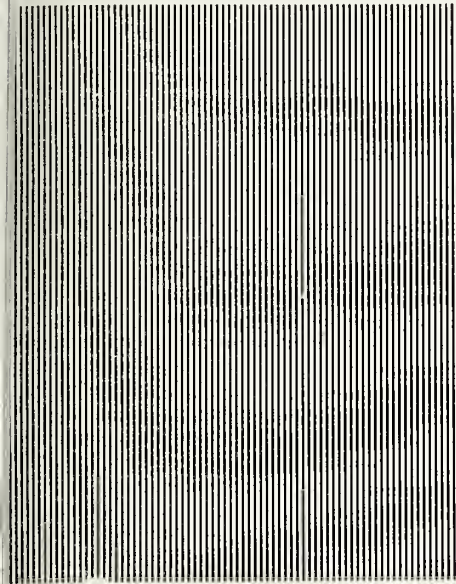
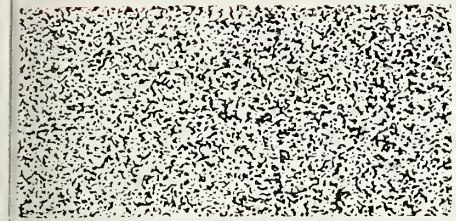


Cash Box

JULY 6 1962



One of the most exciting and refreshing talents to come onto the record scene during the past year is Columbia Records' new folk singing team, the New Christy Minstrels. In an amazingly short time, they have developed into a top album selling combo. Under the direction of Randy Sparks (third from right) the group came to Columbia's attention via west coast A&R director Jim Harbert and west coast operations v.p. Irving Townsend. Since then the group has gained great acceptance, helped tremendously by regular appearances on last season's Andy Williams TV'er and top club engagements such as New York's Latin Quarter and Los Angeles' Troubadour Cafe, as well as college concerts. The group is currently on a nation-wide tour. To date they have issued three LP's all of which have been strong chart items: "Presenting: The New Christy Minstrels;" "The New Christy Minstrels In Person" and "Tall Tales." They are currently kicking up noise with their single "Green, Green."

He Did It!

(with "Go Away Little Girl,"
"Poor Little Rich Girl"
and "Don't Be Afraid, Little Darlin'")



She Did It!

(with "Blame It on
the Bossa Nova"
and "Don't Try to Fight It, Baby")



**Now, Steve and Eydie Duet on a New Single,
"I Want to Stay Here" 4-42815**



Columbia Singles Sell 



Cash Box

Vol. XXIV—Number 43

July 6, 1963

FOUNDED BY BILL GERSH

Cash Box

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New York 19, N. Y.
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SUBSCRIPTION RATES \$15 per year any-
where in the U. S. A. Published weekly. Second
class postage paid at Bristol, Conn.

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PROFITLESS PROSPERITY! ILLEGALITIES GALORE

The four words printed in red above probably best describe the message most of the conventioners at the ARMADA and ROSA conclave in Miami last week, will be taking back with them when they return to their home territories.

The first two were used by Dave Kapp, president of Kapp Records, who delivered the ARMADA meet's keynote address — considered by many to be the best keynote speech ever heard at the record industry convention. (See complete text this issue). The words were Mr. Kapp's way of describing the major problems facing the entire record industry — continued growth in volume coupled with an ever-decreasing profit, which today is already ridiculously low. "We must sell our records at a profit." . . . "The Big (discount) Deal is not the answer to profit." . . . "Sell the Product — Not the Price." . . . summarized in a few words the Kapp thinking. And from the reception he received, it appears he was describing the feeling of every manufacturer, distributor, one-stop and dealer invited to attend the ARMADA opening meeting.

ILLEGALITIES GALORE . . . were the words used by Earl Kintner, ARMADA attorney who followed Mr. Kapp to the lectern and drove home the "unbelievable" degree of unethical, unfair, and illegal practices that exist in the record industry today. "The record industry is full of illegalities, probably more than any other . . . It is

one of the unhealthiest industries in this economy." From this point the attorney went on to describe many of the practices in the industry that are in violation of many existing business laws. (See other stories this issue.)

So powerful, and so to the point were these two opening speakers that they no doubt left an indelible impression on all who heard them.

Well, what was accomplished? (a question everyone seems to ask after most conventions).

Probably a great deal more at this ARMADA meet than at any other convention we've ever attended.

Like the little disobedient boy who recognizes he has just heard his father's last warning and plans to obey this time — or else, Miami conventioners *may*, this year be going home with a similar realization.

There was a sense of final warning at this convention. And it was stated very clearly. As Mr. Kintner put it, "You have one last chance to set your own house in order. You had better do it now before the government does it for you."

It will be most interesting to see how many people, in the coming months, will put this advice to good use — for their own benefit and for the benefit of the entire record industry.



Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JULY 6, 1963

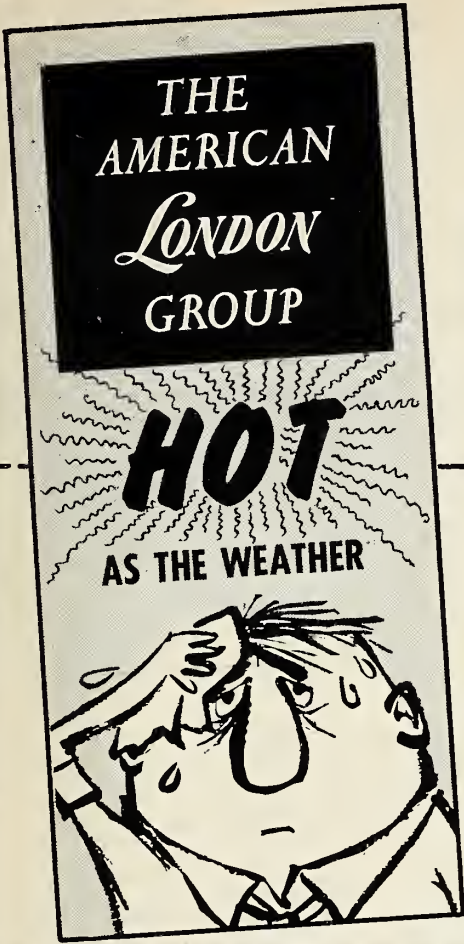
	Position	6/29	6/22		Position	6/29	6/22		Position	6/29	6/22			
1	SUKIYAKI	★KYU SAKAMOTO-Capitol-4945	1	1	35	TWO FACES HAVE I	★LOU CHRISTIE-Roulette-4481	20	13	71	BLOWIN' IN THE WIND	★PETER, PAUL & MARY-Warner Bros.-5368	—	—
	★BILLY VAUGHN-Dot-16484					★ANDY WILLIAMS-Columbia-42784	48	72	72	I WONDER	★BRENDA LEE-Decca-31510	—	—	
2	EASIER SAID THAN DONE	★ESSEX-Roulette-4494	5	9	36	HOPELESS	★ANDY WILLIAMS-Columbia-42784	48	72	73	LIKE THE BIG GUYS DO	★ROCKY FELLERS-Scepter-1254	83	90
3	SO MUCH IN LOVE	★TYMES-Parkway-871	6	21	37	SURFIN' U.S.A.	★BEACH BOYS-Capitol-4932	30	17	74	IF YOU NEED ME	★SOLOMON BURKE-Atlantic-2185	42	33
4	SURF CITY	★JAN & DEAN-Liberty-55580	9	28	38	RING OF FIRE	★JOHNNY CASH-Columbia-42788	46	57		★WILSON PICKETT-Double L-713			
5	HELLO STRANGER	★BARBARA LEWIS-Atlantic-2184	4	6	39	NO ONE	★RAY CHARLES-ABC-10453	55	81	75	CANDY GIRL	★4 SEASONS-VeeJay-539	—	—
6	BLUE ON BLUE	★BOBBY VINTON-Epic-9593	3	5	40	MY TRUE CONFESSION	★BROOK BENTON-Mercury-72135	51	64	76	LOSING YOU	★BRENDA LEE-Decca-31478	39	23
7	ONE FINE DAY	★CHIFFONS-Laurie-3179	7	10	41	TILL THEN	★CLASSICS-Musicnote-1116	49	67	77	I (WHO HAVE NOTHING)	★BEN E. KING-Atco-6267	84	—
8	IT'S MY PARTY	★LESLEY GORE-Mercury-72119	2	2	42	I WISH I WERE A PRINCESS	★LITTLE PEGGY MARCH-RCA Victor-8189	43	51	78	BRENDA	★CUPIDS-KC-115	88	96
9	MEMPHIS	★LONNIE MACK-Fraternity-906	10	30	43	WIPEOUT	★SURFARIS-Dot-16479	64	87	79	MY WHOLE WORLD IS FALLING DOWN	★BRENDA LEE-Decca-31510	—	—
10	TIE ME KANGAROO DOWN, SPORT	★ROLF HARRIS-Epic-9596	15	31	44	BE TRUE TO YOURSELF	★BOBBY VEE-Liberty-55581	54	65	80	MARLENA	★4 SEASONS-VeeJay-539	—	—
	★PAT BOONE-Dot-16494				45	IF YOU WANNA BE HAPPY	★JIMMY SOUL-SPQR-3305	26	15	81	JACK THE RIPPER	LINK WRAY-Swan-4137	85	86
11	YOU CAN'T SIT DOWN	★DOVELLS-Parkway-867	8	3	46	WITHOUT LOVE	★RAY CHARLES-ABC-10453	57	70	82	I WILL LOVE YOU	★RICHARD CHAMBERLAIN-MGM-13148	94	—
12	DA DOO RON RON	★CRYSTALS-Philly-112	11	4	47	THE LOVE OF MY MAN	★THEOLA KILGORE-5erock-2004	37	34	83	I'M AFRAID TO GO HOME	★BRIAN HYLAND-ABC-10452	100	100
13	PRIDE AND JOY	★MARVIN GAYE-Tamla-54079	27	37	48	PRISONER OF LOVE	★JAMES BROWN-King-5739	33	19	84	MY BLOCK	★FOUR PENNIES-Rust-S071	93	—
14	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER	NAT COLE-Capitol-4965	14	7	49	EVERY STEP OF THE WAY	★JOHNNY MATTHIS-Columbia-42799	41	40	85	MORE	★KAI WINDING-Verve-10295	—	—
15	STILL	★BILL ANDERSON-Decca-31458	13	11	50	ANOTHER SATURDAY NIGHT	★SAM COOKE-RCA Victor-8164	35	29		★STEVE LAWRENCE-Columbia-42795			
16	ON TOP OF SPAGHETTI	★TOM GLAZER-Kapp-526	19	22	51	POOR LITTLE RICH GIRL	★STEVE LAWRENCE-Columbia-42795	36	38		★DANNY WILLIAMS-United Artists-601			
17	STRING ALONG	★RICK NELSON-Decca-31495	17	18	52	SHAKE A HAND	★JACKIE WILSON & LINDA HOPKINS-Brunswick-55243	38	36		★DELLA REESE-RCA Victor-8187			
18	FINGERTIPS	★LITTLE STEVIE WONDER-Tamla-54080	45	80	53	SHAKE A TAIL FEATHER	★S DU-TONES-One-Der-Ful-4815	60	61		★MARTIN DENNY-Liberty-55571			
19	I LOVE YOU BECAUSE	★AL MARTINO-Capitol-4930	12	8	54	(I LOVE YOU) DON'T YOU FORGET IT	★PERRY COMO-RCA Victor-8186	61	66		★KATYNA RANIERI-London-10027			
20	MY SUMMER LOVE	★RUBY & ROMANTICS-Kapp-525	22	24	55	SIX DAYS ON THE ROAD	★DAVE DUDLEY-Golden Wing-3020	66	71		★RIZ ORTOLANI-United Artists-598			
21	FIRST QUARREL	★PAUL & PAULA-Philips-40014	23	27	56	GOODNIGHT MY LOVE	★FLEETWOODS-Dolton-75	68	76		★CLARK TERRY-Cameo-262			
22	SWINGIN' ON A STAR	★BIG DEE IRWIN-Dimension-1010	31	41	57	DON'T TRY TO FIGHT IT BABY	★EYDIE GORME-Columbia-42790	58	63		★CLEBANOFF 5TRINGS-Mercury-72151			
23	FALLING	★ROY ORBISON-Monument-815	24	32	58	SUMMER'S COMIN'	★KIRBY 5T. ROMAIN-Inette-103	63	73		★DEL SHANNON-Bigtop-3152			
24	NOT ME	★ORLONS-Cameo-257	32	53	59	ABILENE	★GEORGE HAMILTON IV-RCA-8184	67	82		★BEATLES-VeeJay-522			
25	SHUT DOWN	★BEACH BOYS-Capitol-4932	29	35	60	COME GO WITH ME	★DION-Laurie-3171	72	85		★LOU CHRISTIE-Roulette-4504			
26	18 YELLOW ROSES	★BOBBY DARIN-Capitol-4970	18	12	61	NOT TOO YOUNG TO GET MARRIED	★BOB B. SOXX & BLUE JEANS-Philly-113	65	69		★COUNT BASIE-Reprise-20170			
27	IF MY PILLOW COULD TALK	★CONNIE FRANCIS-MGM-13143	16	16	62	DENISE	★RANDY & RAINBOWS-Rust-5059	69	77		★ACE CANNON-Hi-2065			
28	COME AND GET THESE MEMORIES	★MARTHA & THE VANDELLAS-Gordy-7014	21	20	63	BE CAREFUL OF STONES THAT YOU THROW	★DION-Columbia-42810	74	—		★MEL CARTER-Derby-1003	100	—	
29	HARRY THE HAIRY APE	★RAY STEVENS-Mercury-72125	47	62	64	(YOU'RE THE) DEVIL IN DISGUISE	★ELVIS PRESLEY-RCA Victor-8188	—	—		★JAMES MacARTHUR-Scepter-1250	96	100	
30	JUST ONE LOOK	★DORIS TROY-Atlantic-2188	40	56	65	HOOTENANNY	★GLENCOVE5-Select-724	76	97		★LOVE ME ALL THE WAY	★KIM WESTON-Tamla-54076	—	—
	★ANDY & MARGLOWS-Liberty-55570				66	WILDWOOD DAYS	★BOBBY RYDELL-Cameo-252	34	26		★YOUR OLD STANDBY	★MARY WELLS-Motown-1042	70	48
31	BIRDLAND	★CHUBBY CHECKER-Parkway-873	28	14	67	GREEN, GREEN	★NEW CHRISTY MINSTRELS-Columbia-42805	78	—		★SAY WONDERFUL THINGS	★PATTI PAGE-Columbia-42791	82	88
32	DETROIT CITY	★BOBBY BARE-RCA-8183	52	75	68	MOCKINGBIRD	★INEZ FOX-foxx-919	80	91		★RONNIE CARROLL-Philly-40110			
33	THE GOOD LIFE	★TONY BENNETT-Columbia-42779	25	25	69	ROCK ME IN THE CRADLE OF LOVE	★DEE DEE SHARP-Cameo-260	79	—		★BOBBY GREGG-Epic-9601			
	★KATHY KEEGAN-Malibu-1219				70	TIPS OF MY FINGERS	★ROY CLARK-Capitol-4956	77	83		★JET HARRIS & TONY MEEHAN-London-9608			
	★SERGIO FRANCHI-RCA-8149						★FONTANE SISTERS-Dot-16499			100	GIVE US OUR BLESSING	★RAY PETERSON-Dunes-2025	73	74
	★BETTY CARTER-Atco-6254									100	SUMMERTIME	★CHRIS COLUMBO QUINTET-Strand-15056	—	—
	★LALO SCHIFRIN-MGM-13139													
	★KENNY BURRELL-Blue Note-1884													
	★CLARK TERRY-Cameo-262													

● SHARP UPWARD MOVE

★ BEST SELLING RECORDS

* OTHER VERSIONS STRONGLY REPORTED

PUBLISHER LIST—SEE INDEX



Fabulous Follow-up...Shipping Now

Jimmy Soul

TREAT'EM TOUGH

SPQR-3310

Big Chart Item Everywhere

Ace Cannon

COTTONFIELDS

HI-2065

The Ran-dels

MARTIAN HOP

CHAIRMAN-4403

Willie Mitchell

PERCOLATIN'

HI-2066

NEW RELEASES

Bobby Pickett

GRADUATION DAY

GARPAX-4175

The Crew

THE BIG JUNK

BRASS-2900

Town and Country Bros.

SANDY, SANDY

TAHOE-2534

The Castle Sisters

MISTER SUMMER

TERRACE-7517

Matthew Reid

LOLLYPOPS WENT OUT OF STYLE

TOPIX-6006

Marty Willis

IT IS NO SECRET

LOUIS-6804

The Sylte Sisters

SUMMER MAGIC

COLISEUM-2701

Linda Lloyd

SHOUT HALLELUJAH

IMCO-2100

Gary Paxton

SCAVENGER

44177

GARPAX

Rhythm & Blues Smash

Joe Tex
SOMEONE TO TAKE YOUR PLACE

DIAL-3013

House Subcommittee Passes Bill Ending Jukebox Royalty Exemption No Rates Specified In New Proposal

WASHINGTON—Jukebox operators lost a decisive round in their year-after-year battle to remain exempt from royalty payments for jukebox plays when a House Subcommittee on Copyrights voted last week to strike out the jukebox exemption clause from the Copyright Act of 1909.

The bill (HR 7194) replaces an earlier proposal—The Celler Bill (HR 5174)—that would have called for a \$5 per machine annual fee following repeal of the exemption clause. Rep. Emmanuel Celler (D-New York) is also the sponsor of the new bill. It was generally agreed by both sides in the matter that cost of a Government agency would have been exorbitant.

Through the affirmative vote by the House Subcommittee, HR 7194 moves on to the Full House Judiciary Committee, which is slated to discuss it this Tues. (2). This marks the furthest advance that a proposal of this type has made up the Congressional ladder. If it passes the Full Commit-

tee, it would then go to the House before being introduced to similar Committees in the Senate.

HR 7194, which carries an effective date of Jan. 1, 1965, places the royalty obligation with the jukebox operator. It exempts the proprietor of the location or establishment from paying royalty fees unless he owns the machines. The bill does not specify rates. These would be worked out by the various clearing houses. The mechanics of fees and methods of collection, not detailed in the proposed bill, are expected to be outlined if the bill becomes law.

Jukebox industry reps who were contacted after the House Subcommittee vote feared apathy on the part of operators, who have been conditioned to seeing the defeat of exemption bills over the years. However, they felt that the position of jukebox operators in the U.S. has become "more precarious than ever" as a result of the House Subcommittee action.

Roulette's Best Distrib Meet Grosses Over \$1 Million

NEW YORK—Roulette Records wrote the biggest gross sales in the history of its distrib conclaves—well over \$1 million worth of business—at its sales meet in Miami Beach last week, the label reported.

The meet, which was the first of the many manufacturer-distributor sales meetings scheduled at the Miami ARMADA convention, was highlighted by an address by Morris Levy, president of the label. In his speech, Levy stressed the changing face of the business and the fight for survival that the distributors are now engaged in.

Following Levy's talk, Bud Katzel, general sales manager for Roulette, gave a talk on the company's new singles sales policy.

The Roulette sales program tagged "Albums That Sell Like Roulette Singles" . . . was introduced through a slide and four track tape presentation. The program which is based on Roulette's singles sales policy offers 1,000 deals on albums on the basis of 300 LP's free on an order of a 1,000 LP's or 150 LP's free on an order of 500 LP's, or 30 LP's free on an order of 100 LP's. The 1,000 deals on the LP's is on a first come, first served basis and extends from now until Sept. 25.

The sales program embraces the entire Roulette catalog, as well as Roost, Tico, Gee, Gone and End. It also includes the Roulette Golden Goodies series of twelve volumes which has given the label record-breaking billing through May and most of June. Finally, the program is aimed at twenty-seven new albums and two re-packaged LP's which were unveiled at the meeting.

The albums include: "Easier Said Than Done" by The Essex; the debut album of Lou Christie; a new Joey Dee LP, "Dance Dance Dance." These three albums, because of their time-

(Continued on page 36)

Atlantic & Atco Sales Meet Gives Distribs New Program, LP's

NEW YORK—The Atlantic and Atco labels expect to sell \$1 million worth of merchandise during their new LP programs—featuring new product—which distrib got wind of at last week's ARMADA meet.

This sales prospect was announced by Neshui Ertegun, Atlantic veep, following the sales meets on the basis of "enthusiastic" distrib response. He noted that all distrib had ordered products far above their quotas.

The Atlantic and Atco meetings were attended by a full complement of the company's distribs. The executives from Atlantic and Atco on hand in Miami were: president Ahmet Ertegun, vice-presidents Jerry Wexler and Nesuhi Ertegun, national sales manager Bob Kornheiser, and director of album sales and merchandising Len Sachs. A total of 10 new albums and six singles were introduced by Atlantic. The new Atco product included four albums and five singles.

The all-encompassing album programs, which were outlined by Len Sachs at the meetings, will run between July 1 and August 31, and will include a 15% discount on new albums, as well as on the entire LP catalogs of both labels. 30-60-90 day deferred billing terms are available to qualifying dealers.

Sachs explained to distributors that "in order to bring the new Atlantic and Atco product home to the consumer, a distributor advertising fund is being made available, to be used in conjunction with dealers for local radio and newspaper advertising."

Similar advertising allowances were included in previous programs and they proved to be an important factor in producing a high rate of sales. An extensive radio promotional effort is being undertaken, with shipments of promotional albums slated for each distributor, supplemented by a

(Continued on page 36)

ARMADA-ROSA NEWS SEE PAGES 8, 34, 35, 36

COMPLETE TEXT OF DAVE KAPP AND DAVE MILLER ADDRESSES—PAGE 10

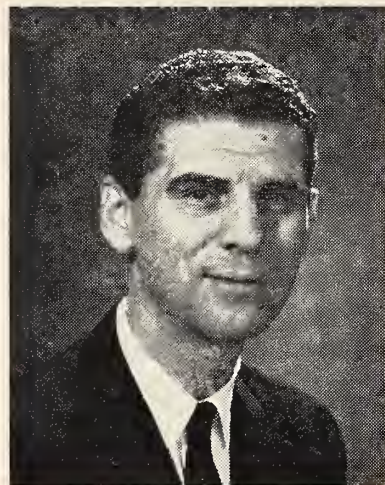
Columbia Sets 8 LP Release For July

NEW YORK—Columbia Records has announced the release of eight LP's for this month, highlighted by four Masterworks and four pop albums. Included is a new Johnny Cash entry, "Ring Of Fire," tagged after his current country hit.

Others in the release are "The Explosive Sounds of Les Brown and His Band of Renown," "The Freewheelin' Bob Dylan," "The Bets of Bobby

Helms," Brahms' "Spanische Liebes-Lieder" performed by various artists, the Mendelssohn Trio in D Minor and the Faure Trio, Op 120 by Andre Previn, Richard Yardumian's "Symphony No. 1 and Violin Concerto" with Eugene Ormandy and the Philadelphia Orchestra, and Beethoven's "Quartet No. 14 in C# Minor" by the Budapest String Quartet.

D'Imperio Replaces Bullock (Ret.) As Victor's Business Affairs Veep



JOSEPH E. D'IMPERIO

NEW YORK—Joseph E. D'Imperio, senior counsel for RCA Victor Records since 1960, has been appointed division vice president of business affairs, it was announced last week by Norman Racusin, division vice president and operations manager.

D'Imperio will assume his new post effective July 1, succeeding retiring vice president William W. Bullock, (see separate story).

"For the past three years, D'Imperio has, as senior counsel to the record division, aided enormously in the implementation of policies developed by the division. During that time, he has worked closely with his predecessor on many important contractual arrangements with artists and producers," Racusin said.

D'Imperio joined RCA in Nov. of 1955 as a member of the law department of the manufacturing and service divisions in Camden, New Jersey, serving as representative in credit and collection and insurance activities. In summer of the following year, he assumed part time functions with the Victor records in New York, in addition to his Camden responsibilities. He was assigned as a full time attorney in May, 1957 and subsequently, in June, 1960, became senior counsel.

BILL BULLOCK

NEW YORK—After 30 years with the RCA Victor organization, W. W. (Bill) Bullock, division veep of markets services and business affairs, retires this week (1), according to Norman Racusin, the Victor label's veep and operations manager.

Racusin stated: "It is only with the utmost reluctance that we acquiesce to Bill's expressed desire to retire.

His versatile talents and wealth of experience—not to mention his abundance of personal warmth and charm—will be most sorely missed. His contributions to the overall growth of the Record Division, during his long career at RCA Victor, are of incalculable significance."

He functioned as RCA Victor executive in the areas of plant management, engineering, distributing, field and national sales, marketing and promotion as well as in the especially creative area of Artists and Repertoire and album planning and merchandising.

At the age of 19, Bullock, who had worked for the Pennsylvania Railroad for three years, began his career with RCA as a cost clerk in the company's Camden, N.J., offices. Through 1939, he worked in Camden and continued his education.

From late 1939 to 1943, Bullock was assistant plant manager of RCA Victor's plant operation in Hollywood, California, and also served at the company's activity in Indianapolis, Indiana, where he managed accounting and cost control. In '43, he returned to Camden to assume the position of manager of material control for engineering products at the New Jersey plant.

In 1945, Bullock became operation manager of the RCA Distributing Corporation in Detroit, Michigan, and, for a year, was responsible for all indirect operations of the branch. He then became assistant regional manager for the division, working out of Los Angeles, California, on special assignments through 1947.

For the next four year, Bullock was a Victor field rep, involved in selling records to distributors and also assisting in promotional activities. In 1951, he was named manager of sales planning for the record division, a position he held through 1955. During this time, he supervised sales planning and customer service functions.

Bullock was promoted in '55 to the position of manager of single records. He was responsible for all producing and marketing of singles for the company at a time when rock and roll was coming on strong. It was in this period that Bullock became intimately associated with the activities of Elvis Presley and his manager, Colonel Tom Parker.

One year later, he was named a division vice president and he assumed complete responsibility for the producing, merchandising and selection of artists and repertoire for all Victor product. Bullock held this position through 1960 when he was promoted to his present position in market services and business affairs.

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Capitol Unveils Low-Priced Long-Hair Line: "Paperback Classics"

HOLLYWOOD—In a move to broaden its classical market, Capitol Records Distributing Corp. has announced a new line of budget-price classical LP's and a dollar-per-disk price reduction in its standard Capitol Classics series. Coupled with the unchanged Angel line, the new moves are designed to give CRDC "complete coverage of every aspect of the classical market."

Borrowing a philosophy long successful in the book industry—making great literary works available to the public at a low price by utilizing low-cost binding and paper covers—Capitol is introducing its "Paperback Classics" series. The price structure for the new line is such that retailers may sell the "Paperbacks" for \$1.98 mono, 2.98 stereo and still obtain a considerable profit margin.

The disks are packaged in durable, heavy-grade paper and are poly-wrapped. Though the initial release of 10 albums will not be made until mid-August, CRDC representatives will begin selling the new line July 8.

Capitol's "Paperback Classics" feature performances by some of the world's best-known orchestras, solo-

ists, and vocalists. Among the names in the initial release are Stokowski, Leinsdorf, Kempe, Steinberg, Firkusny, Pennario, Marcel Grandjany, Michael Rabin, and John Browning.

The reduction in price for the purpose of computing discounts of Capitol Classics to \$3.98 mono, \$4.98 stereo, coincides with the introduction of a new series within the line, "Promenade Classics."

Packaged in a special, identifying overwrap, "Promenade Classics" will emphasize the lighter side of classical repertoire. New releases and existing Capitol Classics which fit this new concept will include many of the popular recordings by the Hollywood Bowl Symphony and the Roger Wagner Chorale. In all, there will be some 100 albums in the initial "Promenade Classics" catalog.

A national promotion campaign for Capitol Classics will be announced soon.

Angel Records, the third classical line distributed by CRDC, will continue its prices for computing discounts at \$4.98 mono, \$5.98 stereo.

SORD Elects New Officers; Sets Expansion Moves

MIAMI BEACH—SORD, the dealer organization, elected a new slate of execs and made plans for future activities at a board meet here last week at the San Souci Hotel.

Lou Shapiro, owner of The Music Center in Jersey City, N.J., was elected president. Other new board members include: Bob Codgil of Dallas, 1st veep; Danny Winograd of Chicago, 2nd veep; Joe Goldberg of Washington, D.C., as recording secretary; and Mickey Ginsler of New York as secretary-treasurer.

To avoid a conflict of interest, Shapiro immediately resigned as a buyer of Dealers In Sound Corp., a dealer co-op.

In addition, Chuck Simmons of Dallas will handle publicity for the association.

After his election, Shapiro told Cash Box of a number of moves that are designed to revitalize SORD and identify it more closely with other trade organizations.

SORD is establishing a number of committees to cover various areas. These will include a membership committee, to push for new members, a legislative committee, to deal with local and Federal legislation that concerns the disk business (Shapiro said that SORD would make itself available to the Federal Trade Commission and the Roosevelt Small Business Committee), an ethics and education committee, to uniform and educate dealers, and a committee to press for reduction of wholesale prices to a "more realistic level to stimulate business through retail stores."

Also in the works is a committee to survey the possibilities of a self-supporting & profit making trade show open only to the record business. SORD says such a trade show would be the product of a professional convention organization.

Shapiro cited as one of SORD's major goals the reinstatement of close liaison between local chapters of SORD and the national organization. It is hoped that such ties would lead to the adoption of policies set by the national organization at the local level.

Maguire Heads Sales At Colpix; Raker Leaves As Gen. Mgr.

NEW YORK—Walt Maguire has been named to head-up sales activities for the Colpix and Dimension labels, according to an announcement from Don Kirshner, exec veep of Columbia Pictures' label and publicity operations.

Maguire will assume his post in mid-July. He'll be exiting a 12½ year association with London Records, which in recent years has involved the direction of the London Group setup, the national distrib outlet for a number of indie labels. Before joining London, he was associated with the distrib business in Philadelphia.

At Colpix' distrib meet in Miami last week, Jerry Baker announced his resignation as general manager of the label. He did not announce future plans.

Noting that Maguire played a major role in the growth of the London Group, Kirshner said that the exec has had a "tremendous average" at London, referring to the number of masters he picked-up for London that became hits. Kirshner feels he and Maguire "compliment each other" in that both believe in quality over quantity in release schedules. Kirshner also said that Maguire's experience in the international market—through his London ties—would be valuable to the growth of Colpix and Dimension.

UN's "All-Star" Album Hits Million Mark

LONDON—To mark the sale of over 1 million copies of the United Nation's "All Star Festival" LP, the UN's Deputy High Commissioner for Refugees, Prince Sadruddin Aga Kahn, last week presented the commemorative gold disk to P. P. Spinelli, director of the European Office of the UN. The disk will be placed in the Museum of the Library of the Palais des Nations.

This impressive sales achievement was reached within three months of the official release date and the World Refugee Fund has already benefitted by more than \$1 million.

A breakdown of the total sales reveals the top sales areas to be: Germany: 175,000; Sweden: 170,000; Netherlands: 110,000; United Kingdom: 76,000; Switzerland: 52,700; Japan: 51,300; Norway: 50,000.

VeeJay Unveils Fall Product; FM & Horizon Albums Also Bow

MIAMI BEACH — VeeJay Records made known its fall product line-up at last week's ARMADA meet.

The label itself is releasing 18 new albums, including seven packages aimed at the pop-gospel market. Latter involves the re-packaging of previous issues.

In addition, there'll be entries from two labels—FM and Horizon—which are now being handled through VeeJay's Dart sales.

VeeJay new offerings in the pop area are: "Africa Calling—The Dunggills," "In troducing The Beatles," "Young Peoples Introduction To Hebrew Music," Cantor Samuel Vigoda & The Oscar Julius Choir, "Frank Ifield Favorites," "Golden Hits Of The Four Seasons," "John Lee Hooker On Campus," "T'Ain't No Big Thing . . . But He Is," Jimmy Reed, "How About Love," Alma Cogan and "Pop Gospel—Live From London," Alex Bradford, Chris Barber.

A jazz entry is Eddie Harris' "Half & Half," while a comedy issue is Cliff Norton's "Unaccustomed As I Am."

The pop-gospel dates (only available in mono) are: "You'll Never Walk Alone," The Original Blind Boys of Alabama, "Swing Low, Sweet Chari-

ot," The Staple Singers, "May The Words Of My Mouth," Marion Williams & The Stars Of Faith, "The Lord's Prayer," The Patterson Singers, "As You So, So Shall You Reap," Charles Taylor, "Blessed Assurance," The Swan Silvertones, "I'll Serve The Lord," The Argo Singers.

The FM sessions are: "Chris Connors At The Village Gate," "Our Man In Africa," George Anderson, "Stereo-phony," Bill Russo, "Jazz Committee On Latin American Affairs," various artists, "Passion In The Desert," Ken Nordine, "It's Better To Be Rich Than Ethnic: Allen & Grier," "The Big Three," "Side One Conversations," Eric Dolphy and Richard Davies, "Side Two," Eric Dolphy Quintet, "Hootenanny—Live At The Bitter End," Oscar Brand, emcee, Len Chandler, Jo Mapes, Fred Neil and Bob Carey.

The Horizon product consists of: "The Contemporary Folk Group," "Hootenanny At The Troubador," The All Stars, "Blue Hoot," Lightnin' Hopkins, Brownie McGhee, Sonny Terry, "Sing Out On The Beach," The Troubador Singers and "The Other Singers."

Sweden's 1st Distrib Begins Its Activities

STOCKHOLM, SWEDEN—For many years, plans have been discussed for a record distribution organization in Sweden, an organization to make it less expensive for the retailers to get their records.

Sometimes the possibility has been discussed by one distribution outfit which would handle the records of all manufacturers in Sweden, thus greatly reducing freight and insurance expenses.

On July 1, such a new company, Grammofonbolagens Distributionscentral, founded and owned one third each by AB Knäppupp, Metronome Records AB and Sonet Grammofon AB, began its activity.

In addition to handling the records of the three companies which own the organization, the new firm is now handling sales and distribution of records from Scan-Disc Recording Company AB in Stockholm and Megafon in Gothenburg.

The distributor will handle sales

and distribution all over Sweden, while all companies involved will continue their own production and recording activity. Each is also handling its own publicity depts.

There is a great interest in the trade on this development, and it is expected that other manufacturers will be considering the possibility of joining this organization after a while.

For companies contracted to the distributor, it means a considerable reduction of personnel, for the manufacturers would generally need only one or two a & r men and a publicity man.

President of Grammofonbolagens Distributionscentral is Eddie Landquist and the distributor will operate from Dalagatan 6, Stockholm C. Salesmen and office personnel is mainly recruited from veterans of the involved companies.

The distributor will be handling some 35 different labels.

WB Readies Home Office Convention

BURBANK, CALIF—The fifth anniversary Convention of Warner Bros. Records is being readied now at Warner's Burbank offices.

The three-day convention, July 21-23, will take place at the Southern California studio headquarters of the label, and at the Beverly Hilton Hotel.

Acceptances have been received by all WB distributors as well as the companys' Canadian licensee, The Compo Company. Over 100 out-of-towners are expected at the meetings, which will feature a complete run-down of WB's sales and fiscal policies, promotion, merchandising and advertising practices, presentation of new product, and fall plan.

Climaxing the convention will be a Tuesday evening banquet at the Beverly Hills Hilton Hotel, where many of the top acts on WB will entertain.

The July convention will be the first

national convention with all distributors present since the founding of the company in 1958.

Capitol Surfing LP Deal

HOLLYWOOD—Capitol Records this week begins a two-month campaign on the six surfing albums in its catalog. Terms of the program call for one free album with every 10 purchased at regular price.

Featured in the program are two top surfing groups, The Beach Boys and Dick Dale and his Del-Tones, with two albums each, plus "Sunset Surf," presented by John Severson, editor and publisher of Surfer magazine. Sixth album is Jack Marshall's "My Son, The Surf Nut," a comedy LP.

Backing up the campaign, CRDC has prepared a special surfboard record rack, a dictionary of surfing terms, and other sales aids. Programs also offers deferred billing.

ARMADA CONVENTION HIGHLIGHTS

MIAMI BEACH, FLA.—The most frequently asked question after an industry convention is "What was accomplished?"

Aside from the obvious benefits derived from manufacturers meeting with their distributors and introducing new product to them, plus the advantages of getting to know better an individual with whom one does business, the ARMADA Convention this year had a great deal to offer thanks to four specific highlights: a comment made by Sam Clark, president of ABC-Paramount Records; a powerful address by Dave Kapp of Kapp Records; a number of biting revelations by ARMADA attorney Earl Kintner; and a spirited, awakening speech from Dave Miller, president of Miller International Records.

SAM CLARK STATEMENT

Even before the ARMADA Convention began, and at the ABC-Paramount meeting of distributors, Sam Clark, the label's prexy, told his distributors that he no longer wants to see any of them engage in transshipping of his company's merchandise. Clark said that if distributors can no longer operate profitably with the ABC-Paramount labels under these conditions, the label would give them dollar for dollar for their inventory and they need no longer be an ABC-Paramount distributor. Distributors were given three hours to make their decision as to whether they would operate without transshipping. A few asked for a meeting on this subject, but it did not develop.

The ramifications of such an announcement were discussed by individuals throughout the remainder of the convention, everyone, of course, questioning what would happen if a distributor were, in the future, caught transshipping and the line was taken away from him because of this. Many people brought up the case of a few years ago when Audio Fidelity tried to prevent transshipping and in a court trial lost the case.

Everyone seemed to indicate that he would love to see such a move stand up. Since no distributor was changed after this announcement, there is no test yet. However all showed a keen interest in the future. If a future distributor change is to be made, can a manufacturer point to the fact that the distributor was transshipping as the reason for the change and win, should court action be brought against the manufacturer. Clark also pointed out that his company had never engaged in the practice of allocations on new album releases to distributors—a practice considered primarily responsible for transshipping. And it was noted that a number of manufacturers introducing new product to their distributors indicated that they would no longer allocate new LP product.

KINTNER'S COMMENTS

Further light was shed on transshipping by Earl Kintner, the well known attorney with vast experience in trade practices, and now representing ARMADA before the Federal Trade Commission and the Roosevelt Small Business Committee. Kintner described how rampant with illegalities the record industry was. One of the subjects he felt the government would consider illegal was transshipping, a distributor engaging in the practice is almost always selling to different firms at many varied prices, frequently at a great deal lower than the prices to which he sells users in his own area. This is illegal. "I think a manufacturer has a right to insist that his distributor operate within the law, or get rid of him," he declared. Kintner also said that he believed the government would feel the same way about the illegality of transshipping. Kintner called the record industry one of the unhealthiest in-

dustries in the American economy and pointed out many of the unfair and unethical practices that exist today. (See other story on Kintner's talk.)

KAPP ON THE BIG DEAL

Dave Kapp was the star of the opening day of the Convention. The president of Kapp Records delivered a sober address that showed how the record industry has decayed from the profit standpoint. For the record industry to survive, he stated, it must erase the discount and big deal thinking that has resulted in "Profitless Prosperity." Product must be sold at

a profit. Kapp's speech no doubt awakened many to the thought that deals and discounts have given the industry greater volume but have also erased profits. He indicated that he felt the manufacturer must show the way and not the distributor. He also pointed to the evils of allocations. His address was the most enthusiastically received comment on the need for industry change. (See complete text on page 8).

BEFORE IT'S TOO LATE

Dave Miller, in his own inimitable (Continued on page 36)

Kintner's Warning

MIAMI BEACH, FLA.—The most outspoken speaker heard at this year's ARMADA meet was, without a doubt, Earl Kintner, ARMADA's Washington attorney who has been dealing with the FTC and the Roosevelt Small Business Committees on ARMADA's behalf. Kintner has also been dealing with problems in the area of anti-trust and trade regulations for the past 15 years.

Right from the very start of his talk he hit everyone right between the eyes. The record industry is one of the unhealthiest industries in the economy, he declared. It is filled with people not in business to make a profit, but just for fun.

This industry is rampant with illegalities, he went on, probably more than any other I have dealt with. I think the government will consider transshipping illegal because the very nature of transshipping requires that the seller sell to one party at a lower price than he is selling the same product in his own area. Transshipping at the same price to different people is perfectly legal. You must realize that price discrimination is unlawful. It's in violation of the Robinson-Patman Act. Both distributors and manufacturers are in violation in this area every day. Price discrimination violates the economics of the industry, he continued, and makes it unhealthy—sick.

You gentlemen have to awaken to the fact that, possibly in the very near future, price discrimination will blow up in your faces. Should someone file a complaint against you tomorrow, and should you be investigated by the FTC, and slapped with a Cease and Desist Order, you may find yourself working under conditions that your competitor is not faced with until a complaint is filed against him. This would almost certainly destroy you.

Then Kintner sounded what was considered the final warning. You have one last opportunity, he said, to set your own house in order. NOW—before the government spells out rules and regulations for you.

Several hundred complaints from distributors, jobbers, one-stops and dealers have already been filed with the government. And whether you wish to believe it or not, you, gentlemen, are in bed with the government right now.

Realize now that you are forcing the government's hand. And also realize that a violation of a Cease and Desist Order, should it hit you, subjects you to a \$10,000 fine per day per violation.

Illegalities in the record business exist today in every area, Kintner went on. In transshipping, in functional discounts, in varied dating privileges, in freebies, in counterfeiting, in selling below cost for the destruction of a competitor, in special preferred treatment to one and not another, such as poly bags, title strips, browsers, payola, artist's free appearances at hops, etc.

There are 165 industries today affected by Trade Practice Rules. In behalf of the industries, these rules are just paper and mean nothing. But in the other half, the rules have had a drastic effect on the industry.

More equal treatment will help sta-

bilize the business. You must work in this direction now. Some of you need the Robinson-Patman Act like many of the Pagan nations needed God.

Kintner also said, some of you people feel that by forming two separate corporations, one for distributing and one for one-stopping, you are escaping the arm of the law. I'm warning you gentlemen, you had better keep your two different pockets separate.

Bud Katzel of Roulette Records asked Kintner whether a manufacturer could threaten a distributor with loss of his line if the distributor were caught transshipping. To which Kintner answered, A manufacturer can tell his distributor that he wants him to operate in compliance with the law. And by transshipping, which is predicated on selling at a lower price to an individual outside of his own area, he is in violation of the law. And if you're going to continue to function illegally, you cannot be my distributor.

On the subject of extra discounts to big users, Kintner said such favoritism to one buyer must be justified, to be within the law. You must analyze costs and savings on one large shipment, one bill, etc. And you must cost justify before you offer an advantage such as this. And cost justification is an extremely complex and very expensive analysis for a distributor. Ask Jim Schwartz, he tried it and ran into tremendous costs.

What constructive effect Kintner's talk will have on the group was difficult to detect. However, it was felt that many were awakened and warned. He received a rousing ovation.

It may not be an indication of mass thinking, but immediately after Kintner's speech, distributors Johnny Halonka of New York and Big Ed Dinallo of Hartford, Conn., were seen shaking hands on an agreement not to transship any Vee Jay product, a line they both handle in their respective territories, into the other's territory. Halonka just acquired the Vee Jay line for the New York area.

Following Kintner's speech, Jim Schwartz, treasurer of ARMADA, informed the members that, including accounts receivable, the treasury had a balance of \$40,181.64.

ARMADA's Leaders For New Year

MIAMI BEACH, FLA.—ARMADA members re-elected Amos Heilicher president of their association for another one year period.

Jimmy Martin was named vice-president; Irwin Fink, secretary and Jim Schwartz, treasurer. Regional vice-presidents chosen for the coming year were: Bob Chatton, west coast; Bill Davis, central states; and Joe Cohen, east coast.

From a slate of seventeen record manufacturers, all associate members of ARMADA, the distributors chose eight names who will act as the association's manufacturer advisory committee: Dave Kapp (Kapp), Al Bennett (Liberty), John Sippel (Monument), Jerry Wexler (Atlantic), Herb Corsack (Vanguard), Jerry Blaine (Jay-Gee), Ewart Abner (Vee-Jay), and Mike Maitland (Warner Bros.).

The new board of directors include: Milt Salstone, Bill Shockett, Bud Lampe, Carl Glazer, Harry Levin, Hutch Carlock, Jake Friedman, Henry Nathanson, and Harold Lieberman.

ARMADA President Heilicher Suggests: Clean Own House

MIAMI BEACH, FLA.—In his welcoming address to ARMADA members and associates, Amos Heilicher pointed to two methods of curing or bettering the industry's "chaotic situation." One is action on a governmental level.

"We have been in contact with the Federal Trade Commission. We have had a preliminary hearing within the last 30 days and look forward to a definite appointment in the very near future for a Trade Practices Conference," said Heilicher. He also reported that he had received a letter from James Roosevelt, head of the Roosevelt Small Business Committee who said in his letter that he would be happy to hear from representatives of our industry about the many problems that exist in it.


"Secondly, we must get our own house in order. The government can help us only if we are honest with ourselves and make a sincere effort to overcome our various shortcomings."

He referred to Columbia's taking a stand in the near future in this direction and complimented Sam Clark on his sincere effort to erase the evil effects of transshipping.

"Let us not continue to blame the other person. We must do some soul searching and self-analysis. Through our own inner resources, coupled with governmental guidance, we will attain a prosperous future."

The opening meeting at which Earl Kintner, Dave Kapp and Heilicher spoke required no membership badges for admission. Because of the serious nature of the meeting the doors were open to members of ROSA, the one stop association, which was meeting next door, and members of SORD, the dealer association, whose board of directors had also been meeting at the same time in the neighboring San Souci Hotel.

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KAPP-MILLER SPEECHES: TIME TO MOVE

Dave Kapp: Discounts Destroying Industry, Cause Profitless Prosperity

As most of you know, our family has been in the record business for over 50 years. I started to work in my father's music store in Chicago in 1919. . . . In 1921, my brother Jack and I opened our own music store—he was 19—I was 16. . . . I am still in the record business today, because it is a GOOD business.

I think now of 1932 when there was no record business. . . . A little box called the radio had come into being and phonographs were stored in attics or sold for junk. In 1932, the entire record industry sold 6 million records, and most of them were records that sold for 35¢, 25¢ and 19¢—6 for \$1. . . . I remember when we started Decca in 1934. . . . People would stop me on the street and ask—"What are you doing now?"—and when I said I was in the record business they invariably said—"My God, are people still buying those things?" . . .

What most of you don't remember—and will find hard to believe—is that in those days, when Bing Crosby had a hit, it sold 25 to 35 thousand. The first Andrews Sisters hit sold 4600. . . . The Ink Spots first hit sold 3300. . . . You'll probably not believe that the Andrews Sisters record of "Bei Mir Bist Du Schaeen" sold only 85 thousand records. . . . And I also remember January 1936, when we had our first big hit. . . . It was a song called "The Music Goes Round and Round." . . . When we saw the final sales figures we could hardly believe them. . . . The record sold 100 thousand and in a daze, we walked around and said to each other—"You see, it's possible to sell 100 thousand of a record . . . 100 thousand of one record!"

So a new era began. . . . we knew that if we could make the right record we could sell 100 thousand. . . . We were entering into a new world and we did!

Let's take a quick jump to last November. . . . The first Family LP. . . . It is not important only because the album sold about 4 million. . . . it is important because we now know that it's possible to sell close to 4 million of one record. . . . on LP record. . . . imagine that. . . . 4 million of one record. The public was ready and happy to spend over 10 million dollars to buy one record. . . . I don't think the Meader LP was a freak. . . . to me it means that this year, or next year or the year after, someone will make a record that will sell 5 million—6 million. . . . I am convinced that it can happen and not just once. I predict that we will all see it.

Now by all ordinary standards, the record business today ought to be one of the really great businesses to be in. Every year, there are more and more phonographs in more and more homes all over the world; more people are interested in a greater variety of music than ever before in history. . . . and everywhere there is more music being composed and performed that's worth recording and has an audience than in any so-called Golden Age of the past. . . . The population is increasing. . . . the gross national product is steadily climbing upward. . . . recessions, when they arise, are overcome more quickly than we once thought possible. . . . What more can you ask? We ought to be getting richer, fatter and happier every day. . . . are we? Think back to 1948, when LP records were first introduced. . . . what a boom! Everybody tried to get into the act, and anybody could as long as he had a record to sell. And remember the price structure? . . . EVERYBODY SOLD AT LIST. . . . There were a few small deals here and there, when really large quantities were involved, but by and large—NO DEALS! Not for the consumer, not for the dealer, not for the distributor. . . . Did everybody make money? They sure did! Did everybody buy records? They sure did! . . . Give the public something they want and they'll pay any price for it within reason.

The consumer was happy to buy the record, because the LP represented the greatest value in the history of the record business. . . . The customer was getting a good value—the distributor was operating at a profit and the manufacturer was operating at a profit. . . .

I learned many years ago that the record business is a series of hills and valleys and never a straight line. . . . And what I also learned, which is one of the most important lessons of my life, was that I had to prepare for the time when business was not at a peak. . . . that no matter what the economic circumstances are, the only possibility for survival is TO SELL A PRODUCT AT A PROFIT. . . . This is one of the most important things for us to think about now. We in the record business, were at the top of a hill and then one day we woke up to find that we were sliding down

the hill and entering a valley. . . . Let's look at what happened.

Someone said let's give a special discount. . . . we can sell more records. . . . we won't make as much money on each record, but we will make it up in the volume. . . . How many times have you heard this? . . . As strange as it may sound, this thinking is common. . . . when business starts to slip, and it is bound to happen, the first thing that many manufacturers and distributors do is reach for the only crutch they understand—REDUCE THE PRICE. . . . INCREASE THE DISCOUNT. . . . TAKE A SMALLER PROFIT. . . . WE CAN MAKE IT UP IN THE VOLUME! . . . Sometimes it works, but the business graveyard is filled with companies for whom it didn't work! . . .

We started our company on the premise that we must make a product which is a good product and one we can sell at a profit. . . . not only how much business we can do, but how much money we can make on the business we do do. . . .

There IS a record business. . . . it is a GOOD business and THERE IS MONEY TO BE MADE IN IT! . . . There is a way for us to make money and a way for you to make money. . . . for if both of us sell on an intelligent basis, we will prosper. . . . and the answer again is simple. . . . WE MUST SELL OUR RECORDS AT A PROFIT! . . .

Many years ago, I learned two words which have been two of the most important words in the history of our business: PROFITLESS PROSPERITY. . . . I remember the time in 1947 when there was such a demand for Decca records that we couldn't produce enough to fill the orders. . . . After a meeting, we decided that we would produce as many records as possible in our four factories. . . . we added shifts, paid overtime wages, and in one month we produced 8 million 400 thousand records. . . . Then we sat down and calculated the costs. . . . We discovered that we lost money on the last million and 1/4 records we had produced, and that we would have MADE AS MUCH MONEY IF NOT MORE had we only produced 7 million. . . . It was then I learned the full meaning of the words PROFITLESS PROSPERITY. . . .

The manufacturer and distributor must look ahead and think of his business as a continuing operation projected into years rather than days or weeks. We must all be completely realistic. . . . We must understand that we cannot live if we don't sell at a profit both in good times and bad times. . . . Usually when business is down the tendency is to lower the profit margin, we then suffer by having smaller profit on a lower volume. . . .

I firmly believe that there are not enough of us in the record business who actually take the time and effort to find the road to profits, but there are too many manufacturers and distributors who are more concerned with DEALS AND VOLUME than PROFITS. . . . "We shipped 80 thousand" a manufacturer says—"I just got an order from Benny for \$7300" a distributor says. . . . Did we make money?—well, we're not really sure!

There are too many who cannot see through the BIG DEAL SMOKE SCREEN. . . . I repeat, a bigger deal does not mean bigger profits and there are too many people in the record business who are more concerned with deals than profits. . . .

Gentlemen. . . . I have just read the major portion of an address I made at our Distributor Meeting on July 15, 1961—almost two years ago. . . .

Well. . . . NOW WE HAVE IT. . . . THE BIGGEST, WILDEST DEALS IN THE HISTORY OF THE RECORD BUSINESS! . . . We have driven the price of records down and we must recognize NOW, as never before, that THE BIG DEAL IS NOT THE ANSWER TO PROFITS. . . . As a matter of fact, THE BIG DEAL IS THE ROAD TO RUIN! . . . And unless we all get off that road our days are numbered. . . . I believe we can bring back the golden era of the record business, if we start now to remove some of the cancers which exist in our industry. . . . because if we don't, I'm afraid our casualty list will be a big one.

The figures for 1962, just published, show that record sales reached a new high. . . . BUT in spite of this, the record industry is faced with its most serious problem. . . . and what are we faced with? . . . BIG VOLUME BUT LITTLE OR NO PROFIT. . . .

There is no record company, of any consequence, today—major or independent—who is not trying to find the solution to the ills of

(Cont'd on page 35)

Dave Miller: Distribution Is Changing, Recognize It Before It's Too Late

The thoughts I would like to express are purely personal and I know do not reflect the sentiments of many of you in this room. Even the most optimistic of us agree that these are times in our industry that require some very realistic thinking. I do not claim my theories to be a cure-all for the many problems plaguing the membership of ARMADA. However, I have a selfish motive as a manufacturer in hoping that what I have to say will serve in some small degree to perpetuate in a prosperous state our record distributors. I will try to be objective in looking at the problems in general and not necessarily through the eyes of a budget record manufacturer.

At the bottom of all our mutual problems lies one important factor. Nothing will altar this factor and we cannot wish it away. The great French philosopher Voltaire hit it on the head when he said, "there's nothing constant but change." Keep this in mind as I ramble on today. Nothing constant but change! Let us all think basically just what our record industry is. What feeds it dynamically from the consumer viewpoint and in its merchandising impetus. It is the constant infusion of ideas, new sounds, new personalities; and creative forces. The very nature of our product requires a constant catalytic process. The process of change. Why then should the methods of merchandising this product not require a change of madus operandi.

In the past ten years in our country, in fact throughout the world, every area of retailing has undergone severe and radical departure from old sales methods. I firmly believe that two factors brought about this change in our particular business. The first being the increase of consumer income with a more abundant leisure. The second was the technological advances in recording techniques, and in particular the development of the LP. The LP gave us a chance to increase our product appeal through its pockaging and actually it decreased the inventory hazard to the point where it did not require a specialized retailer to handle it as singles, both 45's and 78's. We were now appealing to two senses, both sight and sound.

Up until eight years ago the phonograph record was the most "over exploited" and "under-merchandised product" in the world. Many products have long departed from the old ineffective avenues of distribution in reaching the consumer. Super markets and discount houses were fast becoming the emporiums of mass merchandising. Change for record distribution was in the wind. The individual manufacturers and distributors were starting to share in the accelerated growth of sales; payola was the order of the day; and salesmen sold hit singles to key accounts from a phone booth in an air conditioned movie. The one-stops sold the operators and bad accounts that were on hold. Everyone got out—I think for the moment. A few enterprising outfits that provided a service function to super markets, rack jobbers of non-food items, to these chains colossal. A few of them discovered records as a plus item. RCA went all out with an extensive rack jobber's record education program. To many of you the racks were a dirty word. They wanted to work—for shame! We as manufacturers of budget goods realized their potential and developed special sales tools for these scoundrels. They discounted all bills and were foolish enough not to swindle us out of free goods. The over-age distributor started to find them the easy way out. HOORAY—a dumping ground for quantity and we steal some of the free goods that supposedly were to go to one-stops. However, the process of change was at work. We begged our distributors, conjoled and fought with them to go into racking. To "hell" with that—it is too much work. We would rather finance a competition that would some day take over the highest area of growth potential in the industry. HOORAY—look at the billing for a two hour lunch with Mr. "X", the "NOODNICK" rocks. Mr. Voltaire's theory was pushing to an ultimate conclusion.

The racks grew bigger and bigger—financing burdens grew and margins shrunk. That old villain Mr. Manufacturer found fertile fields in which to hit Mr. Distributor over the head with larger quotas. HOORAY—hot damn the gross is going up—so are the accounts receivable in their aging. Top last year's gross, the deals are bigger and better than ever. Besides I'll dump most of the quotas on NOODNICK rocks. The old line dealer was being hit from all sides. Of course, so were the Mom and Pop grocery stores. This was not a national pattern limited to the records. Through imprudence and over-production our price image has been

greatly devalued; rising overheads and shrinking margins have cut profits. Conditions changed, but the general thinking of this membership did not. Many of you found yourselves at the mercy of terrible credit situations, trans-shipment of excess goods; a lot of which should not have been recorded anyhow.

Many racks grew too fast and this membership partially financed this folly. A few smart distributors saw the hand writing on the wall and realized that rack jobbing was the new way to sell product in volume. Today, it has reached the critical point. I say, emphatically, rack jobbing regardless of where—in super markets, discount houses, lease concessions and department stores—is the way to sell records. The old line record dealer—through intelligent management—will get his share of the rising gross. Many of them have gone or will go. Many had no business being there to begin with. Antiquated thinking is not an effective subsidy for laziness or blindness, and I personally do not feel that there will be legislative panacea that will save anyone in this room who does not see the light!

As individuals, we must make an honest appraisal of the situation. The manufacturer here must be more discreet in the quality and appeal of product released. We must all take a stricter credit policy, give sensible dating and police the traffic of our goods.

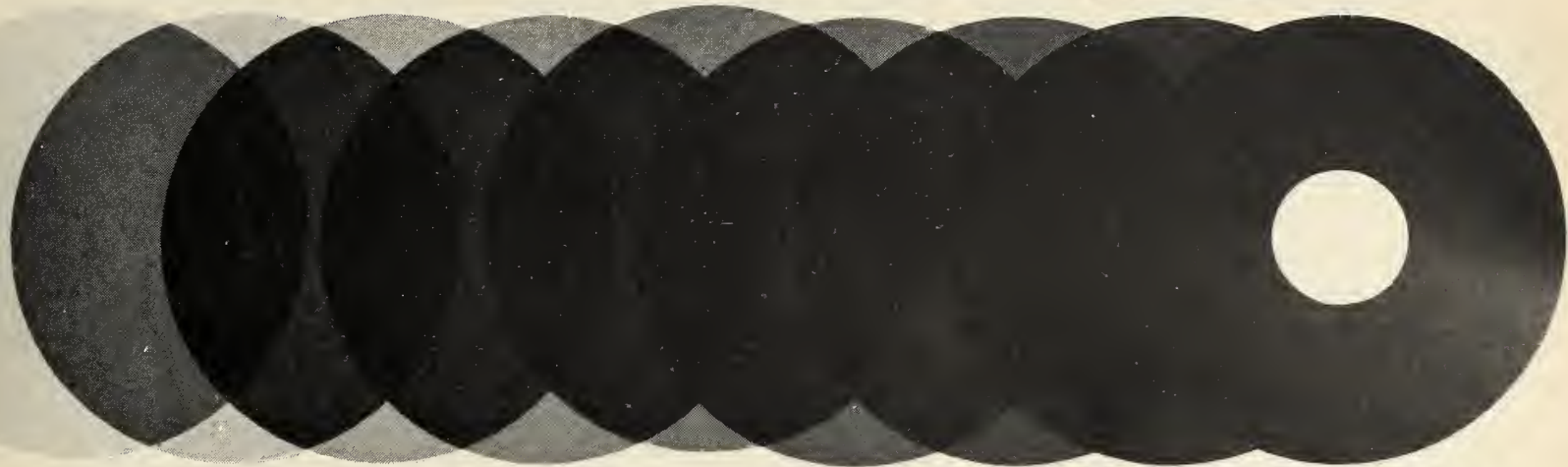
As to control price stabilization, I think it is a pipe dream. Only the laws of good sound return for monies and energies invested will finally let prices seek their own levels. Let each distributor heed a prediction—that every manufacturer will seek to get his goods into the market place. If the distributors here do not realize that they must become—in same fashion—a rack jobber in order to fulfill their function, they will ultimately find themselves useless to the manufacturer. The manufacturer will by-pass you in order to distribute his goods. You must return to a distributing function and stop playing the roll of a bonker-broker. I, or any other manufacturer, does not need a broker to operate on a 17 per cent or 18 per cent markup to sell possibly ten accounts that represent 80 per cent of the volume in any one territory. To begin with—who said they are your accounts? Who died and left you a proprietary right to these accounts? Our whole society is set-up in the business community on the premise of buy where it is most convenient and the price is best.

You have been derelict in your responsibilities as distributors or today we would not have so many one-stops and rack jobbers taking away accounts that you should be selling. You have subsidized what you claim to be your enemy. The good old days are gone. Any of you who wish to stay in the distributing business had better start performing a contemporary distributing function. Quit playing broker and get back to work! Stop being a warehouse for manufacturers who morally have no sense of responsibility—clean out your inventories so that this change to rack jobbing can be done with proper finance available. Become inventive in opening new outlets—stop dreaming about yesterday—it is gone! Stop dreaming of Uncle Sam helping you. Help yourself! Let it start with realistic thinking of accepting the change that has occurred.

I know many in this room who have extended in excess of \$300,000 unwarranted to one specific rack jobber. Today, they are sweating. With a little energy and that much money, these men could have been controlling their own retail outlets, and not be at the mercy of "second hand" money. Do not blame these competitors that you have financed. They were smart enough to put recorded product where people want to buy it. Take heed, no manufacturer in this room, myself included, will keep you for the sake of nostalgia. When you are no longer serving a function as a distributor—you will be eliminated.

The record industry will grow phenomenally in the coming years. Get with the change! Quit crying and get back to work before it's too late!

LET'S GO!



eleven hit singles

BE TRUE TO YOURSELF • BOBBY VEE 55581

SURF CITY • JAN & DEAN 55580 PRODUCED BY JAN BERRY FOR SCREEN GEMS, INC.

DAMAGED GOODS • THE VENTURES DOLTON 78

GOODNIGHT MY LOVE • THE FLEETWOODS DOLTON 75

MAKE THE WORLD GO AWAY • TIMI YURO 55587

MORE (Theme from "Mondo Cane") • VIC DANA DOLTON 81

DO YOU WANT TO KNOW A SECRET • BILLY J. KRAMER 55586

SHAKY BIRD • THE RIVINGTONS 55585

CANADIAN SUNSET BOSSA NOVA • EDDIE HEYWOOD 55575

WHAT MAKES LITTLE GIRLS CRY • THE VICTORIANS 55574

SO DO I • P. J. PROBY 55588

LIBERTY RECORDS





RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"TWIST IT UP" (2:35) [Kalmann, C. C. ASCAP—Mann, Appell]
"SURF PARTY" (2:28) [C. C., Kalmann ASCAP—Mann, Appell]
CHUBBY CHECKER (Parkway 879)

The Chubby one's fantastic string of chart triumphs, which now includes "Birdland," should soon see the addition of "Twist It Up." It's a fun-filled partytime romp that has Checker and the chorus singing back-and-forth a la Ray Charles' "What'd I Say." More top teen stuff on the spirited chart-contending coupler "Surf Party."

"JUDY'S TURN TO CRY" (2:12) "JUST LET ME CRY" (2:10)
[Glamorous ASCAP—Ross, Lewis] [Helios BMI—Raleigh, Barkan]
LESLEY GORE (Mercury 72143)

Lesley Gore, who's still riding high with her chart-topping Mercury debut, "It's My Party," is a cinch to make it two sales-giants in-a-row with either end, or both, here. Leadoff platter, "Judy's Turn To Cry," is a stompin' multi-track sequel to her initial success. Companion piece, "Just Let Me Cry," is a "Song Of India" teen re-write handclapper that also stomps along in smash style. Fabulous Claus Ogermann ork-choral showcases on two sides culled from her "I'll Cry If I Want To" LP.

"I WANT TO STAY HERE" (2:30)
[Screen Gems Columbia BMI—Goffin, King]
"AIN'T LOVE" (2:38) [Maxana ASCAP—Devon]
STEVE & EYDIE (Columbia 42815)

Backed by big singles success on a solo basis, Steve (Lawrence) and Eydie (Gorme) should easily step-out as a chart team with an engaging affectionate tagged "I Want To Stay Here." Pair's delightful reading, including cheerful chant bits, is supported by a fine Marion Evans rock-a-cha backdrop. Looks like a sure-fire smash. Couple goes the slick easy-swing route on "Ain't Love," a date that won't be neglected by good-music jocks.

"TREAT 'EM TOUGH" (2:07) [Rockmasters-BMI—Guida, Royster]
"CHURCH STREET IN THE SUMMERTIME" (1:55)
[Rockmasters-BMI—Guida, Royster, Barge]
JIMMY SOUL (S.P.Q.R. 3310)

Jimmy Soul, just coming off a top-o'-the-chart delighter with, "If You Wanna Be Happy," has a sure-fire return ticket with this similarly angled rock-a-calypto hand-clapper destined for multi-spins and sales. The coupler takes a hard-rock ride sparked by a bluesy sax solo flight also geared for top 40 programming.

"MAMA DON'T ALLOW" (2:32)
[Ryerson BMI—Darling, Svano, Taylor, Engelberg]
"IT DON'T MEAN A THING" (2:23) [Mills ASCAP—Ellington, Mills]
ROOFTOP SINGERS (Vanguard 35020)

The Rooftop Singers, who scored last time out with "Tom Cat," should quickly duplicate that success with this new power-packed Vanguard entry tagged "Mama Don't Allow." The tune is an extremely fast-moving pop-folk ditty with some interesting rapidly-changing chromatic changes. Side also boasts some top-flight raunchy, teen-angled guitar sounds. The flip, "It Don't Mean A Thing," is an excellent reading of the Duke Ellington evergreen complete with some impressive scat singing.

"SOMETIMES YOU GOTTA CRY A LITTLE" (2:12) "YOU'RE WORTH IT ALL" (2:15)
[Don BMI—Malone] [Don BMI—Morrison, Malone]
BOBBY BLAND (Duke 366)

The vet r&b song stylist, whose pop following continues to grow with each new release, comes thru with another duo that should prove no exception to the rule. One half's a tantalizing, calypso-styled opus tagged "Sometimes You Gotta Cry A Little" while the other's a tempting, Latin beat romancer labeled "You're Worth It All." Top notch ork-choral assists on this solid follow up to his "Call On Me"—"That's The Way Love Is" double-header.

"DUM DUM DEE DUM" (2:03) [Haymarket BMI—Wayne, Moore]
"(SURFIN' AT) TIA JUANA" (2:27) [Jeanick BMI—Cymbal]
JOHNNY CYMBAL (Kapp 539)

Cymbal can make another solid "Mr. Bass Man" chart impression with this new Kapp session. It's a thumpin' delighter with the tag based on a teen version of the wedding march. Alan Lorber's ork-choral backing brightly completes the chart-bound package. Johnny can also make a big splash with the hard-hitting surfin' coupler.

"CAN'T NOBODY LOVE YOU" (2:30) [Trio BMI—Mitchell]
"STUPIDITY" (1:56) [Progressive BMI—Burke]
SOLOMON BURKE (Atlantic 2196)

Burke, who's still collecting loads of dual-mart loot, can quickly cash in with this one. It's a slow moving blues-ballad romancer, titled "Can't Nobody Love You," that Burke and the Garry Sherman-led vocal-instrumental backdrop carve out in ear-arresting manner. Also keep close tabs on the up tempo pairing, "Stupidity."

MR. ACKER BILK (Atco 6269)
(B+) "MOONLIGHT TANGO" (2:36) [Dartmouth-ASCAP—Blondy, Perrin] The clarinetist gets a lush string ork backdrop for this super-melodious, very danceable tango. Deejay exposure could make this a sales success in short order.

(B+) "NEVER LOVE A STRANGER" (2:36) [Essex-ASCAP—Reno, Young, Katz] Continued top-drawer late-nite programming fare on this end with plenty of rich solo by Bilk.

CLEVELAND ROBINSON (Ascot 2132)

(B+) "THESE ARE THE HANDS" (2:02) [Unart BMI—Robinson] The new vocalist convincingly surveys the tender blues affectionate against a nice softie combo-chorus setting. A master purchase for the label, it could mean something after sufficient exposure. It's a little different.

(B) "COME CHANGE YOUR NAME TO MINE" (2:10) [Unart BMI—Robinson] More of an after-hours blues moody sound here.

NANA MOUSKOURI (Fontana 1828)

(B+) "THE CYPRESS TREE" (2:25) [Campbell - Connelly ASCAP—Hadjidakis, Singleton, Stevens] The Greek vocal star effectively relays—in English—an intriguing folkish tune from the pen of Manos ("Never On Sunday") Hadjidakis. A colorful backdrop sound is important to the overall success of the session. Could move.

(B) "IT HAPPENED IN ATHENS" (2:17) [Miller ASCAP—Hadjidakis] The clefter has come-up with a lovely flick main-title, which the talented songstress invitingly portrays (again in English).

GREGORY HOWARD (Kapp 536)

(B+) "WHEN IN LOVE" (2:11) [We Three-BMI—Bass, Levine, Kooper] The chanter, supported by a hard-driving rock ork-choral group, gives a Frankie Lyman treatment to this geared-for-sub-teens thumper. Side seems guaranteed to get plenty of support from the young dance crowd. Airplay could send it to hitsville.

(B+) "SWEET PEA" (2:13) [We Three-BMI—Howard] Another helping of the same kind on the flip with slight tempo decrease. Side could also get plenty of spins.

THE MOONSHINERS (Sabina 515)

(B+) "LITTLE BOAT" (2:01) [Hill & Range BMI—Springfield, Westlake] Folksters do a fine lusty warble on the interesting ditty. Sound adds up to one that could break-out. Diskery is handled by Canadian-American Records.

(B) "POLLY" (2:18) [Glenden ASCAP—Perry, Perry, Goodell] Boys appealingly wrap-up the lovely folk ballad.

EARL DUKES (Cherokee 1031)

(B) "THESE LONELY HOURS" (1:37) [Whitlock BMI—Langston] Dukes offers a good-sounding multi-track reading of a looking-for-a-true-love item, presented with a quick-beat style. Date merits teen-market plays.

(B) "THE WAYS OF A LOVER" (3:11) [Whitlock BMI—Langston] An intriguing easy-go sound here.

THE RALKE-TALKIES with SPEEDY GONZALES (Warner Bros. 5369)

(B+) "TIA JUANA BALL" (2:11) [Budd ASCAP—Kaye, Hill, Lee] The voice of Mel Blanc as the WB cartoon character Speedy Gonzales plays a major role in this happy novelty end. Other voices are those of Don Ralke's mixed chorus. Good rock-market fun.

(B) "HURRY UP-A-BABY" (2:03) [Infinity ASCAP—Patrick, Ralke] The Ralke crew solos in this rock attack.

McKINLEY MITCHELL (One-derful! 4817)

(B+) "A BIT OF SOUL" (2:22) [Vapac BMI—Bland, Mitchell, Wilkinson] Warbler and his back-up sound do a solid blues-styled job on the strong dancefloor-geared blueser. Kids will appreciate the workout.

(B) "HAND FULL OF SORROWS" (2:30) [Vapac BMI—Bland, Hayes, Mitchell] Touching down-and-out blues track.

THE TOWNSMEN (PJ 1340)

(B) "THAT'S ALL I'LL EVER NEED" (2:07) [Rhythm BMI—Knight] Blend by the boys carries good-sounding rock-rhythm weight. Bluesy teen tune is good material. Diskery is located in New York.

(B) "I CAN'T GO" (2:12) [Rhythm BMI—Lymon, Brindle] Team nicely goes after a teen plaintive.

BUDDY MILLER (Bandbox 335)

(C+) "WALKING SLOWLY FROM YOU DARLING" (2:03) Songster sings the wistful opus against a mild shuffle-beat sound, created, according to the diskery, by Conway Twitty.

(C+) "WITH TEARS IN MY EYES" (2:21) [Val Jean BMI—Miller] Slow-beat ballad stint.

WINK MARTINDALE (Dot 16500)

(B+) "THE NEXT TIME" (2:45) [Ross-Jungnickel & Holding ASCAP—Kaye, Springer] Martindale hands in a softie expression on a tender wistful that could go chart places. Watch it closely.

(B) "VIOLET & A ROSE" (2:48) [Cedarwood BMI—Auge, Tillis, Reinfield] The country click by Little Jimmie Dickens turns-up in this attractive pop-country outing by Wink, whose pleasing portrayal of the waltzer is backed by a pretty ork arrangement. Could also show action.

SHERMAN EVANS (Manco 1049)

(B) "YO YO TWIST" (2:25) [Bluebonnet BMI—Evans] The songster tops a whacky blues-twist theme. Besides his semi-shout pose, there's good blues rockin' from the combo.

(B) "IF I SHOULD DIE" (2:40) [Bluebonnet BMI—Evans] Evans does an expressive blues job on the number.



**We have designs
on the future.
This is but
the first.**



monument

record corporation, hendersonville, tenn.



RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"THE ICE CREAM MAN" (1:50) [Bourne-Rank ASCAP—Meek]

"THEME FROM THE SCALES OF JUSTICE" (2:05)
[Bourne-Rank ASCAP—Douglas]

THE TORNADOES (London 9614)

The "Telstar" crew can take another tremendous sales flight as they come up with one tailor-made for the current season. Side, tagged "The Ice Cream Man," is a captivating jump'er from the flick "Farewell Performancer." More attention-getting sounds on the quick moving title theme from the pic "The Scales Of Justice."

"THIS IS ALL I ASK" (4:02) [Massey ASCAP—Jenkins]

"THERE GOES ANOTHER PAL OF MINE" (2:30)
[Famous ASCAP—Carmichael]

BURL IVES (Decca 31518)

"This Is All I Ask" is a lovely Gordon Jenkins tune that's just been itching for a Top 100 status for the past year. Burl Ives can do the trick with his understanding sing-a-narrative survey, which is backed by an attractive softie sound from the ork-chorus. An expressive, off-the-beaten-track singles issue that has to be eyed closely. Flip is an inspirational warble by the great talent.

"IT'S TOO LATE" (2:50)

"I'M GONNA LOVE YOU" (2:10)

[Prigan, Correctone BMI—Pickett]

[Prigan, Correctone BMI—Bateman]

WILSON PICKETT (Double L 717)

Pickett, the man who clefted (and shared chart honors) on "If You Need Me," can have one all his own with either end, or both, this time out. One end, "It's Too Late" (not the same as the Chuck Willis oldie), is a pulsating beat-ballad lover's lament that sports an effective mid-deck recitation. The other's a pounding romancer, labeled "I'm Gonna Love You," that Wilson and the ork-chorus drive out in spirited style. Two potent sides from the Liberty-distributed label.

"A BREATH TAKING GUY" (2:20) [Jobete BMI—Robinson]

"(THE MAN WITH THE) ROCK AND ROLL BANJO BAND" (2:55)
[Jobete BMI—Paul, Gordy]

THE SUPREMES (Motown 1044)

It's a good bet that the Supremes will be checking back into chartsville in the weeks to come. Femmes are in an easy going romantic mood as they softly cha cha their way thru a pretty affair tabbed "A Breath Taking Guy." Flip's a contagious rock-a-cha-cha tale of "(The Man With The) Rock And Roll Banjo Band." Man on banjo is Cranford Nix.

"Theme From IRMA LA DOUCE (Look Again)" (2:21)

[United Artists ASCAP—Previn, Langdon]

"LET'S MAKE THE MOST OF A BEAUTIFUL THING" (2:33)
[Corda & Colgems ASCAP—Wilson, Corda]

ADAM WADE (Epic 9609)

The beautiful main-title from the successful "Irma La Douce" flick looks like a sure Oscar-nominee, and Adam Wade's persuasive vocal can be the tune's big disk vehicle. Look for the fine songster to make a solid return to the Top 100 with this one. Wade's also in expressive ballad form on the pretty coupler.

"THE LONELY SURFER" (2:35)

[Little Darlin' BMI—Cooper, Nitzsche]

"SONG FOR A SUMMER NIGHT" (2:20) [April ASCAP—Allen]

JACK NITZSCHE (Reprise 20,202)

Jack Nitzsche, who's red hot in the conducting-arranging dept., can make the grade with his first-time-out as an artist session. Jack heads up a lush rock-a-string ork on a fascinating, big-sounding affair, labeled "The Lonely Surfer," that can move way out in no time flat. Dramatic stand. The charming years-back Mitch Miller success makes for an ear-pleasing companion piece.

"THAT'S WHAT MY HEART NEEDS" (2:35)

[East, English BMI—Redding]

"MARY HAD A LITTLE LAMB" (2:33) [East, English BMI—Redding]

OTIS REDDING (Volt 1089)

Redding, who recently scored in both r&b and pop circles with "These Arms Of Mine," can do more of the same with this new Atlantic-distributed Volt stand. It's a feelingful blues beat-ballad pleader labeled "That's What My Heart Needs" that Redding sings right from the heart. However, don't overlook the rock-a-rhythmic cha cha underlid. It, too, can make the chart grade.

"BALLAD OF HOLLYWOOD" (2:34)

[Angry ASCAP—McKuen, Liccardi]

"HI LONESOME!" (2:24) [Almo ASCAP—McKuen]

ROD MCKUEN (A&M 712)

"Ballad of Hollywood" is a delightful modern-day folk saga that could make it big. It's a tale of a kid who goes Hollywood (as an actor) and writes home to mom about his adventures there. Performance by McKuen, who once made the Top 100 with an item called "Oliver Twist," is a treat, as is the quick-beat, guitar-led combo support. Watch out for this one! Flip is a cheerful folk outing.

BEA ALDEN (Minaret 113)

(B+) "LET'S TALK ABOUT LOVE" (1:57) [E. B. Marks BMI—Paramor, Lewis] Fine bouncy-rock stand by the lark, who does a bright multi-track reading of a catchy romantic number. A date with good rock-market spirit. Label is handled by Atco Records.

(B) "SENTIMENTAL HEART" (2:22) [Chu-Fin BMI—Hager, Ezzo] A wistful countryish sound.

TOMMY BOYCE (RCA Victor 8208)

(B+) "A MILLION THINGS TO SAY" (2:15) [Calboy BMI—Boyce] Boyce, who's had several active sides for the label, presents the teeners with a nice softie affectionate. His over-dubbed delivery is by a cozy triplets-led combo sound.

(B) "DON'T BE AFRAID" (2:05) [Tudor BMI—Friedland, Gussak] A different-sounding moonlight & mush romantic for the kids.

LITTLE RICHARD (Coral 62366)

(B+) "NEED HIM" (2:28) [Alan K. BMI—Arr. & Adapt. Goldner] Diskery offers a sound for the pop-gospel market, an infectious display by Little Richard, who once gave up a successful pop career to sing only gospel music.

(B) "MILKY WHITE WAY" (3:14) [Alan K. BMI—Arr. & Adapt. Goldner] An expressive gospel issue.

THE NOBLES (Times Sq. 12)

(B) "DARKNESS" [January BMI—Pitney] There's a years-back way to this middle-beat rhythmic from the song team, its lead voice and musicians. Kids'll dig this Gene Pitney-penned entry.

(B) "CRIME DON'T PAY" [Wall BMI—Nobles] Zany speedy-rock novelty.

BILLY JOE & THE CHECKMATES (Dore 680)

(B+) "SHAKE, SHAKE, SHAKE" (2:06) [Meadowlark ASCAP—Hunter, Freeman] Musicians, once a chart name with "Perculator," are joined by a string section in a novelty treat with general market appeal. A happy-go-lucky sound that could do solid business.

(B) "SUMMERTIME IN VENICE" (1:53) [Pickick ASCAP—Incini, Sigman] Sprightly Latin-rock reading of the pretty flick tune.

CHUCK WRIGHT (Ember 1095)

(B+) "ARABELLA" (2:55) [Jimmie BMI—Mitchell] A charming, wistful folkish blueser is pleasingly done by the warbler, who is accompanied by a good-sounding, Nashville-flavored combo-chorus stand. Could get someplace with sufficient exposure.

(B) "IF I PROMISE YOU" (2:21) [Sildar BMI—McRae, Moore] Wright is right on the blues-ballad beam with this touching display.

LENNY DINO (Tribute 1741)

(B+) "DANCE THE LAST DANCE" (2:18) [Tribute Heller—ASCAP—Ralma, Maccioli, Rizzolo, Procopio] Lenny and the Continentals provide some hard-driving combo backing for Dino and the Aladdins who handle the vocal on this r&b rocker. Side has deejay potential.

(B) "ROSEBUDS" (2:00) [Tribute Heller—ASCAP—Windsor] A teen-angled ballad romancer with solo and sans-lyric choral backing.

DAKOTA STATON (United Artists 611)

(B+) "WHEN IT'S SLEEPY TIME DOWN SOUTH" (2:46) [Mills—ASCAP—Rene, Muse] The lark marks her UA debut with this cut from a new LP. An easy-listening, lyrical blues treatment of the oldie with updated ork assist should make the side strong with the songstress' loyal following.

(B+) "MASSACHUSETTS" (2:33) [Miller—ASCAP—Razaf, Roberts] The tempo jumps on this end with some first-rate jazz-oriented ork passages and swinging vocalizing by Dakota.

LIGHTNIN' SLIM (Excello 2234)

(B+) "LOVING AROUND THE CLOCK" (2:23) [Excellorec BMI—West] The vet blues chanter is in fine form on this medium-paced, funky, down-home, harmonica-backed happy romancer. Spinners should dig the deck.

(B) "YOU KNOW YOU'RE SO FINE" (2:00) [Excellorec BMI—West] More top-flight blues sounds. This one's fast-paced affair with an interesting rhythmic melody.

NORRIS THE TROUBADOUR (Mayhams 1958)

(B+) "YOU LEFT ME HONEY CAUSE I HAD NO MONEY" (2:50) [Sorority BMI—Norris] Norris could create plenty of excitement with this medium-paced, shuffle-beat, tradition-oriented r&b lament. Side boasts some top-notch jazz fills. Eye it for deejay acceptance.

(B+) "RUN AWAY HEART" (3:00) [Sorority BMI—Norris] This time out the songster dishes-up a slow-moving, funky weeper with a potent, danceable melody.

GOLDEN CHORDS (Columbia 42824)

(B+) "HE WILL" (2:40) [Blackwood BMI—King] The Sweet Chariot gospel group unleash their potent, wide-range vocal talents full-blast on this rousing, fast-moving, item with a contagious, warm blues flavor. Deejays should come out in droves for the side.

(B+) "JUST A LITTLE COURAGE" (2:32) [Duchess BMI—King] This time out the group offers another, exciting, uptempo affair in the pop-gospel idiom.

ESKEW REEDER (Instant 3258)

(B+) "UNDIVIDED LOVE" (2:28) [Jarb BMI—Reeder, Roussel] Newcomer Eskew Reeder could jump into the national limelight with this commercial, chorus-backed rapidly-changing traditional r&b weeper. Side seems a natural for airplay.

(B) "THE FLU" (2:16) [Tek & Shuler BMI—Patterson, Khoury, Webster] This side's a raunchy, organ-backed, low-down blues instrumental.

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RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"WHOSE HEART ARE YOU BREAKING NOW" (2:09) [Tee Pee BMI—James]
"TELL ME MAMA" (2:45) [Unart BMI—Granahan, Gambel]

JANIE GRANT (United Artists 616)

The young lark, who had Top 100 success a short-while-back on Caprice, can taste it once again as she bows on UA with a powerful double-decker. It's the oldie, "Whose Heart Are You Breaking Now," that Janie delivers in emotional, shuffle beat-ballad manner (from the Connie Francis school). On "Tell Me Mama" she asks for parental advice in a striking, multi-track rock-a-twist style. Terrific ork-choral support from Arnie Goland on both halves.

Eye the new Ray Price (Columbia), Eddy Arnold (Victor), Ned Miller (Fabor) and Don Gibson (Victor) decks for dual-market potential. (See Country Reviews.)

Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"IT HURTS TO BE SIXTEEN" (2:02) [Rondak BMI—Grossman]
"WHY AM I SO SHY" (2:02)
[Bright Tunes BMI—Margo, Margo, Medres, Siegel]
ANDREA CARROLL (Bigtop 3156)

"IT HURTS TO BE SIXTEEN" (2:47) Rondak BMI—Grossman
"RUNNING, RUNNING, JOHNNY" (2:55)
[Premium BMI—Berry, Ripp]
BARBARA CHANDLER (Kapp 542)

"IT HURTS TO BE SIXTEEN" (2:11) Rondak BMI—Grossman
"BAD BOY" [Bobcat ASCAP—Ross, Kingsburgh]
LANA JEAN (Roulette 4509)

A tuneful, plaintive reply to Neil Sedaka's recent smash, "Happy Birthday Sweet Sixteen," has come along, and all three entries here are worthy, chart-sounding renditions. Make-up of the Andrea Carroll (Bigtop), Barbara Chandler (Kapp), and Lana Jean (Roulette) sessions on the ditty, "It Hurts To Be Sixteen," carry much the same attention-getting weight. All ends should be eyed closely. Barbara has a similar-sounding entry for her coupler, while Andrea offers a good bouncy-beat date and Lana has an inviting cha cha-twist pairing.

"IN MY TENEMENT" (2:30) [T. M. BMI—Scott, Resnick]
"COMIN' DOWN" (2:30) [T. M. BMI—Darin, Clark]
JACKIE SHANE (Sue 788)

Shane, who clicked territorially a short-while back with "Any Other Way," can make the national scene with this one. It's a steady driving romancer with a social awareness theme, tabbed "In My Tenement," that the songster delivers in emotion-packed manner. Sensational combo-chorus support rounds out the winner. Potent rock-a-blues'er on the flip can also step way out.

"LONELY SUMMER" (2:23) Vevee BMI—Davis]
"SLOW LOCOMOTION" (2:20) (Elevator BMI—Davis)
4 BUDDIES (Philips 27932)

Newcomers in the disk arena, the warblers could have a right-off-the-bat click with "Lonely Summer," a tale of a teen couple parting for the season. Lead and the rest of the team seem to mean every word they sing on this pretty beat-ballad offering. Catchy piano opener (and closer) resembles a caliope at a circus. Backing's a sly-rock variation of the famed locomotion sound. A strong-sounding teen dance lesson.

"JUST YOUR IMAGINATION" (2:14)
Winneton BMI—Weismantel, Coley]
"DON'T LET HIM GO" (2:40) [Winneton BMI—McCray]
MARVA & THE SAVOYS (Coed 582)

Marva & the Savoys are good bets to have their names plastered all over the charts in the weeks to come. The reason is their Coed bow, "Just Your Imagination," a tantalizing ditty from the "Tell Him" school, that the artists and their instrumental support take for a rock-a-twist romp. Backing's an inviting beat-ballad offering.

Best Bets

JOE E. ROSS (IPG 1003)
● "OOH OOH" (2:10) [I.P.G. BMI—Newmark] Ross, Officer Toody of "Car 54, Where Are You," can make a solid impression on the teen disk mart with his bow on the N.Y. based label. It's a sparkling, wobble beat handclapper with a nappy sing-a-long kiddie chorus working around Joe's delightful expression. Side has that bust-wide-open look.
(B) "YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU" (2:15) [Southern ASCAP—Morgan, Stock, Cavanaugh] This real schmaltz session was performed by Ross on one of the "Car 54" stanzas.

THE CLEBANOFF STRINGS (Mercury 72151)
● "THEME FROM IRMA LA DOUCE (Look Again)" (2:37) [United Artists ASCAP—Langdon, Previn] Andre Previn has clefled a beautiful flick main-title, and it's heard in a very attractive outing by the Clebanoff crew. Item is sure to be oft-cut; one of the first entries is a standout disk.
(B) "MORE" (2:19) [E. B. Marks BMI—Ciociolini, Oliviera, Ortolani] A rich-sounding Bossa Nova reading of another strong tune, already represented with a host of instrumental & vocal renditions.

LARRY WILLIAMS (Mercury 72147)

(B+) "CAN'T HELP MYSELF" (2:30) [Yrral BMI—Williams] Warble, who's made several chart impressions on past dates, heads a spirited blues sound, which tells of a guy who's always willing to forgive a chic who plays the field. Blues color with good teen appeal.

(B) "WOMAN" (2:25) [Delanier BMI—Smith] More busy blues doings, with the tune somewhat related to "100 Pounds of Clay." There's a sparkling band arrangement in support.

CHUCK GALLAGOS & THE FABULOUS CYCLONES (C.B.C. 1106)

(B) "WAIT A MINUTE" (2:00) [Sonny Boy BMI—Bermudez] Saxist Carlos Bermudez is the lead instrumental voice in this lively date, which is generally under the influence of the old boogie-woogie sound. It speaks a good teen-market language, though. Label is based in Hollywood.

(B) "CLOUDY DAY" (1:58) [Sonny Boy BMI—Bermudez] Funky, hard-beat blues pose. Sax is again spotlighted.

THE SUNDOWNERS (Fargo 1051)

(B) "SUCH A LOVIN'" (2:05) [December BMI—Demeri] Fellas neatly roll back the rock years in this fine upbeat vocal-combo driver. The teen crowd will find it hard to resist taking to the dance floor with this zestful display.

(B) "SOMEONE TO CARE" (2:07) [December BMI—Demeri] Song team gets across the wistful nature of the opus.

PAT & LOLLY VEGAS (Reprise 20,199)

(B+) "TWO FIGURES (On the Wedding Cake)" (2:18) [Saloon BMI—Baum, Vegas] Twosomes has a number of interesting sounds in its approach to the bluesy lovey-dovey, a solid teen number. A busy instrumental backdrop adds to the attention-getting performance by the vocalists. Could move.

(B+) "BOOM BOOM BOOM (Rad-da-Dad-da)" (2:14) [Saloon BMI—Unno, Vegas] Songsters take their cue from the whacky chant title, and do a bang-up belt job. The combo again follows suit in slick rock style. Two solid rock ends.

CRAIG DOUGLAS (London 9611)

(B+) "DANKE SCHOEN" (2:42) [Roosevelt BMI—Illene, Kaempfert] Songster offers a nice relaxed vocal version (in English) of the pretty romantic, which is coming up with a number of disk readings (e.g. Bert Kaempfert (Decca), Wayne Newton (Capitol). Pro version in the "Danke Schoen" race.

(B) "LOVE HER WHILE SHE'S YOUNG" (2:32) [Roosevelt BMI—Singleton] A haunting orchestral setting for the warbler's fine handling of a good affectionate.

GLORIA BROWN (Checker 1050)

(B+) "LOOKING FOR MY BABY" (2:12) [Hill & Range BMI—Byers] The teen world gets wind of a gal's plight via a beltin' blues novelty format. Kids can do lots of happy steps to this wild-one.

(B) "HAPPY BIRTHDAY" (2:20) [Hill & Range BMI—Byers] Wistful theme is invitingly essayed by the lark.

JERI SUITER (Limelight 3006)

(B+) "HOW IS IT POSSIBLE" (1:55) [Westbound BMI—Suiter] Cute ditty, reminiscent of "Wooden Heart," gets a very affable reading (in English & German) from the lark and her genial oom-pah-pah combo backing. A charmer that could move. Label is the Mercury affiliate, which has just been reactivated.

(B) "BUCKET SEAT" (2:08) [Westbound BMI—Suiter] Shuffle-beat novelty about auto bucket seats and the fact that they keep couples far-apart.

THE CONTINENTAL COUSINS (Palette 5105)

(B+) "THE ROBOT" (2:44) [Zodiac BMI—Ransy, Shore] The mechanical steps of a Robot are neatly pictured in this "mystery" rock-combo stint. Guitars and percussions are the principal sound ingredients of this worthy teen-market stand.

(B) "RELAX" (2:05) [Zodiac BMI—Dovan, Gary, Aleda] There's vocalizing in this busy novelty affair.

JOE BRAGG (Bocart 101)

(B+) "I'VE GOTTA MAKE IT" (2:47) [Nu-Lenora & Ancetra BMI—Jackson, Bass] Bob Carter's newly formed diskery, based in N.Y., opens shop with a persuasive reading of a good blues rhythmic about a fella who feels he's got to make-the-grade so he can find himself a true-love. Effective percussion remarks are made in the busy ork-chorus backing. A sound that can get around.

(B) "VOICE IN THE NIGHT" (2:35) [Nu-Lenora & Ancetra BMI—Anderson, Bragg, Singleton] Quick-beat blues stand on a melodic romantic.

GEORGIA GIBBS (Epic 9606)

(B+) "NINE GIRLS OUT OF TEN GIRLS" (2:10) [Valleydale BMI—Shayne] Good bright-beat stuff with a cute teen statistical angle. The pro songstress does her stint against fine merry-making from the rock-a-string & chorus setup. Worth spins.

(B) "TATER POON" (2:10) [Valley BMI—Singleton] A busy shuffle-beat stand with a happy true-love theme.

HRACH YACUBIAN (Crescendo GNP 301)

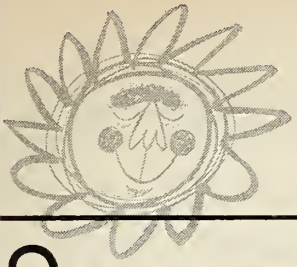
(B) "SULTAN'S CHOICE" (2:01) [Yacoubian-ASCAP—Yacoubian] Here's a Middle-East flavored "whirling dervish" type uptempo instrumental with a galloping rhythm geared strictly for listening. The accordion and guitar take the spotlight.

(B) "SPEAK NOT A WORD" (1:55) [Witmark & Sons-ASCAP—Fain, Adamson] The under-cut is a lyrical ballad featuring some first-rate solos by a variety of stringed instruments.

LOVER BOY (Crystalette 758)

(B) "DANCE A LITTLE CLOSER" (2:10) [Carsey-BMI—Martin, Wilson] Lover Boy chants some tender words on this beat-ballad romancer and gets some very effective polish from a female-choral group. Spintime could provoke teen sales.

(B) "INCIDENTLY" (2:00) [Carsey, View-BMI—Martin, Wilson] The coupler takes off in the same general direction with the songster including a talk-sing passage here.



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**“PLEASE DON'T TALK
TO THE LIFEGUARD”**

DIANE RAY

MERCURY 72117



America's first family of fine recordings



Diane Ray photographed on the beach at Gastonia, N.C.



RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

JERRY VALE (Columbia 42826)

● "OLD CAPE COD" (2:23) [G. Pincus ASCAP—Rothrock, Yakus, Jeffrey] The now-standard item—a hit for Patti Page some years back—is always welcome with the summer sun, and the songster's reading has what it takes to assure lots of hot-weather exposure. Classy good-music cut to eye.

(B) "THEME FOR YOUNG LOVERS (Where is My Someone)" (2:22) [Marpet ASCAP—Layne, Faith] Pretty dreamy-eyed ballad stuff.

SHEB WOOLEY (MGM 13152)

● "COWBOY HERO" (2:52) [Lowery BMI—Stevens] Woolley's got a sad Nashville-styled tale to tell, and he tells it with lots of minor-key conviction. Big ork-chorus sound is effective. Plot revolves around a fella who gives up his true-love to become a flick cowboy star, and his failure to get her back after he makes the grade. Could happen.

(B) "BUILDIN' A RAILROAD" (2:23) [Channel ASCAP—Wooley] This folk item is from Woolley's LP, "Tales Of How The West Was Won."

MIKE CLIFFORD (United Artists 614)

● "COTTON DRESSES" (2:26) [Elm Drive ASCAP—Velona] Clifford, who made the charts awhile-back with "Cathy," appealingly sizes-up a pretty summertime affectionate by Anthony Velona, the writer of "Lollipop & Roses." He's backed by an attractive Marty Manning ork setting. Side could happen if it gets around enough.

(B+) "GEE, I DON'T REMEMBER" (2:39) [Elm Drive & Vanno ASCAP—Vance, Carr] Appealing ballad is invitingly essayed by the talented artist. Fine lush, Latin-inclined ork backdrop this time out.

DEAN MARTIN (Reprise 20194)

● "CORRINE CORRINA" (2:42) [Gotham Music Service ASCAP—Williams, Chatman, Parish] Martin can get back in the singles swing-of-things with this delectable, easy-goin' up tempo revival of the oldie. Can happen.

● "MY SUGAR'S GONE" (2:58) [Bourne ASCAP—Warren, Kent] This end's a solid Nashville-flavored revival of another old-timer and Dean's relaxed warble's backed by a lush, Marty Paich-led string-filled ork-chorus. Take your pick.

LATEERS (World Artists 1006)

● "DANCE PARTY" (1:45) [Unart, Worart-Lateers] Here's an all-around good dance rocker done up in a "Twist and Shout" manner by the Lateers. Top 40 spinners should take to this one. The group has a polished, rhythmic delivery.

(B+) "THE SMOCK" (2:35) [Unart, Worart-Guarino] Solid ork backing and a potent beat make for spinnable sounds here. Teen dancers will dig it.

THE PASTEL SIX (Downey 101)

● "OPEN HOUSE AT THE CINDER" (2:15) [Drive-In & Downey BMI—Wenzel] After vocal success last winter with "Cinnamon Cinder," the crew presents a nifty good-natured rockin' combo sound. Side has the kind of spirited summertime joy that could produce big chart action. Label is an affiliate of Original Sound Records.

(B+) "TWITCHIN'" (2:29) [Downey BMI—Toten] Another romp for the teen trade.

BENT FABRIC (Atco 6271)

● "THE HAPPY PUPPY" (2:35) [Metorion BMI—Bjorn] The "Alley Cat" man is back again with a genial keyboard account of a familiar P.D. tune. It's the title track from his new LP, and could be active in singles form.

(B) "SERMONETTE" (2:23) [Silhouette ASCAP—Adderley, Hendricks] Sprightly reading of the famed jazz tune.

T. K. HULIN (Smash 1830)

● "I'M NOT A FOOL ANYMORE" (2:55) [Crazy Cajun BMI—Thibodeaux] Another Texas-based master purchase for the diskery is this touching softie expression from the songster and his back-up sound. Diskery has had a number of click sides from the Texas area, and have an additional success here.

(B) "TEARDROPS, MORE TEARDROPS" (2:57) [Crazy Cajun BMI—Thibodeaux] Somewhat similar deliberate ballad paces.

JAN DAVIS (Rendezvous 218)

● "DELICADO" (1:53) [Remick ASCAP—Azevado] The old instrumental hit goes the teen-market route with plenty of solid rock touches from the guitar-led combo. Engaging melody can win a new audience with this pose.

(B+) "SAHARA" (1:48) [Mardon BMI—Bird] Haunting theme from Rimsky-Korsakov's "Scheherazade" is intriguingly performed for the teeners.

THE SPIDELS (Minaret 112)

● "FAT LADY" (2:02) [Chu-Fin-BMI—Duncan, Bagby] The crew cleverly essays a tale of a fat lady attempting to do the twist. Slow twist tempo and effective ork assist add much to the proceedings here. Novelty tune with strong potential.

(B) "I'LL CATCH A RAINBOW" (2:10) [Chu-Fin-BMI—Duncan, Hager, Reed, Shucher] A pleasantly surveyed Latin-beat ballad romancer with good melodic line. Side merits deejay attention. Atco now handles the label nationally.

THE FURYS (World-Pacific 386)

● "ANYTHING FOR YOU" (2:21) [Metric BMI—Smith] Team's lead voice does a dynamic job on the strong rock-ballad, and he's supported by a bang-up pose by the rock-a-string ork. Worth eyeing closely.

(B) "CAT 'N MOUSE" (2:11) [Har-bock BMI—Buchanan, Hollins] Infectious medium-beat blues color.

SAMMY SEVENS (Swan 4146)

(B+) "YOU ARE A LUCKY SO & SO" (2:05) [Hill & Range & Palmina BMI—Gambel] The lucky so-and-so is a fella with money and a true-love a guy sans both notes in this interesting pose by the songster and his easy-go, organ-led backdrop. Date could move if it gets sufficient exposure.

(B) "HERE COMES THE BRIDE" (2:28) [Hill & Range & Palmina BMI—Gambel, Ross] Wild goings-on in this happy blues showing.

LAURA LANE (Arlen 732)

(B+) "I'LL PITY YOU" (2:30) [Brad-House & Lanny BMI—Roberson] Blues thrush does well on the fairly strong parting-words blueser, including a good now-and-then hum stint. A slow-beat affair that has an excitement about it. Label is the Philly-based outfit.

(B) "WHAT'S DONE IS DONE" (2:14) [Brad-House & Mar-Bill BMI—Smith, Roberson, Housey] More of an upbeat blues approach in this corner.

LOU PEREZ ORCH. (Sabina 514)

(B+) "MAMA, MAMA (Mama)" (2:18) [Glenden ASCAP—Perez, Madera] This is a zany fun outing by the Latin crew of Lou Perez, including humorous comments about rock 'n roll by a shouting vocalist. An off-beat entry that could grab attention.

(B) "LA VIDA TIENE SUS COSAS" (3:08) [Jorrin] This portion is a straight (and good-sounding) charanga stand.

JOHN NEEL ORCH.-CHORUS (Ava 133)

(B) "CLEOPATRA'S BARGE" (2:46) [Robbins ASCAP—North] The splendor of the title occasion is fully captured in this big-sounding orchestral-sans lyric chorus reading of a theme from the mammoth "Cleo" flick. Solo pianist is Pearl Kaufman. Striking pose.

(B) "INTERLUDE" (2:05) [Crisnel BMI—Neel] Work on this original suggests a pic theme, too.

FRANK CHACKSFIELD ORCH. (London 9613)

(B) "SHE LOVES ME" (2:31) [Sunbeam BMI—Harnick, Bock] The title tune of the hit musical gets a bright Latinish pose from the famed British mood maestro. It's an edited version of a track from Chacksfield's LP of the score. Fine good-music programming.

(B) "WILL HE LIKE ME?" (2:47) [Sunbeam BMI—Bock, Harnick] Lush strings are featured in this reading of a lovely ballad from the show.

CITY SURFERS (Capitol 5002)

(B+) "BEACH BALL" (1:54) [T.M. BMI—Gari, McGuinn] Surfin' crew leaves nothing unsaid in this really wild outing. A natural sound for the summer months. Could do something.

(B) "SUN TAN BABY" (1:57) [T.M. BMI—Gari, Basile] More sock-rock joy from the crew.

PAUL GONSALVES SEXTET (Impulse 217)

(B+) "THEME FROM ANTONY AND CLEOPATRA" (3:03) [Robbins ASCAP—North] The oft-cut flick theme gets a smooth, easy-going jazz reading from the Paul Gonsalves group. Side spotlights a lyrical interplay of the saxes. Good bet for ops and spinners.

(B) "SECOND CHANCE" (2:29) [United Artists ASCAP—Langdon, Previn] On this end the group turns in a fine moody reading of the theme from "Two For The Seesaw."

ROBIN ADAIR (Glenco 126)

(B) "DON'T TOUCH (BABY)" (1:44) [Terry—ASCAP—Shannon, Leff] The actress-lark gives a pleasant vocal treatment to this up-tempo item 'bout a gal giving warning to her guy.

(B) "I'M TIRED OF CRYING" (2:20) [Terry—ASCAP—Ferins] A bluesy ballad weeper that benefits from multiple tracking and male choral-ork backdrop.

LITTLE ALFRED (Lyric 1007)

(B+) "BROKEN HEART" (2:50) [Tek BMI—Khoury, Landry] With an effective crying-in-one's-beer keyboard bit, the songster offers an affecting account of a touching lost-love blueser. Strings are an important backdrop sound, too. Could be a success for the Lake Charles, La.-based waxery.

(B+) "IT DON'T HURT NO MORE" (2:50) [Planemar & Miller Songkraft BMI—Jackson, Patero, Herman] More persuasive warbling by the artist, who is backed by a similar ork sound.

DARRELL JAY (Debna 28003)

(B) "JEALOUS HEART" (2:35) [Acuff-Rose BMI—Carson] The country evergreen is nicely surveyed by the songster, who is accompanied by a lush ork-chorus sound with a Nashville-Sound format. Label is handled by King Records.

(B) "SINCE YOU'VE BEEN MINE" (2:30) [Ricdeb BMI—F&D Daniels] Sentimentalizing in more of a pop groove.

RELIGIOUS

THE STEVENS SINGERS (ABC Paramount 10462) "When The Saints Go Marching In"/"Down By The Riverside"

CROSS JORDON SINGERS (Enjoy 1013) "Troubled No More"/"Jesus Died"

THE CHAINS (Peacock 1922) "I Can Learn"/"It Happens This Way"

SUGAR BOY (Peacock 1925) "So Long—Goodbye"/"Mamma Won't You Turn Me Loose"

TRAVELING FOUR (Imperial 5974) "I Got Shoes"/"This Little Light Of Mine"

TRUMPETEERS (Imperial 5972) "Milky White Way"/"Leave That Lie Alone"

SOUL STIRRERS (Imperial 5973) "His Eye Is On The Sparrow"/"Glory, Glory, Hallelujah"

FIVE SINGING STARS (Peacock 1890) "Been In The Storm"/"Let Me In"

DIXIE HUMMINGBIRDS (Peacock 1889) "If You Trust Him"/"Another Day"

GOSPEL CHALLENGERS (Song Bird 1000) "I Found A Friend"/"Time Ain't Long"

WE'VE GOT **2** BIG NEW RELEASES

A CHART BUSTING SINGLE BECOMES A GREAT NEW ALBUM

SHAKE A HAND

JACKIE WILSON
AND
LINDA HOPKINS

SWING LOW SWEET CHARIOT
NOBODY KNOWS THE TROUBLE I'VE SEEN
YES INDEED
JOSHUA FIT THE BATTLE OF JERICO
OLD TIME RELIGION
SHAKE A HAND
HE'S GOT THE WHOLE WORLD IN HIS HANDS
WHEN THE SAINTS GO MARCHING IN
DO LORD
EVERYTIME I FEEL THE SPIRIT
DRY BONES
DOWN BY THE RIVERSIDE



BL 54113
BL 754113 (Stereo)

A BRAND NEW SINGLE BY "MR. EXCITEMENT"
JACKIE WILSON
SHAKE, SHAKE, SHAKE

c/w

HE'S A FOOL
55246

JUST
RELEASED

Brunswick
RECORDS

NEW YORK:

Connie Francis does her command performance for Queen Elizabeth this week at the Alhambra Theater in Glasgow, Scotland. The lark is currently clicking with "If My Pillow Could Talk." Some of the industry's biggest names are skedded for personal appearances at Freedomland during July & August. Among the big names to be featured are Tony Bennett, Bobby Darin, Dion, Donald O'Connor, Patti Page, The Lennon Sisters, Connie Francis and Count Basie. . . . George Maharis appeared at Eaton's, a Canadian Dept. store, for the "Young Montrealers' Club" and talked to 1,000 teenagers. . . . Vic Dana on leave from the Air Force to cut a new Dolton LP. . . . Tony D'Amato, London A&R exec, back in Gotham after several months of producing choirs in England. Tony will

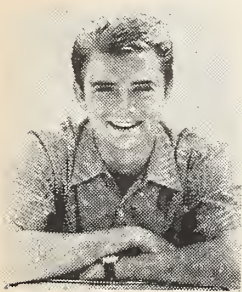
by George Sheck and will appear at the Roosevelt Stadium in Jersey City on 7/4. . . . Bonnie Bunkley, runner up in the 1962 Miss Tennessee contest, has pacted with Tribute and will have a first session soon. . . . Richard Lyons, another Tribute artist, will head for TV & flick making after cutting sides for the label. The songster will open at the Four Seasons in Long Island this week. . . . Composer, arranger, orchestra leader Charles Fox has completed a Latin dance LP tagged "Just For Fun" a Gemma release and Lorient production. The talented and versatile musician has done arranging chores for Dizzy Gillespie and Skitch Henderson, and is currently working on the background music for a Broadway Show to be produced by ANTA. Fox, who's only 22, has combined classical and jazz elements fused with the simplicity of pachanga rhythms for the new Gemma release.

Frankie Cherval and Jimmy Clanton will make p.a.'s at Plainfield's Dept. Store in behalf of their new disks, "Make The World Go Way" (Liberty), "Carnival Girl" (Laurie) and "Cindy" (Ace). . . . Cameo-Parkway's jazz dept. out with a new entry last week, "Antony & Cleopatra" b/w "Theme From Naked City" by ace trumpeter Maynard Ferguson, currently riding the LP chart with his "New Sounds of Maynard Ferguson." . . . Award winning composer Jule Styne has written the title song for David Susskind's Paramount release, "All The Way Home." . . . Songster Rod Lauren does two songs in the new 20th Century Fox flick, "Come To The Party." . . . Oscar Peterson's drummer, Edmund Thigpen takes the solo spot on a new Verve LP to be cut this month. . . . Epic execs predict big things for the new gospel single, "Just Got To Heaven (Can't Sit

an audience of 125,000 of Jehovah's Witnesses. . . . Erroll Garner was backed by a 35-piece orchestra conducted by Leith Stevens for his recording of the background theme for the new Paramount flick, "A New Kind Of Love."

CHICAGO:

The Johnny Lewis Trio, currently holding sway at The Key in Waukegan, recently completed their second release on Coral tagged "Blues On The Rocks." Femme member Millie Lewis once again showcases her unique vocal sound effects but to an even greater degree on this record. Deck has reportedly been widely accepted in the areas of Michigan-Minnesota-Indiana-Cleveland. Trio's newest member is drummer Fon Morcus from Brisbane, Australia. . . . London Group's Sam Cerami had



TIM CONSIDINE



HARRIET ALTMAN



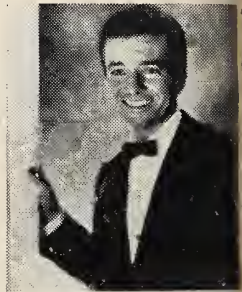
RICHARD LYONS



BARRY SEIDEL



MARIE LADONNA



MICHAEL ALLEN

return to England in a few weeks to begin work on Fall and Winter Phase 4 albums which will include an LP of Gershwin music by Georgia Brown, and the first stereo recording of "Kismet." . . . Eddie Mascari, Mercury gen. mgr., writes from Chicago he's reactivating the Limelight label with a first deck dubbed, "How Is It Possible." . . . Randy Sparks, director of the New Christy Minstrels, gave his wife a new Rolls on the birth of their son. . . . Art Newberger, nat'l sales mgr. for Original Sound, on an East-Midwest promo tour on behalf of Vol. 5 of the Oldies But Goodies series. . . . Command has entered the folk field with a debut deck tagged, "Amen" b/w "Boatmen Dance" by the Robert DeCormier Folk Singers. . . . Mike Kelly, former ABC-Par promo rep, has joined the Dot label. Mike sez "Wipeout" by the Surfaris and "Scarlett O'Hara" by Lawrence Welk are both hot sales items for the diskery. . . . Marshall Seahorn, formerly with the Fire and Fury labels, has joined Arnold & Jackson as national sales manager. . . . Moe Preskell, Kapp's national promo director, sends word that the diskery is going all out to promote the new Paul Evans dishing of "Even Tan" to create a summertime hit. . . . The Pines Hotel in the Catskills will feature big bands this summer in its Persian Room nitery. Sidney Mills of Mills Music, still recuperating from an operation in Baltimore's Mt. Sinai Hospital, feels better as a result of the enthusiastic response to Roger Williams waxing of "Janie Is Her Name." . . . Evelyn Cornell over at Cosnat reports strong action on "I" by Ben E. King (Atco) and "The Cleopatra" by Phil Flowers (Josie). . . . Folks at Musicor predict big things for Gene Pitney's "True Love Never Runs Smooth." Barry Seidel, vocalist with the Bill Black Combo, to make promo tracks in the South and the Midwest. The group is currently clicking with "Do It—Rat Now" (Hi). . . . Vocalist Spero Pastos, out with a new Regina single, "Blue Prelude" b/w "Small Idea," just back from Europe where he cut a new LP for the label. . . . Gary Clarke, actor-singer seen weekly on the NBC TV'er, "The Virginian," has been signed to a recording contract with Decca. . . . James Buckowski sends along word from Newark that thrush Marie LaDonna ("Bobby Baby" Gateway) is being managed

. . . The Ascot diskery has acquired what it considers a hot new master in "These Are The Hands" by newcomer Cleveland Robinson. . . . Freedomland will feature a hootenanny on 7/8-10 starring Bud & Travis, The Phoenix Singers and Ian & Sylvia. . . . Irwin Robinson sez Palette has high hopes for "The Robot" & "Relax" by the Continental Cousins. . . . Songstress Carmel Quinn will make her stage debut in "Finian's Rainbow" at the Dorchester Music Hall in Dolton, Ill. 7/2-21. . . . The lark will also guest on the Keefe Braselle Show on 7/9. . . . Fred "Skip" Cole of "Alley Oop" fame has turned in his mufti in favor of Army green. . . . Morty Wax infos that Jack LaForge, prexy of Regina Records, has a new single dubbed "The Cleopatra Kick." . . . The Sherry Sisters will appear at the Teenage Fair at Freedomland 7/11-12. . . . The Four Seasons with an impressive array of hits under their belts opened at the Copa last week.

One of the featured attractions at the 1963 Music Show sponsored by the National Association of Music Merchants 7/21-25 will be the guitar and accessories seminar as a result of the tremendous demand for the instrument. . . . SESAC has a special seasonal program with two LP packages, "Summer Serenade" and "The Cool Hot Summer" which are being offered to radio & TV stations at a special discount. . . . Della Reese's old hit, "Sermonette" is being reissued by the Jubilee label. Label execs feel the strong gospel flavor is right for the current market. The lark opens at the Americana next week. . . . Robin Adair, Queen of the Teenage Fair at Freedomland, up to the CB offices last week with Ben Arrigo on behalf of her new Glenco disk "Don't Touch" (Baby). The young lark has already appeared in "The Miracle Worker" and "Bye Bye Birdie" films and the "Naked City" and "Defenders" TV'ers. . . . Harriet Altman, an instructress at the Banford School of Beauty Culture, has recorded "The Beauty Road" which she narrates with background music on the Craft label. . . . Songster Michael Allen will appear on the "Celebrity Talent Scouts" TV'er hosted by Merv Griffin this week. Allen will be introduced by Lauren Bacall. . . . Shani Wallis pens from London she will return to the U.S. this summer for a brace of TV stints. . . . Joyce Becker infos that Timi Yuro,

Down)" by the Herman Stevens Singers. . . . Joey Adams is cutting a comedy LP tagged, "I'm Happy, He's Rocky." . . . Best wishes to Mr. & Mrs. Arnold Gurwitch, proud parents of a new son. . . . Trude Heller to unveil another Village nitery, this one to feature gospel.

Nuptials Dept: Bill Spitalsky, indie promo rep, married Beth Kaplan last Sat. (30). Frank Abramson, with the East Coast dept. of the Lawrence Welk music firms, will see his daughter Roslyn, marry Alan Peterkovsky, this Sun. (7). . . . Bob Kornheiser, nat'l sales director of Atlantic, said everybody at the ARMADA meet was talking about the High Keyes waxing of "Que Sera, Sera" (Atco). . . . The Society Girls, who have a new tune called, "The Society For Prevention Of Cruelty To Little Girls" (VeeJay), will appear at the grand opening of the Cove at Greenwood Lake, N.Y. The gals will also tape interviews with stars for station WHBI. . . . Liberty songstress Timi Yuro will be the first lark to perform at the new Royal Manor in Spring Lake, New Jersey this week. Timi follows Tony Bennett into the new resort nitery. . . . Kapp's genial promo rep, Gene Armand, sez the label will sizzle with "It Hurts To Be Sixteen" by Barbara Chandler, "Saturday Sunshine" by Bert Bachrach, and "Dum Dum Dee Dum" by Johnny Cymbal. . . . Elayne Drayson, daughter of Harold Drayson of Riverside Records, will marry Henry Segal this week (4). . . . Promo man Marv Helfer is working on independent promotion for the Cleve-Disk Distributors in Cleveland, but not on an exclusive basis. . . . Andy Williams, still riding the crest of the LP chart with his "Days Of Wine And Roses" LP, has been playing to packed rooms in his series of engagements across the country. . . . The Highwaymen folksters are on a three-week vacation. Chan Daniels, the baritone of the quintet and a native of Argentina, will do research in native folk music while visiting his parents there. . . . Dan Fisher notes that Blossom Dearie will be appearing with Miles Davis at the Village Vanguard starting this week (2). . . . Betty Johnson moves into the Persian Room of the Plaza next week (8). . . . Frank Leanza of Newark will bring together 90 musicians from all over the U.S. and weld them together to perform at Yankee Stadium before

some good news regarding the progress of Ace Cannon's "Cottonfields" (Hi) and "The Martian Hop" by The Ran-Dells (Chairman). Upcoming are newbies by Jimmy Soul (single) and Bill Black (album). . . . Ann-Margret, in town last week for the Chi premier of "Bye Bye Birdie." Ditto Rock Hudson for "Gathering Of The Eagles." The Du-Kays are among the headliners skedded for the Chi Urban League-Crane Scholarship Fund benefit at the Graemere Hotel 7/6. . . . Congrats to buddies Sam Holman (WABC-New York) who weds Barrie Dumont 7/19. . . . Barney Fields is bursting with pride over local acceptance to new Dot releases "My Midnight Prison" by the Andrew Sisters and "The Next Time" by Wink Martindale. . . . Stacy Records has rush released the bow outing tagged "Run Johnny Run" by recent patee Lloyd McNeil. Artist, who hails from Denver, was discovered by prexy Jim Gaylord during the latter's recent western sales trip and subsequently signed by the label. . . . With Liberty's Harvey Goldstein the biggies to watch are "Surf City" by Jan & Dean, "Goodnight My Love" by The Fleetwoods, "Be True To Yourself" by Bobby Vee, "Make The World Go Away" by Timi Yuro and, a high scorer in England, "Do You Want To Know A Secret" by Billy Jay Kramer. . . . Heartbeat Records topper Seymour Schwartz is mighty proud of a congratulatory letter from attorney general Robert Kennedy, praising his recent compositions of "This Is America" and "United Nations." Tunes were recorded on Heartbeat by vocalist Evelyn Renner. . . . Jose Melis is the current attraction at Ray Colomb's Supper Club. . . . Ralph Ergas and the RCA-Victor Dist. crew are glowing over reports on Elvis Presley's "You're The Devil In Disguise," Jim Reeves' "Guilty," Anita Gordon's "Tommy" and Eddy Arnold's "A Million Years Or So"—not to mention hot albums "21 Golden Hits of Paul Anka" and Uniquely Mancini." . . . The Chi premier of "Cleopatra" at

(Continued on page 22)

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RECORD RAMBLINGS

(Continued from page 20)

the State Lake Theater 6/26—complete with flood lights, TV cameras, red carpet, etc.—was a benefit for the La Rabida Institute. . . . Big Town's Jim Scully, back from a brief vacation and pluggin' away on the Four Seasons' "Candy Girl" b/w "Marlena," Gene Pitney's "True Love Never Runs Smooth" (Musicor), Arthur Godfrey's "Teterboro Tower" on Contempo and Philips' outing "Summer Steady" by The Ramadas. . . . Restaurateur Nate Batt, whose popular eatery graces "record row" on Boul Mich, poured champagne last week to greet his new granddaughter, Tammy Sue, born to Burt and Frankie Palmer. . . . Dick Kaufman announced his affiliation with a newly formed distributorship, Crest Distributing Corp., located in Chi. Firm is currently lining up labels to fill its roster. . . .Erwin Barg is

expects another big folk artist for Vanguard Records in new singer Hedy West. . . . Mo Ostin, executive v.p. of Reprise has been honored with an award for 'distinctive public service' by the National Tuberculosis Association in recognition of his contribution to the 1962 Christmas Seal Campaign. . . . Comedienne Hattie Noel's "Laff of The Party" album "outselling everything" according to Dootsie Williams, president of Dootsie Records. . . . Top-Pic Records formed here with first sides, "Mary Jane" and "I'm Goin' Away" by Paul Boswell already a local breakout in Texas. . . . Andre Previn, who conducted five concerts with the New York Philharmonic earlier this month has been signed to conduct an equal number of concerts next season. . . . Comedian Bernie Gould of Jubilee Records appearing on the Art Linkletter show 6/18. . . . Della Reese taped an ap-



CHARLES FOX



ROBIN ADAIR



SPEROS PASTOS

tickled pink over heavy play throughout this area on Jack Jones' new Kapp offering "Love Is A Ticklish Affair" from the movie of the same title in which Jack does the tune. . . . Summit's Bill McCloud tells us he's enjoying plenty of activity with Al Casey's "Surfin Hootenanny" (Stacy) and that newies "Theme From Irma La Douce (Look Again)" by Adam Wade (Epic) and "Ballad Of Hollywood" by Rod McKuen (A&M) are starting to happen. . . . Dionne Warwick's latest "Make The Music Play" (Scepter), The Majestics' "Strange World" (Lenda) and Little Stevie Wonder's "Fingertips (Part II)" (Tamla) are keepin' 'em hoppin' at United Record Dist. . . . A double treat: Erroll Garner opens at London House 7/6—Mort Sahl at Mister Kelly's 7/1. . . . Among the flourishing items out at Potter Dist. are "That's My Baby" by Gwen Richardson with The Cotillions (CB), two-sider "The Price Is Too Much To Pay" b/w "Be Prepared To Pay" by Jimmy Gresham (Barbary Coast), "Junior" by The Candles (Nike) and the "Oldies But Goodies" album series on Del-Fi. . . . RCA-Victor recording star Eddy Arnold was guest deejay on WIND last week. Station is importing celebrities to sit in for vacationing deejays during the summer season.

HOLLYWOOD:

Les McCann, whose "Shampoo" album has been the biggest LP to date for World Pacific Records now recording an album of gospel tunes to be titled, "The Gospel Truth." . . . Columbia Records honored Robert Goulet at a cocktail party at the Ambassador Hotel, where he recently closed an engagement at the Coconut Grove. . . . Liberty Records and the 452nd Troop Carrier Wing combining forces for a Show of The Year benefit performance July 17 at Santa Monica Civic Auditorium. Liberty-Dolton contractee, Vic Dana who will produce, is stationed with the 452nd. . . . Mike Elliot of Circa reports two hits going in "I Love The Man" by Fontella Bass on Prann, and The Ikettes "No Bail In This Jail" on Teena. . . . Wil-War Record Productions has announced the signing of local singer Larry Strong to an exclusive recording contract with the first session due to be cut shortly. . . . Al Chapman, Modern Distributing

pearance on the NBC-TV show "The Lively Ones" and currently headlining the Safari Club in San Jose. . . . Lloyd Thaxton debuts on Capitol with Image of a Surfer. . . . Lloyd's KCOP-TV bandstand show is #1 rated in So. California. . . . Argentine guitarist Jorge Morel has been signed by Frank Sinatra's Reprise Records to an exclusive long-term contract. . . . Warner Bros. recording artists, The Surfers, are back from the islands and appearing at the swank new Caravan Club in Albuquerque. . . . Harvey Paskow signed an exclusive deal with Don Hecht of Orbit Records, to handle the label's distribution and promotion set ups on the east coast, on all future releases. . . . Composer Jimmie Haskell completed the musical score for the motion picture, "The Gun Hawk," a Bern-Field Production. . . . West coast recording promoter, Irwin Zucker, arriving in N. Y. 7/1, stopping at the Park Sheraton for week long confab with clients and contacts. . . . Wink Martindale, popular KFVB dj, getting hefty play from his colleagues at all stations on his new Dot record, "The Next Time." . . . Del-Fi Records has put another one of its young TV personalities on record with Tim Considine's first effort, "Take it From a Guy Who Knows." . . . KMPC's Ira Cook received a "Junior" award from the Foundation for the Junior Blind. Cook was honored for his many years of service to the community and its sightless people. . . . All rights to the "California Highway Patrol Song" by the songwriting team of Jimmy Van Heusen & Sammy Cahn, have been turned over to the Calif. Highway Patrolmen's Assoc. Revenues from the sales will go into the widows and orphans's fund.

Hank Levine has completed pre-recording dates with Molly Bee, Rod Lauren, Gene McDaniels and the Sherwoods for the Lippert Productions 20th Century Fox release of "Come To The Party." . . . Fred Smith of Tri-Disc wires that "Dancing Holiday" by the Olympics looks like it will be bigger than the "Bounce." . . . Bob Crystal (Daywin) writes that "Little Girl Bad" by Joanie Sommers is the most commercial she has done since "Johnny Get Angry." Bob Bellows has signed with the Accent label and will have a debut disk dubbed, "Goodbye Blue Eyes" b/w "I'll Follow You."

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ALBUM REVIEWS

POPULAR PICKS OF THE WEEK



"PAT BOONE SINGS GUESS WHO?"—Dot DLP3501

Pat Boone aims his best-selling vocal talents at a dozen tunes which were originally blockbusters when delivered by Elvis Presley. No carbon copy here, the chanter utilizes bright, fresh arrangements and gets some swingin' backing from Paul "PeeWee" Smith and his octet. The singer gives some expert surveys of "Love Me Tender," "Blue Suede Shoes" and "Heartbreak Hotel." A potent entry.



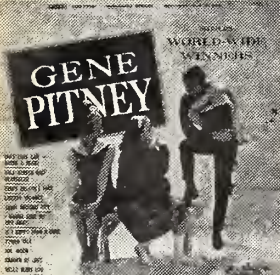
"THE BOYS FROM SYRACUSE"—New York Cast—Capitol TAO 1933

One of the delights of the 1938 Broadway season, Rodgers & Hart's "The Boys From Syracuse" is —25 years later—Off-Broadway's top attraction via a strong revival production. As musical comedy buffs know, the R&H songs are never less than utterly charming (among them are two perennials, "Falling In Love With Love" and "This Can't Be Love"). A youthful cast of unknowns perform them with proper spirit. Rave reviews for the show make this LP a reliable entry on the cast LP shelf.



"SHAKE A HAND"—Jackie Wilson, Linda Hopkins—Brunswick BL 754113

Jackie Wilson and Linda Hopkins tag this new Brunswick LP outing after their current pop-r&b chart-rider of "Shake A Hand" and include eleven other potent gospel-flavored tracks. The artists successfully blend their distinctive vocal talents into one powerful musical unit as they dish-up top-notch readings of "Nobody Knows The Trouble I've Seen," "Old Time Religion" and "Down By The Riverside." Disk has enough built-in success ingredients to reach the charts in no time flat.



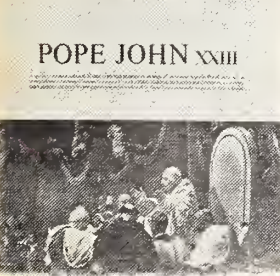
"GENE PITNEY SINGS WORLD-WIDE WINNERS"—Musicor Ms3005

Gene Pitney, currently riding the charts with his "Just For You" LP, could strike the same kind of paydirt with this package of items which pulled plenty of coin as singles. High on the best-seller lists for the songster were "The Man Who Shot Liberty Valance," "Town Without Pity" and "Only Love Can Break A Heart," all of which are included in this set. Eye the set for early teen acceptance.



"THE GREAT ESCAPE"—Original Soundtrack—United Artists UAS5107

Elmer Bernstein, who scored the very successful "Walk On The Wild Side" and "To Kill A Mockingbird" films, adds to an impressive list of top-notch film-composing chores with this score from the as yet unreleased, "The Great Escape." The title theme is a powerful and memorable item which aptly preludes an expressive and dramatic score. The album appears destined for the best-seller lists in short order.



"POPE JOHN XXIII"—Mercury RS600

The reign of Pope John XXIII from his election and coronation until his death last month is captured in excerpt form by Mercury on this historically significant album. Included here are the Pope's closing address to the Second Vatican Ecumenical Council, a Public Audience, a Canonization Ceremony, and remarks at one of his last appearances at the window of the Papal Palace. Album is a superb memorial offering.



"TOVARICH"—Original Cast—Capitol TAO 1940

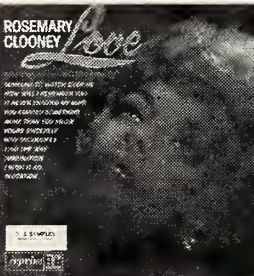
Vivien Leigh's Tony-winning performance may be a major saving grace of the new musical, but, unfortunately, her limited vocal appeal cannot carry the burden (ditto the rest of the cast) of making second-rate words & music sound better than they are. LP's star would seem to be Phil Lang, whose presence is felt by some bright orchestrations. If Miss Leigh is drawing folks to "Tovarich" on Broadway, she could accomplish the same magic on disk.

GOLDEN MOVIE GREATS

RETURN TO PARADISE (HENRY MANCHE)
THESE FROM THE APARTMENT (EDDIE HEYWOOD)
THESE FROM EXODUS (FELIX SLATKIN)
THESE FROM LAWRENCE OF ARABIA (THE KING OF KINGS Theme) (MARTIN DENNY)
THE WILD ONE (RUBY)
NEVER ON SUNDAY (SI ZENTNER)
WALK ON THE WILD SIDE (SI ZENTNER)
AN AFFAIR TO REMEMBER (PETE KING)
SONG WITHOUT END (HARRY SUKMAN)
Love Theme From EL CIB (CLYDE OTIS)

"GOLDEN MOVIE GREATS"—Various Artists—Liberty LST7306

Themes from a dozen box office hit films are included in this Liberty outing by a variety of best-selling artists. Flick theme LP's continue to be choice material for disk makers and this set is loaded with sales potential. Included in the package are "Exodus" by Eddie Heywood, "Walk On The Wild Side" by Si Zentner, "The Wild One" by Martin Denny and "The King Of Kings" by Felix Slatkin.



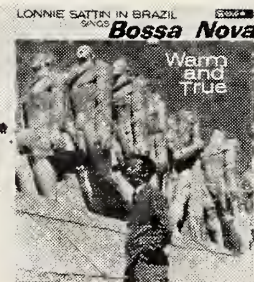
"LOVE"—Rosemary Clooney—Reprise R6088

Rosemary Clooney comes up with a first-rate premier LP for Reprise with this package of romantic ballads delightfully suited to her winning vocal charms. The lark makes a strong bid for album-sales success with standout renditions of "Someone To Watch Over Me," "More Than You Know" and "It Never Entered My Mind." Kudos to Nelson Riddle for arranging-conducting chores.



"BOW THY HEAD"—Webb Pierce—Decca DL74384

Webb Pierce, a consistent pack leader in the sale of country disks, comes up with a strong second stanza to his "Bound For The Kingdom" Decca LP with this program of hymns. The songster essays these hymns with feeling and sincerity and his legion of fans will surely want to add this new one to their Pierce shelf. Included here are the title tune, "Just As I Am," "Softly And Tenderly" and "The Preacher's Vacation."



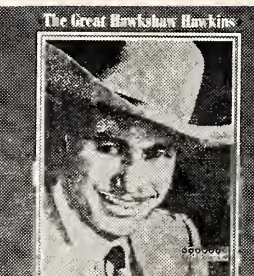
"LONNIE SATTIN IN BRAZIL SINGS BOSSA NOVA"—Scepter 509

Lonnie Sattin exhibits a lot of versatility on this Scepter entry aimed at the rhythms of Brazil. The songster has a wide-range and powerful voice and uses it to best advantage on this program of varied tunes with a bossa nova beat. The chanter launches the session with "Uskadara" in French and continues with top-drawer readings of "Foggy Day" and "Lili Marlene." Loads of entertaining listening to be had here.



"THE FAMOUS WARD GOSPEL SINGERS"—Vista BV-3318

The Ward Gospel Singers, recorded "live" at Disneyland, swing out with fervor and exuberance on this program of uptempo gospel tunes. With plenty of hand-clappin' audience participation, the excitement gathers momentum as the spirit becomes contagious. The group feelingfully reads "Down By The Riverside," "Dry Bones" and "He's Got The Whole World In His Hands." Gospel is catching on and the disk could move out strongly.



"THE GREAT HAWKSHAW HAWKINS"—Harmony HL 7301

Although Hawkshaw Hawkins' tragic death last spring cut short his brilliant career, his memory is preserved for his countless fans through fine recordings like this Harmony outing containing a bevy of his famous hits. Hawk's distinctive, wide-range, throaty style is showcased on such past biggies as "Twenty Miles From Shore," "Soldier's Joy" and "Put A Nickel In The Juke Box." A collector's item.



"THE ORIGINAL COUNTRY HITS—VOLUME I"—Various Artists—Liberty LRP 3305

The popularity of country music seems to grow by leaps and bounds every day and this package of recent and while-back country hits should appeal to a host of record buyers. The program here spotlights the chanting talents of such stellar artists as Johnny Cash, Cowboy Copas, Wynn Stewart, George Jones, etc. Country deejays will want this set for interesting change-of-pace programming.

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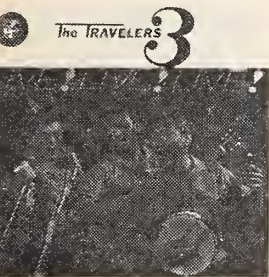
THE ULTIMATE IN ENTERTAINMENT





"IVORY JOE HUNTER'S GOLDEN HITS" — Smash SRS67037

The composing, singing and piano playing talents of Ivory Joe Hunter are melodically combined on this Smash amalgamation of the composer's best-selling tunes. The material here is a pleasant blending of pop, country and blues with a bit of gospel added for flavor. The disk has dual market possibilities with the chanter's treatment of "Blues At Midnight," "I Almost Lost My Mind" and "It May Sound Silly."



"LIVE! LIVE! LIVE!"—Travelers 3—Elektra EKL 236

The Travelers 3 unleash their potent vocal and instrumental talents full-blast on this their third Elektra album. The group has a highly-distinctive, rousing pop-folk style which blends the individual into one cohesive musical unit. On this set, cut live at the Troubadour in Hollywood, the boys shine on "Fargo Lines," "Sylvie" and "Village Of New York." All the crew's many fans should come out in force for the LP.



"BLUEGRASS WITH STRINGS" — Bill McElhiney—MGM SE 4135

Here's a delightful pop-country session which combines the lush, sophisticated strings of Bill McElhiney's ork with the authentic bluegrass instrumental talents of Bob Johnson on banjo. Neither the band nor Johnson attempts to submerge their respective talents. Instead the set comes off as a harmonious blending of two basic American music forms. There's plenty of top-drawer listening in "My Old Kentucky Home," "Swanee River" and "Wild Flower."



"ITAMAR"—Vanguard VRS 9125

With all of the current interest in folk music, this delightful album showcasing the singing talents of Itamar, an Israeli chanter who offers Hebrew and Yemenite songs in the folk idiom, might well meet with rapid acceptance. The songster has an extremely wide-range, bell-clear voice and a moving, professional style of phrasing. Itamar turns in outstanding renditions of "Dabri Shir," "Rachel" and "Hechalil." An impressive performance.



"SMOKES LIKE LIGHTNING"—Lightnin' Hopkins—Bluesville BV 1070

The vet blues chanter is in top-notch form on this raunchy, low-down tradition-oriented set of ballads. On this set Hopkins is teamed-up with "Spider" Kilpatrick on drums, "Buster" Pickens on piano and Billy Bizer on harmonica as he goes through his paces with feeling and authority. Among the best sides here are "T Model Blues," "Let's Do The Susie-Q" and "Ida Mae." One of the best entries that the artist has cut in quite a while.



"DANZONES CLASICOS"—Pablo Beltran Ruiz—RCA Victor MKL1471

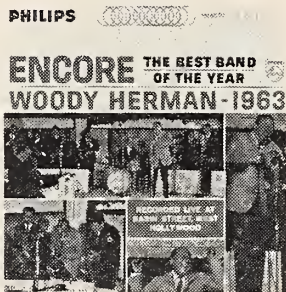
Here is a package of dance music by the big band of Pablo Beltran Ruiz, done up in the manner of a Carmen Cavallero or Xavier Cugat. The Mexican orkster exhibits a "big" sound and very danceable rhythms on this session which includes "Un Viejo Amor," "La Negra," "La Mora" and "La Gicanda." Topnotch arrangements and smooth orchestrations make this a desirable disk.



"COME BY SUNDAY"—Danny Apolinar—Stereoddities C1904

Sophistication and slapstick are effectively combined by songster Danny Apolinar on this offering from Stereoddities. Ably supported by Doug Zollo on drums and James Martinez on guitar, the chanter comes up with some interesting and polished essays of such goodies as "The Lady Is A Tramp," "You Make Me Feel So Young" and "Let's Do It." Easy listening session.

JAZZ PICKS OF THE WEEK



"ENCORE" — Woody Herman — Philips PHS600-092

Woody Herman comes up with another top-flight jazz LP on Philips, this session recorded live at Basin Street West. The clarinetist wails some current and while-back favorites with his expected musicianship and artistry. "Watermelon Man," "Jazz Me Blues" and "Caldonia" are given fresh, up-to-date treatments and a swingin' big band sound—but completely jazz-oriented. Kudos to Nat Pierce for some standout arrangements. Solid chart potential here.



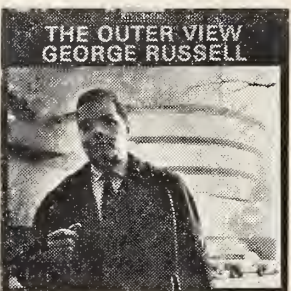
"THE CHARLES MINGUS QUINTET PLUS MAX ROACH"—Fantasy 6009

Charlie Mingus gets a powerful assist from Max Roach on two tracks here ("Drums" and "I'll Remember April") on this potent Fantasy jazz package aimed at the serious jazzophile. The bassist and the drummer shine in solo spotlights and the bassist showcases his talents as a composer on "Love Chant" and "Haitian Fight Song." Standards are interestingly interpreted and improvisation is subtle and potent.



"TOUGH TALK"—Jazz Crusaders—Pacific PJ 68

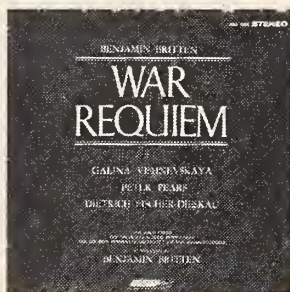
Although there has been a great deal of material written about different schools of jazz, the unimportance of style becomes readily evident with any versatile combo. Such a crew are the Jazz Crusaders. The boys have a hard-driving, cookin' down-home style which fares superbly on both ballads and uptempo items. Best listening bets on this disk include "Deacon Brown," "Tough Talk" and "Brother Bernard."



"THE OUTER VIEW"—George Russell—Riverside 440

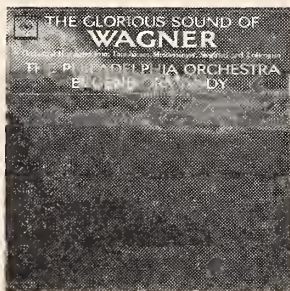
George Russell, who made a name for himself as an arranger-composer, takes to the piano with his sextet on this jazz romp from Riverside. Improvisation is the by-word on most of the set and the members of the group shine in the solo spotlight. Sheila Jordan vocalizes "You Are My Sunshine" in a new jazz treatment of the oldie. Jazz buffs will find plenty of meat in the session.

CLASSICAL PICKS OF THE WEEK



BRITTEN: War Requiem, London Symphony Orchestra/Benjamin Britten—London OSA1255

Here is a masterful and moving opus by Benjamin Britten based on the poems of Wilfred Owen. The Requiem is about and for men who have died in war and is a stirring musical tribute. The composer conducted this performance which boasts the dramatic and vocal artistry of Galina Vishnevskaya, Peter Pears and Dietrich Fischer-Dieskau. Complementing the soloists are the Bach Choir, the Highgate School Choir and the Melos Ensemble. The two-disk package with libretto is a monumental offering from the London diskery.



"THE GLORIOUS SOUND OF WAGNER" — Eugene Ormandy/Phila. Orch.—Columbia ML5842

The Philadelphia Orchestra with Eugene Ormandy at the helm performs a quartet of the better known orchestral highlights from the prolific pen of Wagner. The works represented here are majestically melodic and dramatic and the maestro handles them with authority and sensitivity. Included are Prelude to Act III of Lohengrin and the Overture and Venusberg Music from Tannhauser. Disk is a superb listening experience.

**THIS IS THE
HIT VERSION!
EVERYBODY
WANTS MORE!**

KAI WINDING

PLAYS

MORE

VK 10295 The Theme From The Film "MONDO CANE"



**KAI WINDING'S SINGLE
HAS THE SOUND OF A HIT!**

(Can you guess what instrument is playing the melody up high?)

**THE SOUND OF AMERICA
IS ON VERVE**

CHARTBOUND!

**"DON'T LET
THE SUN CATCH
YOU CRYING"**

**STEVE ALAIMO
CHECKER 1047**

IT'S THE RAGE!

**"THE
MONKEY"**

**J. C. DAVIS
CHESS 1858**

**"DARLING,
DARLING,
DARLING"**

**TY HUNTER
CHESS 1857**

**NEW
RELEASE!**

**"IF IT AIN'T
ONE THING
IT'S ANOTHER"**

**THE DELLS
ARGO 5442**

**"KEEP ON
DANCING"**

**THE AVANTI'S
ARGO 5436**

CHESS

PROD.
CO.

2120 Michigan Ave.,
Chicago 16, Ill.

TOP 100 ARTISTS

(See Top 100 titles and labels)

Anderson, Bill	15
Anka, Paul	90
Basie, Count	88
Bare, Bobby	32
Beach Boys	25, 37
Bennett, Tony	33
Benton, Brook	40
Big Dee Irwin	22
Bob B. Soxx & Blue Jeans	61
Burke, Solomon	74
Brown, James	48
Cannon, Ace	89
Carroll, Ronnie	97
Carter, Mel	93
Cash, Johnny	38
Chamberlain, Richard	82
Charles, Ray	39, 46
Checker, Chubby	31
Chiffons	7
Christi, Lou	35, 87
Clark, Roy	70
Classics	41
Columbo, Chris	100
Como, Perry	54
Cooke, Sam	50
Cookies	99
Cole, "Nat King"	14
Cupids	78
Crystals	12
Darin, Bobby	26
Dion	60, 63
Dovells	11
Drifters	98
Dudley, Dave	55
Essex	2
S Du-Tones	53
Fleetwoods	56
Four Pennies	84
Four Seasons	75, 80
Foxx, Inez	68
Francis, Connie	27
Gaye, Marvin	13
Glazer, Tom	16
Glencoves	65
Gore, Les'ev	8
Gorme, Eydie	57
Gregg, Bobby	100
Hamilton IV, George	59
Harris, Rolf	10
Hyland, Brian	83
James, Etta	92
Jan & Dean	4
Kilgore, Theola	47
King, Ben E.	77
Lawrence, Steve	51
Lee, Brenda	72, 76, 79
Lewis, Barbara	5
Little Peggy March	42
Little Stevie Wonder	18
MacArthur, James	94
Mack, Lonnie	9
Martha & Vandellas	28
Martino, Al	19
Mathis, Johnny	49
Nelson, Rick	17, 91
New Christy Minstrels	67
Orbison, Ray	23
Orions	24
Page, Patti	97
Paul & Paula	21
Peter, Paul & Mary	71
Peterson, Ray	100
Presley, Elvis	64
Randy & Rainbows	62
Rocky Fellers	73
Ruby & Romantics	20
Rydell, Bobby	66
Sakamoto, Kyu	1
Shannon, Del	86
Sharp, Dee Dee	69
Shirelles	34
Soul, Jimmy	75
St. Romain, Kirby	58
Stevens, Ray	29
Surfaris	43
Troy, Doris	30
Tymes	3
Vee, Bobby	44
Vinton, Bobby	6
Wells, Mary	96
Welk, Lawrence	100
Weston, Kim	95
Williams, Andy	36
Wilson, Jackie & Linda Hopkins	52
Winding, Kai	85
Wray, Link	81

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.

ALBUM PLANS

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

ATLANTIC & ATCO

15% discount on all LP product. 30-60-90 day preferred billing to qualified dealers. Expires: Aug. 31.

ABC-PARAMOUNT, IMPULSE!, CHANCELLOR, TANGERINE

12½% discount on entire LP catalogs of all four labels. Expires: Sept. 30.

CADENCE

Catalog program offering 3-on-20. Expires: June 26.

CAPITOL

Dealers get 2 free LP's for every 10 they purchase on Dickie Dale's "Surfers' Choice" LP. Deal applies only to initial orders; on the label's 'Capitol-of-the-world series' German-Austrian catalog, dealers get 1 free LP for every 2 purchased at the regular price.

CAPITOL

Nat "King" Cole Program: All LP's on a 1-free-for-every-2-purchased; Expires: Aug. 31; Surfing Music Program: all LP's on a buy-10-get-1-free basis; Expires: Aug. 31; French Music Program: consumers buy-2-get-1-free; Expires: Aug. 31.

MERCURY

40 best-selling LP's from three sales plans introduced earlier this year on a 15-free-with-every-100-purchased basis. Deferred billing for qualified dealers. Expires: July 14.

MERCURY-WING

13% discount on entire classical catalog. Expires: July 31.

NASHBORO

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

ORIGINAL SOUND

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

PRESTIGE

15% discount on the label's Swingville, Bluesville, Lively Arts, Near East and Irish lines; Expires: July 31; 15% discount on Moodsville line; Expires: Aug. 31; 15% discount on July releases from July 10 to Aug. 9.

REQUEST

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

RIVERSIDE

Charlie Byrd deal: distribs and dealers receive 2 free on every 10 LP's ordered on 9 Byrd LP's. Expires: July 10.

SELECT

15% discount on "Who Stole the Keeshka?" LP by the Matys Bros. Described as limited time offer.

SMASH & FONTANA

"'63 Summer Release"—Catalogs of both labels, including 10 new releases, are available on a buy-7-get-1-free basis. Expires: Aug. 15.

SONODOR

A buy-5-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

TAMLA

Deal on 3 Little Stevie Wonder LP's: buy-4-get-1-free. 100% exchange privilege, with merchandise exchangeable any time after Aug. 10, 1963. Expires: July 12.

New Nitery Team



HOLLYWOOD—Capitol's Lettermen are shown above with vet laughman George Burns at the Crescendo in Hollywood during the group's recent appearance there. Burns has signed the trio to tour the night club circuit with him during the summer.

WELL HERE TIS!!

**THE NEW
BOBBY BLAND
SINGLE**



**SOMETIMES
YOU GOTTA
CRY A LITTLE**

DUKE 366

A BIG! BIG! BIG! LP



CALL ON ME

**THAT'S THE WAY
LOVE IS**

**BOBBY BLAND
DUKE LP 77**

**BRAND NEW GREAT POTENTIAL
MAMA WON'T YOU
TURN ME LOOSE**

B/W

SO LONG-GOODBYE

**SUGAR BOY &
THE SUGAR LUMPS**

PEACOCK 1925

SMASH! SMASH!

I CAN LEARN

BY

THE CHAINS

PEACOCK 1922

World's Greatest Spirituals

ALL NEW

ANOTHER DAY

B/W

IF YOU TRUST HIM

DIXIE HUMMINGBIRDS

PEACOCK 1889

LET ME IN

B/W

**BEEN IN THE STORM
THE FIVE SINGING STARS**

TIME AIN'T LONG

B/W

I FOUND A FRIEND

GOSPEL CHALLENGERS

SONG BIRD 1000

DUKE-PEACOCK RECORDS, INC.

2809 ERASTUS STREET
HOUSTON 26, TEXAS

BIOS

Orlons



The Orlons, who are currently scoring with "Not Me" on Cameo, consist of three young women and a man. The group originally consisted of five girls who met in junior high school and began harmonizing for fun. Before they knew they were entertaining at school assemblies and local events. The girls sang together for about five years and became quite well-known in the Philadelphia area. For various reasons they eventually began to lose interest and parted. Some time later, Stephen Caldwell, a neighbor of one of the girls, mentioned that he was interested in a singing career. They discussed the possibilities of getting a group together and finally managed to contact two of the original Orlons. Soon they were working again and doing benefit shows and local club engagements.

The group had been singing together for about a year when they heard that Cameo-Parkway was looking for another vocal group. The Orlons were quickly inked to a recording pact. Six months later they cut their runaway best-seller of "The Wah-Watusi." The rest is history.

Glencoves



In September of 1961, two sophomores at Chaminate High School in Mineola, Long Island, New York became friends while singing in the Glee club. Don Connors and Bill Byrne started singing together, using their guitars and following a blend of folk styling, which was commencing to gain national popularity. They sang in a variety of places such as school shows, parties, hops and in Greenwich Village at the Bitter End and Gaslight Cafe. A third school friend, Brian Bolger, joined the group a year later, when the boys discovered three voices made their sound complete.

How is a young group discovered? Actually, there was no mystery at all. While, the boys were appearing at a church function one weekend, someone suggested that they record. They knew that exec George Joy lived on Long Island and decided to call him. They did and he invited them to audition at Joy Records. Two songs later they were requested to join the companion label, Select Records, and their first release, "Hootenanny," is currently riding the top 100.



PLATTER SPINNER PATTER

WADS-Ansonia, Connecticut, after seven years of broadcasting from its studios, moved out to meet its audience to celebrate their seventh anniversary. "Radio In Action" was presented to the people in southern Connecticut in the form of a completely equipped radio station on wheels. Thousands of listeners turned out to wish the outlet a happy seventh anniversary, the event was well received and had to be extended several weeks. WADS was represented by spinners Frank Derak, Paul Daly, Steve Roberts, Bill Brogadir and B. J. Matthews in the event.

Dick Clark, whose popular taped show is aired daily in the Baltimore area on WITH, comes to town "live" on Sunday, July 21st when he and the station deejays present at the Civic Center a gigantic all-star in person show. Presenting two shows, one at 3 PM the other at 8 PM, Clark will feature such teen stars as Gene Pitney, Paul and Paula, the Crystals, the Dovells, Steve Alaimo, Ruby and the Romantics, Bobby Sox and the Bluejeans, Dick and Dee Dee, Lou Christy, the Orlons, Barbara Lewis, the Tymes and Bobby Comstock and his band. Appearing on stage along with Clark will be the entire deejay staff of the station including Bob Foster, Larry Dean, Gene Creasy, Bob Walsh, Johnny Contino and Danny Sheelds.

Bill Bennett of WLOW-Minneapolis served as track announcer for the Minneapolis Soap Box Derby last week. This is the fourth year that Bennett has served in this capacity. The deejay is heard daily 2:00 to 6:00 PM on the "Bumper to Bumper" show on WLOL.

In response to a personal letter to KHJ-Hollywood from Los Angeles Mayor Sam Yorty, the station will "ring the bells" at exactly 11 AM on July 4th, in recognition of our nation's 178th birthday. This will be part of a nation-wide bell ringing, patriotic campaign. KHJ will use the theme "Let the Freedom Bells Ring on KHJ" that day. . . . Four contests on KHJ last week proved tremendous mail pullers. Bill Calder's "Why I Like Calder With My Coffee" finished a month's run, with daily winners receiving coffee makers for best cards or letters; Bruce Hayes had fun with his limerick contest called "Terse Verse"; and Paul Compton was swamped with letters telling "Why My Dad Is The Greatest In The World," as part of his Father's Day prize giveaway.

KBOX-Dallas has been cited by the Red Cross of Dallas for outstanding service to the community in the recruitment of summer volunteers. The award was presented at the annual meeting of the Red Cross organization, which honored radio, TV and press for outstanding cooperation during the past year.

Slightly less than three thousand excited teenage youngsters flocked to the gigantic KDWB-Minneapolis/St. Paul's "School's Out" Hop last week at the Aldrich Arena in St. Paul. The hop was a public service promotion of the station's to help the Ramsey County Sheriff's Department and the various Ramsey County Junior Chamber of Commerce units raise money to buy raincoats for the members of the school patrol throughout the county. Attracted by a star-studded musical variety show that included such names as Big Dee Irwin, Little Eva, Ray Stevens, Diane Edmond and

Jimmy Griffith plus the band of Danny and the Diamonds, teenagers from as far away as St. Cloud traveled to the twin cities to take part in the huge dance and show. The outlet's deejays Don DuChene, Hal Murray, Lou Riebert and Jim O'Neill alternated as emcees introducing the big name stars and awarding numerous prizes to many of those in attendance.

The Broadcasting Executives Club of New England has elected new officers and directors for 1963-64. Newly-installed president of the BEC is John F. Crohan, veep and general manager of WCOP-Boston. The 1963-64 year represents the 15th anniversary of the Broadcasting Executives Club, which has membership throughout the New England area.

Charley Johnson, WIL-St. Louis sports director, recently won the annual Mayor's press, radio and television golf tournament at St. Louis' Forest Park. Johnson topped the field of 85 entrants with a net score of 70. This is the second consecutive year that WIL has won the tournament.

The Associated Press announced last week that WLCY-Tampa is the recipient of the Associated Press Annual Award for spot news coverage for 1962, for its on-the-spot account of the orbital flight of astronaut Walter Shirra.

"An American Visits Europe"—a broadcast social study tour of Western Europe produced by WXYZ-Detroit's news and public affairs department has been scheduled as a series of 13 weekly half hour programs.

WERE-Cleveland has launched a talent hunt for a young lady to be crowned as "Miss Bavarian's of 1963," and the lucky woman will receive more than \$500 in prizes. WERE's female audience is being asked to submit photographs and resumes to the station. A panel of judges will select 25 entrants from all submitted. These 25 will eventually be narrowed down until there is a winner.

Have you any idea how much 52,146 nuts and bolts, 3,523 pieces of steel framework, 930 steps, 275 gallons of red and white paint and 22 stories (444 feet) of radio tower weighs? KSON-San Diego is having a gala "Tower Christening" at which listeners will be given a chance to guess the weight of San Diego's tallest radio station tower. The nearest guess as to the total weight of the tower will win a free weekend for two at Catalina. The next 15 will take home portable radios.

The 1963 American Civil Liberties Union Award for Maryland was recently accepted by WJZ-TV-Baltimore general manager Herbert B. Cahan at a special banquet held at Holiday Inn in Towson.

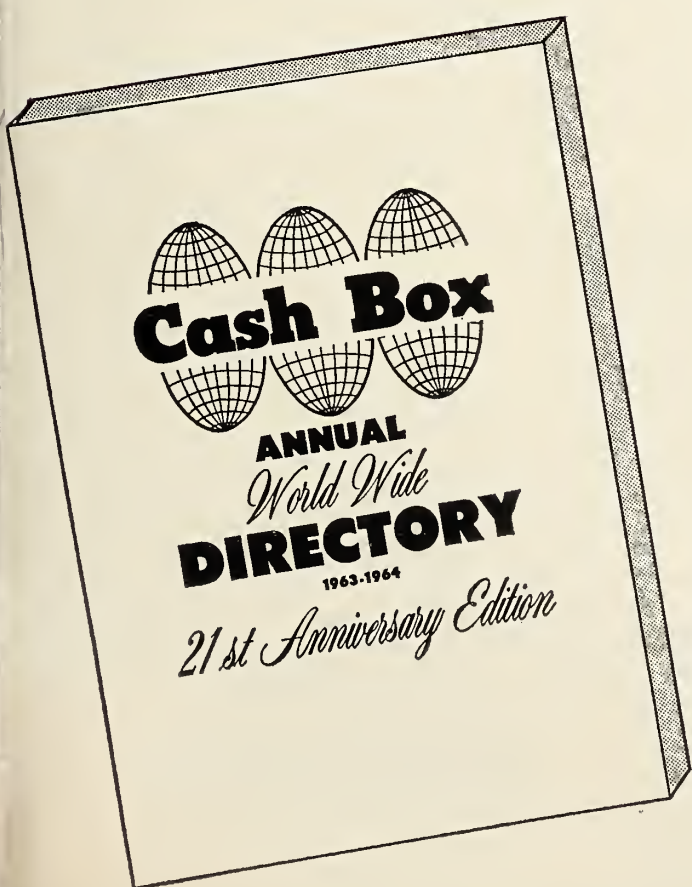
VITAL STATISTICS:

Virgil Clemons given the green light as station manager of KFMB-San Diego. . . . Don Durden exits his air niche on KNOE-Monroe, Louisiana to assume similar duties on KFSA-Fort Smith, Arkansas. . . . Terrell L. Metheny, formerly program director of WABY-Albany is now spinning 'em on WOKY-Milwaukee. . . . Charlie Brown is the new all-night deejay on KDWB-St. Paul. . . . Doug Stephens is now in charge of the mobile news reporting at WOWO-Fort Wayne.

THE
ORIGINAL
LARGEST
MOST READ

MUSIC
DIRECTORY
COMING SOON!

**RUSH YOUR
ADVERTISING
MESSAGE NOW!**
SEE PAGE 3 FOR THE CASH BOX
REPRESENTATIVE NEAREST YOU



COLUMBIA 

**LOUIE,
LOUIE**

**PAUL REVERE AND
THE RAIDERS**

4-42814

**FEELIN'
NO PAIN**

DEL SATINS

4-42802

**BE
CAREFUL
OF STONES
THAT YOU
THROW**

DION

4-42810

**GREEN,
GREEN**

**THE NEW CHRISTY
MINSTRELS**

4-42805

GONE

THE RIP CHORDS

4-42812



**RADIO ACTIVE
CHART**

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JUNE 26TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
33%	Devil In Disguise—	Elvis Presley—	RCA Victor	33%
32%	Rock Me In The Cradle Of Love—	Dee Dee Sharp—	Cameo	65%
31%	Till Then—	Classics—	Musicnote	78%
30%	Will Power—	Cookies—	Dimension	61%
29%	Make The World Go Away—	Timi Yuro—	Liberty	42%
29%	Blowing In The Wind—	Peter, Paul & Mary—	Warner Bros.	50%
28%	Ring Of Fire—	Johnny Cash—	Columbia	76%
27%	Danke Schoen—	Wayne Newton—	Capitol	45%
26%	True Love Never Runs Smooth—	Gene Pitney—	Muscor	26%
25%	Little Dancing Doll—	Shelby Flint—	Valiant	77%
24%	Make The Music Play—	Dionne Warwick—	Scepter	24%
23%	Candy Girl—	Four Seasons—	Vee Jay	29%
22%	When A Boy Falls In Love—	Mel Carter—	Derby	76%
20%	Without Love—	Ray Charles—	ABC Paramount	32%
19%	Be Careful Of Stones That You Throw—	Dion—	Columbia	44%
19%	Hey Girl—	Freddie Scott—	Colpix	19%
19%	Fingertips (Pt. 2)—	Little Stevie Wonder—	Tamla	82%
18%	Six Days On The Road—	Dave Dudley—	Golden Wing	18%
17%	Don't Let The Sun Catch You Crying—	Steve Alaimo—	Checker	28%
17%	My Whole World Is Falling Down—	Brenda Lee—	Decca	17%
16%	Marlena—	Four Seasons—	Vee Jay	22%
16%	Like The Big Guys Do—	Rocky Fellers—	Scepter	66%
15%	What Do Little Girls Dream Of—	Castells—	Era	15%
15%	Love Is A Once In A Lifetime Thing—	Dick & Dee Dee—	Warner Bros.	23%
15%	Green, Green—	New Christy Minstrels—	Columbia	45%
14%	Groovy Baby—	Billy Abbott—	Cameo	14%
13%	Wipeout—	Sufaris—	Dot	33%
12%	La Bomba—	Trini Lopez—	Reprise	19%
11%	Tips Of My Fingers—	Roy Clark—	Capitol	19%
11%	Surfin' Hootenanny—	Al Casey—	Stacey	35%

LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
My True Confession Brook Benton (Mercury)	86%	Dancin' Holiday Olympics (Tri-Disc)	43%	Hootenanny Glencoves (Select)	87%
Lucky Lips Cliff Richards (Epic)	9%	More Kai Winding (Verve)	24%	Judy's Turn To Cry Leslie Gore (Mercury)	21%
Horry The Hoiry Ape Ray Stevens (Mercury)	72%	Cottonfields Ace Cannon (Hi)	8%	Just Call Me Lonesome Al Martino (Capitol)	6%
I Will Love You Richard Chomberloin (MGM)	57%	I (Who Have Nothing) Ben E. King (Atco)	26%	Hello Jim Paul Anka (RCA Victor)	54%
The Greatest Lover Shephord Sisters (Atlantic)	8%	Be True To Yourself Bobby Vee (Liberty)	40%	Hopeless Andy Williams (Columbia)	96%

PITNEY PACKS A PUNCH



TRUE LOVE NEVER RUNS SMOOTH

THE CHAMP'S LATEST RELEASE
MU 1032

ALBUM KNOCKOUTS!



GENE PITNEY SINGS WORLD WIDE WINNERS
MM 2005 MONAURAL MS 3005 STEREO



GENE PITNEY SINGS JUST FOR YOU
MM 2004 MONAURAL MS 3004 STEREO

MUSICOR
RECORDS

Distributed By United Artists Records • 729 Seventh Avenue, New York 19, New York

ROSA Resolution; New Officers

MIAMI BEACH, FLA.—The ROSA (One-Stop) Association approved the following resolution at one of its closed sessions:

The Record One Stop Association recognizing that the phonograph record industry is presently faced with problems arising from the tremendous growth of the record industry in the past decade, hereby RESOLVES.

That ROSA stands ready and willing to join with the other major segments of the record industry—namely manufacturers, distributors, rack jobbers and dealers—in a voluntary high level conference to be convened immediately to discuss and by lawful means attempt to solve these pressing problems within the industry and without the necessity of intervention from the federal government or its agencies.

HOWEVER, if the industry is unable to satisfactorily resolve its own problems, ROSA will join the other segments of the industry in requesting the Federal Trade Commission to call an Industry Wide Trade Conference to establish guide lines in the record industry.

It is hereby resolved that ROSA request Record Manufacturers agree to supply, without charge, to all recognized One Stops in the United States title strips for the use of One Stops in the distribution of single records to music machine operators.

ROSA at the conclusion of its first annual convention unanimously re-elected Irv Perlman, I. J. Morgan Co., Philadelphia as President for the coming year. Other newly elected officers are:

Stanley Stone-Galaxy Records, New York—Vice President;

Pat Cohen-Pat's One Stop, Richmond, Virginia—Treasurer;

Bob Krug-Mele Hi One Stop, Denver, Colorado—Secretary.

The membership selected Lou Boorstein, Leslie Distributors, New York to appear for ROSA before the House Small Business sub-committee in August to outline and discuss the position of the One Stop in the record industry.

Hill & Range Belgian Exec Visits N.Y. Offices

NEW YORK—Elbert Van Zoeren of Belgium's Belinda (Amsterdam) N. V. pubbery setup, owned by Hill & Range Music, paid a three day visit to the New York offices of H&R last week. While in town, he also visited other music companies.

ARMADA Symposiums

MIAMI BEACH, FLA.—The Convention symposiums and panel discussions at the ARMADA meet last week were definitely the most lack-lustre gatherings of this type members have attended in the five year history of the association.

The reason for this was undoubtedly because of the vast and major problems which exist in the industry at present—dwarfing any specific topic that under today's conditions were considered minute.

During the early years of the ARMADA organization, conventioners heard spirited arguments from the floor on such subjects as transhipping, rack jobbers, discount houses, etc. But after four years of such discussions, every major problem has been re-hashed time and time again. Everyone seemed to feel that all at the convention were very well aware of the many unethical practices and policies that were creating havoc in the industry. The general feeling appeared to be a great deal more realistic.

The two opening speeches from Dave Kapp and Earl Kintner were all encompassing and hit the nail right on the head . . . this year there is no longer time to discuss problems . . . this year is the year to act.

Every distributor this year realized full well that during the coming months he was going to have to make a number of key decisions. In what direction to take his company. Some obviously feel that going into the rack business, leased outlets, and one-stopping is the proper road to success in the record industry of the future. Others feel that there will always be a need for the well capitalized "Complete Distributor," a term used to describe the distributor who devotes his efforts solely to distribution as it had been known in recent years. Some feel racking is necessary but are not sufficiently capitalized to carry a large and demanding rack operation.

Others who have made considerable amounts of money through the years fear investing it in big rack and one-stopping operations and watching their life-long savings go down the drain, should this course be the wrong one.

The opening symposium on Tuesday afternoon dealt with this subject:

Diversification For Distributors. Carl Glazer a Buffalo Distributor pointed out that drug jobbers have disappeared from the face of the drug industry. And as soon as record manufacturers find a way of financing rack sales, record distributors will also vanish. Jim Schwartz of Washington, D.C. described the chaos that would exist in a given regional market if all of the distributors in a territory opened up rack-jobbing operations. There would be mass confusion and wild competition in a city with all eight or so distributors fighting and price cutting to win the same accounts.

Bob Hausfater, of St. Louis, who has opened many leased departments in discount centers, said that he was forced into this business. "When our firm's accounts receivable exceeded \$250,000 in the St. Louis area we felt we had to make this move. We had been in the record business longer than the people who owed us this money and we felt we could do a better job. And we're doing it. A distributor must determine whether he gets a fair shake from his rack jobbers and one stops. Do the jobber and one stop buy all of their merchandise from the distributor? Do these parties pay on time? If they do not, then it's time for the distributor to evaluate his position and change accordingly."

Harold Lieberman of Minneapolis asked Hausfater to describe the pitfalls of the leased outlet and the latter pointed to the \$30,000 investment necessary to open one such unit. He also pointed out that the distributor must be geared to expand this outlet at Christmas time, stocking it with the additional merchandise needed during this big buying season. He also pointed to pilferage as a major problem.

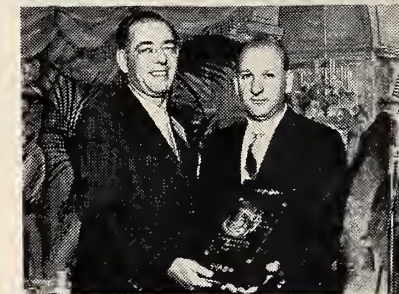
Jimmy Martin of Chicago closed this session when he said that the only solution to this changing market confusion is federal legislation.

The second symposium of the day, "The Manufacturer-Distributor Relationship in the Changing Market" was even less stimulating to those who attended it than the earlier affair which was also considered weak. In this session manufacturers and distributors expressed their thinking but it was generally concluded that a manufacturer-distributor relationship was unique for every label and every distributor. What one manufacturer does with one distributor does not necessarily apply to another.

The 10 AM symposium on the subject of a Proposed Standard Contract between manufacturer and distributor was more lifeless than the preceding two. Bill Shockett of New York described some of the ingredients that might go into a manufacturer-distributor contract for the protection of both parties. But almost everyone seemed to feel that such a pact would be too complex; too many things would have to be spelled out; different types of labels require completely different contracts; and that no set time could be fixed on termination of contract agreements. Before it was even described in depth, most everyone seemed to feel it was unfeasible and the idea never seemed to get off the ground.

The final symposium on "The Return Privilege," was completely shelved.

ROSA Meet



MIAMI BEACH—ROSA, The Record One-Stop Association, held its first convention last week at the Fountainbleu Hotel. Pictured above are some of the key speakers and members participating in convention activities. From the top:

- (1) Bill Gallagher of Columbia addressing the members.
- (2) Amos Heilicher, pres. of ARMADA, addresses ROSA members.
- (3) Lou Boorstein, ROSA exec, presents an award to Bob Fead of Liberty for the company's contribution to better manufacturer-one-stop relations.
- (4) Manny Wells presenting a plaque to Irv Perlman for his continued effort on behalf of the one-stop association.
- (5) William Meadows, U.S. Attorney General from the Florida district, accepts an award for Attorney General Robert F. Kennedy, from Sam Ricklin, vice pres. of ROSA. Kennedy was chosen ROSA "Man of the Year" for his many activities as U.S. Attorney General.

NEW R&B MONEY-MAKERS!!

"YOU KNOW
YOU'RE SO FINE"

b/w

"LOVING AROUND
THE CLOCK"
LIGHTNIN' SLIM
Excello 2234

"YOU'RE GONNA
RUIN ME BABY"

b/w

"STRANGE THINGS
HAPPEN"
LAZY LESTER
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Of Love"

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SCEPTER RECORDS

ROSA's 1st Convention

MIAMI BEACH, FLA.—The ROSA Association's First Annual Convention held at Miami's Fountainbleu Hotel was faced with many of the formative problems that most new associations must contend with.

Aside from the advances that may have been made during private meetings of the one-stops association, the consensus was that the public round table discussions offered little in the way of new thoughts.

Bill Gallagher, vice president of Columbia Records, addressed the gathering of some 25 or 30 one stops with a general, extemporaneous speech about his label's effort to produce more saleable product. But when the meeting was thrown open to general discussion, it developed into a personal question and answer period as to why Columbia sets certain policies that the one-stops in certain cases may dislike. A number of the members felt that the questions on any one company's policies were unfair, doubly so because the person put in the frying pan was the guest speaker.

Many conventioners pointed to this incident and another personal interrogation that took place on the ARMADA floor as extremely foolish moves that could result in fewer people of importance committing themselves to be guest speakers or panelists at future conventions.

Ralph Berson, vice president of Pickwick Records, spoke at the first ROSA round table discussion, indicating that there was a place for budget LP's at the one-stop level.

Morris Levy spoke on Tuesday to the ROSA members. (See other story)

Petition For Trade Conference Gets Unanimous ARMADA Vote

MIAMI BEACH, FLA.—A unanimous vote to send a petition to the Federal Trade Commission requesting the Commission's holding of a Trade Practices Conference designed for the independent record industry to spell out rules and regulations under which they might operate more favorably, was registered at Monday afternoon's meeting of the ARMADA.

The petition now being sent to the FTC follows:

June 25, 1963

RESOLUTION OF PETITION TO THE FEDERAL TRADE COMMISSION

WHEREAS, the American Record Merchants and Distributors Association (ARMADA) in annual convention assembled at Miami, Florida, has given careful consideration to illegal pricing and other practices that prevail at all levels of distribution and manufacturing in the independent record industry.

WHEREAS, ARMADA believes that a program of education and compliance, on an industry-wide, simultaneous basis, is necessary in order to eliminate such unlawful practices.

THEREFORE, be it resolved that ARMADA hereby petitions the members of the Federal Trade Commission to authorize as soon as possible the holding of a trade practice conference for the independent record industry to spell out for all to understand the nature of all members of the independent portion of the record industry their responsibilities under the trade regulation laws, particularly the Robinson-Patman Act.

Be It Further Resolved that ARMADA, representing the major portion of record wholesaling and manufacturing, assures the Commission that it will cooperate in good

faith with such a conference, and that it will cooperate to the fullest extent thereafter in securing compliance by the industry with such trade practice rules promulgated by the Commission.

FINALLY, ARMADA expresses to the staff of the Federal Trade Commission its appreciation for past and future sympathetic consideration of the industry's legal problems and industry-wide solutions therefor.

Manny Wells Addresses ROSA

MIMAMI BEACH, FLA.—Manny Wells, Chairman of the Day at ROSA's first business session, in his address to members, expressed the hope that the many problems existent in the industry could be ironed out before government intervention was necessary.

In doing so, however, he put the blame for the growth of the one-stop on the lackadaisical attitude of the record distributor.

"Distributors' blase attitude toward operators and other large singles accounts" created one stop. "Their over-zealousness with packages, the larger volume and probable profitability has helped us to exist. While they were busy courting the other segments of the industry, they sorely neglected us. Are we now to relinquish our dominance in the single field because the distributor has realized the error of his ways and is now ready to re-establish his identity with the customer? He is now also prepared to apologize to the manufacturer for his mistakes. In the mad rush for increased volume, the distributor has neglected his own profit structure and has just become aware of his diminishing return in relation to invested capital and expended energies."

Confucius On Disk Biz

NEW YORK—Chinese fortune cookies with tongue-in-cheek messages highlighted a dinner hosted by Atlantic Records last week at the Hawaiian Luau during the ARMADA confab in Miami Beach.

Here's a sampling: Don't Worry quotas high, Chapt. 11 bye and bye; Roses red, violets blue, no more free goods for you; Some like hot, some like cool, why you order like a fool?; Help stamp out the majors!; You didn't make quota, no dessert for you; How was the meal ???—Dave Handelman; Competitors home hard at work, you in Miami like a jerk.

CPA Discusses Expenses

MIAMI BEACH, FLA.—An informative address on a subject close to the hearts of all in the record industry, was delivered by Edwin Abramson, CPA, of the J. C. Abramson Company of Newark, N.J. He gave a detailed analysis of requirements for "Traveling and Entertainment Expenses Under the Revenue Act of 1962."

WAILING! STOMPING!
HAND CLAPPING

FIRST POP GOSPEL SMASH

SOUL CITY

VOCAL

PERVIS HERDER



JAMIE/GUYDEN DIST CO.
Philadelphia 23, Pa.

DAVE KAPP DESCRIBES INDUSTRY'S PROFITLESS PROSPERITY

(Cont'd from Page 10)

our industry, and I am certain that by now there are about 100 different solutions being considered. . . .

I believe the manufacturer and not the distributor must show the way. . . . I say this, because there are very few distributors who are strong enough to effect a national change. There are too few distributors who know and understand the true function of a distributor . . . too few who are in command of their own destinies. . . . Most distributors today don't even control their own businesses. . . . They are being dictated to from all sides—by manufacturers and customers . . . there are very few distributors who have the courage to refuse an order, even when they know that by filling the order they are actually selling at a loss and when you sell at a loss it means that you are not getting the necessary profit to insure your continuing in business. . . . THE BIG BATTLE IS ON and everyone in the record business must begin the FIGHT FOR SURVIVAL! . . . The distributor must go back to a basic concept of his business: SELL A PRODUCT INSTEAD OF SELLING A PRICE! . . .

When a new release is announced, the first question a distributor usually asks is . . . WHAT'S THE DEAL? . . . I have been patiently waiting for distributors to ask me—What kind of records are you releasing?—"What do you have that's good and exciting?"—"Do you have any new ideas for records?"—"Do you have a high priced item on which we can make more money?" . . . In practically every instance, the first question out of the distributors' mouths is "What Kind of deal will you have?" . . . I get the impression that distributors like those would just as soon sell jackets WITHOUT RECORDS if the deal is right . . . and, incidentally, someone is doing that now!

The most important elements in a record are quality and saleability, and we all know that there are too many bad records on the market. . . . I can't tell a manufacturer how to run his business, but I am disturbed when I read a statement by a member of a major record company, who said: "We have to do a certain volume and if we can't make it by producing 40 LP's, we'll make 200". . . . You and I both know that a good share of the 200 finally ends up as cut-outs, which are sold for any price from 35¢ on up. . . . Most of these are records which never should have been issued in the first place . . . but too many manufacturers see to it that you have them on

your floor by allocating them to you . . . and YOU, the distributor, help the manufacturer by accepting his allocations. . . . I am surprised that the distributor doesn't charge the manufacturer storage rental. . . . There are many distributors who would not need as much space as they now occupy, if they refused to accept the allocations shipped by some manufacturers . . . but you continue to accept them and your reason and answer is always the same . . . WHAT THE HELL DO I CARE—I DON'T PAY HIM FOR IT!

You probably have a few people on your payroll whose only function is to receive and return records which you never ordered . . . if the same people who handle the in and out shipments were out on the street promoting and selling records, they would have a better chance to earn their salaries. . . .

Everytime you accept these shipments, it lessens your profit . . . it takes away manpower which could serve a much more useful service for you . . . the bookkeeping on these records costs you a young fortune every year . . . money, time, effort, rent—all these could be put to a more profitable use. . . . By careful analysis of allocations, by a rebellion against unqualified allocations, you could perform a great service for the industry. . . .

The distributor has an important place in the record industry . . . but . . . what is a distributor . . . ask yourself . . . are you a distributor or are you just a way-station between the manufacturer and dealer. . . . How many of you control your business? . . . How many of you have become accountants, instead of sales people? . . . how many of you perform a real service to your dealers? . . .

Based on everything that has been happening, it seems to me that all you need today, is an accountant who can figure out for you how much a record costs when a manufacturer offers you a deal . . . 10—10—10—5 and 2 plus 1 free for every 7. . . . When he finally figures out your cost, he goes through the same process to determine the price you can sell that record to a dealer and still stay in business and he has to figure hardest when you have a hit everyone wants!

After you come up with that figure, you begin to search for places where you can sell it . . . your own territory isn't big enough anymore, so you look for places where you can trans-ship. . . . You know what one of the biggest problems a trans-shipper faces today? . . . THERE ARE NO MORE PLACES TO WHICH HE CAN TRANS-SHIP!

It's wrong to place all the blame for this on the distributor . . . a very substantial share of the blame should be placed on the manufacturer, but you sure do nothing to alleviate the situation . . . your question seems to always be the same . . . CAN WE GET A BETTER DEAL?

I'm sure that you'll agree that the present situation demands action—and there should be no question in your minds. . . . ACTION DOES NOT MEAN BIGGER DEALS—ACTION MEANS MORE GOOD RECORDS AND FEWER BAD ONES. . . . This is the manufacturer's responsibility.

And as a manufacturer, I know this is easier said than done, but every manufacturer must make every effort . . . must use every resource to create product that has a built-in sales potential . . . and must think in terms of quality rather than quantity!

The manufacturer should be able to sell his product to the distributor at a price which will insure a legitimate profit for him and, in turn, for the distributor who sells it to the dealer. . . . The manufacturer must provide true sales help and promotion and not continue to rely on the HYPE! . . . The manufacturer should understand that the distributor's problems, in part, are his problems and that HE CANNOT IMPOSE UNREASONABLE DEMANDS ON A DISTRIBUTOR, which forces the distributor to move records out of his warehouse at WHATEVER PRICE HE CAN GET JUST TO KEEP THE MANUFACTURER HAPPY! . . .

The manufacturer must do whatever possible to insure the prosperity of the distributor. . . . But we as manufacturers cannot help you, unless YOU ARE READY AND WILLING TO HELP YOURSELF! . . . Remember . . . THE DEAL IS NOT THE ANSWER TO YOUR BUSINESS. . . . And if there is still any doubt in your minds, remember that the biggest deals in the history of the record business are now in effect. . . . But, in spite of this, your problems are BIGGER THAN EVER! . . .

GO BACK TO BEING A SALESMAN INSTEAD OF AN ACCOUNTANT! STOP SAYING TO YOURSELF—"I'LL STOP TRANS-SHIPPING IF HE STOPS TRANS-SHIPPING!" SELL AT A LEGITIMATE PROFIT SO THAT YOU CAN BE SURE YOU WILL BE ABLE TO KEEP YOUR DOORS OPEN! . . . AND SELL THE PRODUCT—NOT THE PRICE!!!! THE RECORD BUSINESS IS A GREAT BUSINESS! BE PROUD YOU ARE A PART OF IT!!!

Big Market Activity

GROOVY BABY

P-874

BILLY ABBOTT & JEWELS

THE BIG ONES ARE ON COME/O PARKWAY

MAMMA SAID
IT'S ALL RIGHT

by

TERRY STAR
AND THE STARBELLS

NA 1008A

NEW ART RECORDS

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Philadelphia, Pa.

THE HIGH KEYES

QUE SERA, SERA

ATCO 6267

Heilicher Buys Coda Dist.

MINNEAPOLIS — Amos Heilicher, head of Heilicher Bros., the Minneapolis distrib, has purchased Coda Dist. Co., also of Minneapolis, Cash Box has learned. While exact details on the move were not available at press-time, the deal gives Heilicher the Mercury, Philips, Smash and Warner Bros. lines in the area. Heilicher recently lost the Columbia label. Columbia expects to open its own branch in Minneapolis in the near future.

Decca's Hopes Are High On Ives' "This Is All I Ask"

NEW YORK—Decca Records is waxing enthusiastic over a new Burl Ives singles release, which the label has tagged as being among the finest dates it has produced in its 29 year history.

Topside is "This Is All I Ask," the tune by Gordon Jenkins which has been kicking-around over the past year and quietly establishing itself as a standard.

Decca, hoping the Ives' sing-a-narrative version becomes THE disk rendition, is planning a big push on the portion. Waxery has prepared a special deejay copy that contains on one side both the regular full-length reading (4:02) and one that has been edited down to 2:57. Flipside of the promo deck is the regular coupler.

The deck was cut in Nashville by A&R director Milt Gabler.

Darin Cuts "Roses" LP

HOLLYWOOD — Capitol has announced that it will release this week (1) a new Bobby Darin album titled after his current hit, "18 Yellow Roses."

With musical backing by Walter Raim, Jack Nitzsche, Bert Keyes and Bobby Scott, Darin does some of the top tunes of the day including "I Will Follow Her" and "Walk Right In."



DANCE-DANCE DANCE

Joey Dee

R-4503

ROULETTE RECORDS

LOVE ME ALL THE WAY

Kim Weston

Tamla 54076

TAMLA RECORDS

Capitol Discounts Cole Product For July-Aug.

HOLLYWOOD — A two-month sales and promotion campaign on Nat King Cole and his catalog of 29 albums is being launched this week (1) by Capitol Records Distributing Corp.

Backed up by a sweeping national promotion, including a full-page ad in Life Magazine, the Cole program offers one free album for every two purchased, along with deferred billing.

In addition to national advertising, CRDC is backing-up the Cole program with complete window display kits, point-of-purchase display materials, and an extensive campaign of local newspaper and radio advertising.

Included in the 29 Cole albums are his current LP, "Those Lazy, Hazy, Crazy Days of Summer," and such recent hits as "Ramblin' Rose" and "Dear Lonely Hearts." Additionally, the deluxe, three-record boxed set which traces Cole's long recording career, "The Nat King Cole Story," has been broken down into three separate LP's for release in conjunction with the program. The deluxe set remains available.

ARMADA Highlights

(Continued from page 8)

manner, told distributors to wake up—or else: You can't wish away the problems and we're not going to return to the old days. You'll have to get out and find new retail markets for your product. Too many of you are selling to only a few big users in your area, acting as brokers for the manufacturer. Well, the manufacturer doesn't need a broker. One stops are servicing smaller accounts and manufacturers can service the big ones directly.

You'll have to go into rack jobbing and one-stopping if you expect to survive. Or you'll have to make new retail outlets for your manufacturers. Face up to this and start recognizing that it's happened, before it's too late. (See complete text page 8).

Because these four speakers summed up the general feeling of the convention so perfectly, the symposiums and almost everything else on the program was anti-climactic. Dealing with "Minor" problems like the return privilege, distributor diversification and a Proposed Standard Contract between manufacturer and distributor (all parts of different symposiums) was, in contrast to the major speakers, unimportant. There was little enthusiasm about any of the panel discussions.

In general, the feeling was that now is the time to move to improve the business. General discussion will no longer help. Everyone must decide which course will strengthen his position in the current market and must make his move accordingly.

All agreed that many will fall in this transition period but that a general stabilization will result and carry the industry on to still greater heights.

SUBSCRIPTION TO CASH BOX \$15

Seek Fair Price, Not Distrib Price Roulette's Levy To One-Stops:

MIAMI BEACH—Morris Levy, president of Roulette Records, made it plain to one-stops attending the ROSA gathering here last week that while one-stops are entitled to a fair price from labels it cannot be the same price as distrib.

"You are a one-stop—if that is your function and it is an important one—then do your job as a one-stop and stop trying to be a distributor by going after his function or trying to buy at his prices," Levy declared.

Defending a lower price to distrib, Levy remarked that the distrib "carries my full line from album 1 to 1000—he gambles with me when I ask him to—and I represent a large dollar investment to him." "For this reason his price must be different than yours—it is a better price and it is rightly so!" he added.

Commenting on the confusion of functions in today's distribution picture, Levy said: "It's getting so that you can't tell a player without a score card and even when you do it's still hard to find out what the score is!"

Levy said that this confusion has now gotten to the point where it is

Roulette Distrib Meet

(Continued from page 6)

liness with hit singles by these artists now on the market, were shipped last week. The rest of the release, to be shipped within two weeks, includes such items as "The Barry Sisters In Israel"; "Dinah '63" by Dinah Washington; "Cest La Vie" by Pearl Bailey; a new Music From Around The World Series with "Rendezvous In Istanbul," "Rendezvous In Greece," and "Rendezvous In Armenia"; a new Gospel LP, "Clara Ward Gospel Concert"; "Ragtime, USA" by Ralph Sutton. The Roulette "Birdland" Jazz series includes "Star Eyes" by Sarah Vaughan; "Basie In Sweden"—a live concert recording; "One Is A Lonesome Number" by Joe Williams; "A Message From Maynard" by Maynard Ferguson.

The Tico Latin-American dance line presented—"On Fire Again" by that "El Watusi" man, Ray Barretto; "Tito Puente Bailables"; "Tremendo Cumbar" by Machito; "Viva Valdez" by Alfredo Valdez; and a collection of original hit Latin singles in a set entitled "Latin Golden Oldies For Dancing." The Roost line showed "Stitt In Orbit" by Sonny Stitt; and a re-package of the famed Roost catalog seller, "Moonlight In Vermont" with Johnny Smith. There was one Gone LP release, "Guitar Bossa Nova" with the Electratones. Included also in the Roulette Pop Series were two new "Strip" volumes, "More Of How To Strip For Your Husband" and a new Volume II of "More Of How To Belly Dance For Your Husband."

Following the new album presentation, Bud Katzel presented the terms of the plan and also introduced a heavy advertising fund that has been set up for the distributor's use during the course of the plan. Heavy emphasis was placed on advertising for the Golden Goodies series through radio because of the great success of this method over the past two months.

After the close of the general meeting and following a luncheon, Roulette's in-person, private sales meetings with each distributor was held in the Roulette suite. At that time, Roulette booked orders for the new releases as well as catalog and the Golden Goodies. These meetings carried through Saturday, June 22.

now taking its toll of the product his label creates—and "worse it is taking its toll of my profit structure."

He warned his audience not to "kill the goose that lays the golden eggs!"

Concluded Levy: "ROSA can help, it is a platform where perhaps we all can learn a little more about the business. But in the final analysis as I told my distributors, your survival in this business depends really on what you yourself do for your business. As a manufacturer, I intend to stay in business by being the best manufacturer I know how to be—as a One Stop you can stay in business by working with the distributor and the manufacturer, and being the best one-stop you know how to be, and performing that function which as one-stop you were meant to perform!"

Atlantic-Atco Program

(Continued from page 6)

direct mailing of albums to key radio outlets.

The Atlantic album release included a wide selection of material: Volume 3 of "The Ray Charles Story," with 14 all-time hits by Ray Charles, and five separate Rhythm & Blues albums by some of Atlantic's top record sellers: "The Best Of Joe Turner," "The Best Of Ruth Brown," "I Remember Chuck Willis," "The Best Of Lavern Baker," and "The Best Of Clyde McPhatter." Each LP is made up of 14 of the artist's top hits. There are three jazz LPs from Atlantic: the follow-up to Herbie Mann's best-selling package, "Herbie Mann Returns To The Village Gate," Hank Crawford with the Marty Paich Orchestra in "Soul Of The Ballad;" and jazz pianist Dudley Moore, playing "Theme From Beyond The Fringe & All That Jazz." Atlantic is also releasing an outstanding Bossa Nova vocal album, "The Warm World Of Joao Gilberto." Details on singles drawn from the Herbie Mann and Hank Crawford albums were announced to distributors.

The Atco releases, consisting of four LP's, focus on the label's international stars: Mr. Acker Bilk with "Call Me Mister;" Bent Fabric and his "Alley Cat" sequel, "The Happy Puppy;" Nina & Frederik with "Where Have All The Flowers Gone?" and Bobby Darin with an album never previously released, "It's You Or No One."

A great many sales aids and display materials have been prepared by Atlantic and Atco in connection with the new albums. A colorful silk screen display showing three Atlantic LPs under the theme, "Festival of Greats," has been created. It is a relatively small and mobile unit, which can be displayed in windows and used inside stores. Each display piece is keyed to the particular albums shown, such as "The Best Of Rhythm & Blues," "The Best Of Jazz," etc. The Atco displays include album covers projected forward from a backdrop of glittering gold foil, and carrying the theme, "A World Of Stars." Atlantic and Atco have also prepared special binders housing lithos and liners of the new albums and information sheets. New and complete inventory order forms have been printed and supplied in quantity to distrib and their salesmen.

Dot Closes Cleve. Branch In Favor Of Indie Distrib

HOLLYWOOD—Dot Records has closed its Cleveland branch and sold its distribution franchise to Seaway of Ohio. Seaway will handle the Dot line under the name of Dot Records Distributing Corp.

This marks the first time that Dot has moved to an independently owned regional operation. It is also the first time that Dot has reversed policy of the past several years of opening company-owned distribution facilities but is viewed as "a forward-looking move to keep pace with changes in record distribution which are occurring almost daily."

Contracts were concluded between Dot President Randy Wood and Seaway's president John Cohen and vice president Tom Katz.

Seaway will handle the Dot line in Cleveland, Buffalo, Pittsburgh and Cincinnati using resident salesmen and promotion men in each market. Orders will be filled out of the central location in Cleveland.

Dot has had a somewhat similar setup in Los Angeles since December 1961 when Randy Wood switched the line from Hart Distributors to Mrs. Dorothy Freeman, who established Dot Distributors of Los Angeles. As a result of the move, the label said, sales in the L. A. area jumped 40% during the first 12 months.

In making the Cleveland move, Dot placed its product in the hands of a well-seasoned firm which has been a strong distributor of Columbia Records for the last 12 years.

Dot sees several advantages in making this move: It no longer has to shoulder the overhead and responsibility of a company-owned branch. It is able to maintain resident sales and promotional representation in each market. It is adding several seasoned record people to concentrate on the Dot product.

In going to a regional distribution system that is supplied out of a central point, Dot expects to enjoy intensive sales coverage with minimum product availability in each market.

Under the new setup, Seaway will also absorb about half of the personnel staff of Dot's Cleveland branch.

Artist Forms Label, Pubbery In Balt.

BALTIMORE—Vocalist/pianist Joey Welz has formed a label, Red-Wing Records, and a publishing outfit, Ursula Music (BMI), both based in Baltimore. Welz is A&R head for the label, which is bowing with a Welz singles date, "The Whistling Piano Man" and "The Mystery of Love." Company will operate as an outlet for entertainers in the Baltimore area, record and publish local songs and talent, release the product locally, and if there's good sales results, offer the masters to bigger labels. Firms head-quarter at 4209 Maine Ave.

Prestige & Subsidiaries Bow New Product, Discounts

NEW YORK—Prestige Records and its various affiliates are offering 10 new LP's this month, all of which are included in 15% discount programs.

All new releases, including six new singles are available at a 15% discount from July 10 to Aug. 9. The entire Moodsville line carries the same program from July 1 to Aug. 31. In addition, the Swingville, Bluesville, Lively Arts, Near East and Irish lines are discounted until Aug. 31.

Here's the new LP line-up: Prestige: "The Soul is Willing" with Shirley Scott and Stanley Turrentine; "Stardust," John Coltrane; "Track-in'," Eddie "Lockjaw" Davis; New Jazz: "Cracklin'," Roy Haynes; Moodsville: "Lusty Moods," various artists; Prestige Int'l: "A Merry-Go-Round of Children's Songs," Bonnie Dobson; "The Cuckoo's Nest," Jeannie Robertson; Bluesville: "Ballad of Folk Singer, Vol. 3," Pink Anderson; "See What You Done, Done," Baby Tate; Tru-Sound: "Live at the Key Club."

The new singles are: Prestige: Gene Ammons' "On the Street Where You Live" and "You'd Be So Nice to Come Home To," Willis Jackson's "Secret Love, Parts 1 & 2," Kenny Burrell's "I Thought About You" and "It's Gettin' Dark" and Sonny Stitt & Jack McDuff's "Ringin' In" and "Pam Ain't Blue"; Bluesville: "Lightnin' Hopkins' "Wake Up Old Lady" and "Business You're Doin'"; Tru-Sound; Rhoda Scott Trio's "Yi-Yi, Parts 1 & 2" and King Curtis' "Low Down" and "I'll Wait for You."

Atlantic Tells Trade To Turn Over Drifters' Deck With Flip On Charts

NEW YORK—Atlantic Records has taken the unique step of telling distributors and deejays to disregard a side of a single that's getting Top 100 action in favor of the flip side.

Label's execs are "convinced" that "If You Don't Come Back" is the big side of The Drifters' new outing despite the chart ride "Rat Race" is receiving. Move is based, the diskery said, on the activity of the "Come Back" side in several key markets, notably Washington, Atlanta and New York. Re-orders in these marks have "far out sold" those areas where concentration has been given to "Rat Race," the label added.

New Moss Rose Writer



NASHVILLE—Hubert Long (right), proxy of Moss Rose Publications, is shown above inking Walter Haynes as an exclusive writer and executive veep in charge of writer relations. Pubbery's current top song is Bill Anderson's "Still."

WB Adds Singapore Talent To Int'l Catalog Roster

BURBANK, CALIF.—As part of the continuous foreign market expansion of Warner Bros. Records via local language recordings, an agreement has just been concluded by Robert B. Weiss, international director for the label, with its Singapore/Malaysia licensee, the E. S. Isaac Co., whereby the latter will produce local recordings featuring Malayan and Chinese artists geared especially for sale in the Orient and issued under the WB trademark.

M. E. Isaac, managing director of the E. S. Isaac firm announced that the first to be signed is a local combo called The Sundowners, and its initial WB pressings will be available this month.

The titles will be recorded in Singapore and Kuala Lumpur—by the Isaac production team, with the tapes then flown to Calcutta for processing by EMI's Dum Dum plant. Finished records will then be airfreighted for sale in Singapore, Malaysia, Thailand, South Viet-Nam, Hong Kong and Macao by the respective distributors of Warner Bros. Records in the Far East.

"There is an excellent market for Malayan-language records in Singapore and the soon-to-be-born Malayan Federation," said Weiss, "and as for Chinese recordings, we should do a very brisk business throughout the Far East."

International licensees of WB will also be able to draw on the WB/Singapore originated recordings, especially those of instrumental artists being best suited for global release.

Daywin Hits Production Peak

HOLLYWOOD—Daywin and Artist Music, pubbery subsides of Martin Melcher and Doris Day's Arwin Productions, last week reached a peak in operations with the release of three new singles, and plans for two more to follow shortly, it was announced by Bob Crystal, vp and general manager.

Already released were "Que Sera, Sera" by the High Keyes for Atco, "Gone" by the Rip Chords for Columbia, and "Nancy Lovin" by Michael Callan, who makes his debut on Reprise. Also set for immediate release were "Little Girl Bad" by Joanie Sommers on Warner Bros. and "Rain Drops, Rain Drops" by the Honeys for Capitol.

The production company is also preparing an LP for release on Columbia tagged, "Surfin' Round The World" by Bruce Johnston, which will mark the label's initial venture into the surfing field.



HOLLYWOOD—Mike Maitland (left), proxy of Warner Bros. Records, recently inked a non-exclusive production agreement with Al Kasha. Under the terms of the agreement Kasha, who has produced a number of hit Columbia singles and albums this past year, will select material and produce single records for Warner Bros. The A&R exec will cut artists currently under contract to the label as well as bring new talent to the WB roster.

(YOU'RE THE) DEVIL IN DISGUISE
ELVIS PRESLEY RCA VICTOR
Elvis Presley Music, Inc.
HOPELESS
ANDY WILLIAMS COLUMBIA
Brenner Music, Inc.
NO ONE
RAY CHARLES ABC
Hill & Range Songs, Inc.
WITHOUT LOVE
RAY CHARLES ABC
RAY PETERSON DUNES
Suffolk Music, P. M. P. C., Inc.
GOODNIGHT MY LOVE
THE FLEETWOODS DOLTON
Quintet Music—Noma Music
SAY WONDERFUL THINGS
PATTI PAGE COLUMBIA
RONNIE CARROLL PHILIPS
Hill & Range Songs, Inc.
IT'S A LONELY TOWN
GENE McDANIELS LIBERTY
Valley Publishers Inc.
PLEASE DON'T DRAG THAT STRING
AROUND
ELVIS PRESLEY RCA VICTOR
Elvis Presley Music, Inc.
LUCKY LIPS
CLIFF RICHARD EPIC
Tiger Music Inc.
MAKE THE MUSIC PLAY
DIONNE WARWICK SCEPTER
Eleventh Floor Music—U.S. Songs
I ALMOST LOST MY MIND
JERRY BUTLER VEE JAY
St. Louis Music Corp.
I'D STILL BE THERE
JOHNNY CASH COLUMBIA
Johnny Cash Music, Inc.
THE NEXT TIME
CLIFF RICHARD EPIC
Ross Jungnickel Inc.—Harms Inc.

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Frank Things
It's All The
Wild Side
Love, Come Back
To Me
and Others

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Vista
billy Storm

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IS ON**
COLPIX
RECORDS
with
"GRADUATION TIME"
B/W
"JOHNNY SURFBOARD"
CP 691

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MARCIE JO & EDDIE RAMBEAU
SWAN 4145
SWAN RECORDS
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Phila., Pa. MA7-1500

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MINOR CHANT

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FROM HIS ALBUM—BLP 4117
"BACK AT THE CHICKEN SHACK"

KENNY BURRELL

CHITTLINS
CON CARNE

BLUE NOTE 45x1885
FROM HIS ALBUM—BLP 4123
"MIDNIGHT BLUE"

THE 3 SOUNDS
SERMONETTE

BLUE NOTE 45x1856
FROM THEIR ALBUM—BLP 4102
"HEY THERE"

LOU DONALDSON
FUNKY MAMA

BLUE NOTE 45x1868
FROM HIS ALBUM—BLP 4108
"THE NATURAL SOUL"

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TOP 50
IN
R&B LOCATIONS

	Pos.	Last Week
1	HELLO STRANGER	1
2	EASIER SAID THAN DONE	2
3	PRIDE AND JOY	5
4	ONE FINE DAY	3
5	THE LOVE OF MY MAN	7
6	DA DOO RON RON	4
7	NOT ME	11
8	YOUR OLD STANDBY	8
9	YOU CAN'T SIT DOWN	6
10	FINGERTIPS	15
11	SWINGIN' ON A STAR	13
12	SHAKE A TAIL FEATHER	9
13	DON'T SAY GOODNIGHT AND MEAN GOODBYE	23
14	IF YOU NEED ME	10
15	ANOTHER SATURDAY NIGHT	12
16	EVERY STEP OF THE WAY	22
17	JUST ONE LOOK	27
18	MY SUMMER LOVE	14
19	NO ONE	33
20	MY TRUE CONFESSION	28
21	THOSE LAZY, HAZY CRAZY DAYS OF SUMMER	19
22	LIKE THE BIG GUYS DO	25
23	SHAKE A HAND	18
24	IF YOU WANNA BE HAPPY	16
25	BIRDLAND	17
26	RAT RACE	31
27	RIVERS INVITATION	35
28	OLD SMOKEY LOCOMOTION	20
29	BRENDA	32
30	HOT PASTRAMI	21
31	COME AND GET THESE MEMORIES	30
32	ROCK ME IN THE CRADLE OF LOVE	40
33	NOT TOO YOUNG TO GET MARRIED	26
34	MOCKINGBIRD	39
35	TENDER YEARS	42
36	TAKE THESE CHAINS FROM MY HEART	24
37	I (WHO HAVE NOTHING)	43
38	CANDY GIRL	—
39	I CAN'T STOP LOVING YOU	44
40	FOOLISH LITTLE GIRL	34
41	MARLENA	—
42	TILL THEN	47
43	LAND OF 1000 DANCES	—
44	WILL POWER	—
45	BABY WORKOUT	36
46	KILLER JOE	29
47	A LOVE SHE CAN COUNT ON	37
48	TEARS OF JOY	—
49	HOT PASTRAMI AND MASHED POTATOES	38
50	THERE GOES (MY HEART AGAIN)	41



JUKE BOX OPS'
RECORD GUIDE

ACTIVE with OPS

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

A YOUNG MAN'S FANCY	Tommy Sands (ABC Par. 10466)
TENDER	Diane Renay (Atco 6262)
THE BEGINNING OF TIME	Ben E. King (Atco 6267)
YEH-YEH	Mongo Santamaria (Battle 226)
CHITTLINS CON CARNE	Kenny Burrell (Blue Note 1885)
ALLENTOWN JAIL	Lettermen (Capitol 4976)
DANKE SCHOEN	Wayne Newton (Capitol 4989)
MEXICAN MARKET DAY	Ray Anthony (Capitol)
GOODBYE, MY LOVER, GOODBYE	Robert Mosley (Capitol 4961)
SUMMIT RIDGE DRIVE	Johnny Beecher (Charter 56)
DON'T LET THE SUN CATCH YOU CRYING	Steve Alaimo (Checker 1047)
HERE'S WHERE I CAME IN	Aretha Franklin (Columbia 42796)
ANDY WILLIAMS (5 PACK)	(Columbia JM-5)
HAPPY DAYS ARE HERE AGAIN	Barbra Streisand (Columbia 42631)
I'M THE BOSS	Burl Ives (Decca 31504)
JAILER, BRING ME WATER	Johnny Thunder (Diamond 137)
I KNOW, I KNOW	Pookie Hudson (Double L 711)
WE'RE ONLY YOUNG ONCE	Bunny Paul (Gordy 7071)

RUSTY WARREN SINGS	(Jubilee EP-45-2049)
KNOCKERS UP (EP)	Rusty Warren (Jubilee JMG 2029)
MAKE THE WORLD GO AWAY	Timi Yuro (Liberty 55587)
CANADIAN SUNSET BOSSA NOVA	Eddie Heywood (Liberty 55575)
TRUE LOVE	Richard Chamberlain (MGM 13148)
"JUDY'S TURN TO CRY"	Lesley Gore (Mercury 72143)
SAME OLD SONG	Joe South (MGM 13145)
TRUE LOVE NEVER RUNS SMOOTH	Gene Pitney (Musicor 1032)
EYES	Earls (Old Town 1141)
LA BOMBA	Trini Lopez (Reprise 20190)
SOULVILLE	Dinah Washington (Roulette 4490)
DANCE, DANCE, DANCE	Joey Dee (Roulette 4503)
MY BLOCK	Four Pennies (Rust 5071)
THE LAST MINUTE	Jimmy McGriff (Sue 786)
JUST GOT SOME	Willie Mabon (USA 735)
LOVE IS A ONCE IN A LIFETIME THING	Dick & Deedee (Warner Bros. 5364)
IT'S BEEN NICE (GOODNIGHT)	Everly Bros. (Warner Bros. 5362)

NEW ADDITIONS to TOP 100

64—(YOU'RE THE) DEVIL IN DISGUISE	Elvis Presley (RCA Victor 8188)
71—BLOWIN' IN THE WIND	Peter, Paul & Mary (Warner Bros. 5368)
72—I WONDER	Brenda Lee (Decca 31510)
75—CANDY GIRL	4 Seasons (VeeJay 539)
79—MY WHOLE WORLD IS FALLING DOWN	Brenda Lee (Decca 31510)
80—MARLENA	4 Seasons (VeeJay 539)
85—MORE	Kai Winding (Verve 10295)
86—FROM ME TO YOU	Del Shannon (Bigtop 3152)
87—HOW MANY TEARDROPS	Lou Christie (Roulette 4504)
95—LOVE ME ALL THE WAY	Kim Weston (Tamla 54076)
99—WILL POWER	Cookies (Dimension 1012)
100—SCARLETT O'HARA	Lawrence Welk (Dot 16488)
100—SUMMERTIME	Chris Columbus Quintet (Strand 15056)

AIMED at OPS

"ANYTIME"/"DOWN THE RIVER OF GOLDEN DREAMS—Grody Martin (Decca 25605)

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IN VENICE"

B/W

"MOONLIGHT COCKTAILS"

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SURE SHOTS

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

"(YOU'RE THE) DEVIL IN DISGUISE"
ELVIS PRESLEY RCA Victor 8188

"BLOWIN' IN THE WIND"
PETER, PAUL & MARY Warner Bros. 5368

"I WONDER"/"MY WHOLE WORLD IS TUMBLING DOWN"
BRENDA LEE Decca 31510

"LIKE THE BIG GUYS DO"
ROCKY FELLERS Scepter 1254

"CANDY GIRL"/"MARLENA"
4 SEASONS VeeJay 539

"BRENDA"
CUPIDS KC 115

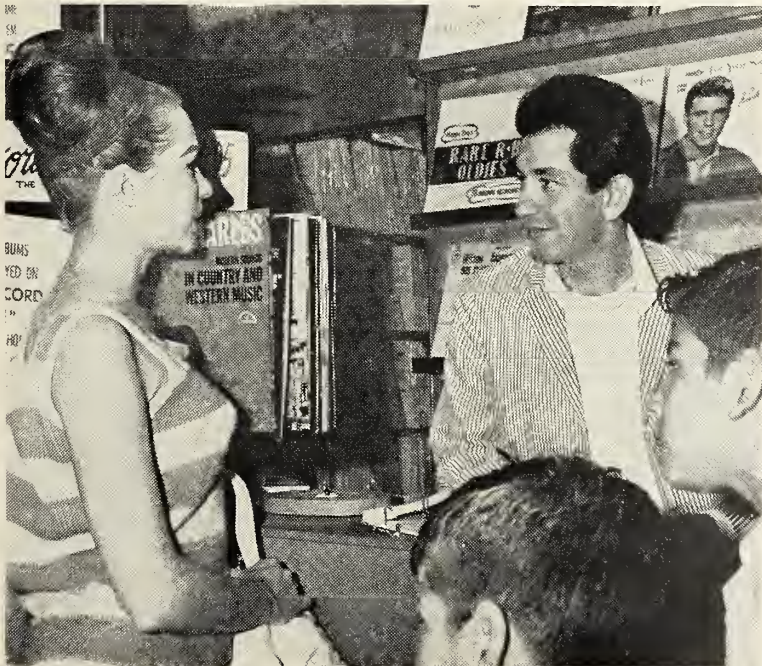
Nitzsche Turns Performer

HOLLYWOOD — Reprise Records have announced that hot composer-arranger-conductor Jack Nitzsche will record as an artist exclusively for the label. He'll be free to arrange for other labels. Nitzsche's first effort will be "The Lonely Surfer" and "Song For A Summer Night." The arranger has come up with hit arrangements for a variety of artists during the past year including "He's A Rebel" for the Crystals and "18 Yellow Roses" for Bobby Darin.

Luther Dixon's Pubbery Firm Moves Operation

NEW YORK—Luther Dixon has announced that his publishing firm, Ludix Publishing, will now be handled out of the offices of Call Candy, Inc. Files will be maintained and housed at 1650 Broadway, and both Candy Leigh and Lois Van Dyne will be instrumental in the acquisition of material for the firm and the placement of songs for recordings. Arrangement has no bearing on the Ludix Production Co., which is still being handled out of Capitol Records.

Hot Trini



HOLLYWOOD—Orkster Trini Lopez, who is currently riding the album charts with his "Trini Lopez At P. J.'s" set, recently delighted fans at an autograph session at Wallich's Music City in Hollywood.

Stereo Oddities To Debut Line Of Sex And Mental Health Albums

MIAMI BEACH—A line of LP's dealing with sex and mental health problems will be marketed at the end of Aug. by The Living Record Library Inc., an affiliate of the Stereodities label.

The series, which has the blessings of the Florida Mental Health Association, will get underway with the releases of "Facts of Love & Life for Teen-Age Boys" and "Facts of Love & Life for Teen-Age Girls." Each issue is a 2-LP affair, and will retail at \$7.98. LP's are enclosed in a double-fold sleeve, with four-color art work.

As the label puts it, the teen boy-girl packages consist of a "frank, lively question & answer session between a group of typical teen-agers and a panel of doctors and educators . . . a helpful guide to health and happiness."

The label is planning the release of at least six more efforts based on such themes as: "Love Before You Leap or How to Choose a Mate," "Pre-marital Relations—Good or Bad?" "Extra-marital Relations—Fun or Foolish?," "Sex Problems of the Single Girl," "Sex Problems of the Single Man," and "How to be Happy Though Married."

LRL is emphasizing the sober nature of the line via franchise agreements between distributors and dealers. They involve display of the product with "dignity and good taste," one-price at particular marketing levels, sales at list price and cooperative advertising promotion.

Ink Folk-Country Names For "Hootenanny" Flick

HOLLYWOOD—More than a dozen disk artists in the folk and country music field are being signed by producer Sam Katzman for his first Metro - Goldwyn - Mayer production "Hootenanny." Katzman has just signed with Metro after 15 years at Columbia where he made a series of pictures based on current rhythm vogues, from rock'n roll, calypso, to the twist.

For "Hootenanny," he already has lined up the Osman Brothers, the Gateway Trio, Cathy Taylor and the Brothers Four, with Joby Baker and Pam Austin the romantic leads. Gene Nelson will direct the picture, with Freddy Karger as musical director and Harold Belfer doing the choreography.

New P&P Album Not Named After Hit

NEW YORK—In last week's review of the new Paul & Paula LP, "We Go Together," it was noted that the LP was named after their current singles hit. Actually, the team's current click is "First Quarrel."

CORRECTION

NEW YORK—It was erroneously reported in the last issue that Jack Nitzsche produced "It's In His Kiss" by Merry Clayton. Nitzsche was responsible for the arrangements only, with Bobby Darin handling the a&r chores for T.M. Productions.

In the Radio Active chart, Wayne Newton, a T.M. artist, was reported as a Decca artist. He records for Capitol. His active side is "Danke Schoen."

Musical Switch



HOLLYWOOD — Dave Kapralik (left), head of Columbia's pop A&R department in New York, turns pianist for A&R man Jim Harbert here and from the look on Harbert's face he seems happy with his new "discovery."

1st Steve & Eydie Deck Issued By Columbia

NEW YORK—Columbia has announced the release of its first single, "I Want To Stay Here" teaming Steve Lawrence and Eydie Gorme, both of whom are currently represented on the charts with singles and LP's.

The couple are also paired in the chart-riding LP, "Steve And Eydie At The Movies."

A HIT!

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(The Fun House)

B/W

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RAY ELLIS ORCH.

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HOLLYWOOD—Dobie Gray (left) gets a few show biz tips from Jimmy Durante after lunch at Hollywood's Brown Derby where the vet comic told Gary how he digs Dobie's JAF version of "Inka Dinka Doo."

Ava Names Fields Nat'l Promo Head

LOS ANGELES—Luis Fields, who has been Ava Records' west coast head of promotion, has been made national topper for the label, according to Jackie Mills, label prexy. He was formerly with Al Sherman's Record Sales, Record Company of Los Angeles and Kapp Records.

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5 Fall Albums On Stereoddities Agenda

MIAMI—Stereoddities Records plans to issue five new LP's for fall sales.

Included in the line-up are: "Woody Sings," a collection of pop ballads by comic Woody Woodbury in response to mail he's been receiving on his "Who Do You Trust" TV'er, "Come By Sunday," Danny Apolinar & His Trio, featured in the Playboy Clubs, "Carty Party, Vol. 2," Bill Carty in comedy routines and songs, "My Friend, The Lover," written by and starring Bruce Howard (liner-notes by Allen ("My Son, The Folk Singer") Sherman), and "Meet Shearen Elebash," a successful business man who enters show business at the age of 42 as a humorist, singer, dramatist and wit.

Label also offers a preview of upcoming product, including a Woodbury LP to be timed with the release of a flick he's shooting this summer, and a second volume by comedienne Peggy Lord.

Wexler Heads Marketing For Science LP Line

NEW YORK—Paul Wexler, former veep of Columbia Records and, most recently general manager of Colpix Records, will direct the marketing activities of a series of educational "singing science" LP's for Science Material Center, Inc. Firm is a subsidiary of Allis Chalmers, large equipment manufacturer.

Six 12" LP's, directed at the kiddie market, comprise SMC's initial release. Produced by Hy Zaret, the packages include "Space Songs" with Tom Glazer and Dottie Evans, "Experiment Songs" with Dorothy Collins, two "Nature Songs" LP's with Marais & Miranda, Tom Glazer in "Weather Songs" and Dottie Evans with "Energy & Motion Songs."

According to Wexler, the line will have a firm sales policy of no special trade discounts. Distrib appointments will be announced within a few weeks, Wexler added.

A national publicity & promotion campaign will include promo material for radio stations, distribs and dealers.

Wexler, who has his own firm, does mail-order and premium work in the phono and disk areas. His association with SMC is on a non-exclusive basis. SMC headquarters at 220 East 23rd St., this city.

"Ooh-Ooh"



NEW YORK—The man who made "Ooh Ooh" famous, Joe E. Ross (Officer Toody of "Car 54, Where Are You?") dropped up for a *Cash Box* visit in behalf of his IPG disk debut tagged after the expression. In the pic, left to right, are Paul Robinson, IPG's national sales and promo manager, Ross and CB editor Ira Howard. The man who took the pic is Eddie Newmark, who joined IPG as staff producer. Eddie, incidentally, cuffed and produced the deck.



LOOKING AHEAD

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

- | | | | |
|----|---|----|--|
| 1 | JUDY'S TURN TO CRY
Lesley Gore (Mercury 72143) | 26 | EYES
Earls (Old Town 1141) |
| 2 | TRUE LOVE
Richard Chaub (MGM 13148) | 27 | A LETTER FROM BETTY
Bobby Vee (Liberty 55581) |
| 3 | LEAVE ME ALONE
Baby Washington (Sue 790) | 28 | HOT POTATOES
Rinky Dinks (Enjoy 1010) |
| 4 | COME BLOW YOUR HORN
Frank Sinatra (Reprise 20184) | 29 | JANIE IS HER NAME
Roger Williams (Kapp 533) |
| 5 | TRUE LOVE NEVER RUNS
SMOOTH
Gene Pitney (Musicor 1032) | 30 | THE MINUTE YOU'RE GONE
Sonny James (Capitol 4969) |
| 6 | KENTUCKY
Bob Moore (Monument 814) | 31 | SOUL CITY
Pervis Herder (Jamie 1254) |
| 7 | WHERE CAN YOU GO
George Maharis (Epic 9600) | 32 | MAKE THE WORLD GO AWAY
Tini Yuro (Liberty 55587) |
| 8 | LAND OF 1000 DANCES
Chris Kenner (Instant 3252) | 33 | BAJA
Astronauts (RCA Victor 8194) |
| 9 | DANKE SCHOEN
Wayne Newton (Capitol 4989) | 34 | SPRING
Birdlegs & Pauline (Vee Jay 510) |
| 10 | I'M THE BOSS
Burl Ives (Decca 31504) | 35 | WHAT A FOOL I'VE BEEN
Carla Thomas (Atlantic 2189) |
| 11 | TENDER YEARS
Brook Benton (Mercury 72135) | 36 | DON'T LET THE SUN CATCH
YOU CRYING
Steve Laimeo (Checker 1047) |
| 12 | BANZAI PIPELINE
Henry Mancini (RCA Victor 8184) | 37 | KISS & RUN
Tommy Roe (ABC Paramount 10454) |
| 13 | DAUGHTERS
Blenders (Witch 114) | 38 | GOODBYE, MY LOVER,
GOODBYE
Robert Mosley (Capitol 4961) |
| 14 | LOVERS
Blendtones (Success 101) | 39 | MACK THE KNIFE
Erroll Garner (Reprise 20,179) |
| 15 | ANTHONY & CLEOPATRA
Ferrante & Teicher (United Artists 607) | 40 | DANCIN' HOLIDAY
Olympics (Tri-Disc 107) |
| 16 | A LONG VACATION
Rick Nelson (Imperial 5958) | 41 | GET HIM
Exciters (United Artists 604) |
| 17 | SANDS OF GOLD
Webb Pierce (Decca 31488) | 42 | IN MY TENEMENT
Jackie Shane (Sue 788) |
| 18 | LITTLE DANCIN' DOLL
Shelby Flint (Valiant 6031) | 43 | GREEN MONKEY
Garnell Cooper & Kinfolks
(Jubilee 5445) |
| 19 | RIVER'S INVITATION
Percy Mayfield (Tangerine 931) | 44 | CHARMAINE
Bachelors (London 9584)
4 Preps (Capitol 4974) |
| 20 | ANTHONY & CLEOPATRA
Alex North (20th Fox 408) | 45 | HEY GIRL
Freddie Scott (Colpix 692) |
| 21 | LOVE IS A ONCE IN A
LIFETIME THING
Dick & Dee Dee (Warner Bros. 5364) | 46 | LA BAMBA
Trini Lopez (Reprise 20,190) |
| 22 | GUILTY
Jim Reeves (RCA Victor 8193) | 47 | MR. BLAH-BLAH
Ray Barretto (Tico 422) |
| 23 | I CRIED
Tana Montgomery (Try Me 28001) | 48 | SAME OLD SONG
Joe South (MGM 13145) |
| 24 | TEARS OF JOY
Chuck Jackson (Wand 138) | 49 | MONSOON
Chantays (Dot 16492) |
| 25 | IF YOU DON'T COME BACK
Drifters (Atlantic 2191) | 50 | HOW DO YOU DO
Gerry & The Pacemakers (Laurie 3162) |

Checkin' "Goodies"



BOSTON — Abbe Lane and Xavier Cugat take a first look at Cugie's new Mercury LP, "Cugat's Golden Goodies," before leaving Boston for a brief rest in New York prior to their summer-long tour abroad. Album was rushed to them by Bill O'Brien of Dale Enterprises in Boston.

Atco Is Nat'l Distrib For Minaret Label

NEW YORK — Atco Records has worked out arrangements to handle the national distribution of the Minaret label.

The deal, which was negotiated by Ahmet Ertegun and Jerry Wexler of Atco and Herb Shucher of Minaret is effective immediately. The first Minaret record to be distributed through Atco is the recently released "Fat Lady" by the Spidels.

Minaret Records is based in Nashville, where the deck by the Spidels was produced by Shucher, with an arrangement by Cliff Parman. Parman has done arrangements for Little Esther. The Spidels consist of five young men, several of whom are members of the U. S. Air Force. The leader of the group is Bill Bagby, nephew of Doc Bagby. An early pressing of the Spidel record carries a typo and has the name of the group incorrectly spelled as Speidels.

Heartbeat Makes Nat'l Distrib Deal

CHICAGO — Seymour Schwartz' Heartbeat label is now getting full U.S. market coverage via a national distribution deal with Martin & Snyder One-Stop in Dearborn, Mich.

Chester (Chet) Kajeski, manager of M&S's phono division, will direct Heartbeat's sales and distribution.

Schwartz said the deal would also leave him more time to produce decks for the label, which, in addition to consumer releases, caters to the jukebox market.

Initial release under the new setup is "Summertime in Venice" and "Moonlight Cocktails" by The Sun-setters.

NARA Sets 6th Annual Meet In Los Angeles

NEW YORK—The National Association of Radio Announcers (NARA), composed of R&B-programming deejays, will hold its sixth annual convention Aug. 22-25 at the Ambassador Hotel in Hollywood. Convention chairman Floyd Ray received a formal invite to Los Angeles from Mayor Yorty. NARA's west coast chapter will serve as host for the confab.

WB Inks Marketts

BURBANK, CALIF. — Warner Bros. Records has just inked The Marketts, an instrumental combo that recently clicked with "Surfer's Stomp" on the Liberty label. Team will continue its recording activity under producer Joe Saracino. According to WB topper Mike Maitland, the crew is looked upon as album as well as singles potential. An LP is due for fall release.

Labels Cutting Tunes From "Beach Party" Pic

HOLLYWOOD—At least four recording companies are releasing singles and albums featuring the stars and music from American International's musical, "Beach Party." All records will be released prior to the August 14 national release date of "Beach Party."

Chancellor Records has set Frankie Avalon (in the film) singing the title songs from "Beach Party," backed by "Don't Stop Now" from the film.

Walt Disney's Vista Records is set to release an Annette Funicello (also in the flick) "Beach Party" album featuring Annette and all the songs from the musical comedy.

Capitol Records has set a single for Dick Dale and his Del-Tones doing "Surfin' And A-Swingin'" and "Secret Surfin' Spot" from the film.

Vee Jay Records will release a single on the picture's "Treat Him Nicely" and "Promise Me Anything" with LuAnn Sims doing the vocals.

Negotiations also are under way for an original sound track album on the flick.

The production stars Bob Cummings, Dorothy Malone, Avalon, Annette, Harvey Lembeck, Jody McCrea, John Ashley, Morey Amsterdam, Eva Six and Dale. The score is by Les Baxter.

Victor Releasing 3 Red Seals For July

NEW YORK—RCA Victor Records is releasing three Red Seal LP's for July.

They include violinist Erick Friedman with "Virtuoso Favorites," including "Hora Staccato," Kreisler's "Menuet," Wieniawski's "Scherzo-Tarantelle," two Paganini Caprices and Falla's "Spanish Dance," "Good Night Sweetheart," Morton Gould Orch. and Tchaikovsky's "Pathetique Symphony" with The Boston Symphony Orchestra.

MMO Extending Line Of Hit Sing-Along LP's

NEW YORK—There'll be more "You Sing The Million Sellers" from the Music Minus One label, thanks to solid distrib-deejay response to the first two volumes, according to Irv Kratka, MMO topper.

Each of the LP's contains eight top tunes by artists who emulate the hit recordings. Following each vocal is a musical track on each tune, allowing the listener to sing-along with professional backing.

According to Morty Wax, whose indie promo firm is handling public relations for the line, deejays around the country are setting up contests involving amateur groups sending in their voices dubbed over the tracks, or deejays doing the vocals with listeners voting for their favorite deejay vocalist, or guess-the-tune stints after spins of the instrumental tracks.

BMI Catalog On Its Concert Works

NEW YORK — "Symphonic Catalogue," a 132-page booklet devoted to the concert works of more than 1,200 composers whose music is licensed for public performance by BMI, has just been published. The catalog contains information, including approximate duration, instrumentation, and publisher, about 10,000 compositions written for performing groups ranging in size from chamber orchestras to full symphony groups.

In his foreword to the booklet, Carl Haverlin, BMI president, says: "The literature available to these orchestras and to their audiences is expanding constantly, and this catalog represents a substantial part of all the symphonic music now in copyright in the United States. Buttressing any listing of the contemporary is an ever-growing body of music that passes annually out of copyright into the public domain. . ."

Copies of "Symphonic Catalogue" were distributed at the San Francisco convention of the American Symphony Orchestra League last month. Haverlin was in attendance, together with Oliver Daniel, director of BMI contemporary music projects, and BMI-affiliated composers Jacob Avshalomov, Howard Brubeck, Roy Harris, Lou Harrison, Andrew Imbrie, Ellis Kohs, Ernst Krenek, Seymour Shifrin, Halsey Stevens, and Aurelio de la Vega.

Dooto Inks New Comic



HOLLYWOOD — Dootsie Williams (left), Dooto Records topper, signs new comic discovery Ray Scott, while Bob Leonard, manager, looks on. Scott joins the large label roster of laughmen which includes Redd Foxx, Hattie Noel, George Kirby, Dave Turner, Don Bexley and others.

TAM Names Veep

NEW YORK — Transworld Artists Management, specializing in personal management of gospel performers, has named Bob Redcross as veep.

Redcross, road manager for Billy Eckstine and Frankie Lymon, started his music business career as the owner of an out-of-print record service to collectors of jazz, blues and ragtime.

Under contract to TAM are gospel stars Marion Williams, Alex Bradford and Princess Stewart, who for the past year and a half have been starred in the international success, "Black Nativity," which ends its European tour this summer, prior to a 40 week U.S. tour starting in Sept.

In another appointment, theatrical attorney Howard Gotbetter has been named legal counsel for the corporation.

"TEENAGE LETTER"
Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN #384
Jerry Lee Lewis
With
Linda Gail Lewis

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A "Common Market" Deal



MUNICH—Electrola recently obtained the rights of Larry Douglas' "The Common Market Rocka Bossa" for Germany, Austria and Switzerland. Standing (left to right) in the above pic are publisher Otto Demler from Edition Accord, Douglas, an Electrola secretary, and Werner Raschek, manager of the firm's international popular repertoire department.

ATTENTION

ADVERTISERS!

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BECAUSE OF THE HOLIDAY,
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WED. JULY 3
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FRIDAY, JULY 5 BEFORE NOON



COUNTRY D.J. REGIONAL RECORD REPORTS

CHUCK DENNIS
WPEH
Louisville, Ga.

1. The Only Girl I Can't Forget (Del Reeves)
2. Talk Back Tremblin' Lips (Ernest Ashworth)
3. Lying To Be Together (Bill Philips)
4. Shoes Of A Fool (Bill Goodwin)
5. Snow White Cloud (Frank Taylor)
6. Storm Of Love (Billy Walker)
7. A Heartache For A Keepsake (Kitty Wells)
8. Aunt Kate (Grant Turner)
9. Loose Lips (Earl Scott)
10. Cry, Cry Darling (Bobby Lord)

AL LYNCH
KSBK
Naha, Okinawa

1. Act Naturally (Buck Owens)
2. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
3. I'm Not The Man I Used To Be (Wynn Stewart)
4. Nobody's Darlin' (Webb Pierce)
5. I've Just Come To Say Goodbye (Faron Young)
6. I Could Write A Song (Don Kirland)
7. Down To The River (Rose Maddox)
8. Little Red Webb (Simon Crum)
9. Don't Call Me From A Honky Tonk (J & J Mosby)
10. Your Mother's Prayer (Buddy Cagle)

RALPH BEBEAU
KTCR
Minneapolis, Minn.

1. Ring Of Fire (Johnny Cash)
2. Six Days On The Road (Dave Dudley)
3. Old Showboat (Stonewall Jackson)
4. The Minute Your Gone (Sonny James)
5. Sands Of Gold (Webb Pierce)
6. I Gave My Wedding Dress Away (Kitty Wells)
7. Down To The River (Rose Maddox)
8. I've Just Come To Say Goodbye (Faron Young)
9. Abilene (George Hamilton IV)
10. Your Mother's Prayer (Buddy Cagle)

WENO
Nashville, Tenn.

1. Act Naturally (Buck Owens)
2. Crazy Arms (Marion Worth)
3. Happy To Be Unhappy (Gary Buck)
4. Lonesome 7-7203 (Hawkshaw Hawkins)
5. Still (Bill Anderson)
6. Tip Of My Fingers (Roy Clark)
7. As Close As We'll Ever Be (Ferlin Huskey)
8. Sands Of Gold (Webb Pierce)
9. Yesterday's Memories (Eddy Arnold)
10. Snow White Cloud (Frank Taylor)

HARLAN BLAIR
KORA
Bryan, Tex.

1. Don't Call Me From A Honky Tonk (J & J Mosby)
2. Talk Back Tremblin' Lips (Ernest Ashworth)
3. Act Naturally (Buck Owens)
4. Sands Of Gold (Webb Pierce)
5. Walk Me To The Door (Ray Price)
6. Just Over The Line (Penny Jay)
7. Still (Bill Anderson)
8. I Gave My Weddin' Dress Away (Kitty Wells)
9. Loose Lips (Earl Scott)
10. I Got Hurt All Over Me (George Kent)

KLAK
Lakewood, Colo.

1. Act Naturally (Buck Owens)
2. Take A Letter, Miss Gray (Justin Tubb)
3. Ring Of Fire (Johnny Cash)
4. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
5. Talk Back Tremblin' Lips (Ernest Ashworth)
6. Lonesome 7-7203 (Hawkshaw Hawkins)
7. In The Shadow Of The Wine (Porter Wagoner)
8. The More In Love Your Heart Is (Hank Thompson)
9. I'm Saving My Love (Skeeter Davis)
10. Six Days On The Road (Dave Dudley)

WCOR

Lebanon, Tenn.

1. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
2. Act Naturally (Buck Owens)
3. The Moon Is High (Burl Ives)
4. Six Days On The Road (Dave Dudley)
5. You Comb Her Hair (George Jones)
6. Little Miss Lonesome (Justin Tubb)
7. I Don't Hear You (Rose Maddox)
8. You Never Cried (Roy Drusky)
9. Storm Of Love (Billy Walker)
10. My Uncle Abel (Rusty & Doug)

KARS

Bele, N. Mex.

1. I've Just Come To Say Goodbye (Faron Young)
2. Point Of No Return (Lewis Pruitt)
3. Down To The River (Rose Maddox)
4. The Only Girl I Can't Forget (Del Reeves)
5. I've Had My Chance (Warren Robbe)
6. Cheer Up (Kenny Roberts)
7. Loose Lips (Earl Scott)
8. Still (Bill Anderson)
9. Shoes Of A Fool (Bill Goodwin)
10. You Never Cried (Roy Drusky)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"NIGHT LIFE" (4:41)

[Pamper & Reeny Rhythms BMI—Buskirk, Breeland, Matthews]

"MAKE THE WORLD GO AWAY" (2:30) [Pamper BMI—Cochran]

RAY PRICE (Columbia 42827)

Ray Price, who scored last time out with "Walk Me To The Door," should quickly duplicate that success with this new Columbia release, "Night Life," culled from his LP of the same name. The tune is a slow-moving, moody, country-blueser essayed with loads of polish and poise by the chanter. Eye it for rapid acceptance. The flip, "Make The World Go Away," is a first-rate, shuffle-beat traditional chorus-backed soulful ballad. Deck was cut pop-side by Timi Yuro on Liberty.

"AFTER THE HEARTACHE" (2:22) [Acuff-Rose BMI—Gibson]

"ANYTHING NEW GETS OLD" (2:12) [Acuff-Rose BMI—Gibson]

DON GIBSON (RCA Victor 8192)

Don Gibson, who's a big hit with his last release of "Head Over Heels," comes up with a potent follow-up stanza with this ultra-commercial item tabbed "After The Heartache." The tune is a tender, medium-paced, chorus-backed self-penned romancer which is given a top-flight send-off by the chanter. On "Anything New Gets Old" the artist dishes-up a real appealing sentimental, soulful country blueser.

"A MILLION YEARS OR SO" (2:30) [Central BMI—Williams]

"JUST A RIBBON" (2:53) [T. M. BMI—Scott, Resnick]

EDDY ARNOLD (RCA Victor 8207)

The vet Victor hit-maker has enough good things going for him in this new release to make a rapid chart appearance. The top side here, "A Million Years Or So," is a warm, folk-flavored, chorus-backed weeper with an infectious, listenable melody. On the other end, "Just A Ribbon," the chanter comes up with a pleasing, easy-on-the-ears lament with an interesting pop-flavored sound.

"HALL OF SHAME" (2:39) [Glad BMI—Riddle]

"WHAT'S BAD FOR YOU IS GOOD FOR ME" (2:12)

[Glad BMI—M. & C. Montgomery]

MELBA MONTGOMERY (United Artists 576)

Melba Montgomery, who is currently riding high on the charts in a teaming-up with George Jones tagged "We Must Have Been Out Of Our Minds," should create plenty of fast action with this solo slice tabbed "Hall Of Shame." The tune is a medium-paced, shuffle-beat, bluegrass-flavored tear-jerker read with sincerity and verve by the lark. A fine performance. The flip, "What's Bad For You Is Good For Me," is a fine, extremely pretty, spinnable hillbilly traditional.

"ANOTHER FOOL LIKE ME" (2:08)

[Rondo & Faber BMI—N. & S. Miller]

"MAGIC MOON" (2:19)

[Doral & Johnny Burnette BMI—D. & J. Burnette, Osborn]

NED MILLER (Fabor 121)

Ned Miller, who clicked recently with "One Among The Many," seems destined to reach the charts in no time flat with this new Fabor outing called "Another Fool Like Me." The side is a warm, western-flavored, full ork-backed ballad with an enchanting, moving melody. Deck should get plenty of pop spins. The coupler, "Magic Moon," is a twangy, contagious, medium-paced happy affair. Also merits a close look.

SLIM WHITMAN (Imperial 5966)

(B+) "BROKEN DOWN MERRY-GO-ROUND" (2:03) [Travis BMI—Herbert, Stryker] The vet country chanter could strike paydirt once again with this clever, medium-paced affair. Novelty-styled item boasts an interesting quickly-changing beat. Watch it.

(B+) "NEVER" (2:00) [American BMI—Fell] On this end the songster dishes-up, a pretty, slow-moving, chorus-backed tear-jerker.

NEIL HUTTON (Ava 129)

(B+) "IT'S COLD IN THIS DUNGEON MR. CAESAR" (2:17) [Jaybar ASCAP—Barnett] Newcomer Neil Hutton could quickly jump into the national limelight with this high-spirited novelty all about a currently popular lady from the past. Plenty of airplay potential here.

(B) "GOODBYE TO SHOW BIZ" (1:52) [Jaybar ASCAP—Hutton] This time out Hutton offers a feelingful, lament about the perils of the entertainment field.

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COUNTRY TOP 50



COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
1 ACT NATURALLY Buck Owens (Capitol 4937)	1	26 STILL Bill Anderson (Decca 31458)	25
2 WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery (United Artists 575)	2	27 LOCK, STOCK AND TEARDROPS Roger Miller (RCA Victor 8175)	30
3 RING OF FIRE Johnny Cash (Columbia 42788)	4	28 GOODBYE KISSES Cowboy Copas (Starday 621)	27
4 SWEET DREAMS Patsy Cline (Decca 31483)	3	29 A HEARTACHE FOR A KEEPSAKE Kitty Wells (Decca 31561)	33
5 ABILENE George Hamilton IV (RCA Victor 8181)	8	30 HEAD OVER HEELS Don Gibson (RCA Victor 8144)	26
6 LONESOME 7-7203 Hawkshaw Hawkins (King 5712)	5	31 THE YELLOW BANDANA Faron Young (Mercury 72083)	28
7 SIX DAYS ON THE ROAD Dave Dudley (Golden Wing 3020)	9	32 TWO OUT OF THREE Bob Gailion (Hickory 1207)	31
8 TALK BACK TREMBLING LIPS Ernest Ashworth (Hickory 1214)	14	33 GUILTY Jim Reeves (RCA Victor 8193)	38
9 SANDS OF GOLD Webb Pierce (Decca 31488)	12	34 LOVING ARMS Carl & Pearl Butler (Columbia 42778)	40
10 THE MAN WHO ROBBED THE BANK AT SANTA FE Hank Snow (RCA Victor 8151)	6	35 LOOSE LIPS Earl Scott (Mercury 72110)	43
11 OLD SHOWBOAT Stonewall Jackson (Columbia 42765)	11	36 THE ONLY GIRL I CAN'T FORGET Del Reeves (Reprise 20158)	34
12 DOWN TO THE RIVER Rose Maddox (Capitol 4975)	24	37 AS CLOSE AS I'LL EVER BE Ferlin Husky (Capitol 4977)	42
13 YOUR MOTHER'S PRAYER Buddy Cagle (Capitol 4923)	7	38 MY BABY'S NOT THERE Porter Wagoner (RCA Victor 8178)	45
14 CRAZY ARMS Marion Worth (Columbia 42703)	19	39 WE HAVEN'T A MOMENT Wanda Jackson (Capitol 4973)	44
15 MY FATHER'S VOICE Judy Lynn (United Artists 571)	10	40 NIGHT TRAIN TO MEMPHIS Grandpa Jones (Monument 811)	32
16 IN THE SHADOWS OF THE WINE Porter Wagoner (RCA Victor 8178)	19	41 PLEASE TALK TO MY HEART Country Johnny Mathis (United Artists 536)	29
17 ROLL MUDDY RIVER Wilburn Bros. (Decca 31464)	18	42 AIN'T IT FUNNY WHAT A FOOL WILL DO George Jones (United Artists 578)	—
18 I'M SAVING MY LOVE Skeeter Davis (RCA Victor 8176)	16	43 THE MINUTE YOU'RE GONE Sonny James (Capitol 4969)	46
19 NIGHTMARE Faron Young (Mercury 72114)	13	44 IN THE BACK ROOM TONIGHT Carl Smith (Columbia 42768)	—
20 THE OTHER WOMAN Loretta Lynn (Decca 31471)	20	45 TIPS OF MY FINGERS Roy Clark (Capitol 4956)	48
21 NOBODY'S DARLIN' Webb Pierce (Decca 31488)	15	46 PEARL PEARL PEARL Lester Flatt & Earl Scruggs (Columbia 42755)	36
22 DETROIT CITY Bobby Bare (RCA Victor 8183)	35	47 JUST OVER THE LINE Penny Jay (Decca 31489)	49
23 TAKE A LETTER MISS GRAY Justin Tubb (Groove 0017)	22	48 SNOW WHITE CLOUD Frank Taylor (Parkway 869)	37
24 YESTERDAY'S MEMORIES Eddy Arnold (RCA Victor 8161) Hank Cochran (Gaylord 6426)	21	49 EVERYTHING Jimmy Newmon (Decca 31503)	—
25 WALK ME TO THE DOOR Ray Price (Columbia 42658)	23	50 NO SIGNS OF LONELINESS HERE Marty Robbins (Columbia 42658)	39

The Jackson, Tennessee, Junior Chamber of Commerce announced last week the signing of Jim Reeves for a three night engagement at the Miss Tennessee Pageant to be held in Jackson July 24-27. According to Tommy McKnight, publicity director for the Jaycee-sponsored Miss Tennessee Pageant, the much sought-after chanter will arrive in Jackson on Wednesday, July 24th (the opening day of this year's Miss America preliminary) in time to lead the official Miss Tennessee Parade that afternoon through the streets of downtown Jackson. Reeves will then entertain each night for the first three nights of this year's pageant.

Billy Deaton's sends along word from San Antonio way that Faron Young and the Deputies recently played in the city and knocked 'em dead. Billy also notes that Stonewall Jackson is currently playing to turn-away crowds.

KPCN-Dallas promoted a huge Grand Ole Opry show June 27th featuring Ray Price, Willie Nelson, Webb Pierce, Billy Grammer, Lawton Williams, Darrell McCall, Jimmy Day, Mac Curtis, the Travelers, Roger Miller and the Cherokee Cowboys. The show was held at the North Side Coliseum in Forth Worth. On the following day, Saturday, June 28th, the outlet officially opened the new KPCN studios. The station broadcast most of the day from Fort Worth with Lawton Williams, Mac Curtis, Herman Michener, Al Turner, Russ Johnson and Lee Brown doing the deejay chores. The new studios are in the Berkley Hotel.

Little Jimmy Dickens is set for a string of eighteen one-nighters under the direction of Jack Roberts, Seattle country music promoter and performer. The northwest tour, beginning July 3rd and concluding July 20th, takes Dickens throughout Washington, Oregon and Idaho. Dickens will be accompanied by the Evergreen Drifters. The songster will also guest star "Evergreen Jubilee" Saturday, July 13th, on KOMO-TV, Seattle's ABC affiliate.

Charlie Waggoner has just returned from Goosebay, Labrador and will be featured each Saturday night on the Rocky Mountain Jamboree in Denver. Charlie has a new Linco record out tagged "One Eyed Sam" and "An Old Memory." Anyone wanting a copy can get one by writing on your station letterhead to the diskery at Box 25, Fayetteville, Tenn.

A Growing Trend: the latest club which has been featuring pop entertainment, to go country, is the Hi Ho Ballroom, now the Hi Ho Club in Grand Prairie, Texas. The club, which is between Dallas and Fort Worth, started featuring country music last month with a bill starring Roger Miller and Bill Mack. The initial crowds have been sensational.

Ray Peterson writes in word that he is now spinning the good country sounds on KATA-Arcata, California. Ray is running the morning shift from 5:30 till noon and would like to hear from all of his friends in the trade. The deejay also sez that he can use all kinds of country platters, both old and new.

Slick Norris sends along word that he has masters on Smokey Stover, Glenn Barber, Adrian Roland and Big Joyce French. Any party interested should give Slick a buzz at 426-2161, Highlands, Texas or write him at Box 653, same city. . . . Norris also mentions that any country spinners needing copies of Ernest Ashworth's "Talk Back Trembling Lips" or Webb Pierce's "Nobody's Darlin'" can get

same pronto by writing to him on station letterheads.

Howard Vokes and his Country Boys are currently keeping real busy playing a string of key dates throughout Pa. Last week Howard celebrated his birthday and some of his friends held a party for him at Candy's Lounge, Arnold, Pa.

Shelley Snyder sez that his boy, Faron Young, has bookings set throughout July. The chanter will play dates in Billings, Cour D'Alene, Lewiston, Pendleton, Bosie, Idaho Falls, Kellogg, Kellispell and Angola. On July 31st Faron along with his wife and family will leave the U. S. for a tour in Germany.

Freddie Hart, vet Columbia chanter and long-time resident of the west coast has signed an exclusive booking management contract with the Nashville-based Bob Neal Agency and is moving his family to the Music City. Hart, who has had many strong chart records, will make his move from the coast in late July. Setting of dates for Hart is under way with bookings from August 1st and later being accepted by the Neal office.

Pop Loden, Sonny James' dad, who is well-known for his radio shows in the past, is recovering from a serious heart attack at his home in Hackleburg, Ala. Meantime, Sonny has continued with his busy schedule of personal appearances and promotion appearances for his fast-moving Capitol deck, "The Minute You've Gone."

July will find the schedule easing for George Jones and the Jones Boys. A goodly part of the month will be a vacation for the popular chanter with lots of fishing and loafing on the schedule.

Al Lynch, who spins 'em on KSAR-Okinawa, sends out an s.o.s for country records. Al's audience is made up of servicemen living in Okinawa who would appreciate both country classics as well as newer material.

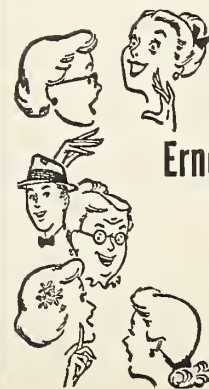
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CASH BOX TOP 100'S PUBLISHERS

(Top 100 titles listed Alphabetically. See card for artist and label credit)

ABILENE	59
(Acuff-Rose—BMI)	
ANOTHER SATURDAY NIGHT	50
(Kags—BMI)	
BE CAREFUL OF STONES THAT YOU THROW	63
(Acuff-Rose—BMI)	
BE TRUE TO YOURSELF	44
(U.S. Songs—ASCAP)	
BIRDLAND	31
(Woodcrest—BMI)	
*BLOWIN' IN THE WIND	71
(M. Witmark & Sons—ASCAP)	
BLUE ON BLUE	6
(Famous—ASCAP)	
BRENDA	78
(Sweck—BMI)	
*CANDY GIRL	75
(Saturday, Gavardina—ASCAP)	
COME AND GET THESE MEMORIES	28
(Jobete—BMI)	
COME GO WITH ME	60
(Gil & Febee—BMI)	
COTTONFIELDS	89
(Jee—BMI)	
DA DOO RON RON	12
(Mother Bertha & Trio—BMI)	
DENISE	62
(Bright Tunes—BMI)	
DETROIT CITY	32
(Cedarwood—BMI)	
DON'T SAY GOODNIGHT AND MEAN GOODBYE	34
(Maggie—BMI)	
DON'T TRY TO FIGHT IT BABY	57
(Screen Gems—Columbia BMI)	
EASIER SAID THAN DONE	2
(Nom—BMI)	
18 YELLOW ROSES	26
(T.M.—BMI)	
EVERY STEP OF THE WAY	49
(Pauline—ASCAP)	
FALLING	23
(Acuff-Rose—BMI)	
FINGERTIPS	18
(Jobete—BMI)	
FIRST QUARREL	21
(LeBill, Marbill—BMI)	
*FROM ME TO YOU	86
(Gil—BMI)	
GIVE US YOUR BLESSING	100
(Trio—BMI)	
GOOD LIFE, THE	33
(Paris—ASCAP)	
GOODNIGHT MY LOVE	56
(House of Fortune, Quintet—BMI)	
GREEN, GREEN	67
(New Christy—BMI)	
GYPSY WOMAN	91
(Dorall—BMI)	
HARRY THE HAIRY APE	29
(Lowery—BMI)	
HELLO JIM	90
(Spanka—BMI)	
HELLO STRANGER	5
(McLaughlin—BMI)	
HOOTENANNY	65
(Joy—ASCAP)	
HOPELESS	36
(Brenner—BMI)	
*HOW MANY TEARDROPS	87
(Nom—BMI)	
I (WHO HAVE NOTHING)	77
(Milky-Way, Trio, Cotillion—BMI)	
I CAN'T STOP LOVING YOU	88
(Acuff-Rose—BMI)	
IF MY PILLOW COULD TALK	27
(Merna—BMI)	
IF YOU NEED ME	74
(Cotillion—BMI)	
IF YOU WANT TO BE HAPPY	45
(Rock Masters—BMI)	
(I LOVE YOU) DON'T YOU FORGET IT	54
(Northridge—ASCAP)	
I LOVE YOU BECAUSE	19
(Fred Rose—BMI)	
I'M AFRAID TO GO HOME	83
(Pogo—BMI)	
IT'S MY PARTY	8
(Arch—ASCAP)	
I WILL LOVE YOU	82
(DeVorzon—BMI)	
I WISH I WERE A PRINCESS	42
(Atrium—ASCAP)	
*I WONDER	72
(Leeds—ASCAP)	
JACK THE RIPPER	81
(Andval, Floretine—BMI)	
JUST ONE LOOK	30
(Premier—BMI)	

LIKE THE BIG GUYS DO	73
(Chapter—BMI)	
LOSING YOU	76
(B.N.P.—ASCAP)	
*LOVE ME ALL THE WAY	95
(Jobete—BMI)	
LOVE OF MY MAN	47
(Sylvia—BMI)	
*MARLENA	80
(Saturday, Gavardina—ASCAP)	
MEMPHIS	9
(Arc—BMI)	
MOCKINGBIRD	68
(Saturn—BMI)	
*MORE	85
(E. B. Marks—BMI)	
MY BLOCK	84
(Radcliffe & Spencer, January—BMI)	
MY SUMMER LOVE	20
(Rosewood—ASCAP)	
MY TRUE CONFESSION	40
(Lowery—BMI)	
*MY WHOLE WORLD IS FALLING DOWN	79
(Champion & Moss Rose—BMI)	
NO ONE	39
(Hill & Range—BMI)	
NOT ME	24
(Rock, Masters—BMI)	
NOT TOO YOUNG TO GET MARRIED	61
(Mother Bertha, Trio—BMI)	
ON TOP OF SPAGHETTI	16
(Songs—ASCAP)	
ONE FINE DAY	7
(Screen Gems, Columbia—BMI)	
POOR LITTLE RICH GIRL	51
(Screen Gems—Columbia—BMI)	
PRIDE AND JOY	13
(Jobete—BMI)	
PRISONER OF LOVE	48
(Mayfair, Shewin—ASCAP)	
PUSHOVER	92
(Chevis, Salaam—BMI)	
RAT RACE	98
(Trio—Cotillion—BMI)	
RING OF FIRE	38
(Painted Desert—BMI)	
ROCK ME IN THE CRADLE OF LOVE	69
(Kalmann—ASCAP)	
SAY WONDERFUL THINGS	97
(Hill & Range—BMI)	
*SCARLETT O'HARA	100
(Regent—BMI)	
SHAKE A HAND	52
(Merrimac—BMI)	
SHAKE A TAIL FEATHER	53
(Vapac—BMI)	
SHUT DOWN	25
(Sea of Tunes—BMI)	
SIX DAYS ON THE ROAD	55
(Newkyes,	
SO MUCH IN LOVE	3
(Cameo—Parkway—BMI)	
STILL	15
(Moss Rose—BMI)	
STRING ALONG	17
(Blue Grass—BMI)	
SURF CITY	4
(Screen Gems, Columbia—BMI)	
SUKIYAKI	1
(Beechwood—BMI)	
SUMMER'S COMIN'	58
(Tobi-Ann, Inette BMI)	
*SUMMERTIME	100
(Gershwin—ASCAP)	
SURFIN' U.S.A.	37
(Arc—BMI)	
SWINGIN' ON A STAR	22
(Burke, Van Heusen—ASCAP)	
TEN COMMANDMENTS OF LOVE	94
(Arc—BMI)	
THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER	14
(Comet—ASCAP)	
TIE ME KANGAROO DOWN, SPORT	10
(Beechwood—BMI)	
TILL THEN	41
(Pickwick—ASCAP)	
TIPS OF MY FINGERS	70
(Tree—BMI)	
TWO FACES HAVE I	35
(Painted Desert RTD—BMI)	
WHEN A BOY FALLS IN LOVE	93
(Kags—BMI)	
WILDWOOD DAYS	66
(Kalmann—ASCAP)	
*WILL POWER	99
(Screen Gems, Columbia—BMI)	
WIPEOUT	43
(Miraleste & Robinhood—BMI)	
WITHOUT LOVE	46
(Suffolk, P.M.P.C.—BMI)	
YOU CAN'T SIT DOWN	11
(Dasher—BMI)	
YOUR OLD STANDBY	96
(Jobete—BMI)	
*(YOU'RE THE) DEVIL IN DISGUISE	64
(Elvis Presley—BMI)	



ITALY

While the Cantagiuro has just started, from Turin, its musical tour, over the most important tourist centers of our country, another interesting musical show has been held in Milan, called "Ribalta per San Remo" (Stage For San Remo). 36 singers took part in it during the first and second evenings, and the public was invited to choose among these new recruits of the Italian world of the song. The new artists who will be presented for the first time at the next San Remo Festival. Six new voices were selected for San Remo through this contest: Remo Germani of Saar, Fausto Leali, again of Saar, Bobby Solo of Ricordi, Fabrizio Ferretti of Ri-Fi, Lillie Bonato of Meazzi and Ricki Gianco of Jaguar.

Benito Vassura, proprietor of Jaguar Records, announced to Cash Box he has just signed a contract with Deutsche Grammophon of Hamburg for the exploitation of his new productions in Germany, France and Austria, and the leading German firm has planned a big promotion on Ricki Gianco, who at the beginning of next September will record in Hamburg his first German disk. Afterwards, Ricki will be in Paris, where he will wax French versions of his songs. In the meantime, Ricki's Italian releases will immediately be issued in Germany and France.

Gianco can be considered an upcoming star on the Italian record scene, and confirmations of this come not only the success of his first record under the Jaguar label, which reached the good figure of 75,000 copies sold, but also the interest demonstrated in this artist by the great German record company.

Benito Vassura informed Cash Box that other contracts have been signed with London Records for Canada, with Columbia Gramophone of Greece, for Greece and Middle East, while Hebra Records is registering first success with Ricki Gianco recordings in Belgium and Holland.

In the meantime, as noted before, the Cantagiuro is continuing its musical tour: first contest held in Turin had as winner Peppino Di Capri, the top Carisch's artist, but the most great success was obtained by Adriano Celentano's performance. Adriano, being the winner of the last year's event, is taking part now in it as a star guest along with all the artist members of his "clan." Ezio Radaelli, head of the organization, is very happy for the popularity gained by his production.

A further recognition of the value of this kind of show has been given by RCA. As reported last week, our leading record company decided to take part in the series of contests with some of the principal artists of its cast: since in the last column we gave an incomplete list, let's repeat the names of RCA's talents taking part to the Cantagiuro: Gino Paoli, Nico Fidenco, Edoardo Vianello & The Flippers, Donatella Moretti and Annamaria in the first team, along with Michele in the second team. Michele is having his debut in an important event, and gained first position on the second team.

And now we pass to the summer battle that is giving life to the record field: new recordings which are entering into the competition of summer hits: first one is an EMI Italiana's release, performed by the well known top singer Nicola Arigliano. Titles chosen are "Solo Un'Estate" (A Summer Only) and "E Poi" (Afterwards). Bluebell's odds are strong on the last Federico Monti Arduini's creation, "L'Organino," while Phonocolor is selling well the Italian version of "Can't Get Used To Losing You" waxed by John Foster. Krikor Mintangian, prexy of Durium, signals Little Tony with "Se Insieme A Un'Altro Ti Verdo," Giancarlo Silvi with "Tu," and a new young revelation Isabella Jannetti, singing "T'Hanno Visto Domenica Sera." All three artists are now partaking in Cantagiuro.

The Italian summer is not less "hot" if we consider publishing firms. They also are conducting on the market strong publicity campaigns. As an example, Southern Publishing Group is offering summer promotion on such hits like "Stessa Spiaggia Stesso Mare," "Quando Brilla La Luna," "Amore Fermati," and "Lacrime Di Una Tromba."

Messaggerie Musicali (sister company of CGD and GC, which distributes all the records produced by these two companies) has made—upon request of CGD/GC—a promotion plastic record reproducing a few bars of 24 different records interpreted by International and Italian top singers (Henry Wright, Betty Curtis, Nevil Cameron, Frank Sinatra, Connie Francis, Gianni Casanova, Bobby Rydell, Tony Williams, Rocco Granata, Lou Monte, Gene Pitney, Johnny Dorelli, and many others). This record is given free to 150,000 addresses in Italy and presents to the Italian public a miniature Juke Box of records, which are destined to become this summer's hit records. This is the first time that such a promotion, on such a wide scale is being made directly to the public. This campaign called, "A Juke-Box For This Summer" is expected to give good results. Dealers should take a great advantage of this promotion, since, the people—after listening—will be driven to buy the records in question.

Cash Box had the pleasure of dining with Bob Weiss, international manager of Warner Bros. during his recent visit in Italy. He announced a new world promotion on a recent Emilio Pericoli recording, which WB expects to repeat the wonderful success of "Al Di La." The titles chosen for this campaign are "Rome By Night" published by Sidet, and "Mariolina" published by Ariston.

Joe Giannini has left for Yugoslavia and France on business. In Belgrade, he will meet the R.T.B. people, to discuss the exploitation of the C.G.D., GC and Reprise catalogs. He will then go to Zagreb, to deal with Jugoton the exploitation of other American catalogs handled by CGD and GC.

Italy's Best Sellers

Week	Last Week	Weeks on Chart	Title	Artist	Label
1.		5.	*Il Ballo Del Mattone/Cuore	Rita Pavone/RCA	Published by Curci
2.	1.	10.	*Grazie Prego Scusi/Il Tangaccio	Adriano Celentano/Clan	Published by Italian Yank-Ricordi/Italian Yank-Ariston
3.	3.	14.	Quelli Della Mia Eta'	Tous Les Garcons Et Les Filles	Francoise Hardy/Vogue. Published by Leonardi
4.	4.	16.	Baci (Things)	Remo Germani/Saar	Published by Aberbach
5.	8.	2.	*A New Orleans	Adriano Celentano/Saar	Published by Leonardi
6.	5.	7.	I Tuoi Capricci	Neil Sedaka/RCA	Published by RCA Italiana
7.	9.	2.	*Stessa Spiaggia Stesso Mare	Mina/Italdisc	Published by Southern
8.	6.	16.	*Come Te Non C'E' Nessuno	Rita Pavone/RCA	Published by RCA Italiana
9.	10.	2.	Quando Brilla La Luna	Los Marcellos Ferial/Durium	Published by Southern
10.	7.	15.	Piangero' Per Te (Crying In The Wind)	Paul Anka/RCA	Published by Curci

*Denotes Italian Original Numbers



GREAT BRITAIN

Ember Records International, encouraged by the number of western style ballads finding their way into the charts, has launched a new country & western series. The initial release comprises 5 singles and 2 EP's by exponents such as Cash McCall, Justin Tubb, Marvin Rainwater, George Jones, Webb Pierce, and Little 'Esther' Phillips.

Toptic Records has just issued a 12" LP and 7" EP by The McPeake family, well known folk singers from Belfast, Ireland. The EP "Wild Mountain Thyme" features three songs and an instrumental—four pipes accompanied by two harpsicords. The LP "The McPeake Family" (six of them spanning three generations) includes the well known "A Bucket Of Mountain Dew."

Gerry Bron of Bron Associated currently in New York having consultations with the company's American associates Schroeder Music Corporation. In London, Sidney Bron has a string of big name waxings with chart potential including the recent No. 1 American hit "It's My Party" by Lesley Gore on Mercury; Ricky Nelson's "String Along" on Brunswick and "Somewhere In The Night" by Brian Hyland on HMV. Bron also has a couple of disks by important British artists—the latest Adam Faith single on Parlophone "Walk-in' Tall" and "Not Responsible" by Helen Shapiro recorded in Nashville and released here on Columbia.

The K.P.M. Publishing Group has the current American hit "The Good Life" penned by French chanter Sacha Distel for the film "Seven Capital Sins" with a waxing by Tony Bennett issued here on CBS. Other versions include Betty Carter (London); Lalo Schiffrin (MGM) and Sergio Franchi (RCA). Another American charter handled by K.P.M. is Steve Allen's instrumental hit "Gravy Waltz" on London. Millicent Martin has waxed a vocal version on Parlophone and it is one of the tracks on Mel Torme's EP, "The Magic Of Mel" released here on the London-American label.

Neil Cameron, Jamaican singer, now living in Italy where he has a recording contract with C.G.D. called at the Cash Box London office during a recent visit to London. One of his biggest disk successes was "Blue Di Roma" (Mandolins) with which he won the 1962 Song Festival of Rome. His latest singles are "Cabina Tutta Blue" (Blue Cabin) and "Addormentami Così" (So Ends My Search For A Dream)—both recorded in English and Italian.

Harry Secombe returns to the West End stage in the title role of "Pickwick," the Leslie Bricusse-Cyril Ornadel musical, and he has recorded two of the title songs for release on Philips. They are "If I Ruled The World" and "I Look Into Your Heart." Teddy Green, who plays 'Sam Weller,' has waxed his show stopper "Talk" for Pye. Other recordings scheduled are an original cast LP on Philips and an orchestral EP by Cyril Ornadel on MGM. Publishers of the score: Delfont Music Co.—Chappell.

Another musical opening last week after a successful two year run in Italy is "Enrico," with a score by Renata Raschal, whose world wide hits include "Arriverderci Roma" and "Romantica." Raschal is also the star of the show for which Julian Moore has written English lyrics. The score, including the two big numbers "The Sound Of Rome" and "Arriverderci Not Adio," is published by Chappells.

Melodisc Records has completed a deal with Telstar Records in South Africa for the exclusive distribution of all Melodisc group labels in that territory.

Making her disk debut on Parlophone with her own composition "I Want A Steady Guy" is Lesley Duncan, contract writer for Francis Day & Hunter, which publishes the number. The flip "Moving Away" is published by Oliver Ward of Pan Music, which concentrates solely on British material. Ward is also acting as the singer's manager and has lined up several TV and radio dates. Lesley Duncan makes her film debut in "What A Crazy World," the Alan Klein musical for which Pan Music has world publishing rights.

Considerable advance orders from Welsh people all over the world preceded the release of Delyse's 12" LP "Gynfa Gann" (Singing Festival) recorded recently at London's Royal Albert Hall. The company's latest pop record "The Whistle Stop" by Derek New (harpichord) is being released in Germany and the Benelux countries on the Columbia label, in South Africa by The Teal Record Company and in Canada by Music Sales Corporation.

Denis Preston and Lionel Stevens, directors of the independent Record Supervision Ltd. are leaving shortly for Italy to finalize contractual negotiations with Francois Minchin, managing director of Voce Del Padrone in Milan.

Mr. Acker Bilk currently in Paris for a series of personal appearances, radio and TV dates. Arrangements were made by Roger Maruani of Festival Records, Bilk's French distributor.

Another Record Supervision artist currently on the continent, Elaine Delmar, in Brussels for a TV show in collaboration with S.A. Gramophone.

Lionel Bart off to Jamaica for a two-week holiday in Montego Bay where he hopes to complete work on the score of his next musical "Maggie May." Bart recently completed writing the lyrics and music for the title song of the film "From Russia With Love"—sequel to the highly successful "Dr. No." Recordings being lined up include disks by big American name artists which will be released to coincide with the film's release later this year. Score is published by United Artists Music Co.

Another British film with music handled by Noel Rogers (Dominion Music) is "The Great Escape" with a vocal disk by one of the stars John Leyton on HMV. A Mitch Miller orchestral version is available on CBS. Other current Dominion titles include "Charms," (recently a hit for Bobby Vee in the States but issued here as the flip to "Bobby Tomorrow") which has now been waxed as the A side by newcomer Johnny Hudson on Decca-Ritz.

Mike Cotton's Jazzmen are to make a documentary film in the Rank 'Look At Life' series for screening in August. On September 1, Mike flies to Sweden for guest appearances playing solo trumpet with Swedish bands.

England's The Outlaws, who have been touring Britain with American artist Jerry Lee Lewis, have been signed by fellow-American Gene Vincent to accompany him on all his future dates. These include a four-week tour of France in October with three days at the Olympia-Paris and a subsequent tour of Sweden.

Manufacturers sales of records in April valued at £1,531,000 were nearly one third higher than in April 1962. Home sales, up by more than a third, continue to increase but export sales took a 6% fall. Production for April was 9% more than a year ago.

Quickies: Special EP release on Fontana Maisie McDaniel and The Hunters "Country Style" . . . Burgess Meredith's version of "Greensleeves" retitled "Home In The Meadow" issued here on Reprise, published by Robbins . . . Soundtrack LP of "Cleopatra" to be issued by EMI on Stateside . . . Robbins Music has publishing rights to Cleopatra score . . . Janie Marden, one time singer with the Cyril Stapleton Show Band, makes her debut on Piccadilly with "Make The Night A Little Longer" . . . Wee Willie Harris returns to Britain after three successful years on the continent to play cabaret dates including season at Astor Club . . . Latest single by John Leyton "I'll Cut Your Tail Off" on HMV . . . "Ice Cream Man" by The Tornados for American release on Decca published by Bourne-Rank . . . Frank Ifield returns to the well known formula which took him to the top with "I Remember You" for his latest single "Confessin'."

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1.	1.	5.	*I Like It	Gerry & The Pacemakers	(Columbia) Dick James
2.	4.	5.	*If You Gotta Make A Fool Of Somebody	Freddie & The Dreamers	(Columbia) Feldman
3.	3.	10.	*From Me To You	The Beatles	(Parlophone) Northern Songs
4.	8.	3.	*Atlantis	The Shadows	(Columbia) Francis Day & Hunter
5.	5.	5.	Take These Chains From My Heart	Ray Charles	(H.M.V.) Acuff Rose
6.	2.	7.	*Do You Want To Know A Secret	Billy J. Kramer	(Parlophone) Northern Songs
7.	10.	7.	Deck Of Cards	Wink Martindale	(London) Campbell Connelly
8.	7.	9.	Scarlett O'Hara	Jet Harris & Tony Meehan	(Decca) Francis Day & Hunter
9.	6.	6.	When Will You Say I Love You	Billy Fury	(Decca) Jack Good
10.	11.	2.	Bo Diddley	Buddy Holly	(Coral) Good Music
11.	9.	8.	Lucky Lips	Cliff Richard	(Columbia) Essex
12.	17.	3.	Falling	Roy Orbison	(London) Acuff Rose
13.	12.	12.	In Dreams	Roy Orbison	(London) Chappell
14.	16.	3.	Forget Him	Bobby Rydell	(Cameo-Parkway) Welbeck
15.	13.	8.	Two Kinds Of Teardrops	Del Shannon	(London) Vicky
16.	15.	11.	Can't Get Used To Losing You	Andy Williams	(CBS) Manor
17.	—	1.	It's My Party	Lesley Gore	(Mercury) A. Schroeder
18.	14.	7.	Young Lovers	Paul & Paula	(Philips) 142 Music
19.	—	1.	Da Doo Ron Ron	The Crystals	(London) Aberbach
20.	19.	12.	Nobody's Darling But Mine	Frank Ifield	(Columbia) Peter Maurice

*Local Copyright.

Great Britain Top Ten LP's

- (1) Please Please Me—The Beatles (Parlophone)
- (2) Summer Holiday — Cliff Richard (Columbia)
- (4) Reminisce—Buddy Holly (Coral)
- (3) It Happened At The World's Fair—Elvis Presley (RCA)
- (5) Billy—Billy Fury (Decca)
- (9) The Shadows Greatest Hits—The Shadows (Columbia)
- (6) West Side Story—Soundtrack (CBS)
- (7) I'll Remember You—Frank Ifield (Columbia)
- (8) Sinatra-Basie — Frank Sinatra, Count Basie (Reprise)
- (10) Hats Off To Del Shannon—Del Shannon (London)

Great Britain Top Ten EP's

- (2) Holiday Carnival — Cliff Richard (Columbia)
- (1) Frank Ifield Hits—Frank Ifield (Columbia)
- (—) Hits From Summer Holiday—Cliff Richard (Columbia)
- (7) Billy Fury & The Tornados — Billy Fury (Decca)
- (5) Just For Fun—Bobby Vee (Liberty)
- (3) Kid Galahad—Elvis Presley (RCA)
- (4) Dance On With The Shadows—The Shadows (Columbia)
- (8) More Frank Ifield Hits—Frank Ifield (Columbia)
- (9) On The Air—The Spotnicks Oriole
- (—) Del Shannon No. 2—Del Shannon (London)

EMI & Philips Up Prices

LONDON—Two major British companies—EMI and Philips—raised the price of their records July 1. Singles will go up from 6/3d. (87¢) to 6/8d. (94¢), and classical LP's from 36/- (\$5.03) to 37/6d. (\$5.25).

EP's on EMI labels, previously selling at 10/1d. (\$1.41), go up to 10/9d. (\$1.50) but the price of Philips EP's remains unchanged at 11/4d. (\$1.58). Both companies have also raised the price of certain low-priced LP's.

The decision, which was not entirely unexpected, has been brought about

by the continued rise in production costs including increased telephone charges, postal charges, rating on office and factory space etc.

Both firms last December, when manufacturers increased the price of singles from 6/7d. to 6/11d., and in January, when a cut in purchase tax from 45% to 25% enabled them to reduce the price to 6/3d., issued a warning that increases might be inevitable in the near future.

Although, at the time of writing, no information has been received from other companies it is understood that similar moves are under discussion.

Oriole To Issue Ariola Classics In England

LONDON—As a result of an exclusive agreement recently signed between Morris Levy, managing director of Oriole Records and R. Engleder of Germany's Ariola label, Oriole will be issuing Ariola disks in the United Kingdom.

The repertoire, which, in the main, will be devoted to classical and neo-classical LP's and EP's, will come out either on Oriole's existing labels with a credit to Ariola or on the Oriole-Euridisc label. First releases are expected in Aug.



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SCANDINAVIA

DENMARK

Werner Hamburger, head of Nordisk Polyphon A/S (NPA) back from the IFPI meeting in Barcelona, Spain. With him at the meeting was lawyer Otto Lassen of Copenhagen.

Bent Fabricius-Ejner, also known as Bent Fabric, head of Metronome, off for holiday in Spain.

Metronome, Copenhagen, has issued the album "Ballet Etudes"/"The Music of Komeda," presenting the Polish jazz musician Krzystof Komeda, who is the composer of all the songs on the record.

Sid Colman, head of EMI publishing organization Ardmore & Beechwood in Copenhagen for biz talks.

FINLAND

Swedish group The Spotnicks doing very well in Finland now, this week in the second spot on the charts with their Karusell recording of "Johnny Guitar." Local Finnish guitar groups of the type The Shadows are more and more occupying the charts with their "modernizations" of, usually, old Finnish folk-tunes. Such new groups on the charts at the moment include The Sounds on Fontana with two records, The Scaffolds on HMV and The Destroyers on the new label Saphir.

Just back from the IFPI meeting in Barcelona, Spain, is Roger Lindberg, head of Musiikki-Fazer and lawyer Klaus Laugus.

UNO local representatives presented Los Paraguayos with a Gold Disk for the sale of one million copies of "All Star Festival." The event took place at a party at Hotel Marski in Helsinki.

Osmo Ruuskanen of Musiikki-Fazer tells Cash Box that Finnish guitarist Heikki Laurila on Decca is doing very well also on the international market. His latest recording includes "Cavaquinho" and "Domino Bossa Nova." Laurila guitar records will be released in the United States, Ruuskanen reports.

NORWAY

Just entering the Norwegian charts is "Do You Want To Know A Secret" with Billy J. Kramer and The Dakotas on Parlophone. With this record on the charts, Iverson & Frogh A/S, local distributor of EMI, has four of the ten records on Norway's charts this week. Two more EMI products, "From Me To You" with The Beatles on Parlophone and "Atlantis" with The Shadows on Columbia is coming up very strong and might be among the best sellers in near future.

Only Norwegian delegate at the recent IFPI meeting at Barcelona, Spain, was Eilif Meyer of the record dept. at A/S Nera, the RCA distributor in Norway.

John Johanson, a&r man at A/S Nera, will be honored with a party on July 1, after 25 years in record biz. Throughout the years, he has been responsible for many of the top sellers on the Norwegian charts.

Cue Records, new Norwegian label, handled by Norsk Phonogram A/S (distribution) for bandleader and composer Sigurd Jansen (producer and owner of the label), has debuted on the market with the first releases.

New teenage group, The Sunbeams, has made its record debut on Manu with "Schlafe Mein Prinzhen."

SWEDEN

Only Swedish delegate at the IFPI meeting in Barcelona, Spain, was Anders Holmstedt, head of Skandinaviska Grammophon AB (EMI in Sweden).

EMI (HMV) artist John Leyton to Sweden for a tour starting in Norrköping July 5 and ending at Kornsjöstrand July 13.

Gehrmans has re-issued the Belgian composition "La Petite Valse" by Joe Heyne, an alltime bestseller on sheet music in Sweden, now close to 50,000 copies sold. Other sheet music from Gehrmans includes "Puff—The Magic Dragon" (Puff—En pappersdrake) with Swedish lyrics by Gert Ek, "What A Guy" (Vilken blick) and "Little Band Of Gold" (Ett gyllene band på din hand) both with Swedish lyrics by S'Slim, "Hit Record" (En guldplatta) with Swedish lyrics by Beppe Wolgers and "Pipeline."

Helge Roundquist, head of Cupol, was appointed Knight of the Vasa Order on Sweden's Constitution (Flag) Day, June 6. He told Cash Box he is very happy about the success of the Nashville label, which is becoming an international success. So far, the label is handled by AEG in Denmark and A/S Nera in Norway, and negotiations are going on with several countries in Europe and other parts of the world.

There is some confusion around the song "Amapola," now high on the Swedish charts. Reuter & Reuter has been listed as the Swedish publisher, which it was once when the song last appeared on the charts several years ago. However, Reuter is no longer the publisher, but it has been importing and selling copies of the original (American) sheet music editions. The present top selling recording with The Spotnicks on Karusell is in the English language.

Denmark's Best Sellers

- | | | | |
|-----|----|-----|--|
| 1. | 1. | 5. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB |
| 2. | 3. | 6. | Say Wonderful Things (Ronnie Carroll/Philips) Imudico A/S |
| 3. | 2. | 7. | Blame It On The Bossa Nova (Eydie Gorme/CBS) No Publisher |
| 4. | 5. | 11. | From A Jack To A King (Ned Miller/Karusell) Palace Music |
| 5. | 4. | 14. | Hey Paula (Paul & Paula/Philips) Multitone A/S |
| 6. | 6. | 6. | Sag Mir Wo Die Blumen Sind (Where Have All The Flowers Gone) (Marlene Dietrich/HMV) Mörks Musikforlag |
| 7. | — | 1. | How Do You Do It (Gerry & The Pacemakers/Columbia) Multitone A/S |
| 8. | 8. | 10. | Pepino—Den Italienske Mus (Pepino—The Italian Mouse) (Raquel Rastenni/Sonet) Stockholms Musikproduktion |
| 9. | 7. | 11. | Tell Him (Billie Davis/Decca) Robert Mellin (Scandinavia) AB |
| 10. | 9. | 12. | Han Skal I Glas Og Ramme (Skip To My Lou) (Grethe Klitgaard/Tono) (Nat "King" Cole/Capitol) Sweden Music |



MEXICO

Venus Rey, head of the Mexican Musicians Union, has asked for, among other things, an increase of almost a hundred percent in the salaries of musicians, and unless this increase is met, there will be labor strikes. Rey is also asking for recognition of mariachis players as musicians at the same rate of pay. 90% of the mariachis players don't read or write music.

In view of the union's demands, it is felt that Mexico could lose the business of foreign labels which make their records in Mexico. They could move on to Brazil, where musicians' salaries are less. Each label in Mexico also pays 10¢ (American money) for each pressed to the Society of Authors & Composers.

Alejandro Siegrist, general manager of Orfeon Records and Pacó de la Barre-ra, A&R of the same label, resigned their jobs. This happened after popular artists of the same label César Costa, María Eugenia Rubio, Gamboa Ceballos, Lucha Moreno, Jose Juan and Ricardo Rocca did the same. We don't know yet the future plans of Rogerio Azcárraga, owner of Orfeon Records. The only thing we know right now is that he signed contracts with rock and roll group Los Hooligans and Al Suarez, who used to be exclusive of the CBS label.

Young actress Patricia Conde made her first appearance on records on the Musart label with the songs "No Me Sigas" (Don't Follow Me) and "Quien Me Quiere" (Who Loves Me), with the Jorge Ortega orchestra. From the same label, we received a record made by the voice of Alberto Vázquez, who sings the songs "Uno Para Todos" (Uno Per Tutti) and "Mi Chica Ideal" (My Kind Of Girl). The orchestra is conducted by Jose Sabre Marroquin.

Laura Olivia, of the vocal trio Los Impala, left the group, and may become a soloist or get married. Anyhow, Los Impala have found another voice.

Chico O'Farrell, the best arranger we have in modern music, released at CBS his personal versions of "Maria" and "Exodus." Chico continues with Andy Russell on his TV show "Musical Kraft."

Los Globos night club is presenting now a new show which includes the performances of Marco Antonio Muñoz, Los Polivoces and Monna Bell. There is a rumor that Monna Bell will leave Gamma to sign a contract with another label.

We announced some weeks ago the separation of singer Sonia López with the tropical combo La Sonora Santanera. Now we have heard the new recordings made by Sonia as soloist: "Pensar Mal" (Think Bad) and "Que Dulce Soy" (How Sweet Am I) and also the recording made by the Sonora Santanera with its male singers Silvestre Mercado and Juan Bustos on the songs "Para Que Seas Feliz" (So You Will Be Happy) and "El Foot-Ball." In the past year, Sonia and La Sonora Santanera used to be one of the best sellers in México.

American singer Deane Reed debuted on the Pedro Vargas TV show in company of actress and singer Elvira Quinta.

On July 4, we are expecting the arrival of Marlene Dietrich, who will perform for ten days at the Terrazza Cassino.

A big shock for the Mexican people on the death of Pedro Armendáriz, who was considered one of the three biggest Mexican idols we have had in the last twenty years. The other two were Jorge Negrete and Pedro Infante, both also dead.

And talking about sad things, we inform you that the father of young Mexican singer Dyno, died.

Gamboa Ceballos made his first recordings at RCA, including with his new orchestra, special arrangements in danzón rhythm of the top hit "Llegó Borracho El Borracho" and "Mi Lindo Yucatán."

Mexico's Best Sellers

1. Llegó Borracho El Borracho—Jose Alfredo Jiménez (RCA). Lalo Gonzalez "Piporro" (Musart). Charro Avitia (Orfeon). Kay Perez (Orfeon). Gamboa Ceballos (RCA). (EMMI).
2. De Mil Maneras—Sonora Santanera (CBS). (EMMI).
3. Celos De Ti (Jealous Of You)—Enrique Guzmán (CBS).
4. Al Di La (Mas Allá)—Emilio Pericoli (Warner Bros.). Luis Arcaraz (Musart). Marco Antonio Muñoz (RCA). Lucho Gatica (Musart). (EMMI).
5. El Del Traje Negro—Olimpo Cárdenas (Orfeon).
6. Media Vuelta—Javier Solís (CBS). Marco Antonio Muñoz (RCA).
7. Cosas (Things)—Oscar Madrigal (Gamma). (Adaris-Music).
8. El Indio Artista—Acerina (Orfeon).
9. Camina Derechito (Walk Right In)—Oscar Madrigal (Gamma). Hnas. Jiménez (Dimsa). Los Locos del Ritmo (CBS). (PHAM).
10. Lolita—Nelson Riddle (Capitol). Luis Bravo (Velvet).

Finland's Best Sellers

1. *Emma (The Sounds/Fontana) Musiikki-Fazer
2. Johnny Guitar (The Spotnicks/Karusell) Musiikki-Fazer
3. Tango d'Amore (Eino Grön/Scandia) Scandia-Musiikki Oy
4. Crying The Wind (Paul Anka/RCA) Spanka Music
5. Hey Paula (Paul & Paula/Philips) Musiikki-Fazer
6. *Tullalla Twist (The Scaffolds/HMV) Oy R E Westerlund Ab
7. Tango d'Amore (Rocco Granata/Sonet) Scandia-Musiikki Oy
8. *Satumaa (Reijo Taipale/Scandia) Scandia-Musiikki Oy
9. *Kulkuri (The Sounds/Fontana) Musiikki-Fazer
10. *Rullaati Twist (The Destroyers/Saphir) Finndisc Oy

Sweden's Best Sellers

- | | | | |
|-----|-----|----|---|
| 1. | 1. | 3. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB |
| 2. | 7. | 9. | Amapola (The Spotnicks/Karusell) No Publisher |
| 3. | 2. | 3. | Sandy (Dion/Stationside) No Publisher |
| 4. | 5. | 8. | How Do You Do It (Gerry & The Pacemakers/Columbia) Sonora Musikforlags AB |
| 5. | 4. | 3. | I Will Follow Him (Little Peggy March/RCA Victor) No Publisher |
| 6. | 6. | 8. | Cupboard Love (John Leyton/HMV) Musikforlaget Essex |
| 7. | 3. | 3. | In Dreams (Roy Orbison/London) No Publisher |
| 8. | 8. | 2. | From Me To You (The Beatles/Parlophone) Sonora Musikforlags AB |
| 9. | — | 8. | Foot Tapper (The Shadows/Columbia) Gehrmans |
| 10. | 10. | 6. | Rhythm Of The Rain (The Cascades/Warner Bros.) Thore Ehrling Musik AB |



FRANCE

Let's start this weeks column off by announcing some good news: Petula Clark has given birth to a girl, Catherine. Father Claude Wolf is also in good health and President Cabat is in a very happy mood, but will certainly be happier when Petula starts her recording sessions again. Whilst waiting for the session, Francoise Hardy's success is being confirmed in Italy. She has just finished a grooving in that language and she has canned "C'est L'Amour Auquel Je Pense" and "Comme Tant D'Autres." But she has also recorded in French a tune called "On Dit De Lui," which is a French inking of the American hit "It's Gonna Take Me Sometime" and an original composition, "Saurai-je." Bets are on that the latter is destined to be a hit.

High Society news: Eddie Barclay gave an evening party in the Bois de Boulogne the other night called the Petanque Evéning (Just like our bowling green game but without the green, and iron balls instead of the ebony ones.) It was a very successful evening but it's up to you find out the relation between the Petanque and records.

We omitted to mention that as soon as her film "Chateau en Suede" is completed Francoise Hardy will leave on a French singing tour. This is scheduled round about June 15th.

Just been informed that Alice Dona seems to be very much appreciated by the teenagers and is obtaining a nice success with her rendering of "J'ai Seize Ans" (I'm sixteen years old.) And while we are on the subject of this young generation let's say that with the Bel Air record company people are talking about a new discovery by Leo Missir, Dominique Grange, who has just supplied us with an excellent grooving of "Je Ne Suis Plus Ton Copain," (I'm no longer your pal) and "Pardonne Moi" (Pardon Me). The label also announces another event in the form of a new E.P. by Leny Escudero just out on the French market. In our opinion the best title seems to be "Tu Te Reconnaîtrais." Mogul Boujnah is of the same opinion which surprises us a little.

On the Barclay label Harold Nicholas has just canned "Tant Pis Pour Moi." Also we find Eddie Barclay and his orchestra with Charles Aznavour's tunes such as "For Me Formidable" and "Trop Tard." Tony Murena has taken over the songs of Marguerite Monot from "Mon Legionnaire" to "La Goulante Du Pauvre Jean." This was the French road song from 1935 to 1955. Still with Barclay, Rachel has given us "Les Amants Blesses" and "Le Mal Du Pays." A novelty by Dalida is out entitled "Chez Moi." And in the jazz series is Stan Getz with "O Pato." We find at last Jean Rafael in a tempo that he excels (tango) and he brings out a LP of all the standard Tango's such as "Adios Pampa Mia," "Après Toi Je n'Aurais Plus D'Amour," etc.

Let's switch over to Pathe. Firstly, a new disk of F. Revaux, "Quand Revient L'été," the French tag of "Summer Holiday" and "Oui Les Filles." We find Cora Vaucaire with "Il Pleut Sur Venise" and "La Chanson De Ma Mere." Last but not least Maurice Chevalier with his famous "Ma Pomme," "Il Pleurait" and "Mimile." All of these successes remind us of our younger days.

In the American vein The Shirelles give us "Foolish Little Girls" and "Everybody Loves A Lover." Let's take a trip to Philips to mention two disks and two youngsters. Vic Laurens with "Vivre Avec Toi" and Max Riviere "La Madrugue." Also the original musical sound track from the film "Striptease." We must point out that the musical score is composed by Serge Gainsbourg. Still with Philips, a new group Les Gams with a strong tune, "Il A Le Truc," which is the adaptation of "He's Got The Power." The accordionist Luis Ferrari has given us a series of paso dobles, "Calle De Amor" and "Solera Espagnola." Speaking about Sheila, who has perhaps a little less success with her new songs—we must mention that she is under contract with J. Ple and Carrere, who are in charge of her career and who negotiated the tape with Philips. This is the first example of a happy independent production. While writing about A&R men let's mention that Jacques Seignette who has quit Polydor and returned to the Riviera, where he will no doubt be occupied with radio the same time his wife Liliane has left Editions Barclay, where she was in charge of publicity and public relations. She has been replaced by Jacqueline Aventin on the Barclay staff.

Barclay have kept up to their promise and have just released on the French market a single destined for the dee jays by Evy, the new Eddie Barclay discovery chanting "Pourquoi Choisir" and "Le Temps A Passé."

France's Best Sellers

1. L'école Est Finie: Carrère Salvat. Recorded by Sheila. Publishing firm: Breton.
2. Tendres Années: Edouards Bernet. Recorded by Johnny Hallyday. Publishing firm: Tulsa.
3. C'est A L'Amour Auquel Je Pense: Françoise Hardy. Recorded by Françoise Hardy. Publishing firm: Alpha.
4. Dis Lui: Carrère Salvat Russel. Recorded by Claude François. Publishing firm: Mellin.
5. Elle Est Finie (La Belle Histoire): Clark Aber. Recorded by Petula Clark. Publishing firm: Vogue International.

3 Little Girls



PARIS—Three of France's top-selling singing beauties (left to right) Rosy Armen, Petula Clark and Françoise Hardy are making significant international names for themselves. Petula Clark is a top star all over the continent with hits in English, French and German. Françoise Hardy is the best-selling lark in France and Rosy Armen has many click recordings out in different languages. All three girls cut for Vogue in Paris.



AUSTRALIA

A recent visitor to this country was Jerry Thomas, international sales director of Liberty Records. Jerry spent a great deal of his time with the EMI people who handle the Liberty label in Australia; he also visited many dealers and radio stations in major areas.

William Smith, managing director of Australian Record Company, is now on an extended overseas tour which will keep him away for about six weeks. During the trip, Smith will visit Columbia Records' headquarters in New York and will attend the Columbia national sales convention being held at the Americano Hotel in Puerto Rico.

Leeds Music jumpin' in a big way with a group of potent hits that are getting plenty of action. Among them are "How Do You Do It"; "On Broadway" (which has been a real sleeper); "Put 'Em Down" (Col Joye); "My Heart Said Bossa Nova"; "I Will Follow Him"; "He's Got The Power"; "The Rev. Mr. Black"; "This Little Girl"; "I Like It"; "Count On Me" along with many others.

In this day and age of more and more radio stations moving onto the Top 40 format (2UW in Sydney is the latest) it is unusual to find a station introducing a blues program but this is exactly what has happened at 3KZ with its Sunday morning session "Blues Incorporated," which is billed as "Australia's First And Only Blues Radio Show." The program will be hosted by Brian de Courcy, who also comperes several teenage dances around Melbourne.

His many friends and associates around the world will be disturbed to learn that Norman Whiteley, boss of the Belinda group of publishers, is away from the office because of illness.

John Emmerson, professional manager of Allan's Music, advises that Allan's will be publishing the Academy Award winning tune "Days Of Wine And Roses" within the next week or so. Many records of the song have been released now and the versions most likely to succeed are those by Henry Mancini and Andy Williams. D. Davis & Co., a member of the Allan group, have printed the sheet of "Move Baby, Move," which is the hot side of the new single release by Johnny O'Keefe.

W & G Records was quick to jump on the "Hootenanny" wagon—it has already issued an album entitled "Australia's First Hootenanny," which features a variety of artists in the folk and C&W field.

EMI has released (on the Capitol label) a Frank Sinatra set of three 12" LP's under the title of "The Great Years." This package could do well in the sales department although it comes at a time when the market is loaded with Sinatra albums.

On the eve of his departure for America, William Smith of Australian Record Company announced the opening of a company distribution branch in the State of South Australia with its headquarters in Adelaide. Peter O'Loughlin—who has been with ARC now for ten years—has been appointed South Australian manager. Peter was promoted from the position of sales rep for ARC in New South Wales.

The initial release of Roulette material (now released here through Australian Record Company) consists of five singles: "Two Faces Have I" by Lou Christie; "Hot Pastrami With Mashed Potatoes" by Joey Dee; "Easier Said Than Done"—The Essex; "Soulville" by Dinah Washington and "El Watusi" from Ray Barretto.

Sam Fletcher is now making his second visit to Australia and is appearing at one of Sydney's leading clubs.

Australia's Best Sellers

1. How Do You Do It (Jerry & The Pacemakers—HMV) Leeds Music
 2. Tamouré (Bill Justis—Philips)
 3. I Love You Because (Al Martino—Capitol) Acuff-Rose
 4. It's My Party (Lesley Gore—Philips) Aaron Schroeder
 5. *Proud Of You (Jay Justin—HMV) Castle Music
 6. If You Wanna Be Happy (Jimmy Soul—HMV) Castle Music
 7. *Jezebel (Rob E. G.—Festival) Aberbach/Connelly
 8. Summer Holiday (Cliff Richard—Columbia) Allans Music
 9. He's Got The Power (The Exciters—U/A) Tu-Con Music
 10. I Will Follow Him (Little Peggy March—RCA) Leeds Music
- *Locally Produced Records.

Norway's Best Sellers

- | | | |
|-----|----|--|
| 1. | 1. | 5. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB |
| 2. | 2. | 3. *De Tusen Sjøars Land (Ray Adams/Manu) Musikk-Huset A/S |
| 3. | 4. | 9. Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB |
| 4. | 3. | 13. From A Jack To A King (Ned Miller/Karusell) Palace Music |
| 5. | 5. | 9. Blame It On The Bossa Nova (Eydie Gorme/CBS) No Publisher |
| 6. | 7. | 5. Nobody's Darling But Mine (Frank Ifield/Columbia) Southern Music AB |
| 7. | — | 1. Do You Want To Know A Secret (Billy J. Kramer & The Dakotas/Parlophone) |
| 8. | 6. | 16. A Summer Holiday (Cliff Richard/Columbia) Musikk-Huset A/S |
| 9. | 9. | 10. *Singel Og Sand (Olkabilamo/Philips) Edition Lyche |
| 10. | 8. | 15. Hey Paula (Paul & Paula/Philips) Edition Lyche |

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BELGIUM

A major event for all Belgian singers in particular, and for singers of light music with international fame in general, took place in Brussels a few days ago. What we refer to is the launching of the production company Ciné TV Tecnic, which will produce show films, offering ample opportunities to Belgian artists. Other kinds of production are planned, similar to the widely appreciated "Dick Powell Show." These will be made available to TV stations all over the world. The launching of this company, which is considered as quite important and is without precedent in our country—as probably in many other countries as well—is the result of a close cooperation between Staf Knop, a journalist on an important Flemish newspaper, and R. Devaux, a professional photographer. While the former has written several successful plays, the latter is well known in show circles as the regular photographer of the Martini Terrace in Brussels, where every artist has at least once been the guest during a reception. Knop will act as the artistic director, whose main task will consist in seeking out talent, writing the scripts and looking after the realization. One of the initial activities of the new company he told Cash Box, will be the production of shows in the Far and Middle East. A first star-studded show is planned in Beyrouth, in the Lebanon, with the participation of several famous artists. We are looking forward to the results which the new company will achieve. It will provide singers with an opportunity to gain international acclaim and could in show business make quite a name for itself. Its address is: Ciné TV Tecnic, Département Ciné de la S.A.R., Devaux, 35 rue de Lausanne, Brussels 6.

Waldo de los Rios, the world famous arranger for the CBS label, in Argentina has met Belgian musicians in the recording studio of Decca. Present was also Alberto Cortez, who was there to cut four songs for the label show of Jules Nijs. Accompanying Waldo was a new Argentine star of light music, Tommy, with his real name Alberto Manuel Carbia. His parents reside in Argentina. De los Rios was really delighted about the playing of the Belgian musicians, especially when accompanying a singer recording a tune. They are top-notch, he stated. Mr. Palmans, recording manager for SA Fonior, better known among artists as the Decca studio, gave Waldo some details about technical finds by the Belgian record industry.

Waldo travels with his parents and you no doubt know that his mother Martha de los Rios has been something like a South American Edith Piaf. His father also played in Belgium. After spending a brief holiday in Belgium Waldo returned to Spain, where he has been in residence for some time in Madrid. There he is composing the music for a movie in which Alberto Cortez will appear. Its title is "Scale In Stereo" and it is a sequel to the movie picture "Scale In Hi-Fi." Afterwards, Waldo will be concerned with the organization of the artistic activity in France for the CBS label. He was called to Europe by the famous Mr. de Rougemont especially for this task.

We received a postcard from the guitar quartet The Jokers, now appearing in Spain. Before moving south they worked a few weeks at Mannheim, in Western Germany. This means a well earned breakthrough for guitar players, who can hold their own with most foreign groups, with a much more high sounding name than the Jokers. Good luck, fellows.

Also some greetings from Marino Marini and his orchestra, but they were in the Polish town Sopot.

The latest record of the Globe Records contains "Hawaiianer Tango" with "Wenn Ich Bin" and both songs are presented by a promising singer, Rico Marino. Werner Ruys, of Globe Records (managed by A. Van Hoogten from Ronnex) told Cash Box that a new record of Ricky Morvan and The Fens is soon to make its appearance.

The major news from the music publishing house Herman Brauer is that the song "Bachelor Boy," which Cliff Richard raised to the top of several hit parades in Europe, has now been translated in French "Moi Je Voudrais Bien Me Marier" (Me, I Would Like To Get Married) and has become the hit of the French "chouchou" of the light song: Claude François. More versions of best sellers are "Quand Revient l'Été" sung by Dalida ("Summer Holiday" originally); "T'as Seize Ans" by Johnny Halliday (on Philips), which was "You're Sixteen." The song "Claudia" rendered by Louis Neefs from "Moonglow," and which is the Flemish version of the San Remo hit "Une Per Tutte," is moving to the top in the Flemish hit parade. The success song "Tell Him" has come out with Editions R. Mellin in its French version "Dis Lui" by Claude François (Philips) and now stands among the three top tunes on the national hit parade in France.

Mr. Garin of S.A. Gramophone told Cash Box that the top record of Adamo, "Sans-toi Mamie," rang up the same sales in May as in April, which was really "Adamo-month" with Gramophone! In the meantime, a new single by Adamo has appeared on the market, "N'est-ce Pas Merveilleux" (Isn't It Wonderful). The same firm is now launching a new teenage singer, Christian. His first single is soon to be marketed by Columbia. Jean Silly, brother of Gilbert Bécaud (His Masters Voice), visited Knokke and Spa to discuss the appearance of Bécaud during the summer months.

It will certainly interest our readers to learn something about the activity of the artists during the summer in the Belgian seaside resorts. Here is a complete list of their appearances with the resort. Starting with the Ostend Kur-saal: Saturday, June 29: Bel Canto Gala with soloists from the Scala of Milan; Saturday, July 6: Musik Kennt Keine Grenzen (Music Knows No Borders), with the Kurt Edelhagen orchestra and artists such as Sacha Distel, Gerda Scheirer, The Springfields, Duo Ofarim, Johnny Teupen and a few Flemish artists among them Lize Marke ("Luister Naar De Wind"). Thursday, July 13: North Sea Song Evening with Flemish choirs and soloists; Tuesday July 16, teenager evening with among others, Heidi Brühl, Will Tura, Les Croque-morts, Ray Anthony, The Cousins and Harold Nicholas; Friday July 19: Casino Concert: G. Ciffra; Sunday, July 21: Swedish evening with R. Björling, G. Tornshaven, G. Sternberg, A. Vincenzio and H. Tooming; Saturday, July 27: Closing gala with R. Crespin. In the Casino of Knokke: Wednesday, July 10: Dutch amusement evening with the Metropole orchestra of Dolf Van der Linden; Saturday July 13, World Week of Radio in cooperation with the European Radio Union with Georges Ulmer, Hildegard Knef, Womer Beltrami and The Shepherd Singers; Saturday, July 20: European Cup for Song vocalists with the Ensemble Albimoor and Paul Baud orchestra and the amusement orchestra of Francis Bay. This contest goes on till Thursday, July 25.

Finally in the Casino of Blankenberge: Sunday July 7, Jazz panorama; Jazz orchestra of Henri Segers with Chet Baker, René Thomas and Jack Pelzer; Sunday, July 14: "Charme De La Chanson" (Charm Of The Song) with The Clouds, The 4 Oscars and with the artists Juliette Greco, Ronnie Potsdammer, Sacha Denisant, Paul Louka and Hugo Raspoet.

Jeff Kruger of Ember Records and Florida Music made the first stop of a

The Best in Benelux Bens

Belgium's Best Sellers

FLEMISH

1. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
2. Kiss Me Quick (Elvis Presley/R.C.A./Belinda Music)
3. Sans-toi Mamie (Adamo/Pathé/Rudo-Jemappes)
4. Lucky Lips (Cliff Richard/Columbia/Belinda Music)
5. From A Jack To A King (Ned Miller/Ronnex/Bens)
6. Danseuse (The Cousins/Palette-G. & J. Ingmann/Metronome and HMV/Bens Music)
7. Johnny Guitar (The Spotnicks/Discostar/Bens)
8. Waar En Wanneer (Bob Benny/Polydor/Ideal) Geef Mij Nog Een Kans (Marva/Vogue)
9. You Can't Sit Down (The Dovells/Parkway) De Witte Muis (Eddy Roos/Olympia/Fonogram)
10. Buona Notte Bambino (Rocco Granta/Angelo Biondi/Moonglow/Granata-Class Music)

WALLOON

1. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
2. Elle Est Finie (Petula Clark/Vogue)
3. Sans-toi Mamie (Adamo/Pathé/Rudo-Jemappes)
4. Quand (Robert Cogoi/Philips/World Music)
5. l'Ecole Est Finie (Sheila/Philips/Breton)
6. Lucky Lips (Cliff Richard/Columbia/Belinda Music)
7. Danseuse (several versions/Bens)
8. Buona Notte Bambino (Rocco Granta/Angelo Biondi/Moonglow/Granata-Class Music)
9. Je Me Sens Très Seul (Robert Cogoi/Philips/World Music)
10. Johnny Guitar (The Spotnicks/Discostar/Bens)

European tour in Brussels to discuss important projects with Peter Plum and also say hello to his Belgian distributor Mr. Goldschmidt of Anvers Radio.

Peter Plum publications and Belgian composer Jean Evans are particularly happy about a bright new recording of their original title "Welkom Thuis": the song had already been recorded in the States by Louis Prima and Sammy Kaye and in England by Petula Clark as "Welcome Home"; now famous singing star Bibi Johns accompanied by the orchestra of Kurt Edelhagen just made a smash record of it under the title "Komm Gut Heim" with German lyrics by the well known Camillo Felgen. This record will be distributed by Polydor.

P.P.P. has the right of the sub-publishing of "Shake A Hand" one of the number of the American Top 100 by Jackie Wilson and Linda Hopkins (Brunswick) and even of "School Is True" by Paul and Paula on the Philips label.

We were told by J. J. Junne, managing director of Schott Frères which distributes among many other jazz and classical labels, the world known jazz label Blue Note, that the company just released four LP's. Titles are "Let Freedom Ring" (Jackie McLean); "The Latin Bit" (Grant Green); "Midnight Blue" (Kenny Burrell) and finally "Up And Down" (Horace Parlan). We predict that the Blue Note single with "Back At The Chicken Shack, Part I and II" by Jimmy Smith, has a very, very good chance to have a long life on the Belgian best sellers of jazz. Worth mentioning are four singles which are tracks out of LP's, as there are: "New Sound On The Organ" by Jimmy Smith and the other side "Summertime," by Jimmy and Lou Donaldson; a fine 45 by Ike Quebec, "Llore Tu Despedida" with "Loie"; a Dodo Greene record featuring "Lonesome Road" and "There Must Be A Way," both numbers accompanied by The Ike Quebec Quintet and finally "Chittlins Con Carne, Part 1 and 2," by Kenny Burrell.

Georges Martens, executive manager of Sobedi SA told Cash Box the Flemish song "De Witte Muis" by Eddy Roos is surely the number one of the Sobedi house and he is right because most of the Flemish owners of record shops told us that "De Witte Muis" is one of the Flemish best sellers. The hit is on the Olympia label. Another Olympia record is sung by Jean-Marc Bertrand with "Pardon Mon Dieu" and "Encore Un Jour." The songster is a talented young man and we predict a fine career for him. Sobedi made a record in addition to the "Tour De France," the most popular of the European Bicycle races to be held in France. Sides are "Le Coureur" and "Entrer Sans Sonner" by Emile Lamber of Liège. (Olympia). Finally, Sobedi has a good instrumental version of "Rhythm Of The Rain" by Rubito Dallas.

Belinda Music has the rights, so reported, Edgard Plumart, of this edition house, of the following fifteen hits of the American Top 100 chart: "Da Doo Ron Ron" (The Crystals); "Hello Stranger" (Barbara Lewis); "18 Yellow Roses" (Bobby Darin); "Birdland" (Chubby Checker); "Come And Get These Memories" (Martha and The Vandellas); "Wildwood Days" (Bobby Rydell and The Dovells); "If You Need Me" (Solomon Burke); "Pride And Joy" (Marvin Gaye); "I'm Movin' On" (Matt Lucas); "Your Old Standby (Mary Wells); "Without Love" (Ray Charles); "Hopless" (Andy Williams); "Goodnight My Love" (The Fleetwoods); "Fingertips" (Little Stevie Wonder) and "No One" (Ray Charles).

On The Belgian Front



BRUSSELS—Waldo de los Rios, the Argentine arranger for the CBS label, who is currently composing the music for the film, "Scale In Stereo," recently stopped off in Brussels to visit another Argentinian, songster Alberto Cortez. The above pic was taken in the Fonior studios where Alberto Manuel Carbia cut four songs for Show Records. Standing (left to right) are Carbia, Cortez, Jules Nijs, managing director of the Show label, and Waldo de los Rios.



HOLLAND

Phonogram-director Theo van der Meer, being promoted, returns to Philips-company in Eindhoven. His successor will be Mr. Hasselinghuis (55), who will start his directorship July 1.

Bovema's Capitol-label rush released the "Sukiyaki" hit in a special cover. The label expects to have a bestseller in its hands on the Dutch record market. Special plans are in the can to present Capitol's quick rising phenomenon Dick Dale on Dutch TV. "This will be a wonderful feature for 'Misirlou,'" says Bovema's Capitol-label manager.

First sales of His Master's Voice-Angel-series in Holland proved to be a great success. Bovema's sales department told Cash Box that especially the "Cavalleria Rusticana" project enjoys high ratings in the Dutch music press. New sounds from Bovema-Gramophonehouse's own studio last week are coming from The Hurricane Strings ("Orbit" and "Spaceflight"), Herman Emmink, Rita Corita, Anja Godé and the children's choir "Klokje Klinkt."

Gitte, Denmark's vocal-teenager star, hit the stands by winning the Baden-Baden Schlager Festspiele 1963 with her c & w-song "Ich Will 'Nen Cowboy Als Mann." Bovema's Columbia-label rushed out the original version of Gitte's new take-off.

Bovema's Gramophonehouse has now started the first single-releases of its newly achieved Atlantic-label, featuring current hits by Barbara Lewis, Solomon Burke and The Drifters.

According to Otto Glastra van Loon, classical adviser of L.C. Phonogram, one of the best selling classical series in Holland is the "Klassieke Discotheek" collection: 10 inch LP's on the Philips-label, in mono and stereo versions. Although the price is not based on a popular scale, every item has proven to be a great commercial success thanks to such basic principles as well-chosen repertoire, performances of the highest possible standards, finest technical quality and tasteful covers. A tendency to feature more all-Dutch performances in this series was noticeable during this year's releases, the latest being a new recording of Schubert's "Trout" Quintet, played by The Amsterdam Quintet, being George van Renesse, piano; Nap de Klijn, violin; Paul Godwin, viola; Carel van Leeuwen Boomkamp, violoncello and Lion Groen, double bass.

The French recording "Jazz Sebastian Bach" by The Swingle Singers on the Philips label is growing out to a regular LP-hit in Holland, after some enthusiastic radio-plugging. The Swingle Group vocalizes instrumental pieces by J. S. Bach from "The Art of Fugue," "The Well-Tempered Clavier," etc. without altering, adding or leaving out a single note, put on a swinging rhythm played by bass and drums. The Philips LP has been released here both in mono and stereo.

Two very popular Dutch melodies, the waltzes "Tulips from Amsterdam" and "Where Those Wind-Mills Are" (Daar waar die molens staan), were recorded by the famous street-organ De Arabier on a Philips single. Although the summer season with its ten-thousands of American visitors to Holland has not even reached a peak, it was reported that the very popular Arabier-recordings with Dutch melodies are running up to very satisfactory sales.

Gerry Mulligan's contract with Philips of last year has resulted into one of his finest albums ever: "Spring is Sprung," recorded with the Quartet in December, 1962. Bob Brookmeyer, valve-trombone and piano, Bill Crow, bass and Gus Johnson Jr. at the drums are Gerry's partners. Mulligan plays the piano himself on the title-number. The album was taken here in own Philips-production, with a color-pic of the Mulligan Quartet when it played a concert in Holland. The liner, however, is the same as the American LP, namely written by Willis Conover.

Johnny Spalding of the British Screen Gems-group spent a week-end in Amsterdam in order to discuss with Wim van Vught of Editions Altona (sole-agent of the same catalogue), certain collaborations and mutual plugs. Current Titles "One Fine Day" and "Surf City" are recorded by the famous vocal-group The Fouryos, also in English version and this could be interesting for the British market as well. Hit-parade-title "Charms" was already recorded by Rob De Nijs in English version.

Just before the summer-season comes and the record producers are going to enjoy their well-earned holidays, Editions Altona reports the hot news of having under control both "Sukiyaki" as well as the number one hit from Germany, "Barcarole In Der Nacht." All record-firms are going to produce these titles in a hurry in order to cover the summer season. Each title will get at least three local-covers, which is still an exception in this country. On "Sukiyaki" there is more news to tell. Through Editions Bens of Brussels, which has the European rights on this title, Altona got the possibility to make English and German lyrics. The English version was made by Marcel Stellman and cabled to Amsterdam. Famous Blue Diamonds were waiting in the studios in order to record these versions overnight. These recordings will be rushed on the German and British markets.

Holland's Best Sellers

This Week	Last Week	
1.	(1)	Buona Notte Bambino (Rocco Granata/CNR, Angelo Biondi/Artone) (Uitgeverij J. Portengen/Haarlem).
2.	(2)	Lucky Lips (Cliff Richard/Columbia) (Belinda/Amsterdam).
3.	(4)	Ritme Van De Regen (Rhythm Of The Rain)/Voor Sonja Doe Ik Alles (Rob De Nijs/Philips) (Chappell/Amsterdam).
4.	(3)	Blume Von Tahiti (Gert Timmerman/Telefunken) (Holland Music/Amsterdam).
5.	(5)	Junge Komm Bald Wieder (Freddy/Polydor) (Editions Altona/Amsterdam).
6.	(8)	Cimeroni (Anneke Grönloh/Philips) (Editions Altona/Amsterdam).
7.	(7)	Wini-Wini (Die Tahiti Tamourés/Polydor) (Uitgeverij J. Portengen/Haarlem).
8.	(6)	Blame It On The Bossa Nova (Eydie Gorme/CBS) (Ed. Nevins-Kirshner/Brussels; sole-agency: Ed. Altona/Amsterdam).
9.	(9)	Summer Holiday (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
10.	(—)	Kiss Me Quick (Elvis Presley/RCA) (Belinda/Amsterdam).

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GERMANY

As promised in last week's article, here is a complete picture of the German record market during the first 3 months of 1963.

CATEGORY	SALES FOR 1st 3 MONTHS—1963	SALES FOR 1st 3 MONTHS—1962	% GAIN OR LOSS OVER LAST YEAR
SINGLES	7,116,704	8,628,223	-17.5%
TOTAL LP's	1,484,118	942,651	+57.4%
POP LP's	773,828	441,181	+74%
CLASSICAL LP's	710,290	498,470	+42.5%
STEREO POP LP's	115,703	96,968	+19.3%
STEREO			
CLASSICAL LP's	158,821	87,342	+81.9%
10" LP	460,000	510,000	-9.8%
12" LP	1,480,000	940,000	+57.4%
EP	2,000,000	2,080,000	-3.8%
EXPORT LP's	725,830	531,464	+36.6%
EXPORT UNITS	6,700,000	5,680,000	+17.9%
EXPORT			
RECORDS	2,450,000	2,300,000	+6.4%
IMPORT			
RECORDS	367,320	333,798	+10%

This chart should give a very good picture of the record business in Germany today. The single record is losing its popularity either due to the high price or just the natural development of the popularity of the LP. Stereo LP's jumped in sales from 184,310 records to 274,524 records, an increase of 49% and the overall sale of stereo LP's went from 1.5% to 2.5% of total LP sales. There were 24.8% less singles records produced and offered for sale and 52.5% more 12" LP's on the market. The book dealers who sold 54.5% spoken word records in the first 3 months of '62" began to sell more musical records. This season, they sold only 26.2% spoken word records and the music records jumped from 34% to 56.4%. Pop records jumped from 7.7% to 11% in the book dealers sales and jazz increased from 3.8% to 6.4%. All in all, dollar volume rose and singles fell hard during the first quarter of this year and the tendency is an increased sale of LP's and a further drop in the sale of singles unless the price is decreased which seems unlikely at this time.

Michael Arends of Paul C. R. Arends Music reports that it is working hard on "Tom Cat" by the Rooftop Singers and "Summer Night" by Mantovani. In addition, the firm has some swinging new German waxings including the Sheb Wooley tune "Laughin' The Blues" sung in German by the Hazy Osterwald Sextet, "From A Jack To A King" sung in German by Polydor star Will Brandes, and two Belgian numbers sung in German by Will Tura for Teldec. The firm is also hard at work pushing "Out Of My Mind" by Johnny Tillotson, which will soon be done in German on Teldec and "Shoes" also sung by the Rooftop Singers.

Ralph Maria Siegel is celebrating his 15th year in the publishing business this month. He now has 15 music publishing firms under his control. Ralph started in the business as a lyric writer in 1948 and soon established his publishing house. Not even counting his thousands of lyrics and many many standards that Ralph has written, he also now has his own Jupiter Records and is continuing his successful career with publishing and lyric writing. Congratulations to one of the really big men in our business, Ralph Maria Siegel.

Aberbach music is hard at work on their second place winner in the German Pop Music Festival, "Ob In Bombay, Ob In Rio" sung by Anita Traversi on Ariola.

Ariola Records press man Walter Klofat reports that Hans-Georg Ehmke, the 33-year-old executive at the firm, will take over the complete export dept. of the firm starting in July. Hans-Georg had been handling the foreign catalogs of Ariola until now. Other new jobs by the firm are held down by Barbara Eggers, who took over the catalog department of Ariola Sonopress and Wolfgang Renk, who took over the distribution chief job in Frankfurt on June 1.

Ralf Arnie reports that his publishing firm is swinging with new German waxings by Leo Leandros, Carmela Corren and Renate and Werner Leismann. Gunter Geyer, press man for the German Vogue records reports that Klaus Paulus the distribution chief for the firm who found Jimmy Makulis and made him a record star has now discovered Gustavo Rojo, international film star and has recorded his first German speaking record for Vogue. Gunter further reports that Englishman Larry M. Yaskiel has taken over the international department for the firm. Petula Clark will make her first tour of Germany starting this month and is also set for 2 TV shows here. She will push her new German recording of "I Will Follow Him." Rock and roller Jack Hammer is also due for a tour and TV shows and will also tour 13 days with Chubby Checker in August and September.

Glyn Taylor, manager of the Southern Music Publishing group in South Africa visited Hamburg for talks with German Peer-Southern boss Theo O. Seeger and picked up a few German originals for his catalog. That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	No. Weeks In Charts	
1.	3.	2.	*Barcarole In Der Nacht (Barcarole In The Night)—Connie Francis—MGM—Francon/Schneider
2.	1.	8.	Schuld War Nur Der Bossa Nova (Blame It On The Bossa Nova)—Manuela—Telefunken—Peter Meisel/Intro
3.	2.	7.	*7000 Rinder (7000 Cattle)—Peter Hinnen—Ariola—Peter Meisel/Maraton
4.	4.	9.	*Wenn Ich Ein Cowboy Waer (If I Was A Cowboy)—Martin Lauer—Polydor—Hans Gerig
5.	5.	2.	Kiss Me Quick—Elvis Presley/Udo Jurgens—RCA/Vogue—Aberbach
6.	9.	3.	*Wir Koennten Freunde Sein (We Could Be Friends)—Sacha Distel—Polydor—Hans Gerig
7.	10.	2.	Zwei Blaue Vergissmeinnicht (Say Wonderful Things To Me)—Rex Gildo—Electrola—Accord
8.	7.	10.	*Er Macht Mich Krank, Der Mondschein An Der Donau (The Moonlight On The Danube Makes Me Sick)—Gus Backus—Polydor—Hans Gerig
9.	6.	15.	*Wini-Wini—The Tahiti Tamoures—Polydor—Gerd Hammerling/Peter Meisel/Nero
10.	8.	8.	*Meine Braut, Die Kann Das Besser (My Bride Can Do That Better)—Gerd Boettcher—Decca—Rolf Budde

*Original German Copyright



CANADA

Two outstanding new album releases provide some great listening. Harold Pounds notes a newie on Reprise featuring the outstanding vocalizing of veteran chanter, **Johnny Prophet**. A collection of all time-all timers make the Prophet package a great programming item, and top drawer commercial material. "I Remember You," "Angel Eyes," "That's All," "My Yiddishe Momme" and others of the same ilk will have the set moving at a good sales clip in short order. The singer is a native of Rochester, N.Y., and a graduate of the world renowned Eastman School Of Music. He has been a singer with some of the leading bands over the years, including, Frankie Carle, Vido Musso, Joe Venuti and Ted Fio Rito. He has also been a TV headliner. All the experience comes through with a display of professionalism and class that is rare in male vocalists in this day and age. The other package that's bound to be a chart smasher in no time is Nat Cole's latest Capitol outing, named after his current single smash, "Lazy Hazy Crazy Days Of Summer." It's just loaded with Summer-type songs that'll keep it spinning steadily on deejays turntables across the country all season long. Dick Riendeau, Capitol's man in Montreal, forwarded the LP with rave notices on its sales potential.

Bobby Curtola, just back from Great Britain, appeared in Canada's Capital over the (6/22) weekend. In addition to the bookings he was set for, he made the rounds of the City's deejays. His mime on his current hit "Indian Giver," on the John Pozer TV Show on Channel 13, was the best bit in memory presented on the popular dance party over the Ottawa station. Bobby played to packed houses in a suburban teen-type night club at two shows, emceed by Pozer. Next on the busy singer's agenda following the Ottawa stop was a month-long tour of Canada's western provinces. "Indian Giver" was the chart topper at CHOW in Welland (6/22) and reportedly is doing just as well in numerous Canadian centres. It is easily the best Curtola single in some time.

Jim Corbett at Sparton's Montreal H.Q. has words of praise for the new sides by Ray Charles. Both sides of the great new Charles disk are off and running everywhere in his territory, reports Jim.

Dick Riendeau calls attention to a new Pathe release, a single by Dick Rivers, formerly of Les Chats Sauvages. It's the French version of "I Can't Get Used To Losing You." Jean Clement, a favorite crooner with French audiences in the late thirties and early forties, is featured on a new Pathe LP. Dick looks forward to tremendous business with the album. He describes Clement's fame as comparable to that of Sinatra's among French record fans.

Leeds Music's Al Allbutt is working hard on the Decca debut single of the Rhythm Pals. He reports that the disk is beginning to show signs in many of the important American markets, placing third on a list of potential best sellers distributed very recently by Decca in New York. Action side on the Rhythm Pals' release Stateside seems to be "Broken Hearts And Faded Dreams."

Ted Daigle's London debut remains a toss up as to which will be the action side. Air play has been heavy on both sides in numerous eastern Canadian centres. Picks have been noted throughout the trade on both sides of the Ottawa deejay's initial release under the London banner. "Tennessee" is perhaps the happier sound, and at this stage of the game looks to have the edge on "When Today Is A Long Time Ago," originally intended to be the "money" side. They're both strong commercial items.

CKSL-London, deejay Dan MacDonald played host recently to a very charming young lady (I know for sure—he sent me her picture) **Betty Luther**. Betty was appearing at a nightspot in the Western Ontario City, and visited Dan on his CKSL air stint to introduce her latest "All" disk outing. A pair of good sides reports the deejay, and CKSL is giving considerable air exposure to the disk. Sides are entitled: "Kiss Alecia Ann," b/w "Red Roses And Violets." Canadian distribs, taking note of the London area action on the disk, can track it down through deejay MacDonald.

Dennie Natal exits CJSS, Cornwall to assume new duties with CHOW, Welland.

Jack Reno drops a line from his Army post, Fort Leonard Wood, Missouri, on behalf of his recently released disk on the Fono-Graf label. His previous outing showed strongly in several Canadian regions. It will be recalled by deejays and dealers, "Blue." Canadian distributor for the Reno wax was Phonodisc. His newie is entitled, "Comeback," backed with "My Knees Turn To Jelly." The sides were cut in Nashville with the assistance of the Anita Kerr Singers, Boots Randolph, Ray Stevens, Harold Bradley, Jerry Reed et al. Deejays may contact Reno directly for copies at P.O. Box 328, Waynesville, Missouri.

Wray Rutledge has taken his leave of the RCA Victor national promotion post after a comparatively short stay with the firm. His future plans are indefinite at this writing.

CJSP-Leamington's **Dick Bourdeau** drops a line to report that Lou Tomasi, station production manager, has given up his on-air duties in order to concentrate his full attention on the executive position. The "Good Guys" have rearranged their schedules to take up the slack on the "Sun Parlour" outlet.

Attention, producers of French language disks. Considerable request action has been noted in the Capitol area for a song entitled, "N'oublie Jamais." Apparently single recordings of the tune are few and far between. A single release by anyone—French or English—but a vocal rendition, properly promoted could well develop into an outstanding hit. Numerous versions of the song are available in LP's, but request action is such that a single outing on the tune could step way out on the best seller charts.

Best new LP package in a month of Sundays is the general reaction to a great new Columbia package by The J's With Jamie. "Hey Look Us Over" is the title of the set, part of the label's June release. A collection of good standards balanced tastefully with recent smooth hits give the package all the sales potential in the world. Group was represented on a Columbia single a while back with their version of the show stopper, "Hey Look Me Over." This too is included in the set along with such newer items as, "The Second Time Around" and the much recorded revival of "Fly Me To The Moon." Also eye numerous choice arrangements of some great oldies by the group for considerable deejay attention. Exposure like this set is getting, almost automatically, is unique says Columbia's **Johnny Williams**.

Action single at Ottawa's CKOY of late is the new Ben Colder, MGM outing, "Still Number Two." Ted Daigle has been getting all kinds of favorable audience reaction to the side that has some of the disk cut-up's funniest material yet. Colder may do as well as he did under his real name, Sheb Wooley, with a "Purple People Eater," funny some years ago. Chart material for sure is the artist's most recent take-off. While on the subject, must recommend the artist's LP outing, "Spoofing The Big Ones." Clyde McGregor reports from Quality's Montreal base that the Colder LP is going to be a real contender for chart honors shortly.

Paul White has been named to succeed **Whitey Haines** as national promotion and advertising manager for Capitol Records Of Canada Ltd. Announcement was made by Capitol topper, G. E. Leatham, and comes as no surprise to the trade at large who have admired the all-out effort of Paul as Whitey's staff assistant over the past four years.



JAPAN

Nippon Victor, distributor of the Philips label here has started three campaigns to push its new releases. One is for "It's My Party" (Japanese title, "Namida No Birthday Party"). From the customers who buy this record, they pick up 10 couples to invite to a birthday party in Tokyo sponsored by Nippon Victor. Also, the label is presenting the gifts of five thousand yen to all who attend the party. Another promo is Coffee Time, tied up with the MJB Coffee Company, which presents one year's supply of coffee to chosen customers who purchase the record. The other campaign is for the "All Star Festival" LP on U.N. label, for which Nippon Victor has collected signatures of five hundred top famous artists, actors, sportsmen, politicians, singers, novelists and scholars to give to customers.

Since the great hit of "Sukiyaki," (original title "Ueo Muite Aruko . . . means "Look Up And Walk"), the original Japanese disk of the same is selling again and Kyu Sakamoto has been enjoying looking-up-days with more and more increasing popularity. He has started a music show, Miage te Goran Boku no Hoshi" (Look Up To My Stars In The Sky) at Sankei Hall.

Glenn Wallichs, chairman of Capitol Records, is visiting Japan and attended the party held at Imperial Hotel on June 24 for Capitol's hit "Sukiyaki."

The 1963 conference of the International Society for Music Education took place in Tokyo for a week, starting June 3, with four hundred fifty delegates, including two hundred from foreign countries. The main theme was "The West and East in the Music and Music Education World."

Japan's Best Sellers

This Week	Last Week	INTERNATIONAL
1.	(1)	Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Michiyo Azusa & Yasuo Tanabe (King); Elaine & Derek (Pye); —Sub-Publisher/Shinko
2.	(2)	Follow The Boys—Connie Francis (MGM); Mieko Hirota (Toshiba); Bonnie Iida (Columbia); Michiyo Azusa (King); Hiroko Ono (Victor)—Sub-Publisher/Shinko
3.	(3)	Concerto Disperado—Nini Rosso (Globe); Toshio Kimoto (King); Yasushi Suzuki (Columbia); Shigeru Katsumi (Toshiba);—Sub-Publisher/OMP
4.	(4)	Rhythm Of The Rain—Cascades (Warner Bros.);—Sub-Publisher/Folster
5.	(9)	Let's Turkey Trot—Little Eva (London); Yukari Ito (King);—Sub-Publisher/Taiyo
6.	(6)	Beach Time—Roger Smith (Warner Bros.); Makiko Hata (Toshiba); Aiko Ito (Victor);—Sub-Publisher/Shinko
7.	(—)	Tamoure—Bill Justis (Philips)—Sub-Publisher/IMP
8.	(5)	Mr. Bass Man—Johnny Cymbal (Kapp)
9.	(7)	I'm Gonna Be Warm This Winter—Connie Francis (MGM); Mieko Hirota (Toshiba); Ririko Sawa (Teichiku);—Sub-Publisher/Shinko
10.	(—)	Mea Culpa—Georges Jouvian (Odeon); Misao Nakahara (King); Shoji Yokouchi (Toshiba);—Sub-Publisher/Suiseisha

This Week	Last Week	LOCAL
1.	(4)	Akai Hankachi—Yujiro Ishihara (Teichiku)
2.	(5)	Shussekaido—Midori Hatakeyama (Columbia)
3.	(1)	Shimasodachi—Yukiji Asaoka (Toshiba)
4.	(2)	I'm Gonna' Be Warm This Winter—Mieko Hirota (Toshiba)
5.	(7)	Koi No Vacance—The Peanuts (King)
6.	(3)	Maikohan—Yukio Hashi (Victor)
7.	(6)	Ciao—The Peanuts (King)
8.	(10)	Tsun-Tsun Bushi—Q. Sakamoto (Toshiba)
9.	(—)	Michi Ondo—Michi Aayama (Grammophon)
10.	(—)	Ueo Muite Aruko—Q. Sakamoto (Toshiba) (Sukiyaki)

This Week	Last Week	INTERNATIONAL
1.	(1)	All Star Festival—U.N.
2.	(2)	Sinatra-Basie—Reprise
3.	(—)	Spain—Stanley Black—London
4.	(—)	Connie Francis—Follow The Boys—MGM
5.	(5)	Girls Girls Girls—Victor

Ram In Japan



TOKYO—American music man **Buck Ram** recently went to Japan to negotiate deals for his own U. S.-based firms. Sitting (left to right) in the above pic are Cash Box rep **Mitsuo Suzuki**, **Shoichi Kuzano**, manager of CB's Tokyo office, **Ram**, and **Ichiro Takeuchi**, owner of the Shinko pubbery and publisher of the Japanese magazine, "Music Life."



ARGENTINA

Ricardo Mejia, artistic director of RCA, will start a four week tour that will include Mexico, New York, Madrid and Rome in mid July. The trip has been explained as a holiday & work affair, and is the first one made by Mejia since he started working with RCA about four years ago.

Here are some details about Philip Neal Brodie, the new managing director of Industrias Electricas y Musicales Odeon, the EMI representative in Argentina. He was born in 1926 in England, studied Chemistry in Oxford and graduated in 1948. His association with EMI started in 1959, when he started working as personal assistant to Sir Joseph Lockwood. In April, 1961 he was named manager of the Far East zone, and sent to Hong Kong, where he has been working until this new nomination.

News from CBS: The diskery is releasing the first album by Los Trovadores del Norte, folk group that is still in the charts with its first single, "Puente Pexoa." The LP will contain several folk standards, like "Vidala del Culampaja" and new tunes like "Santafesino de Veras" and "Camino de los Quilleros," a Uruguayan song with good possibilities. There is also a new stereo album by Percy Faith and his orchestra, titled "Music from Brazil," and the second LP by Astor Piazzolla, modern tango leader: "Tango for one City." There is still another tango music album, cut by Don Goyo (Rene Cospito). In the singles field, the news are "Demasiado Tarde" (Trop Tard) by Los Cinco Latinos and "Oye Niña" by Venezuelan star Enrique Guzman, who's still selling well with "Lo Se."

RCA has released the first album by Palito Ortega, who has had several successful singles during the past months. The LP gathers them all ("Media Novia," "Bienvenido Amor," "Dejala Dejala") and presents also a couple of new songs that may also hit the lists: "Ya No Estamos Juntos," "Te Hicieron la Pera" and "No es Nada." There is also a new album by Henry Mancini, titled "Our Man In Hollywood" and one by Paul Anka: "Our Man Around the World."

Anibal Alverdi of Music Hall reports that Los Santos, one of the leading groups of the label, will soon visit New York to perform at the Chateau Madrid, that city. Afterwards they return to Buenos Aires, since they have been inked by Channel 13 for a series of programs. Christina de los Angeles, regional music songstress, has started a new trip of several Southern provinces. Hector Varela, tango orchestra director, is still performing on TV Channel 7, while Los Big Ben, recently inked by the label, are appearing on Channel 13, on the Casino Philips program.

Producciones Fermata has released the first single by Nelson Pinedo, Colombian artist of big popularity in Central America. The titles are "El Vaquero" and "Mi Barquito Marinero," and have been cut with the Sonora Matancera group. There is also the first single by Celia Cruz, also with the Sonora Matancera: "Mi Bomba Sono" and "Ritmo, Tambó y Flores." Both waxings belong to the Seco series. Under the Cameo-Parkway line, the news are "Birdland" and "Black Cloud," the latest Chubby Checker recording.

Ricardo Castelblanco of Edami is working on "Amor Mon Amour My Love," the Italian song. The Spanish lyrics have been already made, and there is one local waxing by Hugo Marcel, for CBS. Anibal Troilo, the RCA tango star, has included several Edami local products in a new album recorded especially for release in the US: "A Mis Viejos," penned by Berlinghieri, "Quiero Huir de Mi," written by Sucher and Cantoral and "Quien lo Habia de Pensar," penned by Martinez and Rufino.

Rodriguez Luque, head of Disc Jockey, will travel to Brazil in a few weeks. He plans to stay several days in Sao Paulo and Rio, and study the latest recordings made by Continental and Chantecler Records of that country. Luque's diskery represents both labels in Argentina, and has been very successful recently with Continental's "Vacaciones en Hawaii," cut by Waldir Acevedo. Now, the label will release "El Amor Mas Puro" by Francisco Petronio, and hopes it will also become a chart-rider.

Fermata Publishers continues at work with "Banco de Colegio," a local twist recorded by Jackie and Los Ciclones for CBS, "La Vida Continua," a Brazilian tune cut by Roberto Yanes, also for CBS, and "Tu Que Eres Primavera," waxed by Juan Ramon for Disc Jockey.

Julio Korn Publishers promoting "Limeña," a Peruvian song that won the Third Creole Song Festival held recently in Lima, Peru. The tune was acquired during the visit made by Ricardo Korn to that country a few weeks ago. JK will also work on "La Enamorada," the new Arancibia-Hernandez Chilean song. Arancibia is currently one of the best rated Chilean composers, and has hit the charts several times during recent times.

Microfon has several new releases under its international lines: "The First Family," the world-known Vaughn Meader LP, "The Best of the Everly Brothers," and "The Best of Johnny Tillotson." In the singles field, the latest releases are "Claudette" by the Everly Brothers, and "Butterfly," by Andy Williams. The diskery is finishing the waxing of the first album by Los Jazz Singers, recorded for the "El Show de Antonio Prieto" label, distributed by Microfon.

Brazil's Best Sellers

- *Tudo De Min—Altemar Dutra (Odeon)
- Afrikaan Beat—Bert Kaempfert (Polydor); Orquestra Brasileira de Espetáculos (CBS); Mario Gennari Filho (Odeon); Os 3 Tons (Polydor); (Published by Fermata)
- Que Será De Ti—Moacyr Franco (Copacabana); Trio Cristal (RGE) (Published by Fermata)
- Apache—The Jet Black's (Chantecler); Mario Gennari Filho (Odeon); (Published by Fermata)
- Boogie Do Bebe (Baby Sitting Boogie)—Tony Campello (Odeon); Ralf Bendix (Odeon) (Published by Vitale)
- *Esta Noite Eu Queria Que O Mundo Acabasse—Silvinho (Philips)
- Al Di Lá—Emilio Pericoli (Warner Bros.); Tony Dallara (Mocambo); Marco Aurelio (Copacabana)
- Making Believe—Ray Charles (Polydor)
- O Passo Do Elefantinho (Baby Elephant Walk)—Trio Esperança (Odeon); Lawrence Welk (RGE); Henry Mancini (RCA); Waldir Azevedo (Continental)
- *Sonhar Contigo—Adilson Ramos (RCA)
- *E O Tempo Passou—Miltinho (RGE)
- Return To Sender—Elvis Presley (RCA); Demetrius (Continental) (Published by Aberbach)
- Caterina—Perry Como (RCA); Carlos Gonzaga (RCA)
- *Amor Sincero—Silvinho (Philips)
- Hava Nagila—Chubby Checker (Parkway-Fermata); Aliza Kashi (Mocambo); Les Baxter (Capitol); The Jet Black's (Chantecler) (Published by Fermata)

*Brazilian Music



BRAZIL

Chantecler Records released this month a collection of albums and standards. Among the LP's are "Sozinha" (Alone) with Edith Veiga—responsible for one of 1962 greatest hits, "Faz-Me Rir." In this album, Edith does twelve sambas and boleros such as: "Conselho" (Advice), "Confissao" (Confession), "Porque Tu Ris" (Why Do You Laugh) and many others. Another LP, entitled "Uma Flauta Em Serenata" (A Flute In Serenade) with the soloist Rosario de Caria playing some all-time hits of Brazilian pop music. Classical music is represented, too, in this release of Chantecler. With viola player Perez Dworecki and the pianist Gilberto Tinetti, backed by a Chamber Orchestra directed by Diogo Pacheco, an LP offers Johann Christian Bach's "Concerto For Viola And Orchestra" and two sonatas for viola and piano by Henry Eccles and Paul Hindemith. Among the standards released under the Chantecler label this month are the following: "Amor Ideal" (Ideal Love), with Paulo Queiroz; "A Ultima Carta" (The Last Letter), with Martha Mendonça; "Longe De Ti" (Away From You), with Vera Maria and "Velório De Sambista" with Edith Veiga.

Another Stan Getz LP has been pressed here by Copacabana under the Verve label. It's the "Big Band Bossa Nova" with arrangements by Gary McFarland. Two other labels represented in Brazil by Copacabana are present in new releases: Period, with the album "Recital," featuring the late Beniamino Gigli in opera highlights and some Italian popular songs; Music Hall with the LP "Festival De Tango" (Tango Festival), tangos played by Leopoldo Federico's Orchestra.

Farrroupilha, the label distributed by Fermata, has two new releases in the retail stores: a standard with Conjunto Farrroupilha reading the great German hit "Vini-Vini" and "Moça Da Chuva" (Rain Girl). Latter composition is by the guitar player Paulinho Nogueira and Rita Moreira. Rita is a 14 year old girl, and the daughter of two Television stars of Channel 7, Sao Paulo: Marilia and Eduardo Moreira. The lyrics of the song are really a poem. The other Farrroupilha release is a double-compact with a vibraphone player named Garoto, on which the artist plays four Bossa Nova hits.

Continental Records pressed for June-July a new series of albums and standards. "Poly Show, Volume II" is an album with the versatile artist Poly, who plays all sorts of string instruments such as guitar, Hawaiian guitar, cavaquinho (some sort of ukelele) and several others. In this album, Poly plays Brazilian and International hits, including "Sad Movies," "Limbo Rock," "Lili Marlene," "Luz E Sombra," etc. "Cascata De Lágrimas" is another album, this one featuring Dilermando Reis, guitar soloist who is very popular here and a teacher of former President Juscelino Kubitschek de Oliveira. Dilermando is also an inspired composer. Under the Kapp label, "Roger Williams Country Style," with the pianist playing "Ramblin' Rose," "Red River Valley," "Mexicali Rose" and other country hits.

The standards the deserve special mention are the following: "I Wanna Be The Leader" with The Marceles; "Telstar" with a newcomer Dorothy, a songstress with a warm and romantic voice; "Marido E Mulher" (Husband And Wife) with Jose Orlando and "Meu Amor Ante Tudo" (My Love Before Everything) with Sérgio Reis.

Brazil's Top Ten LP's

- Afrikaan Beat—Bert Kaempfert (Polydor)
- Nico Fidenco—Nico Fidenco (RCA)
- *Orgao . . . Samba . . . Percussao—André Penazzi (Audio-Fidelity)
- *Na Voz De Nelson Gonçalves—Nelson Gonçalves (RCA)
- *Eu . . . Miltinho—Miltinho (RGE)
- Show Docura—Moacyr Franco (Copacabana)
- The Jet Black's Again—The Jet Black's (Chantecler)
- 'S Beat—Ray Conniff (CBS)
- 'S Voice—Ray Conniff Singers (CBS)
- *Ed Lincoln—Ed Lincoln (Musidisc)

*Brazilian Music

Argentina's Best Sellers

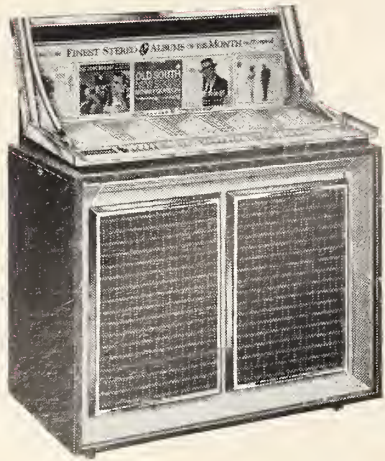
- Blame It On The Bossa Nova (Aldon-Fermata) Eydie Gorme (CBS); Lawrence Welk (Music Hall); Juan Ramon (Disc Jockey); Romana (Odeon Pops)
- *Puente Pexoa (Lagos) Los Trovadores del Norte (CBS); Antonio Tormo (Disc Jockey); Julio Molina Cabral (Music Hall); Los Quilla Huasi, Horacio Guarany, Gasparin (Philips); Farias Cabanillas, Miguel Codaglio (RCA)
- *Camelia (Fermata) Palito Ortega (RCA); Los Flamantes (Odeon Pops)
- Amor (Love) (Spanka-Fermata) Paul Anka (RCA); Juan Ramon (Disc Jockey) Rocky Pontoni (Music Hall)
- La Mantequilla Los Locos del Ritmo (CBS)
- Vacaciones En Hawaii Waldir Acevedo (Disc Jockey); Milo (CBS)
- *Regalito (Lagos) Rodolfo Zapata (Music Hall); Horacio Guarany (Philips)
- Que Se Mueran Los Feos (Pham-Edami) Los Pick Up (Music Hall); Luis Aguilar (Philips); Luciano Galleguillos (Odeon Pops)
- Boss Guitar (Shapiro-Korn) Duane Eddy (RCA); Los Dukes (Music Hall)
- *Coqueta (Korn) Johnny Tedesco (RCA)
- Me Siento Feliz (That Happy Feeling) Bert Kaempfert (Polydor)
- Princesa Princesa (Princess Princess) Johnny Tillotson (Cadence-Microfon)
- Ruby Baby (Tiger-Aberbach-Fermata) Dion (CBS); Martin Rey (Ariel)
- *Frente Al Mar (Neumann) Mariano Mores, Argentino Ledesma (Odeon); Anibal Troilo (RCA); Jose Basso (Music Hall)
- Et Maintenant (Smart) Gilbert Beaud, Gelu, Lucho Gatica (Odeon); Los Abriles (Philips); Los Cinco Latinos (CBS); Raul Lavie (RCA)
- El Pescador Los Wawanco (Odeon Pops)
- Pastel Cortado (Cutie Pie) (Ridge-Europa) Johnny Tillotson (Cadence-Microfon)
- Swingin' Safari Bert Kaempfert (Polydor); Billy Vaughn (Music Hall) Cumbiamba (Music Hall)
- La Pollera Colora (Korn) Los Wawanco (Odeon); Perico Gomez (RCA); Los Cumbiamba (Music Hall)
- Zero Zero Lawrence Welk (Music Hall)

* Local product

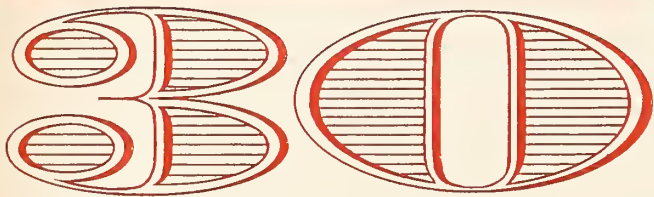
ARGENTINA (Cont'd)

Odeon releases: "Rubber Ball" by Bobby Vee (Liberty); "Little Diane by Dion (Odeon Pops); "Fool Number One" by Brenda Lee (Decca); "Unaper Tutti" and "Tower of Strength," both sung in Spanish by Luis Aguilé; El Carpintero" by Peruvian artist Pereira; "Puff, The Magic Dragon" by Peter, Paul and Mary (Warner Bros.), and several singles by Carlos Gardel.

FIRST WEEKLY REPORT

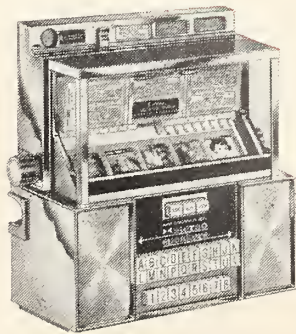


TOP-EARNING



LITTLE LP STEREO ALBUMS

The Little LPs currently earning highest grosses in Seeburg locations coast to coast, as reported by Seeburg music operators.



POP VOCAL/POP INSTRUMENTAL

TONY BENNETT	Tony Bennett at Carnegie Hall	COLUMBIA
FRANKIE CARLE	Honky-Tonk Hits	RCA VICTOR
FRANK FONTAINE	Songs I Sing on the Jackie Gleason Show	ABC-PARAMOUNT
ROBERT GOULET	Two of Us	COLUMBIA
GORDON JENKINS	France-70	TIME
BRENDA LEE	Sincerely	DECCA
GUY LOMBARDO	The Best Songs Are the Old Songs	DECCA
FRANK SINATRA	The Great Years	CAPITOL
BILLY VAUGHN	Golden Hits	DOT
ANDY WILLIAMS	Moon River	COLUMBIA

JAZZ/RHYTHM & BLUES

DAVE BAILEY	Two Feet in the Gutter	EPIC
RAY CHARLES	Dedicated to You	ABC-PARAMOUNT
MILES DAVIS	Miles Davis at Carnegie Hall	COLUMBIA
DUKE ELLINGTON/COUNT BASIE	First Time	COLUMBIA
PETE FOUNTAIN	Let the Good Times Roll	CORAL
BENNY GOODMAN	In Moscow	RCA VICTOR
AL HIRT	Al Hirt at Dan's Pier 600	AUDIO FIDELITY
JONAH JONES	Jazz Bonus	CAPITOL
GLORIA LYNNE	Gloria Lynne at Basin Street East	EVEREST
JIMMY McGRIFF	I've Got a Woman	SUE

COUNTRY AND WESTERN

EDDY ARNOLD	Let's Make Memories Tonight	RCA VICTOR
PATSY CLINE	Patsy Cline's Golden Hits	EVEREST
FLOYD CRAMER	I Remember Hank Williams	RCA VICTOR
JIMMY DEAN	Portrait of Jimmy Dean	COLUMBIA
RED FOLEY	Dear Hearts & Gentle People	DECCA
WEBB PIERCE	Cross Country	DECCA
RAY PRICE	San Antonio Rose	COLUMBIA
JIM REEVES	A Touch of Velvet	RCA VICTOR
ERNEST TUBB	Golden Favorites	DECCA
KITTY WELLS	Kitty's Choice	DECCA

Each of the above Little LP Stereo Album records has been selected solely for its top earning ability in locations. All are available through your local Seeburg Distributor.



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If you want to get this weekly "Top-Earning 30" report by mail, in advance of publication, write Seeburg, "Top-Earning 30," 1500 North Dayton St., Chicago 22, Illinois.



A Victory For The Industry

When the new leadership took over MOA last fall at a time when the national coin machine association was reeling from exhaustion much like a starving man, the Snodgrass-Blundred team couldn't have given exhibit space away for the forthcoming Convention in September.

Nine months later however, it appears as though machine and record manufacturers will gladly pay their hard-earned money to exhibit before the expected thousands of operators and representatives of the coin machine trade. Nothing succeeds like success and this is the only word which can be used to describe the triumphant victory won by MOA's Board following the news last week that all four phonograph manufacturers will return to the MOA Convention after a three-year absence.

Certainly the presence of the four manufacturers will serve as the foundation for a trade show which will ring with familiar sounds of years gone by. Many of the major record companies earlier stated that they would stay away from the Convention until the juke box factories returned. We can expect the majors and many of the independents back once again. Look for the smaller amusement machine firms to decide to exhibit now that the cost-per-thousand, so to speak, will become more reasonable compared to the high cost of showing new equipment to small intimate groups during the dismal years.

Factory distributors generally follow their lines and once the manufacturers decide to exhibit one can look for about five hundred faces at the show, all of which will belong to distributor representatives. Naturally, the decisions to exhibit have a chain reaction which eventually moves the operator and it is expected that several thousand will be moved to Chicago's Morrison for the September 4-6 meeting. A mammoth vending show—NAMA's 1963 Convention—which follows MOA into Chicago, is expected to draw the usual 7000 visitors, many of whom will arrive early to catch the MOA exhibits, meeting of course the coin machine representatives who attend MOA and stay on for the NAMA show.

Gradually we begin to see visions of huge throngs of people brought together with a common interest—coin machine and vending business. Thousands of people will be looking for indications of what tomorrow might bring, for that is the purpose of any Convention. These same people have been deprived of this vital link in the business year which enables those who attend the show to hear criticisms of what has transpired during the course of a previous business year, and hear suggestions on how to better business during the coming months.

Before any of this activity can take place, however, there must be the hub of the convention—the exhibitor who presents his wares to potential buyers, the conventioners. The new MOA leadership has succeeded in bringing these exhibitors back to the fold. They have accomplished this feat with a sound and intelligent presentation based on the fact that one side needs the other. It certainly took some doing, considering the obstacles in the path to victory and congratulations are actually in order for both sides.

Now that all phonograph manufacturing firms are present and accounted for, we can breathe a sigh of relief and look forward to what promises to be a highly successful Convention. But it was a long cold winter.

Coingroup Buys Bally

Bill O'Donnell Elected President

CHICAGO—In a move which will be marked as a milestone in coin machine history, the family of the late Ray Moloney, who founded the Bally Manufacturing Company in 1931, bowed out of the business last week after selling the firm's manufacturing facilities, tools, patents and other assets to a group headed by the firm's Sales Manager, Bill O'Donnell; Barney Sugerman, President of Runyon Sales Company, a distributing firm; Irving Kaye, President of the Irving Kaye Co., Inc.; and Sam Klein, a Cleveland vending machine operator. The purchase price was not disclosed.

O'Donnell was immediately elected President of the Bally firm and is the only member of the group who will be active in the operations of the company. He emphasized that the companies named are not involved in the purchase, which is a personal undertaking by the principals. O'Donnell will continue to direct the sales of the company and will assume responsibility for management of Bally.

"All of us at the factory expect to benefit from the 90 years of coin machine industry experience enjoyed by the gentlemen who joined me in acquiring Bally," said O'Donnell. "Except for the change in ownership Bally personnel and policy remains unchanged. A terrific series of novelty



BILL O'DONNELL

games, completely engineered and location tested, is ready for production lines," said O'Donnell, "and these will be supplemented with other types of equipment—including some real surprises. As in the past Bally will aim to bring operators a complete and varied line with emphasis on equipment of better than average earning power."

House Subcommittee Votes Repeal Of Juke Box Copyright Exemption

Full Judiciary To Meet Tuesday, July 2

WASHINGTON, D.C.—The position of juke box operators in the United States became more precarious than ever in the perennial Performance Societies-Juke Box Operators battle last week when the House Subcommittee on Copyrights, Patents and Trademarks voted to remove the juke box operator's exemption from the Copyright Act of 1909 which forces all users of copyrighted music for commercial use to pay a royalty fee to the respective society. The bill has an effective date of January 1, 1965.

The hearing on Celler Bill HR 5174 which would have called for a \$5 per machine annual fee following repeal of the juke box op's exemption resulted in a new bill—a 'clean' bill in the parlance of the politicians—which is also sponsored by Congressman Emanuel Celler (D.N.Y) and calls for an outright repeal of the exemption with no reference to specific royalty fees or collection methods.

HR 7194, the new bill, was voted out of subcommittee and is on the agenda for Full House Judiciary Committee discussion for Tuesday, July 2. An earlier meeting scheduled for July 25 was postponed. The bill revises subsection 1E, title 17, of the Copyright Act.

HR 7194 exempts the proprietor of the location, or establishment, from paying royalty fees on the juke box unless he owns the machine. The royalty obligation rests with the operator. Standard penalty for copyright infringement is a fine of a minimum of \$250 with a maximum of \$5000 for each infringement. Technically, the music machine operator under the letter of the law, if this new bill becomes law, would be subject to this penalty for every selection on the machine providing he does not pay a royalty fee to the respective performance society licensing the tune. ASCAP, BMI, and SESAC are expected to work out a royalty scale in the event the bill passes through the full committee and goes before the House of Representatives.

Subcommittee Chairman Edwin Willis (D. LA), the leader of opposition to similar legislation over the years, led the voting on the new bill and surprised the juke box operator faction, although weeks ago there was evidence that Willis was expected to approve of legislation in favor of the performance societies when he was reported to have stated in earlier hearings that this year something should be done for the societies.

The juke box operator battle has been an annual event for many years. Earlier hearings discussed the possibilities of approving former bill HR 5174 which would have set up a Government collection agency. However, both sides agreed later that the cost of the agency would no more than equal the amounts collected based on the \$5 proposal. This and other ramifications of the former bill led to the writing of this 'clean' bill which clearly removes the exemption, and nothing more. The mechanics of fees and methods of collection which are not detailed in the bill were expected to be outlined if the bill becomes law.

While several individuals from the juke box industry have supported the music machine industry defense, the general feeling around the juke box industry was one of apathy, according to industry representatives. The apathetic attitude may have stemmed from annual victory on the side of the operator each year. However, it was the opinion of top authorities representing the operators here that approval of the new bill repealing the exemption placed the music machine operator in a precarious position.

The bill passes to the Full House Judiciary Committee and then on to the House before being introduced to similar committees in the Senate.

This same Full House Judiciary Committee has before it President Kennedy's civil rights legislation, and the opinion here was that little time would be spent discussing HR 7194. It was thought by observers here that this could hinder the chances of post-ponement by the juke box operator supporters.

cannot see the potential in Cinebox and are willing to work at making it a success," said Greenman. He stated that the machine would be displayed at the Laurels Country Club on the weekend in order to gain reaction from 400 coin machine and vending operators who will attend an annual outing (CMA) there.

Sales Mgr. Ed Ratajack, on hand to greet visitors, explained that production of the machine will be limited in order that sales do not get ahead of the necessary development of the machine. "Sales are no problem," stated Ratajack, "but the development must be exact."

Distrib Dave Rosen was on hand to offer first-hand comment on the actual operation of the unit. Rosen has more than 20 machines on location in the Greater Philadelphia area.

The machine itself resembles a juke box, has a 21-inch projection screen, a pre-selecting mechanism, rear screen projection with optical soundtrack and a starter button which initiates a play cycle. A two-foot diameter storage wheel holding 40 3-

(Continued on page 61)

Rowe AC Announces Sales Contest Winners

Rosen Takes First Place

CHICAGO—The final standings of distributors and salesmen were tabulated and announced last week following completion of the Rowe AC-acceleration Sales Contest which ended May 31. A total number of 95 salesman among the 37 Rowe AC distributors earned cash prizes of up to \$1500—with 57 winning \$200 or more—in a company contest based on sales calls and actual sales. The tourney was created and staged by Rowe AC's Vice President and Genl. Sales Mgr. Fred Pollak. Pollak, in an east coast trip last week, advised Cash Box that top distributor in the contest was David Rosen, Inc., number one salesman was Myron Sugerman of Runyon Sales Co., top "special" salesman award went to D. J. Barton, Bush Intl., with a "special team award" going to Trimount in Boston. Every winner will be awarded a personalized scroll.

Pollak said that the contest helped establish a feeling of teamwork among distributors "unparalleled in this industry" and created for Rowe AC a "family of sales firms" which represented the "strongest selling force in the coin machine and vending business today."

Following are the winning firms and salesmen: Region I, David Rosen, Inc.; Region II, Banner Specialty; Region III, Bush Intl.; Region IV, Atlas Music; Region V, Southern Amusement; Region VI, RF Jones Co. Top Ten Salesmen: Myron Sugerman, Runyon; Dan Brown, Trimount; Leroy Bergman, Sheldon; David Weiss, Rosen; David Riskin, Trimount; Arthur Frates, Trimount; Dan Perrotta, Santone Sales; Andrew Chaplin, Rosen; Frank Negri, RF Jones; and C. Marshall Caras, Trimount.

Twenty-four special salesman awards went to: D. J. Barton, J. L. Townsend, Fred Wynn, Leo Crawford, Joel Kleiman, Sam Cooper, William Hamel, Joe Wasserman, Ed Holyfield, Don Edwards, Roger Legault, Charles Cade, Bill Hendrix, Allen Smith, Jerry Barrett, Robert Fabian, John Montgomery, Max Dozoretz, Fred Iverson, Ken Glenn, Lloyd Strawhand, Joe Mendel, Bill Dotson, and Norm Diffee.



TOP ROWE AC DISTRIB: Rowe's Dick Gluck, (l.) regional rep. and VP-Genl. Sales Mgr. Fred Pollak, flank Dave Rosen as award is made for largest distributor sales in country.

Cinebox Premiered In NYC

NEW YORK—The Cinebox came to NYC last week amidst press agency and colorful demonstrations conducted before hundreds of members of the trade and consumer press. The reaction was highly favorable as three Cinebox machines used for demonstration purposes were displayed before the press reps at a cocktail party held in Toots Shor's Restaurant on Wednesday eve., June 26.

Stanley Green, President of Cinevision Corp. of America, a subsid of Estey Electronics Corp., led a contingent of Cinebox execs who told the press that the machine sales would reach 1000 this first year in America, that negotiations for production of 50 films have been concluded, and that to date three distributors carry the Cinebox line. The distributors, David Rosen Inc., Runyon Sales Company, and Bilotta Enterprises Inc., were the only firms mentioned. Rosen has tested and operated more than twenty of the machines in Pennsylvania. (See pictures.) Runyon is believed to be testing a unit and Bilotta was just recently appointed by Cinevision.

In addition to twisting dancers, frolicking bathing beauties and Dion, the pop American singer, the machine's advertising potential was also



STANLEY GREEN

viewed via house ads and informative messages projected from slides.

Mickey Greenman, recently appointed VP and Genl. Mgr., explained that the firm is slowly building a distributor network which will develop the machine's greatest potential. "We can't be interested in distributors who

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Interstate Names Shapiro Mgr. Houston Area



BERNIE SHAPIRO

CHICAGO — Bernard (Bernie) Shapiro, a veteran in the vending industry since 1937, was appointed district manager of Interstate Vending Company of Houston, Texas last week by Interstate Vending's president Ronald Wolff. The appointment is effective immediately.

Shapiro, who headed up the Vending Division of Atlas Music Company until recently, immediately departed for Houston to assume his new duties, according to a report received by Cash Box.

Before coming to Atlas Music Co. he was employed by Interstate Vending Co., and headquartered in this city. Prior to that he was associated with Rowe Vending Corp., a division of Rowe AC Services, for several years.

Shapiro plans to move his family into a new residence in Houston in Mid-August of this year.

NAMA Exhibit Hours



CHARLES LIPPS

CHICAGO—Charles V. Lipps, president of Curtiss Candy Company, announced the appointment of Joseph W. Pridmore as vice president in charge of marketing.

For the past two years, Pridmore has been a vice president of Coopers, Inc., Kenosha, Wisconsin. From 1958 to 1960, he was a partner in the management consulting firm of Robert Heller & Associates, in Cleveland, Ohio.

In making the announcement, Lipps stated that, "we feel we were most fortunate in acquiring a man for this post with Pridmore's extensive background in marketing and sales, plus his proved creative and organizational abilities in both areas."

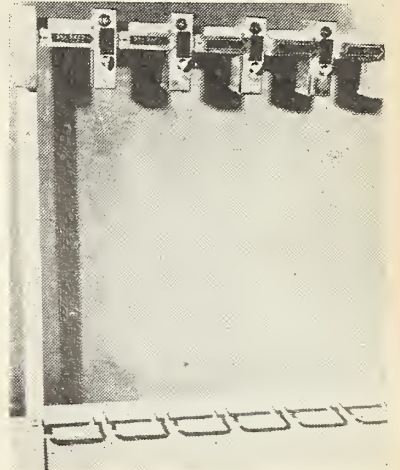
Born and raised in the Boston suburb of Wakefield, Mass., Pridmore graduated from Brown University where he received his B.A. Degree in 1949. He also served fifteen months of active duty in the U.S. Navy.

He lives in Lake Forest, Ill., with his wife, the former Doris Gerstner, of Dayton, Ohio, and two sons: Joseph, Jr., 10, and David, age eight.

Mar-Tabb Opens \$365,000 Plant

MIAMI — Castlewood International Corp., parent firm of Mar-Tab Vending, large-scale coin machine and vending operation here, held official opening ceremonies of the firm's new \$365,000 Dade County plant at Sunshine Industrial Park last week—June 22-23. Sol Tabb, president of the vending firm, greeted hundreds of visitors during the two-day reception which took place simultaneously with two music-record trade meetings here. ARMADA and ROSA. Pictures and story will appear next week.

Ski Machine



One of the extra services provided by ski resorts are the coin-operated ski storage racks made available by Ski Safe of San Francisco, California. At a cost of one quarter, the patron opens the Ski Safe and locks his skis into the rack until he's ready to use them again.

Nameplates and instruction panels mounted on the equipment to withstand extreme weather are made by Dri-Mark Mirro Cal; which are transfers produced on metallized Mylar.

Application is made by peeling off a backing sheet and making the application direct to the surface without water, solvents or cements. Information is available from: Cash Box Reader Service, 1780 Broadway, New York 19, N.Y.

Cigarette News

John H. Devlin, Pall Mall prexy, said that the recent move by cig firms to cancel college promotions was "to keep youngsters from getting the idea that smoking is grown up and the thing to do."

AMA in Atlantic City last week refused to take a stand against smoking. They agreed, however, to an educational program which will point out the effects of toxic materials on young persons.

Florence State College in Alabama last week banned cigarette promotions of all kinds on the campus including the free distribution of cigarettes by tobacco companies.

More ops across country are asking locations to take a commission cut as prices continue to rise due to taxes. The 35¢ vend price appears to be the limit unless the location is a club.

Leonard To R F Jones

LOS ANGELES—The R. F. Jones Co. has announced the appointment of Jack Leonard to the distributing firm's sales staff effective Monday, June 17. Announcement follows on the heels of Leonard's resignation from the post of parts department manager for Amco Music & Vending Co. (CB June 15).

Chuck Klein, president of the Jones L. A. office, in commenting on the appointment said, "We're happy to welcome Leonard aboard. His knowledge of the local scene plus the many operators he counts as friends will, I am sure, be a definite asset to our sales force."

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THE SLEEPER

Before you finish reading this panel, take a minute and total up the customers you now have that would be good prospects for real background music, if you had it to sell. Enter that number here—

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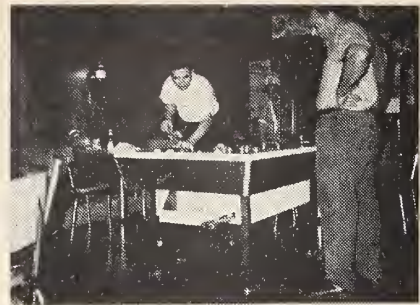
United Preps For Vacation

CHICAGO — United Manufacturing Company, of this city, is maintaining an extra heavy production schedule during this week in the factory prior to the pending vacation shutdown, commencing July 8, for two weeks, in order to rush shipments of United's new coin-operated "Astro" 6-player shuffle alley bowler and "Capri" big ball bowling alley, to the company's distributors, according to C. B. (Bill) DeSelm, executive vice president in charge of sales.

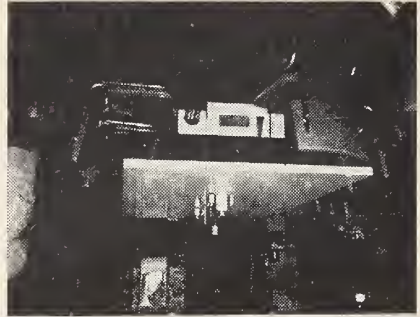
Both amusement games offer United's popular "Read-Out" Feature for all five scoring games—"Dual-Flash," "Flash" scoring, "Regulation" bowling, "Advance" and "Bonus" scoring. Another popular feature DeSelm spelled out is United's handicap feature—"Easy Strike" or "Normal Strike."

An important innovation in this new twin bowling team of coin-operated amusement games is a new extra-durable all-steel enclosure for the coin-mechanism, with an extra large cash box. DeSelm explained that this latter feature is the result of expert proficiency and painstaking effort in United Mfg's. Engineering Dept.

New Idea In Limited Space



NORMAL PLAY permitted in off-luncheon hours.



PRESTO! A TABLE for diners via removable top. Idea enables small-space stops to take games.

VALLEY STREAM, N. Y. — When Montauk Automatic Vending owners Walt Conde and Vic Van Derleenden placed a U.S. Billiards bumper pool game in the Nite Cap Bar here they topped it off with a removable formica table top to permit dining space from game during lunch-dinner hours. Once rush hour ends, top comes off and play is resumed.



Eastern Flashes

The Cinebox came to town last week and for the benefit of those who missed the demonstrations conducted at Toots Shor's emporium, the reaction was very gratifying to Cinevision prexy Stan Green who was on hand with Ed Ratajack and newly appointed VP-Genl. Mgr. Mickey Greenman, former TV promoter. The machine reeled off forty selections, upon request of the several hundred-odd newsmen present, and each one offered exciting color, along with some unusual photography which is a must with this type equipment. As Green stated, "The machine has to offer action from the first frame to the close, with three full minutes of entertainment that will not only attract coins, but will attract repeat coins."

The Cinebox was a hit with onlookers but of course the success of the machine on location is something that only time can tell. Philly distrib Dave Rosen was in town with his wife and children and Dave answered some penetrating questions posed at the premiere. He operates about twenty machines in the Philly area, expects to place another 80 or so, and is already developing the advertising aspects of it with installations such as the Sun-Ray Drugs spot in Wilmington which advertises its own products.

Rosen staffer Warren Raphael, in charge of Research and Development, was on hand and liked the reaction from the N'Yawkers. Ed Ratajack removed his identification badge from his lapel and strolled the room noting criticisms and comments. "I heard more favorable reaction than ever," stated the former juke box exec.

In all, it's a matter of time. The machine needs development and guidance along the way. As Green told us during a side conversation, "I don't need sales, and I don't need distributors right away. I need men and firms who will see in this unit what I see in it and are willing to work at developing it. It's not a juke box and can't be treated as one." Four hundred visitors to the CMA annual at the Laurels prepared to view the latest sensation during the week-end. Green, Ratajack and Greenman were on their way to the mountains with what could be the hit of tomorrow. In the meantime, we can only watch the progress.

Bernie Shapiro, former Rowe AC exec, now with Interstate, was appointed VP in charge of Houston area. . . . Sol Tabb had one big opening down in Miami when he held open house ceremonies for the firm's new \$365,000 vending machine plant. The Mar-Tabb firm is one of the largest operations in the State of Florida. On hand among many hundreds of guests were Cash Box execs Norman Orleck, George Albert, Rock-Ola's Art Daddis, Eli Ross, Al Simon and the whole gang from Miami, of course. . . . Davis Distributing demonstrated its LP Console before the State Restaurant Liquor Dealers Assoc. last week at the Gideon Putnam Hotel in Saratoga Springs. . . . Al Thoeke visited Trimount in Boston to demonstrate and lecture on the new United equipment. He was in NYC later in the week with plans to visit distrib outlets in Philly and Baltimore later. Irving Holzman hosted the United engineer while he stopped off in NYC. . . . On the avenue this week were Anne Koenig and Jack Rowan, the team that keeps this operation going in the Binghamton area. Ralph Scheetman, Service One-Stop, Newark, recently graduated from Rutgers University with a Bachelor of Science in marketing degree. . . . Irving Holzman will attend a Scholarship Fund Dinner for Joe Carlino (Speaker of the House) next week and he expects to say hello to Rocky and Happy while at the Lido Beach Club affair attending with his wife Ruth. . . . In from Bridgehampton to call on distribs were Alex Krampovitis and Lou Northrup of Bridgehampton Cig Service. . . . Carl Pavesi visited Runyon's parts counter earlier in the week not to buy anything, "just to get out of the heat," jested Carl.

When Al Simon displayed the first bumper pool turned out by US Billiards, his newly organized firm, company execs wanting to do everything "just right" for the first impression, chose the table with the tangerine play field. After one week of being hounded by ops who wanted "the orange-color model" he finally had to part with it. The Simon bumper tables have ball-viewers, a first for this type table. Enables players to play rotation pool. Walt Conde and Vic Vanderleenden, Montauk Vending, couldn't get the okay from a Valley Stream Bar to install the bumper so Simon made a formica table top for the boys and now the location uses it as a dining table during rush hours.

Mrs. Gertrude Browne advises upstate ops that the next meeting of the NYS Guild will be held July 17 at 7:00 PM at Monticello Raceway. . . . Mike Munves tells us that Harry Williams is doing just fine with his Southland Engineering plant in California. The firm's kiddie rides and new "Speedway" game are hitting on all sales cylinders. Atlantic NY Corp. will have the "Top 30 Little LP's" on hand as soon as the factory ships them. . . . Abe Lipsky pushing the Smokeshop line and with success. . . . Johnny Bilotta has one of the most successful teenage dance hops going for him up on Lake Ontario, and he too is selling up a storm on the new Smokeshop cig vender. . . . Harry Berger, looking relieved now that the US Billiards pool game line has been released. Berger's calling on distribs lining up sales for the year. . . . Si Redd enjoying sales on the Cinch Shoe Shine Packet Vender and claims that Canada's Sam Schwartz can't get enuf Redd Coffee Machines from the Boston outlet.

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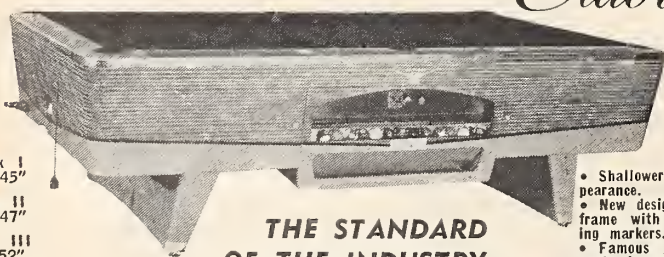
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Cohen Recuperating

Jack Cohen, leading Cleveland music operator and president of the Cleveland Music Operators Association, receiving from the recording artist in person Bobby Gordon's new Decca album, "Warm and Sentimental." Photographed in Mt. Sinai Hospital, Cleveland, where Cohen was recuperating from an illness. Al Gange, regional vice-president for The Seeburg Sales Corporation, stands between the two.





Chicago Chatter

The big news this week is the acquisition of Bally Manufacturing by a group of widely known coinmen, headed by Bill O'Donnell, which includes Barney Sugerman, Irving Kaye and Sam Klein. Bill is now president of Bally.

MOA's Nominating Committee convened in the Morrison Hotel last Friday, June 21, to select a slate for the upcoming election of officers for 1964. Among those present were: John "Red" Wallace, of West Virginia, chairman of the Nominating Committee; Jack Bess, Richmond, Va.; Howard Ellis, Omaha; A. W. (Andy) Hesch, Arlington Heights, Ill.; C. C. Bishop, Raleigh, N.C.; Lou Casola, Rockford, Ill.; and Benton Thorpe, Raleigh, N.C. Also on hand were C. S. (Clint) Pierce, Brodhead, Wisc., MOA's board chairman; and Bob Blundred, managing director of MOA. The new slate will be presented to the entire membership at a Membership Meeting during the convention, where the election of officers and a new board of directors for next year will be finalized.

Speaking of conventions: A sturdy pat-on-the-back is due Sid Shapiro, convention manager for NAMA, for the smooth job he accomplished in satisfying everyone on the exhibit floor plan for the forthcoming NAMA Annual Convention and Trade Show (Sept. 7-10). Site will be McCormick Place, the huge palazzo on the lakefront. Headquarters will be the Conrad Hilton Hotel.

A quick trip out to First Coin Machine Exchange left no doubt that traffic is heavy in the showrooms. Eager and helpful hosts as always are: Joe Kline, Sam Kolber and Fred Kline. The big action is on Wurlitzer phonos and export biz.

Excellent reaction is already a fact with Gottlieb's new "Square Head" (Add-A-Ball) and "Tic-Tac-Toe" pinball amusement game, according to Alvin and Nate Gottlieb. Judd Weinberg advises that export business on "Square Head" is already booming all over the world. While on the new amusement equipment kick: Bill DeSelm announced the release of United Mfg's. new bowler twins, "Astro" puck shuffle alley and "Capri" big ball bowling alley this past week. Production will be at full-speed-ahead until the United plant shutters for vacation, July 8. Meanwhile Herb Oettinger, Roy Kraehmer, Ray Riehl, Bill, Art Rapacz and Bob Jones are polishing up (and sharpening!) their golf equipment.

A complicated guy is Joe Robbins, of Empire Coin, who is a true sports buff. Not only is he a HANDICAP GOLFER (I can already feel the repercussions), a Little League baseball sponsor and coach, but he also likes to watch the White Sox "moider" the Yankees out at Sox Park. We're told he's no mean fisherman as well.

It's been a few weeks since Midway's "Rifle Range" amusement game has been exposed to the coin machine markets. Indications, according to Hank Ross and "Iggy" Wolverton, heads of Midway Mfg. Co., are that it is making a fine impression among operators, and is consequently receiving excellent acceptance everywhere.

The word from Paul Huebsch, general manager at Atlas Music, is that sales are booming on Rowe-AMI coin-operated phonos and Rowe cold drink vendors these days. A visitor at Atlas Music last week was genial Don Rudolph, of Berns Amusement Co. He chatted with Paul, Eddie Ginsburg, Chuck Harper and Joe Klykun. Atlas won the Region IV 1st prize in the Rowe AC sales contest. Bob Fabian won a salesman's award.

While Rowe AC prexy Jack Harper and executive vice president Dean McMurdie remained in at the firm's offices, vice prexy Fred Pollak jetted east to visit with distributor customers, handing out contest awards along the way to top distrib sales teams. Jim Newlander and Phil Glover were on their vacations, and Don Lunday left for Grand Rapids to visit at the Rowe AC factories.

Chicago Coin's Mort Seore minces no words in extolling ChiCoin's "Riot Gun" rifle-target amusement game. Sales, he sez, are terrific everywhere. . . The Williams Electronic plant is on vacation this week, commencing June 28 thru July 15. This gives prexy Sam Stern, vice prez Art Weinand, Jack Mittel, Gordon Horlick and the rest of the Williams staff a chance to rest up for the hectic production schedules ahead.

There's considerable activity at the Seeburg plant these days as the huge factory girds for the annual vacation period, three weeks (the first 3 weeks in July), according to Stanley Jarocki. Tom Herrick is due back from an eastern swing this week.

They're really hummin' along at J. H. Keeney & Co. General manager Joe Shields and sales chief Clayton Nemeroff explain that they just can't produce "Go Cart" amusement games fast enough to meet the heavy demand. Prexy Roy McGinnis can now concentrate on his terrific golf game.

The Rock-Ola Mfg. golf outing was held Saturday, June 22, in suburban Woodridge Country Club, and attended by such golf "pros" as David C. Rockola, Donald Rockola, Dr. David Rockola, Edward G. Doris, Frank Doyle, Art Ehlert, Les Rieck, George Hincker, Jack Barabash, Bill Haldeman, Art Janacek, Hugh Gorman (he of recent hole-in-one fame), and many more execs. As usual Frank Schultz emceed the affair and kept the action well paced. "Slammin'" George Hincker easily walked off with top honors, posting a 43 on the front 9 holes and a neat 37 on the back nine, with a total of 80 for the day's effort.

At press time World Wide Distribs hosted a service school session, featuring the Seeburg "LP Console" coin-operated phonograph, in Urbana, Illinois. The affair was hosted by Nate Feinstein, Harold Schwartz and Art Wood.

Among the local coinmen who report exceptional business despite the sweltering heat are such popular gents as: Johnny Frantz, J. F. Frantz Mfg. Co., who sez the heat brings the folks out to amusement parks where they can play the amusement games. . . Chet Gore, Exhibit Supply Co., infos he'll have something (a new counter "Compact" vacuumatic card vendor) for locations very shortly. . . Mort Levinson, National Coin Machine Exchange, is just wild about Gottlieb's new "Square Head" pingame. . . Ed Ruber, Wico Corp., is already putting his thinking cap on to ponder over Wico's 1964 catalog, which—he sez—should be the biggest one ever. . . Ted Rubey, prexy of Marvel Mfg. Co., and Estelle Bye, are busier then ever producing electrical scoreboards for shuffleboards these days. . . MOA's Bob Blundred is due in N'Yawk around July to contact major record companies to sing the praises of the upcoming MOA Convention.

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NEW IMPROVED REMINGTON NYLON RIFLE

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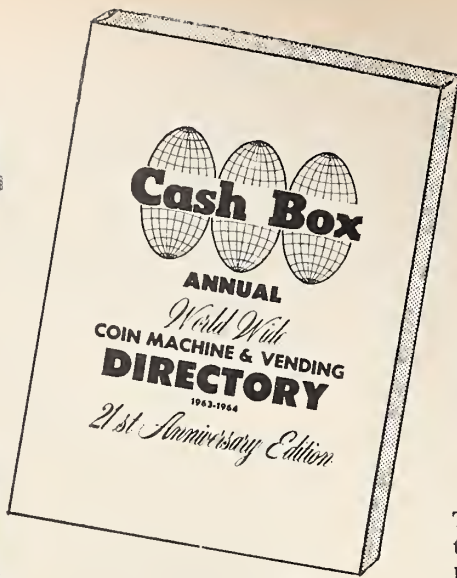
CIGARETTE	
Continental Apco 30 Col.	\$295.00
Corsair 30 Col.	\$195.00
Corsair 20 Col.	\$165.00
Rowe Ambassador 14 Col.	\$165.00
Smokeshop V-27	\$195.00
Smokeshop V-36	\$265.00
Smokeshop V-18	\$125.00
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Un. Rainbow	\$ 65.00
Un. Ace	\$ 65.00
Un. 11th Frame	\$ 65.00
Un. Speedy	\$ 65.00
Un. League	\$ 65.00
Un. Mercury	\$ 65.00
Un. Select Play	\$ 65.00
Un. Mars	\$ 65.00
Un. Cyclone	\$125.00
Bally Lucky Shuffle	\$110.00
Bally Champion	\$ 65.00
Bally Victory	\$ 65.00
Bally Jet	\$ 65.00
Bally Mystic	\$ 65.00
Bally Blue Ribbon	\$ 65.00
Bally Congress	\$ 95.00
Bally ABC	\$ 95.00
Bally Del. ABC	\$ 95.00
Bally Super De. ABC	\$125.00
Bally Deluxe Club	\$175.00
Bally Official Jumbo	\$265.00

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TO EQUIPMENT,
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Table of Contents

PHONOGRAPHS

Illustrations of all current and post-war models. Franchised list of distributors for each factory line. Foreign representatives of U.S. manufacturers.

AMUSEMENT MACHINES

Illustrations of every current make and model machine. Complete list of every known manufacturer. Franchised distributor list for each factory. Foreign representatives of firms with International markets.

BACKGROUND MUSIC

List of manufacturers of players using cartridge, tape, special disk—with illustrations of all models and specifications. Distributors in U.S. markets.

KIDDIE RIDES

Illustrations of every current make and model. List of factories manufacturing rides. List of franchised distributors.

VENDING MACHINES—GENERAL

List of manufacturers of all types of vending equipment classified as to types of equipment manufactured by each firm.

CIGARETTE VENDORS

List of manufacturers of cigarette machines. Illustrations of every current model and make. List of franchised distributors and factory representatives. Current promotion allowances for each brand carried.

CANDY MACHINES

List of manufacturers of candy and cookies machines. Illustrations of current model candy-cookie-snack vendors.

SUPPLIERS

Complete lists of firms supplying the coin machine and vending equipment industries: parts, suppliers, merchandise, candy, cigarettes, allied industries.

EXPORT-INTERNATIONAL

1962 export statistics of phonographs, amusement machines and vending equipment, new and used, shipped to foreign markets during 12-month period. Analysis of volume, country-by-country breakdown of dollars, units, by category.

HISTORY OF YEAR IN REVIEW

Month by month record of trade events as they happened. People, equipment, and trade news reference.

JOBBER-DISTRIBUTORS

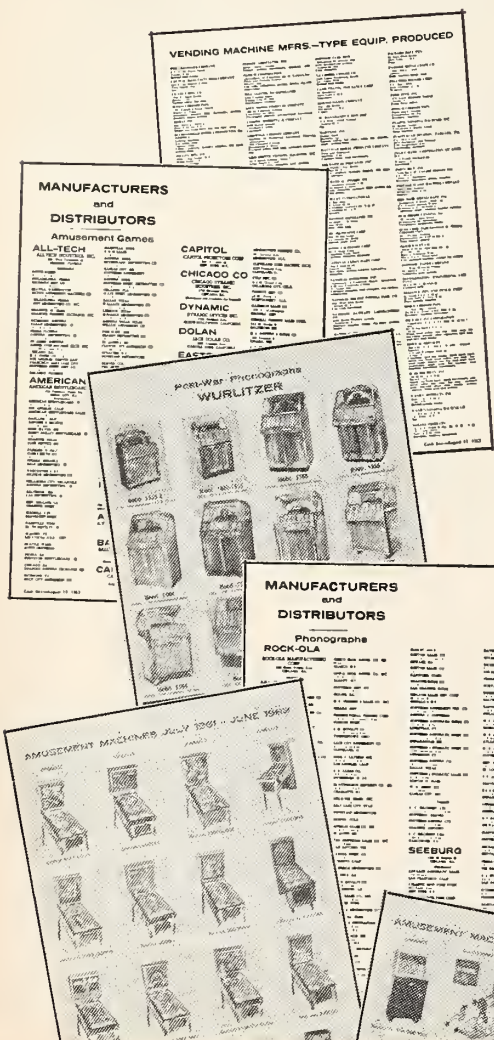
Complete listing of every known equipment jobber in the U.S. State by state breakdown for easy reference.

ADVERTISEMENTS

Institutional sales messages from leading firms supplying the coin machine and vending business with equipment, supplies, services. Quick reference to buying sources.

ANNIVERSARY SECTION

In observance of Twenty-First Year serving the trade.



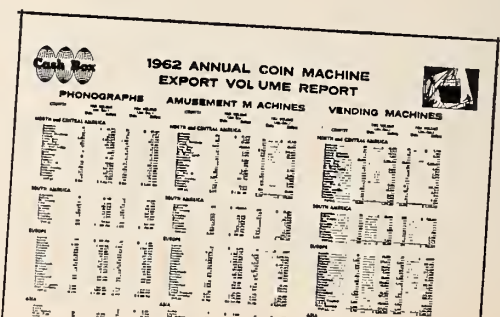
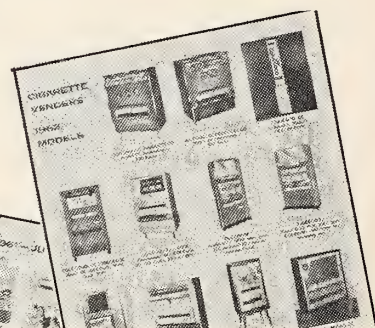
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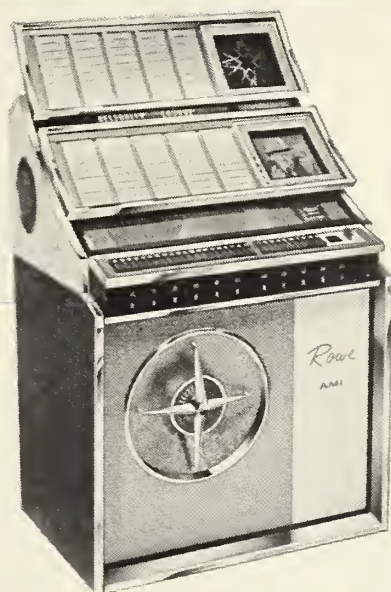


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And, under the "hood," dependable engineering refinements that permit Rowe to give operators the most generous guarantee of trouble-free performance in the industry.

It makes sense—and dollars, too—to see your Rowe AC Services distributor now. He's making real deals, even on those old klunkers that are costing you money.

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California Clippings

A meeting was held at the R. F. Jones & Co. to enlarge the local chapter of the Calif. Music Merchants Association, June 18. Many new members were enrolled and a new vigorous program has been planned. . . . Vending sales have been hefty at the Jones Co. with a large van of vending equipment leaving this week for export to the Far East. Mr. & Mrs. Ed Wilkes and Mr. & Mrs. Bill Gray attended the Calif. Automatic Vending Assoc. held at the El Coronado last weekend in San Diego. Johnny Hotz spending some time at the Denver branch, to help expedite shipments of their back log of orders. Ralph Cragan, manager of the Jones office in Seattle, enjoying a two weeks vacation visiting with his many friends, in the L.A. area. Ralph said he recently called on operators in Juneau, Sitka & Ketchikan and also visited with George Thompson in Fairbanks and Pete Rojcewicz in Anchorage.

Chicago Coin's new "Riot" gun is on display at Paul Laymon, Inc., and capturing the interest of the operator with its many attractive features. Jim Wilkins son, Jim Jr., rode his racing bike 90 miles in 12 hours, from Whittier to Oxnard, where he worked for one week. . . . Sam Ricklin of California Music Co. on a business trip to Miami attending conventions, and also plans to spend some time in New York, before returning home. . . . The export business remains firm and steady at Duarte International Sales Co., with shipments being readied this week for Manila and Melbourne. Bob Fera, mechanic, is in the Temple Hospital for an operation, & Ed Hawley has returned to work following a two weeks absence due to an accident. . . . Marion and Chick Conland of American Coin Machine, Inc. on the road again, promoting the "Champion Fast Draw" gun. Shipments for the East Coast are continuing to increase as the amusement game, gains in popularity. . . . Bernie Silverman of S & S Music stopped by the Leuenhagen 'record bar' with "More," the Kai Winding instrumental hit of the theme from "Mondo Cane," on Verve. . . . Sonny Lomborg of Simon Distributing Co. returned from a successful business trip to the mountain areas, and reports the shop unusually busy with export shipments for the Far East. Henry Leyser of Assoc. Coin in Oakland visiting with Jack Simon. . . . Cliff Nugent of the local Wurlitzer Factory Branch back on the job after spending a day in the hospital for a check-up. Gary Sinclair, reg. sales manager, and Ron Pepple of the Wurlitzer office in Seattle, returned from a visit to Alaska. . . . United's new "Rumpus" shuffle targetette and the newly designed "Astro" shuffle alley, are both proving to be outstanding sales attractions at C. A. Robinson & Co. Louis Lorang of A A Amusement Co. in Yuma, Ariz., in town visiting with Hank Tronick.

A special showing was held at AMCO Music & Vending, Inc. for Seeburg's new "Encore" foreground music unit, and AMCO's new portable public address system, "Porta-sound." The initial reaction was unusually good and the showing very successful, according to Mort Drootin. John Ford, director of personnel for Seeburg's roving studios, in town spending a few days at AMCO. John reports the program so favorable he plans to return to Chicago, to start another school for training of more sales representatives. Art Dunham and Tom Higdon are the sales reps. of the van which will be in the L.A. area for several more weeks.

In town visiting distributors and one-stops this week were: George Joyce, El Monte; Ray Brandenburg, La Habra; John Ketchersid, Long Beach; Harold Sharkey, Huntington Park; Walter Cook, Palos Verdes; Jerry Graves and Fred Anderson, El Monte.



Midwest Musings

Earl Porter, Mitchell, So. Dakota, and Tony Ratchford, Huron, So. Dakota in town last week to see the Minnesota Twins play ball. . . . Mr. and Mrs. Norman Pink, Minneapolis, in Canada last week for a few days fishing. Mrs. Pink is formerly from Winnipeg. . . . Mr. and Mrs. Earl Ackley, Spooner, Wisc. in town for the day to pick up records and parts. . . . Mr. and Mrs. Lawrence Sanford, in town for the day picking up their records and parts. . . . Congratulations to Mr. and Mrs. Herman Warn, Salem, So. Dakota on the marriage of their daughter Donna. Marriage took place in Sioux Falls, Saturday, 22nd. . . . Mr. and Mrs. Nels Nelson, Alexandria, Minn. will leave next week for a three week vacation. They are driving to Washington to visit Nels, mother and family. . . . Forrest Dahl is getting in a lot of fishing. Moved into his lake home for the Summer and drives back and forth each day. . . . Mark Coughlan, Mankato, Minn. in town Tuesday morning to pick up his daughter flying in from L.A. to spend a few weeks with him. . . . Irv Linderholm, Harlan Beach, Ike Pierson, and Herman Warn, in Canada last week for some fishing. . . . Elgin McDaniel, Wadena, Minn. in town this week for a few hours picking up his record order and parts.

Happy Birthday This Week To:

WEEK OF JULY 1

- Howard Johnston, Montgomery, Ala. . . . Edw. R. Wurgler, Buffalo, N.Y.
- . . . Louis Casola, Rockford, Ill. . . . Seymour Pollak, No. Tarrytown, N.Y.
- . . . Thos. B. Swab, Lone Pine, Calif. . . . L. Schuster, San Angelo, Texas.
- . . . Jessie M. Hogan, Lafayette, Ind. . . . Nathan Bensky, Peekskill, N.Y.
- . . . Lee Walker, Los Angeles, Calif. . . . Harold E. Staples, Tulsa, Okla.
- . . . Clayton C. Nemeroff, Chgo, Ill. . . . Hal Zimmerman, Oceanside, N.Y.
- . . . J. Van Wyck III, Nyack, N.Y. . . . Dode M. Lamson, Lima, Ohio.
- . . . Kenneth T. Grathwohl, Greenport, N.Y. . . . Ben Chicofsky, Forest Hills, N.Y.
- . . . Wm. J. Burke, Baltimore, Md. . . . Milton A. Pritts, Denver, Colo.
- . . . C. H. Flannery, Logan, W. Va. . . . Raymond S. Harrison, M.B., Fla.
- . . . Irving Geltzer, New London, Conn. . . . Norman Orleck, N.Y. . . . Joe Steele, Houston, Texas . . . Bill Bye, Anaheim, Calif. . . . Alfred Sharpe, Portland, Maine. . . . Arlie Higgins, N. Wilkesboro, N.C. . . . Richard Greenburg, N.Y.

WEEK OF JUNE 24

- E. H. Griggs, Columbia, Tenn. . . . Clarence Kyntion, St. Louis, Mo. . . . Wm. Downing, Fresno, Calif. . . . E. H. Stockham, Bloomington, Mich. . . . R. E. Taylor, Lincoln Neb. . . . Cassiano G. Silla, Oakland, Calif. . . . Richard S. Griffen, Howell, Mich. . . . Theo. S. Gutowski, San Fran., Calif. . . . Paul J. Haberthier, Silvertown, Ohio . . . M. H. Davis, Nashville, Tenn. . . . C. P. Dinwiddle, Atlanta, Ga. . . . Mark A. Osborne, Sr. Youngstown, Ohio . . . W. E. O'Brien, Newport, R. I. . . . Gilbert M. Wilkins, Galenam Kans. . . . Benito Murillo, Oakland, Calif. . . . John D. Fuller, Albany, N. Y. . . . W. R. Whitfield, Hopkinsville, Ky. . . . Clarence B. Court, Galion, Ohio . . . Cecil A. Bottger, Keokuk, Ia. . . . R. V. Green, Ft. Frances, Ont. Canada . . . Frank J. Cash, Pueblo, Colo. . . . Wm. G. Cowen, Quincy, Mass. . . . Ralph Thole, St. Louis, Mo. . . . Howard Johnston, Montgomery, Ala. . . . Edw. R. Wurgler, Buffalo, N.Y.



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GOTTLIEB
ADD-A-BALL**

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HEAD

NEW IDEA!
"Tic-tac-toe"
Add-A-Ball

Completing line of X's or O's lights rollovers and holes for additional balls. Feature resets after each ball goes out.

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- X** 4 pop bumpers give fascinating rapid-action play.
- O** 2 holes score up to 500 when lit.
- X** 2 flippers located for best skill-shots.
- O** High scores give additional balls.
- X** Tilt feature allows play to continue even after a "tilt".



New "Hard-Cote"
Finish Extends Playboard
Life to an All-Time
High!



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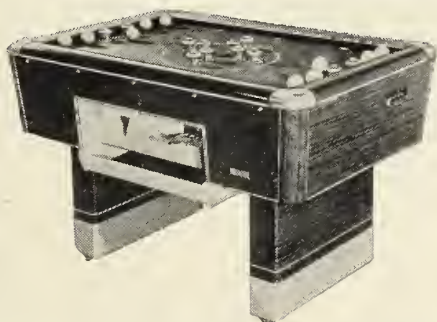
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Cinebox Premiere

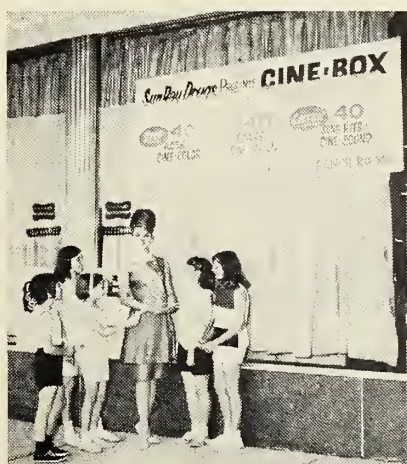
(Continued from page 54)

minute films spins in a vertical plane to the proper point for projection. Film is threaded automatically onto a 16 mm projector, where it is projected from rear by a series of mirrors and the sound is picked up optically via an arm equipped with photocell and exciter lamp. A prism picks up one full frame and 1/3 frame on each side which eliminates the need to frame film. The sound system has 2 sets of speakers with crossover network. The six-foot machine weighs 328 pounds.

Cinebox is produced in Milan, Italy, by Societa Italiana di Fonovisione S.p.A. Angelo Bottari is President of the firm. Estey Electronics Corp., Cinevision's parent company, is licensee for the United States. Cinevision will produce and distribute films for Cinebox.

Inventory List Resumed

NEW YORK—The weekly Inventory List published by *Cash Box* which lists coin-operated equipment in use with date of manufacture, was dropped from the June 29th issue because of last minute mechanical problems concerning late copy. It is resumed this week and will continue to be a weekly feature.



Pictured at right, the new movie-music machine was located in the Ranch Room of Sun-Ray Drugs in Wilmington last week by Dave Rosen, local distributor. Store used advertising slides to promote products sold over counter.

2 Ways to Play

chicago coin's

**RIOT
GUN**



Shoot Against
Time - OR
25 Shots for 10¢

Optional Extended Play
and Match-Play feature!



SLIDE-OUT
SERVICE
PANEL

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 20 CENTS PER WORD

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

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

Classified Ads Close WEDNESDAY

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

WANT

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

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

WANT—New close out over-run return hit 45-rpm records. Contact immediately for quick transaction. BILL ISAACS, ISAACS RECORD ENT. INC., 223-07 HEMSTEAD AVE., QUEEN'S VILLAGE 29, N.Y. (Tel. HO 4-7770)

WANT—Philadelphia Toboggan (Skee Balls) quote quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

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

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

WANT—Gottlieb pins, late model Bally, United Shuffle Alleys. Write, wire, phone. SCOTT CROSSE CO., 1732 FAIRMOUNT AVE., PHILADELPHIA, PENNA. Center 6-4444.

WANT—Telequiz; Seeburg Phonographs; Gottlieb Pinballs; THE GENERAL AUTOMATIC S.C.—60 RUE VAN SCHOOR—Brussels, Belgium. * Cable JEUMATE/Brussels.

WANT—Exhibit's IOU, Selectem and Horse-shoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Gottlieb 2 & 4 players. TOLEDO COIN MACHINE—814 SUMMIT—TOLEDO, OHIO.

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

WANT—Laguna beach backglass: Classic bowling league backglass. ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

WANT—Juke Boxes; Kiddies Rides; Skill Games; Candy Machines; State price. Condition, quantity; AUTOMATIC SELLING ASSN. 12 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. 516—GE 1-3321).

WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skee Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS. BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

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

WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHNS DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

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

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

WANT—Your used or surplus 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. Union 1-7500. Jackson 1-3121).

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

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

WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment. Cash on the line. Contact PALMER at BELINTRACO, 31 SOMERS STRAAT, ANTWERP, BELGIUM.

WANT—Salesman. We are exclusive distributors in eighteen states. We need a salesman to call on amusement operators with hottest kiddie rides in country. Territory open. Top commission. All replies confidential. Contact. WESTERN TRAILS AMUSEMENT CO., 3249 N. BROADWAY—CHICAGO, ILL.

WANT—Experienced salesman to sell top vending line in State of Florida. Salary-expenses. Call collect. MR. TARAN, ME 5-2531. TARAN DIST. CO., 3401 N.W. 36th STREET, MIAMI, FLA.

CLASSIFIED ADVERTISING SECTION

WANT—Blues, rhythm and blues, jazz used 45's. No quantity too small. We pay top prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.

WANT—45 rpm Record closeouts. Returns, surplus and cut-outs. New only. Call or write. H. SHENKMAN, PARAMOUNT RECORD CO.—16 CHERYL LANE NORTH, —BETHPAGE, N. Y. (Tel. 516-MY 4-4178).

WANT—Music, late shuffles, arcade equipment add a ball pingames, for new Bally spinners. Phone or write. We'll deal. GRECO BROS. AMUSE. CO. INC.—1288 BROADWAY—ALBANY, N.Y. (Tel. HObart 5-0228)

WANT—Bingos for export. Please send your complete inventory with prices to be exported by registered exporter. Box #586—CASH BOX—1780 BROADWAY, NEW YORK 19, N. Y.

WANT—Bingo mechanics to work in fabulous Las Vegas call 3823633 for further information in Las Vegas, HONEST JOHN'S—2456 LAS VEGAS BLVD.—LAS VEGAS, NEV.

FOR SALE

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—Shuffle Alleys; Bally Speed \$65; Bally Deluxe Club \$99; Bally Monarch \$99.00; Bally Official Jumbo \$139.50; UNITED EAST COAST—585 TENTH AVE., NEW YORK 36, N.Y. (Tel. PE 6-6680).

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. Market 4-3297).

FOR SALE—New and Used Coin Machines, shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

FOR SALE—Used Rock-Ola's, Wurlitzer's, AMI's Seeburg's Phonographs; Also used Gott: & Pin Games. Write for list. BIRD MUSIC DIST. INC., 124-126 POYNTZ, MANHATTAN, KANS.

FOR SALE—Mills "Peek" Panarama, completely reconditioned, guaranteed A-1 shape, \$395; F.O.B. Louisville, Ky. Term one third (1/3) cash, balance, sight draft. FUN-CENTER, 419 W. BROADWAY, LOUISVILLE, KY.

FOR SALE—Ball Bowlers shopped. C.C. T.V. Bowler 15' \$195; C.C. Player Choice 13' \$275; C.C. Player Choice 15' \$275; Bally Trophy 11' \$225; Bally Trophy 14' \$225; Bally Lucky 11' \$295; Bally Lucky 14' \$295; HASTINGS DIST. CO. INC., 6100 WEST BLUEMOUND ROAD MILWAUKEE 13, WISC.

FOR SALE—Gott. Corral: United Select Play shuffle alley; United Super Bonus shuffle alley; Chicago Coin Score A Line shuffle alley; reconditioned and ready for location; Call or write NASTASI DIST. CO.—826 BARONNE ST.—NEW ORLEANS, LA. (Tel. 523-6386) Quickly.

FOR SALE—United Silver Roll-Down S.A. \$5.95; Handicap B.A. \$3.95; League B.A. \$3.75; Advance B.A. \$3.50; Duplex B.A. \$3.50; Playtime B.A. \$2.25; Bonus B.A. \$1.95; Jumbo B.A. \$1.45; Dual S.A. \$2.25; Super Bonus S.A. \$1.50; Handicap S.A. \$95; Midway Target Gallery \$275; Deluxe Shooting Gallery \$195; Deluxe Baseball \$350; United Carnival Gun \$125; Fischer 6 Pocket Slate Pool tables \$195; CENTRAL OHIO COIN MACHINE EXCHANGE, INC.—858 N. HIGH ST.—COLUMBUS 15, OHIO. (Tel. AXminster 4-3529)

FOR SALE—Bally: Big 7 Shuffle \$615; Cross Country \$360; Lucky Alley \$150; Strike Bowler \$150; Skill Parade \$215; Fun Phone \$120; Gott: Seven Seas \$235; Sweet Sioux \$295; Williams: Ten Spot \$165; Friendship 7 \$290; Spot Pool \$120; Golden Gloves \$145; Crossword Tic-Tac-Toe \$110; Chicago Coin: Ray Gun \$225; Keeney: Deluxe Jewel Shuffle Alley \$95; United: Team Six Player Shuffle Alley \$125; League Bowler \$125; All-Tech: Indian Scout \$565; Twirly Bird \$670; NEW ORLEANS NOVELTY CO. 1055 DRYADES STREET—NEW ORLEANS, LA. Tel 529-7321.

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

FOR SALE—Bally Shuffles; ABC Super, Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas. GLOBE DIST. CO., INC.—1623 N. CALIFORNIA AVE.—CHICAGO 47, ILL.

FOR SALE—Seeburg close out prices on chrome. 3W 100—like new; V3WA—200; 3W1—100. Write for distributors price. SEACOAST DIST. INC. 1200 NORTH AVENUE—ELIZABETH 4, N. J.

FOR SALE—1 Un. Eagle Shuffle Alley; 1 Un. Lightning Shuffle Alley; 1 Un. Bowling Alley; 1 Un. Team Bowler; 3 Bally ABC Bowlers. No reasonable offer refused. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE PARK, NEW JERSEY. (Tel. WH 5-2893).

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. Parkview 7-1373).

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

FOR SALE—6 Pocket Pool Tables, excellent shape \$150; 14' Bowlers \$195.; Blinks \$185.; Skee Balls \$125; Bowlette 14' \$175.; Rebound shuffles \$49.50. Write or wire today. PURVEYOR DISTRIBUTING CO. 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. JUNiper 8-1814).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records—60% majors, 11¢ and less. EP's 25¢ per record. 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnkirk 3-8735).

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

FOR SALE—Panorams—Amusements—Arcades—Export, Mills 16 M.M. RCA Projectors. Like New. Original Cabinets. Vista Vision Screen. Safety Glass Fronts \$400 Firm FOB. R. GORDON, BAY AREA FUN CENTER, 723 MARKET ST., SAN FRANCISCO, CALIF.

FOR SALE—Seven Lord's Prayer Machines—very good condition but not refinished, \$149.50 each. This is the season for this equipment. ABT Bill Changers, current model, like new. Listed at \$995; our price \$675. Five Vendo 210 Milk Vendors @ \$250 each. SHELDON SALES DIST. CORP.—881 MAIN ST.—BUFFALO, N. Y. (Tel. TT 5-9106).

FOR SALE—New Giepen Coffee Machines: New Cinch Shoe Shine Machines. Close out, name your own price. 10 Bally Spinners; 10 Bally Table Hockeyes. REDD DIST. CO. INC.—126 LINCOLN STREET—BRIGHTON 35, MASS.

FOR SALE—Famous Sidebottom Claw Machines \$150, crated for overseas shipment. Buy back merchandise 25¢ each. Port of Stockton, Calif. WILLIAM BAILEY—1459 COUNTRY CLUB BLVD.—STOCKTON, CALIF.

CLASSIFIED ADVERTISING SECTION

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

FOR SALE—You need back glass insurance. Back glasses are expensive and a great many of them will be irreplaceable. Your investment in equipment is valueless without a back glass. Protect yours now with "shatter-proof". Easily and quickly installed on Bingos, Uprights, Shuffles, Bowlers, \$10.95. State name of game when ordering. **STATE SALES & SERVICE CORP., 1005 EAST BALTIMORE ST., BALTIMORE, MD. (Tel. DI 2-3055).**

FOR SALE—Telescopes for the tourist season at mountains, lakes, dams, parks and coastal viewpoints. For ten cents your investment of \$695. will be returned this summer. Assemble six rugged rust proof parts in ten minutes. **ANDERSON VENDING CO. 3225 S. W. 78, PORTLAND, ORE.**

FOR SALE—For export: Bally Lotta Funs \$225; Barrel O Funs \$325; Shoot A Lines \$425; Lite A Lines \$500; FOB Port of Philadelphia, Pa. Cable Address DALCOIN. D & L COIN MACHINE CO.—411 KELKER STREET—HARRISBURG, PA.

FOR SALE—Closouts: Bally Bank Ball (like new) \$245.00; Table Hockey (floor sample) \$245.00; Bucky Horse (floor sample) \$645.00; Big Seven Shuffle 50¢-(new) \$695; Fun Phone-write or call; Rock-Ola 1478 \$495.00; Wurlitzer 2200 \$295.00; 6-Seeburg V3WA (200 Sel.) Wall Boxes \$45.00 ea.; United Sky Raider Gun \$145.00; Exhibit Dale Six Shooter Gun \$65.00; Genco Official Skill Ball (2 pl.-9") \$65.00; Bally Bowler 21' \$745.00; 16' \$725.00; Lucky Alley 11' & 14' \$245.00; Strike Bowler 14' \$125.00; United Bowling Alley 14' \$95.00; Action Shuffle Alley (like new) \$645.00. Used equipment—completely reconditioned—guaranteed. **MICKEY ANDERSON AMUSEMENT COMPANY, 314 EAST 11th STREET ERIE, PENNSYLVANIA. PHONE: GLendale 2-3207.**

FOR SALE—One United Baseball \$545; WESTERN DIST.—1226 S.W. 16th AVE., PORTLAND 5, ORE.

FOR SALE—Gott: Harbor Lites; Green Pastures; Twenty Grand-Wms. Turf Champ-Ten Strike; Bally Beauty Contest; Bank Balls (new); Golf Champs; Wall Boxes; AMI-120, Wurl: 200 Model 5250; 2 Seeburg 100 Walmomatic. **NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. (Tel. MArket 1-5438).**

FOR SALE—Attention: Wholesalers and Exporters. We have quantity of late used 100 and 200 selection Wurlitzer and Seeburg Phonographs. Shopped and ready for shipment. Write: **UNITED DIST. INC., 902 WEST SECOND ST., WICHITA 3, KANS.**

FOR SALE—Regulation Shuffle Alleys \$150.; Bulls Eye Drop Ball \$75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call **CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.**

FOR SALE—Seeburg R-100 \$290; Wurl. 2150 \$325; Wurl. 2200 \$525; Wurl. 2300 \$645; AMI J-120 \$375; AMI G-200 \$165; NORTHWEST SALES CO., OF OREGON, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. CA 8-6557).

FOR SALE—Routes. Tusko Elephant clean \$400; 4-Skill Scores like new \$45; Bally Beauty Contest \$75; Mercury upright Grips refinished, good decals \$50; New Juniors Tool Model 200 Sanders \$34.50; CLOER DIST. CO.—1613 MAIN, JOPLIN, MO. (Tel. MA 4-7621).

FOR SALE—Big Time, Gay Time \$90; Broadway \$125; N. Club \$135; Beach Time \$245; Carnival Queen \$275; Sea Island \$365; Balierina \$435; County Fair \$500; Buckley Track Odds FP or cash P.O. \$325; CROSSEDUNHAM & CO., 350 GREENDALE ROAD, YORK, PA.

FOR SALE—All kinds of Fruit Machines, Jennings Standards and Mills High and Low tops, Evans Races and Bangtails, Clover Bells, Draw Bells, Citation and Turf King One Ball. Shopped for export. **ATOMIC COIN MACHINE CO. BOX 4312, NORTH LAS VEGAS, NEV.**

FOR SALE—Baby Pam. The New coin operated movie machine. Throw out all the old Panorams, make big money with this new machine. We also supply 8mm-16mm films for these machines. Write for complete information **ACKERMAN ENT. P.O. BOX 1334, ESCONDIDO, CALIF.**

FOR SALE—Real bargain on exceptionally clean Seeburg H201; Hideaways @ \$395 or three for \$1,000; V200's @ \$170 or five for \$800; VL200's and HF100G's @ \$225 or five for \$1,000 AQ100SH \$695; Q160M \$695; Rock-Ola 1438's @ \$125 or four for \$395; Wurl: 2200's @ \$345 or two for \$600; we carry all makes and models in used music, vending, and games; ship directly overseas from Port of Detroit. Let us know what you need. **MARTIN AND SNYDER CO., 13200 W. WARREN AVE., DEARBORN, MICH. (Tel. LUzon 2-2300).**

FOR SALE—Registered for export. Available Hollycranes, Bingos, Big Times, Varieties, Gay Times, Miami Beaches, Broadways, Night Clubs, Carnivals, Sea Islands, etc. Write for prices. Immediate delivery. D & P MUSIC, 27 EAST PHILADELPHIA, YORK, PA. (Tel. 8-1846).

FOR SALE—Gott: Spota Card \$215; Gondolier \$170; Universe \$190; Mademoiselle \$250; Lite-A-Card \$265; Bally Tournament \$124; Champion Tournament \$164.50; Strike \$124.50; Small ball bowlers \$94.50; United Regulations \$84.50; VENDORS EXCHANGE INC., 1440 W. 10th, CLEVELAND 13, OHIO. (Tel. 861-1443).

FOR SALE—For best prices on Pin Ball and Shuffleboard machines, please write or call 234-7123. **TRI-STATE DIST. CO., Box 615, Rome, Ga., or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).**

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

FOR SALE—Six-pocket tables a/new slate and new accessories reconditioned like new, 73443 \$175; 90 x 50 \$275; Midway Shooting Gallery \$195; Bally Lucky S/A \$175; United 3-Way S/A \$225; United Dolphin \$475; Bally Rocket S/A \$75; BETSON ENTERPRISES, INC.—3726 TONNELE AVENUE—NORTH BERGEN N.Y.

FOR SALE—Rock-Ola 1455 \$245; 1435A, \$75; 1438, \$150; Seeburg 100 Wall Box, \$35. Also large supply of Uprights and Gott: 5 Balls. **HALLGREN DIST., INC., 1626 3rd AVENUE, MOLINE, ILL.**

FOR SALE—(On premises only) United Shuffle Alleys—five way \$395; Embassy \$595; Zenith \$225. **MOHAWK SKILL GAMES CO.—67 SWAGGERTOWN ROAD—SCHENECTADY 2, N. Y.**

FOR SALE—Completely reconditioned and ready to go. Williams Official Baseball \$295; Williams Short Stop \$235; Capitol Road Test \$395; Mid-Way Bazooka \$195; Keeney Sportsman \$195; **MIKE MUNVES CORP.—577 10TH AVE., NEW YORK. (Tel. BRyant 9-6677).**

FOR SALE—Kiddie rides repainted and ready to go at \$375 each; 1 Tusko Elephant; 1 Stage Coach; 1 Fire Engine; Several Covered Wagons. **MIDWEST DIST., 709 LINWOOD BLVD., KANSAS CITY, MO.**

FOR SALE—Seeburg R-100; Seeburg 201; A.M.I. Model-Cont. 11; Lyric J-120, J-200, I-120, H-120, G-80, F-120, E-120, E-40; Gott: Flipper Fashion Show, Flying Circus, Hollywood, Show Boat, Darts. **MILLER NEWMARK DIST. CO.—42 FAIRBANKS, N.W.—GRAND RAPIDS, MICH. (Tel. GL 6-6807).**

FOR SALE—Latest juke box records 15¢ each minimum order 500. **KING SALES—1415 WASHINGTON ST.—BOSTON, MASS. (Tel. CO 6-5778).**

FOR SALE—New Giepen Coffee machines; New shine machines; New Kiddie Rides; Seeburg 299 record wallboxes. **REDD DIST. CO. INC.—126 LINCOLN CT.—BRIGHTON 35, MASS. (Tel. AL 4-4040).**

MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

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

AMERICAN SHUFFLEBOARD CORP.

Imperial Shuffleboard
Electra 6 Pkt. Pool Table

AUTO-PHOTO CO.

Model 12 Studio\$3,245.00
V-2 Auto-Voice Recorder

BALLY MFG. CO.

Super 8 Shuffle (4/63)
Moon Shot (3/63) 5-Ball
Fun-Phone (3/63)
Spinner
Table Hockey (2 Plyr) (2/63)
Bucky Bronco Kiddie Horse
Equipped with combination coin mechanism; Std. dime coin mechanism \$995.00
Bank-Ball
Deluxe Bally Bowler 16' lengths ...
5' Extension Sections \$105.00 (May 1962)

CHICAGO COIN MACHINE

Riot Gun (6/63)
Strike Ball Shuffle (5/63)
Grand Prize Bowler (3/63)
All-Star Baseball (1/63)
Big Hit Baseball (10/62)
Pro Basketball (June '61)

EXHIBIT SUPPLY CO.

Card Vendor
Kleer Plastic Laminator Vendor ...

CINEVISION CORP. OF AMERICA

Cinebox Movie-Music Machine

FISCHER SALES & MFG. CO.

Crown One Hundred (100")
Crown Ninety (90")
Crown Eighty Five (85")
Royal 90 (90")
Royal 76 (76")
Crown Fiesta—Reg. Bumper

J. F. FRANTZ MFG. CO.

Little Leager (12/62)
Double Header (12/62)
Save Our Business
U.S. Marshall 5¢ Gun
Kicker & Catcher
ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
Aristo Scale

D. GOTTLIEB & CO.

Slick Chick 1P (4/63)

IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series
Mark I, 77x45
Mark II, 85x47
Mark III, 92x52
Mark IV, 106x58
Mark V, 113x63
Deluxe Satellite, 77x45
Deluxe Klub Pool
Regular 56x40
Jumbo 75x43

J. H. KEENEY & CO.

Go Cart • IP (5/63)

MIDWAY MFG. CO.

Rifle Range (6/63)
Slugger Baseball (3/63)

ROCK-OLA MFG. CORP.

404 100 Sel. (Capri) Stereo-Monaural Phono.
404 100 Sel. (Capri) Stereo-Monaural Phono. (With #1979 Full Dimensional Stereo Kit.) ...
408 160 Sel. (Rhapsody) Phono. With Full Dimensional Sound Feature
1494-G 100 Sel. Wall Phono.
1624 Large Stereo Speaker
1627 Small Stereo Speaker
1950 Remote Volume Control
1558 Wall Box (160 Sel.)
1564 Wall Box (100 Sel.)

ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.

Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream with changer.
Model 1400S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, whipped powdered soup, granulated sugar, soluble cream with changer.
(Fred Hebel Corp.)
Model 3400 Hebel—Coffee, Hot Chocolate, (Color Beige)—Single cup fresh soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, changer optional (extra charge).

ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.
HAC-200 Hideaway, 200 Sel. Sel. Mon.
HEB-200 Hideaway, 200 Sel. Selective Stereo
CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-Coin Rejector
F-10436 Bar Grip, W.B. Mounting Bracket
EX-600 Cylindrical Wall Speaker
EX-700 Wall Speaker
L-2130 Ceiling Spkr., Choice of Grille
Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille
Riviera Cigarette, 20 sel. 800 pack.
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.

77 Candy Merchandiser, 11 sel, 360 cap.
Tasty 20 Candy Merchandiser, 20 sel, 560 cap.
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.
Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection Phono.

LPC-1R—Stereo LP Console, 160 Selection Phono, remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.

HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.

DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.

SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers, Remote income totalizer.

3W100—Wall-O-Matic 100, Single Pricing

TW1—Twin stereo wall speaker, 8 inch

TC1—Twin stereo corner speakers, 8 inch

TR1—Twin stereo recessed speakers, 8 inch

EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control

CC-2—Coin counter

BACKGROUND MUSIC

BMS-2—Background Music unit, 1000 selection

BMC-1—Background Music Compact

BMCA-1—Companion Audio

CIGARETTE VENDOR

4E3—Modular unit, 825 pack capacity.

4E3XM—Modular (less match unit) 825 pack capacity.

4E4—Free Standing, Personalized, 825 pack capacity.

4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity

COFFEE VENDOR

662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time, Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5

664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5

664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6

664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5

767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6

COLD DRINK

45CD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor

75CD1—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor

MILK VENDOR

MV-1—Modular Milk Vendor, capacity 246-336 cartons depending on size. Selective: 3

SOUTHLAND ENGINEERING CORP.

Speedway (6/63)

Fast Draw

Space Ship

Travel Pony

UNITED MFG. CORP.

Astro Shuffle (6/63)

Rumpus Shuffle-Targette (5/63)

UNITED MUSIC CORP.

UPD-100 Monaural

UPD-100S Stereo

URBAN INDUSTRIES

Kiddie Kolor Kartoon Movie Machine

Panaram

VALLEY SALES CO.

Deluxe 6-Pocket Models

Model 750A—75x42x31

Model 850A—84x47x31

Model 900A—90x50x31

Special 6-Pocket Model

Model 745A—75x42x31

Regulation Bumper Pool

WILLIAMS MFG. CO.

Skill Pool 1P (6/63)

Major League Baseball (3/63)

Voice-O-Graph

THE WURLITZER COMPANY

2700 Stereo-Mono., 200-sel. phono.

2710 Stereo-Mono., 100-sel. phono.

Wall Boxes

5010 WB Ten Top Tunes sel. 50¢

5250 WB 200-sel. 10-25-50¢

5207 WB 104-sel.

5200 WB 100-sel. 10-25-50¢

Speakers

5122 Stereo Convertible Console Spkr.

5123 Stereo Wall Spkr.—12" Coaxial

5124 Stereo Corner Spkr.—8" Extended Range

5125 Stereo Extender Spkr. (Packed in Pairs)

5126 Stereo Directional Spkr. (Packed in Pairs)

Hideaway Phonographs

2717 Stereo-Mono. 200-sel.

2711 Stereo-Mono. 100-sel.

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

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

MUSIC MACHINES	PINGAMES	PINGAMES	SHUFFLES—BOWLERS	ARCADE	ARCADE
AMI	BALLY	Casino 1P (10/58)	UNITED	ABT 6 Gun Rifle Range	Del. Model (5/61)
D-40, '51, 40 Sel.	Acapulco (5/61)	Club House 1P (10/59)	Shuffles	Air Football	Midway Del. Baseball (5/62)
D-80, '51, 80 Sel.	Barrel-O-Fun (9/60)	Coquette (4/62)	Clipper (5/55)	Air Hockey	Mid. Target Gallery (7/62)
E-40, '53, 40 Sel.	Barrel-O-Fun '61 (4/61)	Crossword 1P (4/59)	5th Inning (6/55)	Auto Photo Model 9	Carnival Tgt. Gtry. (2/63)
E-80, '53, 80 Sel.	Barrel-O-Fun '62 (11/61)	Darts 1P (6/60)	Capitol (6/55)	Amer. Shuff. Situation (5/61)	Mills Panorama Peek (11/54)
E-120, '53, 120 Sel.	Ballerina (6/59)	Fiesta 2P (12/59)	Super Bonus (9/55)	B Undersea Raider	Munves Bike Race (5/58)
F-40, '54, 40 Sel.	Beach Beauty (11/56)	Four Roses 1P (12/62)	DeLuxe model	B Derby Gun (2/60)	Munv. Sat. Trkr. (5/59)
F-80, '54, 80 Sel.	Beach Time (9/58)	Four Star 1P (7/58)	Top Notch (10/55)	B Bulls Eye Shooting Gallery (9/55)	Mu Atomic Bomber
F-120, '54, 120 Sel.	Beauty Contest (1/60)	Gay Paree (6/57)	Regulation (11/55)	B Ball Park (4/60)	Mu Ace Bomber
G-80, '55, 120 Sel.	Big Show (9/56)	Gldn. Bells 1P (9/59)	6-Star (10/57)	B Sharpshooter (2/61)	Mu Dr. Mobile
G-120, '55, 120 Sel.	Can-Can (10/61)	Gldn. Gloves 1P (1/60)	Midget Bowling (3/58)	B Golf Champ (8/58)	Mu Fly Saucers
G-200, '56, 200 Sel.	Carnival (11/57)	Gusher 1P (9/58)	Shooting Stars (4/58)	B Bat. Practice (8/59)	Muto Lord's Prayer
H-120, '57, 120 Sel.	Carnival Queen (11/58)	Jig Saw 1P (12/57)	Eagle (5/58)	B Skill Roll (B 3/58)	Mu Photo (Pre-War)
H-200, '57, 200 Sel.	Circus (8/57)	Jumpin' Jacks 2P (4/63)	Atlas (8/58)	B Moon Raider (7/59)	Mu Photo (DeLuxe)
I-100M, '58, 100 Sel.	Circus Queen (2/61)	Jungle 1P (9/60)	Cyclone (10/58)	B Target (10/59)	Mu Silver Gloves
I-200M, '58, 200 Sel.	County Fair (10/59)	Kingpin (9/62)	Niagara (11/58)	B Spook Gun (9/58)	Mu Sky Fighter
I-200E, '58, 200 Sel.	Crossroads (1/56)	Mardi Gras 4P (11/62)	Dual (1/59)	B Skill Parade (1/59)	Munves Squoits (11/57)
J-200K, '59, 200 Sel.	Cypress Gardens (6/58)	Music Man 4P (8/60)	Zenith (6/59)	B Skill Score (6/60)	Muto Voice-O-Graph
J-200M, '59, 200 Sel.	Double Header (7/56)	Naples 2P (9/57)	Flash (6/59)	B Skill Derby (10/60)	Pre-War Model
J-120, '59, 120 Sel.	Funspot '62 (11/62)	Nags 1P (3/60)	3-Way (9/59)	B Del. Skill Parade (4/59)	Post-War Model
K-200, '60, 200 Sel.	Flying Circus 2P (6/61)	Reno 1P (10/59)	4-Way (12/59)	Capitol Midget Movies	Mu K. O. Champ
K-120, '60, 120 Sel.	Golden Gate (6/62)	Rocket 1P (11/59)	Big Bonus (2/60)	CC Bullseye Baseball	Mu Drive Yourself
Continental '60, 200 Sel.	Key West (12/56)	Satellite 1P (7/58)	Sunny (5/60)	CC Basketball Champ	Mu Bang-O-Rama (4/57)
Lyric, '60, 100 Sel.	Laguna Beach (3/60)	Sea Wolf 1P (7/59)	Sure Fire (10/60)	CC 4-Player Derby	Philadelphia Toboggan
Continental 2, '61, 200 Sel.	Lido (2/62)	Serenade 2P (5/60)	Line-Up (1/61)	CC Goalee	Skee Alley
Continental 2, '61, 100 Sel.	Lite-A-Line (2/61)	Space Ship 2P (12/61)	5-Way (5/61)	CC Midget Skee	Scientific Pitch 'Em
	Lotta-Fun (9/59)	Starfire (1/57)	Avalon (4/62)	Super model	Seeburg Bear Gun
	Miami Beach (9/54)	Steeplechase 1P (11/57)	Silver (6/62)	CC Big League (5/55)	Seeburg Coon Hunt
	Miss America (2/58)	Swing Time 1P (5/53)	Shuffle Baseball (6/62)	CC Twin Hockey (5/56)	Set Shot Basketball
	Night Club (4/56)	10 Strike 2P (1/58)	Action (7/62)	CC Shoot The Clown	Telegiz
	Parade (6/56)	3-D 1P (11/58)	Embassy (9/62)	CC Stm. Shovel (5/56)	Un Jungle Gun
	Queens (Bch., Is., Trop.) (3/60)	Tic-Tac-Toe 1P (1/59)	Circus Roll-Down (9/62)	CC Batter Up (4/58)	Un Carn. Gun (10/54)
	Roller Derby (6/60)	Tom-Tom 2P (1/63)	Lancer (11/62)	CC Criss Cross	Un Bonus Baseball (3/62)
	Sea Island (2/59)	Top Hat (10/58)	Sparky (12/62)	Hockey (10/58)	Un Bonus Gun (1/55)
	Shoot-A-Line (6/62)	Trade Winds 3-5 Bl. (6/62)	Caravelle (2/63)	CC Croquet (8/58)	Un Star Slugger (7/55)
	Show Time (3/57)	Turf Champ (8/58)	Crest (4/53)	CC Playland Rifle Gallery (8/59)	Un Spr. Slugger (4/56)
	Silver Sails (11/62)	Twenty-One 1P (2/60)		CC Pony Express (4/60)	Un Pirate Gun (10/56)
	Sun Valley (7/57)	Valiant 2P (8/62)		CC Ray Gun (10/60)	Un Yankee BB (3/59)
	Target Roll (1/58)	Vagabond (10/62)		CC Wild West (5/61)	Un Sky Raider (11/58)
	Touchdown (11/60)	Viking 2P (10/61)		CC Long Range Rifle Gallery (1/62)	Wm. Del. BB (4/53)
	Twist (11/62)			Ex Gun Patrol	Wm. Major Leaguer
	U.S.A. (8/58)			Ex Jet Gun	Wm. Big Lg. BB (2/54)
				Ex Space Gun	Wm. Jet Fighter (10/54)
				Ex Ponv Express	Wm. Safari (2/54)
				Ex Six Shooter	Wm. Polar Hunt (3/55)
				Ex Shooting Gal (6/54)	Wm. Sidewalk Eng (4/55)
				Ex Star Shtg. Gal. (9/54)	Wm. King of Swat (5/55)
				Ex Sportland Shooting Gallery (11/54)	Wm. 4-Bagger (4/56)
				Ex "500" Shooting Gallery (3/55)	Wm. Crane (10/56)
				Ex Treasure Cove Shooting Gal. (6/55)	Wm. Peppy Clown (12/56)
				Ex Jungle Hunt (3/57)	Wm. 1957 Baseball
				Ex Ringer Ball (11/56)	Wm. 10-Strike (12/57)
				Ex Pop Gun (9/57)	Wm. Ten Pins (12/57)
				Ge Lucky Seven	Wm. Shortstop (4/58)
				Ge Sky Gunner	Wm. Pinchhitter (4/59)
				GE 2-Player Basketball	Wm. Vangard (10/58)
				Ge Rifle Gal. (6/54)	Wm. Hercules (2/59)
				Ge Big Top Rifle Gallery (6/54)	Wm. Crusader (6/59)
				Super model (12/55)	Wm. Titan (8/59)
				Ge Gun Club	Wm. Del. Bat. Champ (5/61)
				Ge Wild West Gun (2/55)	Extra Inning (5/62)
				Ge Sky Rocket Rifle Gallery (5/55)	World Series (5/62)
				Ge Championship Baseball (9/55)	Road Racer (5/62)
				Ge Quarterback (10/55)	Bally Champion Horse
				Ge Hi Fly Baseball (5/56)	Bally Moon Ride
				Ge State Fair Rifle Gal. (6/56)	Bally Tnrvt. Trolley
				Ge Davy Crockett (10/56)	Bert Lane Lancer Horse
				Ge Circus Rifle (3/57)	Bert Lane Merry-Go-Round
				Ge Motorama (10/57)	B.L. Miss America Boat
				Ge Gypsy Grandma (5/57)	Bert Lane Fire Engine
				Ge Fun Fair (3/58)	B.L. Whirly Bird (3/61)
				Ge Space Age Gun (6/58)	B.L. Moon Rocket (3/61)
				Jungle Joe	Capitol Donald Duck
				Ke Air Raider	Capitol Elsie
				Ke Sub Gun	Capitol Palomina Horse
				Ke Sportland	Capitol See Saw
				DeLuxe model	Chicago Coin Super Jet
				Ke Ranger (3/55)	Chicago Round The World Trainer
				Ke Luxe Model (3/55)	Deco Merry-Go-Round
				Ke League Leader (4/58)	Deco Space Ranger
				Ke Sportland	Exhibit Big Broncho
				Ke Two-Gun Fun (3/62)	Exhibit Mustang
				Mid Red Ball (5/59)	Exhibit Sea Skates
				Mid Joker Ball (11/59)	Exhibit Space Patrol
				Midway Basooka (10/60)	Scientific Television
				Midway Shooting Gallery (2/60)	Scientific Boat Ride
					Texas Merry-Go-Round
					Exhibit Rudolph The Reindeer

NEW, FAST PLAY, SHUFFLE-TARGETTE GAME

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RUMPLUS

WITH ALL THE PROFIT-PROVED FEATURES OF
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Featuring Choice of 3 Popular Games

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SUSPENSE**

**1 to 6 Can Play
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Motor Driven
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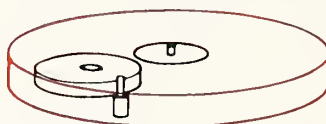
**EXCLUSIVE
ROCK-OLA
"MECH-O-
MATIC"
CHANGER**

converts from 33 $\frac{1}{3}$ to 45 RPM in one second flat!

Only Rock-Ola offers you this completely automatic changer which intermixes 33 $\frac{1}{3}$ and 45 RPM records in any bank, in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes . . . nothing to break down or repair.

We call it the "Mech-O-Matic Changer".

NOW IT'S 33 $\frac{1}{3}$...



33 $\frac{1}{3}$ record touches 45 RPM hub and sensor. A feather touch upon the sensor drops 45 RPM hub and sensor into turntable center, and record settles on small 33 $\frac{1}{3}$ hub. Idler wheel moves to 33 $\frac{1}{3}$ portion of drive shaft, and turntable rotates at a constant 33 $\frac{1}{3}$ RPM.

NOW IT'S 45 RPM...



Upon completion of 33 $\frac{1}{3}$ music cycle, the rotating gripper gear releases the drive rod tension, allowing a lifter bar to raise the sensor and 45 RPM hub to their original 45 RPM hub position. Idler wheel moves back to 45 RPM portion of the drive shaft and prepares to accept the next record.

- **Constant rotation at either speed guaranteed by constant-speed 4 pole motor.**
- **Speed change accomplished through 100% mechanical operation and motor shaft variances.**
- **Complete mechanical operation guarantees years of trouble-free service.**
- **Self-aligning . . . no adjustments. Entire mechanism mounts with 4 mounting screws.**

The "Mech-O-Matic" 33 $\frac{1}{3}$ -45 RPM Intermix Changer is only one of the exclusive new features now available to you from Rock-Ola. It is standard on the new Rock-Ola Capri 100 Stereo Monaural Phonograph, and the new Rhapsody 160 Stereo Monaural Phonograph with exclusive full dimensional stereo sound. See these beautiful new phonographs at your Rock-Ola Distributor's today!

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