never before has an operator been offered such profit control protection against human error," Herrick stated.

"It would be easier to crack a safe than to cross up I.T.S.," remarked Seeburg executive, stated Seeburg's president Jack Gordon. "Five mechanical guards, including a new 'Thank You' light, insure accurate reading every time," he added. He further advised that there is absolutely no way the Seeburg I.T.S. can be jammed or rendered inoperable without immediate detection, and it is impossible to re-set the totaling device.

Seeburg pioneered the use of an Income Totalizer on their coin-operated vending machines in 1962, and it has proven

itself to be an unerring, service-free bookkeeper," Herrick stated.

The new twist on the Income Totalizer is that it prints the cumulative total on a paper form—the 'Income Record' form. For this, Seeburg uses a pressure-sensitized paper, upon which characters are made visible by impression alone. "This means that the Income Totalizing System never needs inking and that the figures appearing on the paper cannot be erased or altered in any way," Herrick revealed.

By using an addressograph plate, the location and machine number are also printed on the Income Record form. "This permits a check of the frequency of service and the number of machines serviced per day," Herrick further advised.

## Ditchburn Shows 'Minibar'

AT THE NAMA CONVENTION—Dick Cole, head of Ditchburn Vending Company in Chicago, listed several compact vending machines he exhibited last week in the "Minibar" lineup, which, he says, are priced to sell low, but are created and designed in their attractive compactness to compete with the highest price coin-operated vending equipment.

Among the "Minibar" machines featured at the NAMA Trade Show were: A Snack Vendor, the "Window Shopper" merchandise vendor, and cold drink and hot drink vendors.

G. Norman Ditchburn, chairman of Ditchburn Vending Machine Company, in London, England, was on hand at McCormick Place during the NAMA Convention.

## NAMA Calls Committee On Theft, Vandalism

CHICAGO—A committee to deal with the increasing problems of vandalism and thefts from vending machines has been formed by the NAMA. This new group titled the NAMA Security Committee, has included among its initial plans, the assemblage of a comprehensive nationwide survey of vending companies on security problems, the distribution of a manual for operators and recommendations for countermeasures, to be presented at regional NAMA meetings in the near future.

George H. Duckett, of the Macke Vending Company and chairman of the new committee, said these and other measures will be the result of his committee's first meeting held in Philadelphia on Sept. 30. Participants in the initial meeting were representative vending operators, vending machine manufacturers, lock manufacturers and interested officials of other associations. Present practices of security in the vending industry as well as possible approaches for solutions were discussed during the one-day meeting, Duckett said.

The nationwide survey of operator's problems will be designed to assess more accurately the extent of robbery problems, including types and amounts of losses, key and lock security problems, current operator practices, education of employees and similar information. It will be started in the near future. Based on results of the survey and on other research, the national association will issue suggested steps to its members to counteract increasing reports of thefts and in some cases, apparently well-planned robbery attempts.

## Rowe's First-In, Out 'FiFo' Candy Scores

CHICAGO — After more than two years of research development and testing, the new Rowe AC First In, First Out (Fifo) candy vendor is now ready for delivery, according to Rowe president Jack Harper, who told Cash Box at the close of the NAMA trade show that the new unit was the hit of the extensive Rowe exhibit.

The new Fifo vends the candy bar which the customer sees—the first in, first out procedure—and as such is designed to insure freshness of the product and also to facilitate loading and servicing by the operator, Harper advised. The unit is also styled to match Rowe's complete line of 'Celebrity' modular vending equipment.

One major feature of the 'Fifo', Harper stated, is its newly-developed coin-handling mechanism which uses photo-electric detectors "for the first time in the industry," according to Rowe's president. Harper added that the new unit is the only one in the vending industry which offers a choice of three selling prices in 5¢ increments up to 25¢, and returns correct change. An optional design will handle up to 50¢ pieces, in nickels, dimes, quarters and half-dollars, and provide five selling prices to \$1.50. Change is provided in nickels and dimes, from coin tubes which are self-replenishing.

The new coin mechanism will be initially available only on the 'Fifo' candy vendor, but will later be added to other Rowe AV vending machines to suit location and customer requirements.

## Chi Lock Displays

AT THE NAMA CONVENTION—Chicago Lock Company, of this city, featured a number of their products used almost exclusively in the automatic merchandising industry. Among these products were: the "ACE 7 and 10 pin tumbler locks, Chicago conventional 4 and 5 pin tumbler locks, double bitted keys, plus key-actuated 11 criss-cross tumbler action, and other improved features of Chicago double-bitted locks. Also, Chicago single-bitted 5 and 6 disc tumbler locks.

## 160 Exhibits Show Products

CHICAGO—When the doors of Chicago's huge, yawning McCormick Place exhibition hall opened to members of the nation's automatic merchandising trade on Sat. morning, Oct. 17th, the latest products displayed by vending equipment manufacturers revealed to the world an industry whose expansion, diversification, modernization and technical sophistication has placed it alongside the other industrial giants of the national economy. 10,000 visitors attended.

The purpose of the show, as stated by the officials of NAMA, was to "display the latest in vending and related food service equipment, vendible products, machine components and services . . . to vending operators who own, operate and service vending machines." This 18th annual vending trade show attracted 160 exhibitors whose displays covered a total of 55,000 square feet.

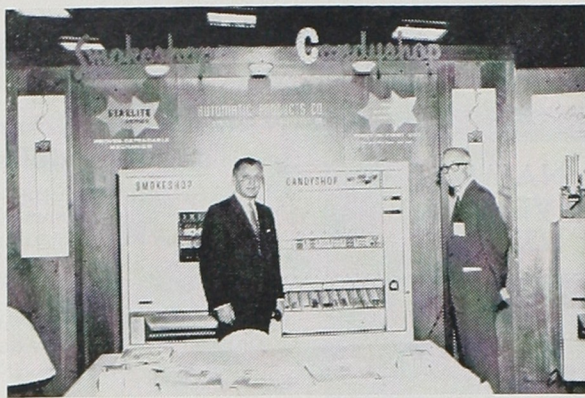
Some of the more arresting machines on exhibit, which would even appeal to those outside the trade, included a phonograph record vender, a fresh egg dispenser, an automatic grocery merchandiser and other, more recent brands of general merchandisers, several dollar bill changers, fresh malted milk-shake venders and a plastic molding machine. These attention-getting devices, plus the larger manufacturing organizations with vast amounts of equipment and supplies and of course the related food and other vendible item suppliers and their free samples (this year charcoal broiled hamburgers, milk-shakes, and soft drinks were tops on the visitor's list) usually attracted the bulk of the more than 10,000 visiting operators and their guests from all over the states and from more than one dozen foreign countries including Germany, Great Britain, Australia and Japan.

As far as the more seasoned vending operator was concerned, his attention was drawn to such newsmaking items as the entrance of the Westinghouse Corporation into planned full-line vending machine production and distribution via four new machines including a cold drink vender; one of the most efficient refinements in the single-cup fresh coffee vending area with the Rock-Ola Model 1404-S, the vendo dollar bill changer incorporated into a drink machine; Rowe's new "Fifo" candy vender with photo-electric coin mechanism; the block-busting display by the Vendo Company of their many lines and varieties of machines; another expansive exhibit by the Seeburg Corporation highlighted by the new Income Totalizing System sale recording device; and National Vendors' new Crown 880 electric cigarette machine with top shelf delivery.

Automatic Products Company premiered its new 'Candyshop' machine which was hailed by operators; Avenco displayed its single-cup fresh brew unit after redesigning the entire mechanism; and a variety of milk shake and coin-changing equipment machines combined to support serious early morning discussions of subjects which covered the general vending business climate, the school location market, and a straight-faced look at where the vending industry is going in the years ahead.

The NAMA Convention closed Tuesday afternoon (Oct. 20) but not without serving a vital cause to the industry, the repercussions of which will be felt in a most positive manner during the next twelve months. Coincidentally, the vending industry appeared to have gained greater support from the public as evidenced by favorable reviews in *Time Magazine*, among others, and an obvious increase in the stock values of several publicly owned companies. Details of the convention appear on the pages following, both in an illustrative display and in news coverage of the highlights.

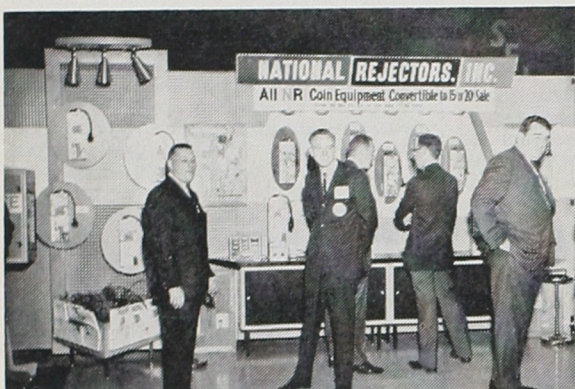
Vending industry experiences one of its finest hours as it displays its new equipment, food products and vendible items, maps plans for solving its problems and looks ahead toward banner year in public acceptance—all making the 18th Annual NAMA Vending and Trade Show one of the most exciting and productive on record.



Automatic Products Co. displayed their 'Smokeshop' and 'Candyshop' venders for operators. Left to right above are M. Dettner, Canada, and A. R. Gross.



The Westinghouse display brought many members of the vending industry in—old and new—to see the premiere of the company's new full line.



Tom Flick officiated at the National Rejectors display as many NAMA visitors came to look over the company's wares.



J. C. Evans and the rest of the Gold Medal Products team greeted many visitors to see their vending equipment.



Larry Wurman leads the Inter County Industries gang exhibiting their company's complete line of single and double lock coin boxes.



Looking over the milk venders at the Jennings booth (left to right) are: Adolph Danta, Art Weinand and Lou Urban.



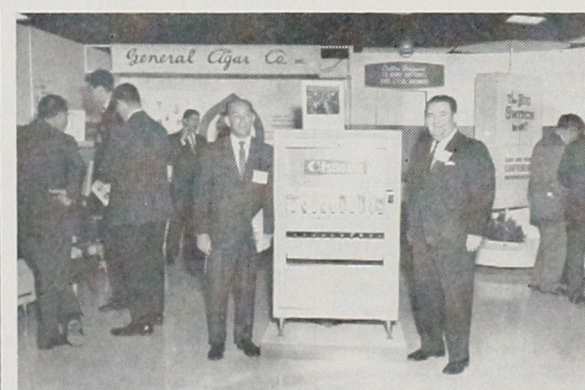
Seeburg's Income Totalizing System drew many interested operators. Seeburg also displayed their Williamsburg, Marquee and Industrial modular full lines.



At the Ditchburn Vending Machine exhibit, flanking the 'Minibar' machine, are Dick Cole and G. Norman Ditchburn.



Crowds at the National Vendors exhibit was more the rule than the exception during the NAMA trade show.



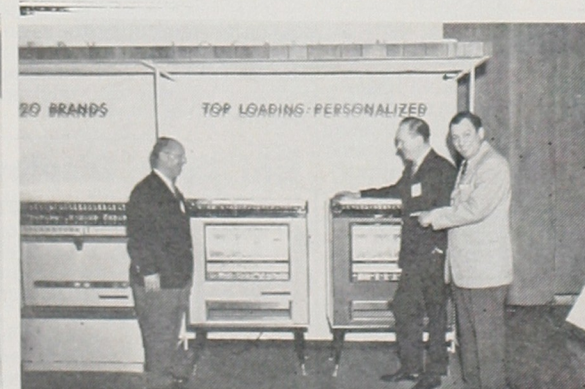
Mr. Edeson and Mr. Thayer flank the General Cigar Company's 10-Column Cigar Vendor.



John Williams was on hand during the NAMA show to help visiting operators learn about the latest in Coin Acceptors Inc. equipment.



Vendo's impresario of the card trick made for much fun at the show and also provided for a good analysis of Vendo's equipment.



Looking over Seeburg's cigarette machines are Ted Snyder, Jack Gordon and Irving Pearl.



Over at Stancraft's exhibit of their new merchandising centers was visiting operator Joseph Berman of Orlando, Florida.

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## ARA's Howard Is Elected New NAMA Prexy

CHICAGO—J. Richard Howard of Indianapolis, vice president of Automatic Retailers of America, Inc., was chosen president of the National Automatic Merchandising Association last week at the association's annual meeting. The meeting opened the 17-day national convention and trade show of automatic merchandising at McCormick Place exhibition hall in Chicago, which drew more than 8,000 vending executives and personnel to view the latest in vending equipment, products and services. W. J. Manning, Jr., vice president of the Universal Match Corporation, St. Louis, was elected senior vice president; James T. McGuire, vice president, Automatic Canteen Company of America, Chicago, was named senior president, and Meyer Gelfand, senior vice president, Macke Vending Company, Washington, D.C., was named treasurer.

The following were elected to the Board of Directors: Charles H. Brinkmann, Westinghouse Electric Corporation, Springfield, Mass.; Ernest H. Cox, Austin Biscuit Company, Baltimore, Md.; J. Robert Graham, AVENCO, Minneapolis, Minn.; Anthony J. Kuske, Vending Consultants, Inc., Chicago, Ill., and Arthur D. Stevens, Automatique, Inc., Kansas City, Mo. The following incumbent directors were re-elected: Howard; Manning; Charles Mananian, MAB Industrial Products, Inc., Los Angeles, Calif.; William H. Martin, Automatic Candy Company, Columbus, Ga.; and McGuire.

Elected to a one-year term which begins January 1, Howard currently is senior vice president of NAMA. He has been a member of the NAMA Board of Directors since 1960 and has served as chairman or member of several key association committees since 1956.

Howard founded his own vending business in 1949 when he established Howard Vending Service in Indianapolis. A pioneer in applying vending services to colleges and to hospitals, he built his firm into one of the leading independent vending organizations. In 1959, he became a co-founder of Automatic Retailers of America, Inc. (ARA), by merging with three other outstanding local firms in the Midwest and Western

## Louis Risman Awarded Citation By Association

CHICAGO—Louis J. Risman, president of Mystic Automatic Sales Company, Medford, Mass., today was honored for distinguished service to the vending industry at the annual banquet of the NAMA Convention-Exhibit at the Conrad Hilton Hotel. Risman, who was given a special Distinguished Service Citation by NAMA President Carl Millman, was one of the association's earliest members. He joined NAMA in 1939, three years after its founding.

Since 1950 he has served as member or chairman on numerous committees of the association, was first elected to the NAMA Board of Directors in 1953 and served as president last year.

Since 1962 Risman has devoted considerable time to the industry-wide topic of the tobacco-health controversy, serving as Chairman of the NAMA Special Cigarette Committee. The industry's Self-Regulation Program is the result of his committee's work.

Millman told the audience of 1,200 that the award, not previously given by the association, is in special recognition of the outstanding service which Risman has rendered to the entire industry over many years.

The text of the citation reads: "In Recognition of Distinguished Service To a noble gentleman who gives of himself more than he asks of others

To a steadfast leader who inspires confidence in all,  
To a respected competitor whose sole reward is further service,  
To a warm friend revered by members across the nation  
to Louis J. Risman the National Automatic Merchandising Association gives thanks on behalf of the entire vending industry."

United States. Howard serves on ARA's Board of Directors and is a corporate vice president.

In 1958, Howard received the John S. Mill Award of the National Automatic Merchandising Association, given "to the person who has made the outstanding contribution for furthering recognition of the automatic merchandising industry on a local, regional and national basis."

## Westinghouse Premieres Full Vending Line At NAMA Trade Convention



CHARLES BRINKMANN

CHICAGO — Westinghouse Electric Corporation, a manufacturer of quality beverage vendors since 1934, made its official entry into full line vending at the NAMA convention in McCormick Place. The firm's Automatic Merchandising Division displayed the first four units in what is planned to be "the industry's most complete line of compatible vending machines."

Shown were a 6 selection, 4 flavor cup drink vendor; a fresh brew coffee

vendor; a candy vendor and a cigarette vendor. Each has the contemporary design, complemented by a new and dramatic top display sign, which will be the hallmark of all the other Westinghouse vendors to follow.

"Westinghouse vending equipment," said Charles H. Brinkmann, general manager of the Automatic Merchandising Division, "will always have the built-in quality everyone expects from Westinghouse, assured by engineering and manufacturing staffs that are among the finest in the nation. This equipment will also have something else which we at Westinghouse believe is vitally important to the moneymaking properties of the vendor . . . good design, in good taste to attract and encourage the consumer to patronize the vendor. We will always give our full attention to this valuable, sales-making factor."

"The Westinghouse cup drink vendor is now in full production," Brinkmann added, "and we are ready to make immediate deliveries on orders received. Deliveries on the coffee, candy and cigarette vendors will be made after the first of the year. With others to follow as the year progresses."

## NAMA Survey Puts Vending Profits At 4.17%

CHICAGO—An annual industry-wide survey, compiled by Price Waterhouse & Co. and released by the NAMA at the beginning of their annual convention held here Oct. 17-20 at McCormick Place, revealed that the vending machine industry's average profits before income taxes during 1963 were 4.17% of sales. This was compared with the national average for 1962 of 4.31%. A total of 111 operating companies, with aggregate sales of \$542,579,119 participated in 1963 (82 companies with total sales of \$479,500,000 in 1962), association spokesmen stated.

The NAMA study analyzes cost and sales figures for vending operating companies, but does not cover manufacture of vending machines, officials stated. Figures submitted include the calendar year 1963 and data for the fiscal year ending as late as June 1964 for some participating companies, they further advised. Actual profit from operations, not including income from non-vending sources, averaged 3.89 per cent of sales (4.15 per cent in 1962), according to the report. The profit averages also fluctuate on the basis of types of products vended by different companies, officials added.

The national vending association's analysis shows that for every \$100 of sales at retail, the operator averaged \$51.88 in product costs, while operating expenses took another \$44.23 (\$51.46 and \$44.39 respectively in 1962). Average rental payments to location owners (commissions) totaled 8.44 per cent of sales (8.35 in 1962).

Apparently the ratio of sales through outlets "other than through vending machines" held steady in 1963, amounting to 23.38 per cent of total sales (in 1962 this percentage had risen to 23.42 per cent from 15.96 per cent in 1961). Annual sales for all types of vending machines averaged \$1,256 per machine (\$1,228), with a range of \$581 per year for candy vendors to \$2,677 average sales per machine for hot cup beverage machines.

Copies of the complete profit ratio study are available only to members

of the National Automatic Merchandising Association at the price of \$10 for the first copy and \$1 for each additional copy. Participating companies receive the first copy free of charge with additional copies priced at \$1 each.

## All-Weather Flake Ice And Milk Vendor Intro'd By Jennings

AT THE NAMA CONVENTION—Jennings & Company, of Chicago, exhibited two new coin-operated vending machines in the firm's booth at McCormick Place. Both reportedly received considerable attention during the NAMA Convention. This team consists of an exciting, new all weather milk vendor, and the "99" Flake Ice Maker, which delivers a continuous flow of pure hard, dry flaked ice. The daily output is 99 pounds of ice.

The All-Weather Milk Vendor has a capacity of 70 half-gallons, 140 quarts, or 198 Canco ½ pints of milk.

Art Weinand and Louis Urban, of the Jennings Company, advised that both machines are currently in production and ready for immediate delivery.

## Ill. Lock Co. Stresses Greater Security In Locks For Industry

AT THE NAMA CONVENTION—A comprehensive display of locks was shown in the Illinois Lock Company exhibit. The firm, which is based in Wheeling, Illinois, is an organization directed to the primary purpose of servicing the automatic merchandising industry with precision made cabinet locks for its products.

To provide for varying degrees of security, key change specifications, key duplicating control requirements, and corrosive conditions, seven different basic lock mechanisms are manufactured, from the relatively single-bitted key locks to the more complex 14 tumbler "Duo" locks.

This range of design permits the engineer to fit the exact product need at a corresponding cost.

## O'Malley Predicts Vending Expansion Breakout

CHICAGO—Patrick L. O'Malley, president of the Automatic Canteen Company of America, stated last week that the vending industry "is on the verge of a new breakout in growth and expansion which may see all industry volume nearly doubling by 1970."

Addressing over 600 Automatic Canteen sales and operating executives who attended a two-day national convention of the company here at McCormick Place, Oct. 15-16, O'Malley said: "The opportunities afforded by the use of us lucky enough to be in the vending industry are almost endless. By the end of 1964, vending industry volume should total about \$3.5 billion, and there is talk of nearly doubling by 1970 when my forecasts predict a \$6-7 billion industry."

O'Malley advised that Automatic Canteen itself had record sales for the fiscal year which just ended of approximately \$270,000,000, producing earnings of about 75¢ per share, compared to 53¢ per share a year ago.

Looking ahead, O'Malley said that considerable new business growth is

expected to come from major expansion of the school, recreational, and hospital markets in which automatic vending will be combined with manual feeding programs. "Today, Automatic Canteen is doing a substantial volume annually in manual feeding," he stated, "with our activities covering all ranges of feeding, from school cafeterias to executive white-glove dining rooms, and we expect to expand further in the future."

O'Malley reported that the company's new Yankee Stadium concession operation, inaugurated this year, is not only providing valuable new experience in handling large crowds, but is already producing excellent earnings. As a result, "we are actively seeking other ball-park concession business," he added.

Asserting that the vending industry has often been described by the word "glamour," O'Malley further stated that, "The vending industry should strive to change this concept to more accurately reflect our true character. As a substitute for 'glamour,' I suggest the words 'blue chip.' But we must work hard to earn the right to use them," he concluded.

Colorful equipment displays, operator-manufacturer discussions and lavish hospitality affairs combined to make for a most fruitful mixture of business and pleasure at the 14th Annual Music Operators of America Convention. The photos appearing on these pages are a sampling of the activity which took place in Chicago's Sherman House as 1,400 operators, manufacturers, suppliers and distributors gathered for three days (Oct. 14-16) at the summit of the coin machine industry.



Royal's new 'Water Polo' was easily one of the biggest hits of the show. Here Clint Shockey explains the hydraulic principle of the game to some fascinated ops.



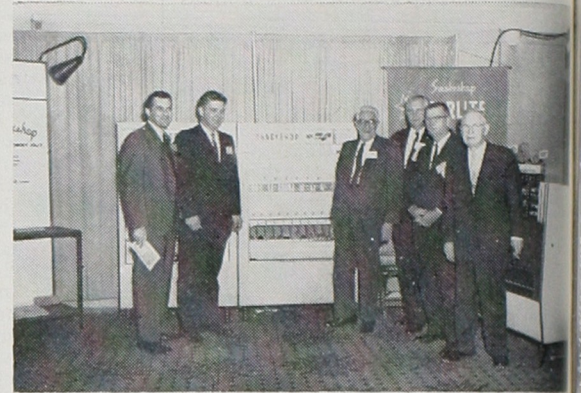
A frequently visited section of Rowe AC's display at the MOA was the 'Customusic' background unit display. Many ops at the show indicated an interest in background music.



All-Tech's exhibit at the MOA featured the company's Gold Crest line of pool tables and also their complete line of billiard supplies.



Looking down the business end of an American 'Imperial' shuffleboard. The game has been featured on many TV tournaments out in the Western states.



Automatic Products' new 'Candyshop' candy machine was an instant hit at the MOA and then went on to capture similar success at the NAMA exposition.



The cross-section view of American's 'Electra' table drew many interested visitors. Above is American's national sales mgr. Sol Lipkin flanked by Jack Gallagher, Marvin Plummer, customers and friends.



The generous display of coin machine parts and supplies seen above belongs to Chicago's Wico Corp. Talking with operators above is Ed Ruber and Denis Perkins.



Taking a brief camera break from the activities up at Seeburg's Sherman House hospitality suite are C. Otis Moon, Dick Murphy and Millie McCarthy.



Hundreds stopped by the U.S. Billiards display to see the new 'Professional' series and say hello to Al Simon. Simon is flanked by Al Miniaci, Dave Rosen, Bert Betti and Stan Nankoff.



Left to right above are Marty Toohey, Coin Machine Director of Cash Box and Aspet Varten, Mondial International sales rep. Mondial is the largest exporter of American factory-made coin-operated equipment.



Rowe AC Manufacturing exec VP Fred Pollak, his son "F.J." and wife Mari, graciously posed for the camera while touring the MOA exhibits.



Up at Seeburg's hospitable hospitality booth in the Sherman House were Jack Lanter, John Henske, Frank Schroeder and Clint Henske.



Tape-Athon exhibited several of their background music systems. Many at the show thought pre-recorded tape units were rapidly on the rise, sales wise.



The four smiling faces above need little introduction as coin machine vets. Left to right are Hymie Zorinsky, Al Gottlieb, Frank Ash and his father Joe.



Winding 'round the new round Irving Kaye table is company president Irving Kaye and Runyon Sales president Ed Green. Kaye's 'El Dorado' Shuffle board was also shown.



Bally's brand new 'All The Way' shuffle alley. The game's fresh new idea plus some rather attractive personnel drew many coinmen, including Eddie Ginsburg of Atlas Music.

Dazzling displays of the latest in coin-operated music, amusement and vending equipment blended together in Chicago to present a colorful fantasyland to every convention visitor who passed among the exhibits and a rosy sales future to the hundreds of experienced coinmen who attended. Serious discussions covered such subjects as mortgages, diversification and programming. (More photos appear on the following page.)



Munves of the Mike Munves Corp. spent his time talking about arcade equipment with operators all around the country who dropped by for the MOA show.



Iggie Wolverton and Hank Ross, Midway president, accept an equipment order from an interested operator.



Many operators were attracted to Chi-Coin's new 'Pop Up' pin game. Mort Secore (second from right) explains the game's features.



V-shaped shuffleboard attracted an enormous amount of MOA visitors to the Protocision booth.



Seen left to right in Seeburg's hospitality suite are Victor McCarthy, Bill Cannon, Millie McCarthy, John Wallace and Kathy Dennehey.



Bob Dunlap greets visitors in front of Seeburg's Spot-lighted Album display.



to right above are Marty Toohy of Cash Box, Les Reick, president of MONY and Miami coinman Willie Doris.



The crew at the Fischer pool table display spent time outlining the many features of the 'Regent' and the 'Empress' models to ops.



Included among the hundreds of visiting coinmen were Hank Leyser, Lou Casola, Leon Taksen, Bill Kobler and Jack Bess.



Looking the new Rock-Ola 'Princess Royal' phono and listening visiting operators are Les Reick and Ed Doris.



Western Trails president Ross Scheer and Bill Racoonis. Scheer begins kiddie ride manufacturing, next month.



The D & R Industries gang getting acquainted with conventioning operators, customers and friends.

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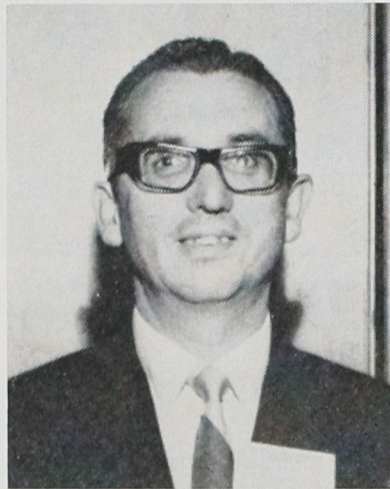
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 Rock-Ola • United  
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## Random Photos Around MOA-NAMA



### Belam President On Hand At MOA



VIC HAIM

CHICAGO—Vic Haim, president of the R. H. Belam Co., major exporters of coin operated machines, was on hand at the MOA trade show to acquire vast quantities of equipment to supply his many overseas markets.

Morris Nahum, chief Belam representative, is currently on the European coin-scene, filling customer needs.



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GENCO BIG TOP GUN . . . . .	150
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15. Lou Casola and Harry Snodgrass receiving awards from a grateful association. 12. Lew Rubinstein, Lewis Music Sales, Ontario. 13. (left to right) Tor, Richard and Lou Casola, Tony Bennett, Jon and Ron Casola. 14. While at the NAMA show, the girls were feted to a boat ride and a shopping spree. 15. David Rockola greets newly elected MOA president Clint Pierce and outgoing president Lou Casola. 16. (left to right) Joe Orleck, and Mr. and Mrs. Jim McKeon of Sydney, Australia.



ward Kaye (right) details the Irving Kaye Co.'s new 'Colorado' shuffleboard to C. M. McMurdie of Advance Automatic, San Francisco.



Art Frigo demonstrates his 'Elliptipool' table at the Great Lakes booth. Among the interested spectators are Tommy Greco and Bill Cannon.

Pool tables were the dominant factor from the standpoint of numbers of exhibitors. The round (or elliptical) table received its share of attention. Juke boxes were supported by the presence of record companies, many of whom had the opportunity of talking with operators on individual location programming. Pingames, shuffles, bowlers and novelty equipment all received good reception. According to exhibitor reps: Business was just fine.



Al Kotler and the National Shuffleboard crew showed interested operators their company's 'Royale' pool table and their 'Lucky 13' and 'Astro-Lite' shuffleboards.



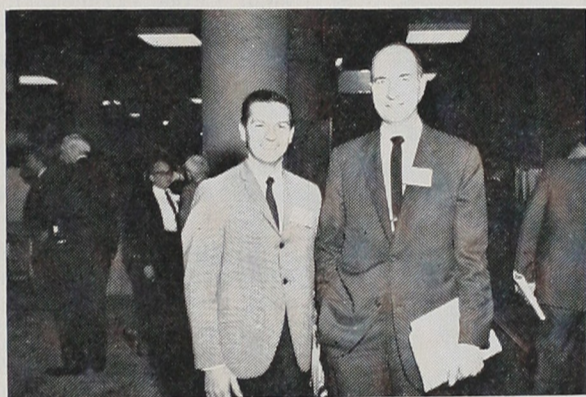
A section of the Valley pool table exhibit is the setting for a serious discussion between Bill Cannon and John Ryan.



MOA officialdom—Left to right: John Wallace, Harry Snodgrass, Clint Pierce, Lou Casola, Jim Tolisano and Fred Granger.



Left to right at the American Shuffleboard are Jack Galher, Sol Lipkin, Art Hebert, Nick Melone and Gene Laddis.



Seeburg's advertising manager Stan Jarocki (left) and vice president and marketing director Tom Herrick.



Bob Bear, Wurlitzer sales manager, and Sam Weisman, Baltimore distrib, flank the Wurlitzer model '2800'.



United's 'Polaris' big ball bowler and their 'Orbit' shuffleboard attracted many operators to the United-Williams display area.



Seen above at the Williams display area are Bud Salko (left) and Bud Lurie, Williams-United sales manager.



Nat Bailen of Urban Industries chatting with the Pearl brothers, Trenton, N.J. operators, at the Urban booth.



Interested about the Rowe 'Tropicana' phonograph (left) are Irving Kempner, Tony Dergutis, Art Seglin and Pete Petropolis.



Gene Lasky, Duncan Sales Co. sales manager, spent his time at the MOA talking with operators interested in the 'Arizona' gun game.



Tom Herrick and Bob Dunlap host a hoard of visitors to the Seeburg display and the Seeburg LP Console 480.

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## Adickes Makes 50th Trip To USA



ALFRED ADICKES

CHICAGO — Alfred Adickes, President of Nova Apparate, European distributor for the Rock-Ola phonograph line and several US factory amusement machine lines, crossed the ocean last week to visit the United States on his fiftieth trip. Coincidentally, Adickes is celebrating his 35th Anniversary in the coin machine and vending business. While in Chicago, attending the MOA and NAMA Conventions, Adickes spent time with Mr. David Rockola and the Rockola Family. He is winding up his sixth week away from his Hamurg plant and is expected to return shortly.

## Anderson Expands Vending Lines

■ Diversifies Present Amusement Holdings



MIKE & MICKEY ANDERSON

CHICAGO — Mickey Anderson, a well-known name in the music and amusement machine distributing business, has followed the lead into vending and will expand his present facilities to sell the Automatic Products Company line of 'Smokeshop' cigarette vendors and the new 'Candyshop' vending machine, the hit of the MOA and NAMA Conventions.

"We have reached a point in the games business where it is definitely necessary to seriously consider vending in the future. Mike will handle the vending division and together we'll build a vending distribution center, the likes of which this industry has never before seen," stated Anderson in a discussion with Cash Box reporters last week. Anderson was referring to his son Michael, (pictured above) who recently returned from surgery and is back at the Erie, Pennsylvania showrooms and warehouse where the firm distributes amusement equipment.



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# Eastern Flashes

Now that the annual MOA and NAMA conventions and trade shows have passed by once again and the manufacturers have introduced their new equipment, coinmen in New York, Philly, Boston and the Eastern precincts are once again back on the job. This year's convention, which seemed to go by more quickly than usual, was one of the most memorable experiences anyone in the trade could find these days. The memories of those dazzling exhibits, those fresh, new equipment ideas and of course those well-planned (and sometimes impromptu) social activities won't be so quickly forgotten. And special thanks should be given once again to those whose efforts were directly responsible for such a wonderful seven days—notably, managing director Fred Granger, outgoing association president Lou Casola and "show producer extraordinary" Hirsh De La Viez. And lest we forget—special congratulations to Clint Pierce upon his election to the MOA presidency.

Among those brand new amusement game ideas introduced at the show which captured the fascination of most of the visiting operators were Royal's 'Water Polo', Bally's new 'All The Way' shuffle alley, Western Trails' 'Heli-Port' game and four round or elliptical pool tables (Bates, Round-O-Pool, Great Lakes and Irving Kaye Co.). The Kaye Co. also premiered their 'El Dorado' shuffleboard. Other new models which were introduced at the trade exhibit included Rock-Ola's 'Princess Royal' phono, ChiCoin's 'Pop Up' pin game, U.S. Billiards' 'Pro 5' model and Automatic Products' 'Candyshop' candy vendor. This star-studded show which followed the MOA banquet in the Morrison Hotel really like one of the greatest rosters of entertainers ever assembled—and included Tony Bennett, the Kim Sisters, the Supremes, Joe Williams and Boots Randolph.

Operators who attended the convention from the metropolitan New York-New Jersey area included Al Miniaci, Max Weiss, Al Denver and Bill Kobler, manufacturers and distributors included Oscar and Meyer Parkoff, Harold Kaufman, Abe Green, Irv Kempner, Joe Munves, Irv and Howard Kaye, Irv Holman, Bert Betti, Myron Sugerman and Al Simon. Among those who dropped out to Chicago from New England were Dave Bond, Irwin Margold and Marshall Caras (Trimount), Si Redd and Bob Jones (Redd Dist. Co.); Bill Schwartz and Mac Perlman. Coinmen from the Philadelphia area included Dave and Elliot Rosen, Joe and Frank Ash, and Irv and Jack Pearl from Trenton. Up from the South came Jack and Viola Bess, Harry Moseley, Al Witt, Ed Heath and Dyke Hawes. The list never ended.

The second annual Deans Club meeting took place Sunday, Oct. 18, and brought together such well known coinmen as Willie Blatt, Bob Slifer who attended with his wife, Ed Ratajack, Teddy Blatt and many others already mentioned. . . . Joe Lyons and Zack Katz of Conat Distributors spent some time at the MOA after a most successful showing of their 'Ski 'n Skore' at New York's Coliseum. . . . Two British coinmen on the MOA scene were William B. Stockdale, Stockdale Ltd., from Norfolk and David J. Fisher, Fisher & Couriery, Ltd., Bristol. Down from Gilchrist Ltd. in Canada was Brendan Sullivan. Other Canadian reps on the scene were Bunny and Lew Rubinstein.

One of the industry's more prominent members, A. D. Palmer of Wurlitzer, was taken to Buffalo General Hospital just prior to the MOA in a state of exhaustion, and therefore wasn't able to attend the show. Latest report is that A. D. is back at the office, but will have to work on a limited schedule for awhile. Meanwhile, Bob Bear and Gary Sinclair, among other Wurlitzer reps, very capably held down the fort at the trade show. . . . Alfred Adickes, president of Nova Apparate, Rock-Ola distrib in Hamburg, attended both the MOA and the NAMA expositions. This was Adickes' 50th trip to the United States in his 35 years association with the coin machine industry.

Seeburg's Sydney distrib Jim McKeon and his wife were conspicuous at both the MOA and the NAMA. The McKeons made many friends at the Chicago shows and advise that they will shortly be coming into New York to see the city and meet with Seeburg reps here. . . . Arthur Siegel, vice president of the Congress Financial Corp., NYC, spent time at both shows meeting his friends and customers from all over the country. . . . Gene Lasky was quite the debonair Duncan rep as he outlined the features of the 'Arizona' gun to ops on the convention floor.

Ruth Michaelson still on a cloud after four months of marriage and her reason is simple: "I married the nicest guy in the world!" Which is about the best reason we've ever heard. Ruth's music operation is prospering and her reason here is the little LP. Collections have doubled in some locations now that she programs progressive jazz sounds.

Perry Lowengrub, Runyon Sales Company rep, into St. Vincent's Hospital in Montclair, N.J. for surgery this week. Perry will be operated on Tuesday, October 27 and will require several weeks of recuperation. Drop a note now cheer him up and address it to the veteran coinman at: St. Vincent's Hospital, 45 Elm Street, Montclair, New Jersey. A short note takes but a moment to write but if you've ever been hospitalized you know that on the receiving end it's like Christmas when the mailman calls. . . . Max Klein, Westchester's rep to the coin machine business, drops a line to let us know he's recouping from the auto accident and will be in full swing before too long. Meanwhile, Elaine is still his favorite nurse.

Charlie Brinkman, Whitey Carson and Bernie Shapiro teamed up to help launch the Westinghouse Corp.'s full line of vending equipment at the NAMA show. The man in charge, Charlie Brinkman, was busier than that one-armed paper hanger, meeting old friends and making new customers. . . . Conspicuous faces at the Rowe AC party Sunday evening, Oct. 18, were Art Seglin and Pat Petropolis of Rowe, Canteen's president Pat O'Malley, Fred Pollak, Jack Haner, Jim Newlander and Irving Kaye whose dancing abilities are rivaled only by his ability to turn out a good pool table.





# Chicago Chatter

A significant goal has been achieved in Windy City this past week. And, in considering this the most striking fact concerning both—the MOA and NAMA—conventions is the fine attendance enjoyed at the Sherman House Hotel and McCormick Place (as well as the Conrad Hilton Hotel). The burning question to date, accordingly, is what MOA plans to do in the fall of 1965. NAMA is definitely scheduled to convene at Miami Beach. The executive board of MOA is still in a quandary. But is being strongly urged by the rank and file members to remain in Chicago in '65. There is considerable speculation as to whether or not the nation's coinmen will travel en masse to Miami Beach for the MOA Convention. No one as yet can answer that "poser" with any degree of certainty. Meanwhile, MOA's officials are kicking this problem around.

Cashbox congrats to new MOA prexy Clint Pierce, secretary "Red" Wallace, treasurer Jim Tolisano, sergeant-at-arms Ted Nichols, and vice presidents Al Denver, Howard Ellis, Frank Fabiano, Norm Gefke, Jim Hutzler, Les Montooth, Lew Ptacek, Bill Cannon, Henry Leyser and Harry Snodgrass (who was urged to remain on the executive board). Also, directors C. Bengiamino, Bert Betti, Nick Carter, H. Q. Frantz, Al Harper, Jim Jeffreys, Bob Jones, Moses Proffitt, Hal Shinn, Johnny Trucano, Sam Weisman, Russ Mawdsley, Phil Eisenberg, Sam Daub, M. L. Holland, K. A. O'Connor, "Red" Jacomet, and Lou Casola (last but not least!) . . . Lest we forget: The terrific color film shown during the MOA Conclave by Henry Leyser ("Service At The Drop Of A Coin") was certainly well received by those who viewed it. It is considered fine public relations gesture by Hank. . . Louis J. Risman, president of Mystic Automatic Sales Co., in Medford, Mass. was honored at the NAMA banquet for distinguished service to the vending industry. Risman, a past president of NAMA, was presented with a Distinguished Service Citation by the current resident Carl Millman.

Irving Kaye last week appointed coinvet Ed Ratajack to the position of national sales manager. Ratajack assumes his new duties immediately. . . One of the thrills we enjoyed at the NAMA Convention was being introduced to Norman Ditchburn, chairman of Ditchburn Vending Machine Co., of London, England, by Dick Cole of the Chicago based Ditchburn firm, which distributes the company's products in this country. . . Also happy to report that Ernie Shapiro was added to Chuck Brinkmann's Westinghouse sales staff recently. Brinky showed a terrific line of Westinghouse vending machines at the convention.

David C. Rockola, president of Rock-Ola Mfg. Corp., was visibly thrilled over acceptance of the vending machines his firm exhibited at the NAMA Trade Show. Activity in the booth was brisk. . . Sam Wolberg and Sam Gensburg, co-heads of Chicago Dynamic Industries, indicated much satisfaction over the way Chicago Coin amusement games were received in the ChiCoin exhibit at the Sherman House during the MOA Convention. . . Congrats to Bill Poss, of Aurora, who was elected (unanimously) to the presidency of the Illinois Coin Machine Operators' Assn. (ICMOA) last week. Other officers elected to the new term were Harry Schaffner, vice pres.; Mary Gillette, secretary-treasurer; and directors Les Montooth (past president), Earl Kies, Ed Gilbert, Bud Hashan, Orma Johnson, and Chick Henske. . . "Iron Mike" Stanley, of Mercer Island, Washington, made the long jet trip to Chicago to take in the MOA convention.

Another highlight of the MOA Conclave was the second annual meeting of the CMA Dean's Club for oldtimers of coinbiz. The session, which was held last Sunday, Oct. 18, was hosted by Miami Beach's own, Willie Blatt. . . In a friendly huddle on the convention floor we spotted Miller Newmark's Jack Galgher and Art Hebert with Sol Lipkin, of American Shuffleboard, Gene Daddis and Nick Melone. . . We were delighted to hear that Bob Portale, an old coinbiz buddy, and longtime employee of Advance Automatic Sales Co., in San Francisco, was appointed head of the firm's Los Angeles distributorship by Stu Wolcher.

A surprised guy recently was Les Montooth of Peoria, whose employees threw a gala surprise party for him on the occasion of his 25th year at the helm of Montooth Music Co. Also honored was Walter Anderson, who has been with Les during that entire period.

The Rowe MOA exhibition never stopped greeting visiting ops, with the 'Tropicana' and 'Customusic' units sharing honors. The factory's 'Riviera' cigarette machine got a big play and execs from O'Malley, Harper, Pollak and dozens of reps on down did full-time duty in the display area. They were aided by Rowe vending execs days later when the same factory enjoyed fine acceptance at NAMA in McCormick Place.

Bob Bear led the Wurlitzer crew into the Sherman House where the Tenor Tunes was given concrete support in the form of actual operator case histories pointing up the value of the TTT program. Gary Sinclair, Bert Davidies, Ralph Cragan, L. J. Wischerath and Don Smith brought up the rear guard in displaying hours. Unfortunately A. D. Palmer couldn't make it. He collapsed from exhaustion just before the show and was hospitalized. Fortunately, the old pro snapped back and was at his desk last Tuesday when our NYC ice spoke with him.

At presstime we got the word from Walter Reed of NAMA that all previous attendance records were broken in Windy City this year. The unofficial tally registrations was 10,000, which "murders" 1964's 9,200 (and this was THE record then!) . . . When we dropped in to the Midway exhibit booth at the NAMA Trade Show to chat with Hank Ross, "Iggy" Wolverton and Bob Jones we were informed that the new Midway "Rodeo" amusement game received fine acceptance during the conclave. . . Herb Jones, of Bally Mfg., reported that his new "All The Way" puck shuffle alley, which was introduced at the NAMA Convention, is destined to reap fine sales and acceptance in this country and overseas.

One of the busiest exhibits at the MOA Show was in the Western Trails Amusement Co. booth where several new kiddie rides were featured. Also, Ross and Bill Racoosin raved about a new coin box which can be removed from the location closes for the day. More about that item later. . . We were aided in chatting with Charles (Jimmy) Johnson, of Globe Distribs. . . With assistance from Schuyler, of Games, Inc. . . And Herb Perkins of Purveyor Distribs during the MOA Conclave.

There was considerable excitement at the huge Seeburg exhibit at McCormick Place where the new "Totalizer" was unveiled. Among the many Seeburg execs on hand were Delbert Coleman, Jack C. Gordon, Bill Adair, Tom Erick, Stan Jarocki, Dan Collins, Bob Dunlap, Ed Claffey. . . And representing World Wide were Nate Feinstein, Irv Ovitz, Harold Schwartz, Fred and Howie Freer.

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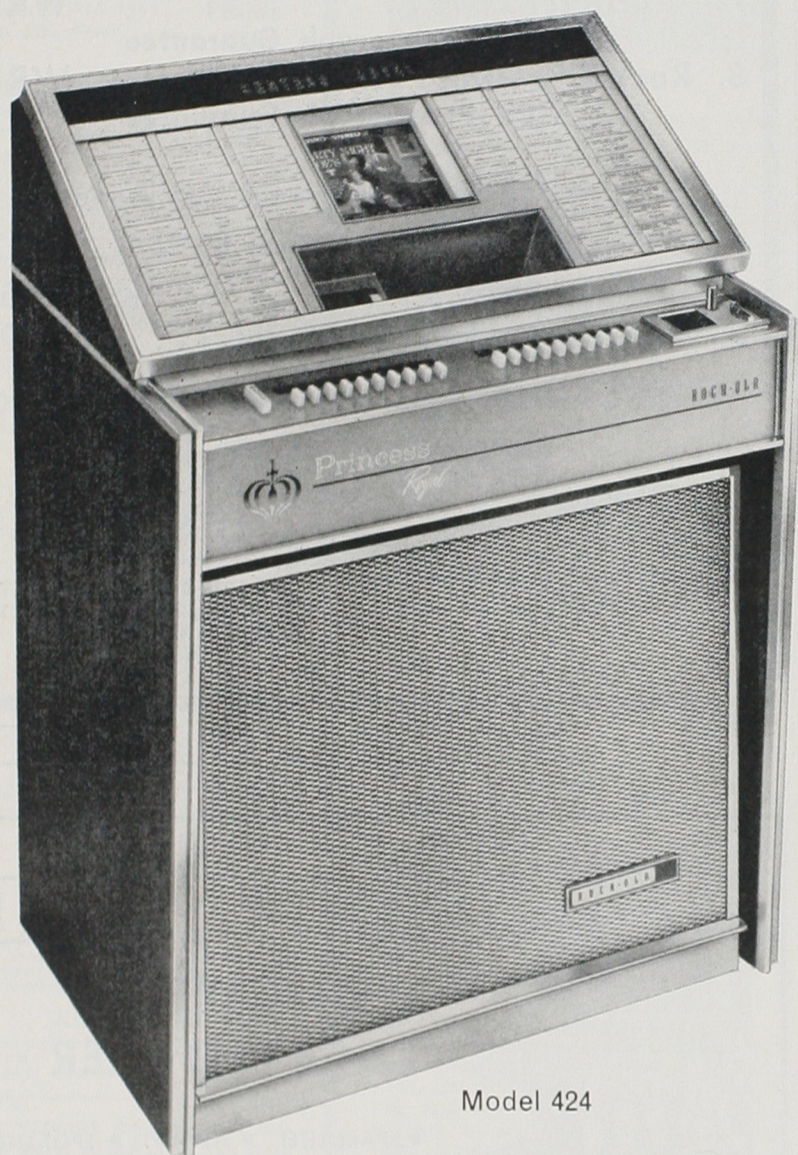
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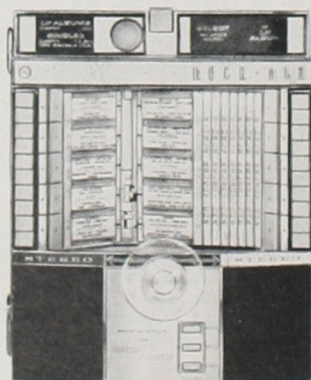


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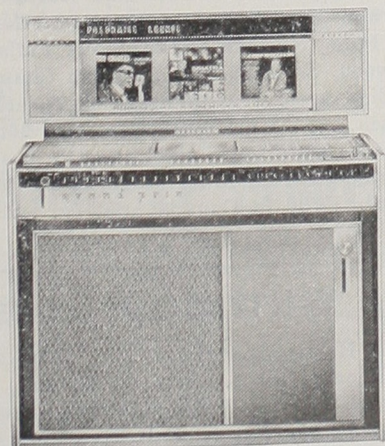
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# Rowe AC's 'Nautical' Party Hits A Festive Note At NAMA



CHICAGO—Sunday evening, Oct. 18, was the occasion for one of the most festive events of the recent NAMA convention—the Rowe AC party in the Conrad Hilton Hotel. The shots above were taken at random and depict some of the activity and holiday atmosphere of this most enjoyable affair.

- Top right—Pat O'Malley, president of Automatic Canteen.
- Top center—Rowe AC president Jack Harper greeting guests.
- Top left—Stan Levin (background) and Rowe AC vice president Fred Pollak.
- Bottom left—Jack Harper and the 'Nautical Girls'.
- Bottom center—Hitting a high note at the Rowe party.
- Bottom right—(left to right) Marty Toohey, Mrs. Fred Klersey, Bob Martin, Fred Klersey, Art Seglin and Jack Bess.

## California Clippings



The many new model games coming from the manufacturers continue to spark sales during the present fall selling season. . . . At Paul A. Laymon, Inc., Jimmie Wilkens reporting that the operators are giving a very enthusiastic reception to Bally's new "All The Way" shuffle alley. Parts manager, Bill Fritz, off for a fishing trip to Lake Isabella with operator Wayne Guill from Bakersfield. Charlie Daniels said that sales of both new and used equipment continue on the up-swing at Laymons. Operator Bill Yedlin back from a fishing and hunting trip in Montana. On the way back, Bill paid a visit to long-time Laymon employee, Don Peters and his family in Denio, Nevada now owners of the entire town. . . . Jack Leonard holding down the fort at Advance Automatic Sales Co. with Sonny Lomberg on the road, and Bob Portale out of town to MOA for a few days. Jack reported lots of activity this week with ball bowlers and used phonographs. Operators doing very well with Williams Mini Golf game according to Jack. . . . Clayton Ballard at the Wurlitzer Factory Branch returned this week from a business trip to Las Vegas then left for MOA. Bart Bartholomew covering the San Diego area this week. . . . Bill Happel at Badger Sales and Vending Co. said they are momentarily expecting the first sample shipment of "Water Polo," a new novelty game from Europe. . . . Mr. Eric Bailes of Melbourne, Australia was a visitor this week at Duarte International Sales Co. Export shipments leave Duarte this week for Manila and Hong Kong. . . . RCA-Victor artist, Tommy Leonetti in promoting his new album at California Music Co. April Stevens and Nino Tempo also in getting recordings for their weekly TV show on channel 34. . . . Everyone at C. A. Robinson & Co. anxiously awaiting the arrival of the new pin ball machine from Midway. Hank Tronick said that United's Polaris bowling alley and Orbit shuffle alley both picking up momentum with the operators. Hank also said that the operators are very pleased with C. A. Robinson's new protection plan. . . . Bob Holm now working in the background music department at Seeburg Distributing Corp. Another new employee at Seeburg is secretary Margie Herrion. . . . Emil Jannotta of Pep Record Sales in at Leuenhagen's Record Bar to install a very colorful display of Epic Records little LPs. . . . The New Year sale at R. F. Jones continues to be a huge success according to Chuck Klein. Chuck said that the Jones Co. will have a hospitality suite at the National Automatic Merchandising Association Western Conference and Exhibit to be held at the Ambassador Hotel November 20 through 22. A new shipment of Gottlieb's "North Star" 5-ball game arrived to fill the many orders placed by the operators. Ray Jones to Chi for MOA-NAMA meets. The first shipments of the new Elliptical pool tables, manufactured by Bates Industries arrived at the Jones Co. this week. Glenn Nakamoto, sound technician, added to the background music department due to the many installations now in progress. Also new to that department is Linda Terry Giesler, new secretary to department head John Malone. While back East for the recent conventions, Don Edwards and Sig Miller of the local Jones office met with managers of the other Jones Co. branches including John Detweiler, from Hawaii; George Trambitas, Seattle; Tommy Thompson, Salt Lake; Bud Carlson, Denver; Ralph Perrin, Portland; Bill Erskine, Carl Lawson, Ed Heinlee, Norm West, Dean McMurdie, and Ray Sorgi all of the San Francisco office. . . . Frank Mencuri at Simon Distributing Co. reporting business in all areas booming along. A large export shipment leaving this week for Australia. Secretary, Bluma Goldstein, vacationing for a week in Las Vegas.

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## UPPER MID-WEST MUSINGS

Russell Gherty in town for the first time in several weeks since his accident. Had spent a few weeks in the hospital, looks good and is coming along just fine. . . . Elmer Cummings, Brookings bought out Al Reese, Watertown the first of the month. . . . Another route changing hands this past week was A. H. Quade selling out to Richard Hawkins. Mr. Quade will continue with his son in the contracting business. . . . Off to the M.O.A. and N.A.M.A. show in Chicago were Irving Sandler, Sandler Dist. Co. Harold Lieberman Lieberman Music, Kenny Glen, K. C. Sales, Amos and Danny Heilicher, Advance Music, Minneapolis. . . . Fred and Harlow Norberg, C & N Sales Co. Mankato, Pete and Mrs. Wornson, Mankato, Gene Clennon, Austin, Stanley Woznak, Little Falls, Norman Gefke, Sioux Falls, Gordon Stout, Pierre, John Trucano, Deadwood, So. Dakota. . . . Dave Chapman is at home now taking it easy and feeling greater after spending several weeks in the hospital due to a heart attack. . . . Mark Coughlan also home the past two weeks after taking it easy since suffering a stroke and in the hospital for over 3 months. . . . Les Chapman, Carroll, Iowa, stopping off in the cities for a few hours in between planes. Was in Canada hunting. . . . Jim Stansfield in Chicago for the M.O.A. show.

## Happy Birthday This Week To:

David E. Levine, Hattiesburg, Miss. . . . John Dockhus, Rockford, Ill. . . . Frank Padula, Chicago, Ill. . . . Wm. F. Suesens, L.I.C., N.Y. . . . Chester Gore, Chicago, Ill. . . . Samuel Holzman, Brooklyn, N.Y. . . . Douglas Detrick, Auburn, Ind. . . . Arthur Lavoie, Fall River, Mass. . . . Edw. J. Betti, Union City, N.J. . . . Andy Benna, Ironwood, Mich. . . . Harvey W. Marble, North Platte, Nebr. . . . Whitney Le Jeune, New Roads, La. . . . Wm. James Shaub, Lebanon, Pa. . . . Erwin E. Barnett, Cleveland Hts, Ohio. . . . L. A. Loran, Yuma, Ariz.

## Portale Named Manager At Advance Automatic's Los Angeles Branch



BOB PORTALE

CHICAGO—Several months ago Lou Wolcher, president of Advance Automatic Sales Company, in San Francisco, California, opened a branch and service distributorship in Los Angeles. Bob Portale, a longtime veteran in the coin machine industry, headquartered in the San Francisco offices for many years, was appointed general manager of the Los Angeles headquarters by Wolcher.

Portale urges operators in the Los Angeles area to come in whenever they are in the vicinity to meet his staff, and become acquainted with him.

## International Ski Fair Draws Record Attendance At New York's Coliseum

NEW YORK—While the MOA and AMA Conventions were in full swing in Chicago last week, the International Ski Fair opened here in New York's Coliseum to a record attendance. The booming ski market attracted ski lodge owners and sports goods dealers from around the world. One of the exhibits which received an unusually large amount of attention was the DuKane Games Division Corp., attended by the staff of Conat Distributing Company, New York distrib for 'Ski 'n Skore', a coin-operated amusement machine introduced to the coin trade three months ago.

Heading the exhibit was Teddy Cohn, President of Conat, who advised that the reaction to two units displayed in the booth was "fantastic." The machines both ran at full capacity with ski lodge owners, in many instances, placing large orders for the equipment. Cohn said that the

## Atlantic And Atco Join Seeburg Little LP Program

NEW YORK — Atlantic and Atco records have issued their first little LP's in conjunction with the Seeburg Corporation's little LP program. They have released a total of six selections, including pop, rhythm and blues and jazz material.

The little LP's are: "Under The Hardwalk" by The Drifters, "What'd I Say" by Ray Charles, Ben E. King's "Greatest Hits," Bent Fabric's "Ornament Grinders Swing," "Bobby Darinners," and Hank Crawford's "True Blue."

Seeburg has placed an initial order

inquiries totaled hundreds and that the factory would follow-up nationwide leads. The Fair ran from Oct. 15 thru Oct. 19.

DuKane's Sales Manager, Joe Lyons, was in attendance at the MOA Convention in Chicago and advised the press that the firm's ski game was doing very well throughout the nation, where testing has been completed and sales are now being made from a continuous production run.

### Friedman Amusement Moves

ATLANTA — Friedman Amusement Company has moved from its former Boulevard NE address here in Atlanta to: 739 Lambert Drive, N.E., Atlanta, Georgia, according to an announcement from George Jackson.

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