

Cash Box

AUGUST 3, 1963



Two young men who are sitting pretty because of the nation's surfing craze as well as their swinging singing are Liberty's Jan and Dean. Having made a strong showing with their last effort, "Linda," the boys came into their own and soared up to the #1 spot with their smash hit "Surf City." And they seem to have a strong follow-up "Surf City" LP which this week broke onto the album charts in the #80 spot. Jan Berry, the Jan half of the boys, produces the J & D disks for Screen Gems, Inc., which releases all Jan and Dean product through Liberty Records.

TWO SALES-SLANTED COLUMBIA SINGLES MAKING THE SCENE THIS SUMMER!



"Halfway" 4-42811
Eddie Hodges



"Cool It In Outer Space"
c/w **"My Old Buddy" 4-42829**
The Geezinslaw Brothers

COLUMBIA  SINGLES SELL!



FOUNDED BY BILL GERSH

Cash Box

Vol. XXIV—Number 47

August 3, 1963

Cash Box

(Publication Office)

1780 Broadway
New York 19, N. Y.

(Phone: JUDson 6-2640)

CABLE ADDRESS: CASHBOX, N. Y.

JOE ORLECK, President and Publisher
NORMAN ORLECK, VP and Managing Director
GEORGE ALBERT, VP and Treasurer

EDITORIAL—Music

MARTY OSTROW, Editor-in-Chief
IRA HOWARD, Editor
IRV LICHTMAN, Associate Editor
DICK ZIMMERMAN, Editorial Assistant
MIKE MARTUCCI, Editorial Assistant
BOB ETTINGER, Editorial Assistant
JERRY ORLECK, Editorial Assistant

ADVERTISING

BOB AUSTIN, National Director, Music
MARTY TOOHEY, Nat'l. Dir.—Coin Machine
JERRY SHIFRIN, N.Y.C., Music
BOB McKEAGE, N.Y.C., Music
LEE BROOKS, Manager, Chicago
JACK DEVANEY, Manager, Los Angeles
GEORGE GOLDMAN, Art Director

ADVERTISING: INTERNATIONAL

See List of International Representatives
Below

MANAGERS

MARTY TOOHEY, Coin Machine Dept.
T. TORTOSA, Circulation
NEVILLE MARTEN, European Director

CHICAGO

LEE BROOKS
29 E. Madison St., Chicago 2, Ill.
(All Phones: FInancial 6-7272)

HOLLYWOOD

JACK DEVANEY
6272 Sunset Blvd., Hollywood 28, Cal.
(Phone HOLlywood 5-2129)

ENGLAND

NEVILLE MARTEN
Dorris Land
9a New Bond St.
London, W1, Eng.
Tel: Hyde Park 2868

HOLLAND: PAUL ACKET, Theresiastraat 81a,
The Hague, Holland, Tel: 070-722546

GERMANY: MAL SONDOCK, Amalienstrasse
28, Munich, Germany, Tel: 220197

ITALY: MARIO PANVINI ROSATI, Viale
Legioni Romane 5, Milan, Tel: 4073963

SCANDINAVIA: SVEN G. WINQUIST, Kagge-
holmsvagen 48, Stockholm-Enskede, Sweden,
Tel: 59-46-85

FRANCE: ROGER SELLAM, 36 rue de Moscou,
Paris, France, Tel: Laborde 8523

AUSTRALIA: RON TUDOR, 8 Francis St.,
Heathmont, Victoria, Tel: 87-5677

BELGIUM: FRANS ROMEYNS,
Omer Lepreuxstraat 20, Brussels 8, Tel:
02/ 27.58.68

MEXICO: ENRIQUE ORTIZ, Insurgentes Sur
1870 Mexico 20, D. F., Tel: 24-65-57

CANADA: JOHN MURPHY, CKOY Radio, P.O.
Box 8130, Station C, Ottawa, Ont., Canada

ARGENTINA: MIGUEL SMIRNOFF, Rafaela
3978, Buenos Aires, Argentina, Tel: 69-1538

BRAZIL: RICARDO & RENATO MACEDO, Rua
Joao Ramalho 1324, Sao Paulo, Brazil, Tel:
62-6188

JAPAN: Mgr. SHOICHI KUSANO; Adv. Mgr.
Morihiro Nagata, 446 Higashi-Oizumi Neri-
maku, Tokyo

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

Copyright © 1963 by The Cash Box Publishing
Co., Inc. All rights reserved. Copyright under
Universal Copyright Convention.

COLUMBIA & THE "AGE OF REASON"

For the next half year or so the eyes of the entire record industry will be focused on Columbia Records, to see if the company can weather the battle to which it committed itself last week when it announced what amounted to an increase in its LP prices and a more stable sales policy.

It is being hailed by the trade as a courageous move—one which most manufacturers would obviously have liked to have made themselves, but which only a few companies other than Columbia could have attempted under present industry conditions.

What other key manufacturers decide to do in the coming months will definitely play a major role in the outcome of the Columbia effort. Should other important labels concur with Columbia's thinking and attempt a similar policy (perhaps not immediately but upon the conclusion of the programs to which other companies are already committed) then the entire industry may find itself returning to a more logical status—a complete turnabout from the status of "Profitless Prosperity" everyone seems to feel we are caught-up in today.

Should other labels decide to capitalize on Columbia's current position, then it will be a more difficult uphill battle for the label.

If belief in the cause, by the people who have to live with it, is a significant factor in the fight, then Columbia is well on its way toward accomplishing its endeavor. Everyone within the company, its salesmen, branch managers, promotion men, executives, and especially the company's thirteen independently owned distributorships, agree unanimously that the move is the only logical step that could have been made in view of the deeper and deeper hole the record industry has been digging for itself with larger discounts, more extended dating and with more frequent buy-in programs every passing year.

The immediate future will no doubt see Columbia go through its most difficult period. Many sub-distributors and large users may be testing the label's breaking-point in the coming months. Every Columbia distributor will be "shopped" to see if he can be seduced into breaking the ranks. Some will no doubt attempt to boycott the

label by carrying a minimum of the company's product.

But the company is well aware of these possibilities and has geared itself accordingly. If the company can continue to turn out top hit album product as it has for many years now, consumer demand should help defeat the boycotters. To increase consumer demand, Columbia will go right to the consumer himself through an intensive ad campaign designed to make Columbia product a "must" in every store. Supporters of the Columbia move on all levels up to the consumer (and there are many) will, no doubt, be asked to show their support now when the company needs it most, and they will probably give it.

Of primary significance in the Columbia move, and one that should not be overlooked, is the psychological effect on the dealer who will come to realize that no one else is getting Columbia product at a better price than he is paying. This could be the label's biggest asset.

There are endless aspects to this effort, but they all boil down to one major point:

Although Columbia has taken this step because it feels it is the only logical direction in which it can go, the stabilization move has become a moral issue for the entire record industry. Amidst all the chaos within the industry and the mass confusion at the consumer level, someone has taken a positive stand that could be the answer to some of the piercing cries for help we've heard throughout the industry during the past year.

All are now faced with a decision. It is, of course, possible that with little or no support, the Columbia effort might be destroyed. If it is driven to its grave, it is unlikely that we will see another similar attempt made by any company of significance in the reasonable future—if ever.

If the Columbia effort doesn't get the industry support it deserves (and from all aspects it appears to be the most logical stopper of the shrinking profit margin heard to date) then we can probably count on a wilder, more throat-cutting, possibly profitless industry in the future—one that will undoubtedly see the death of many.



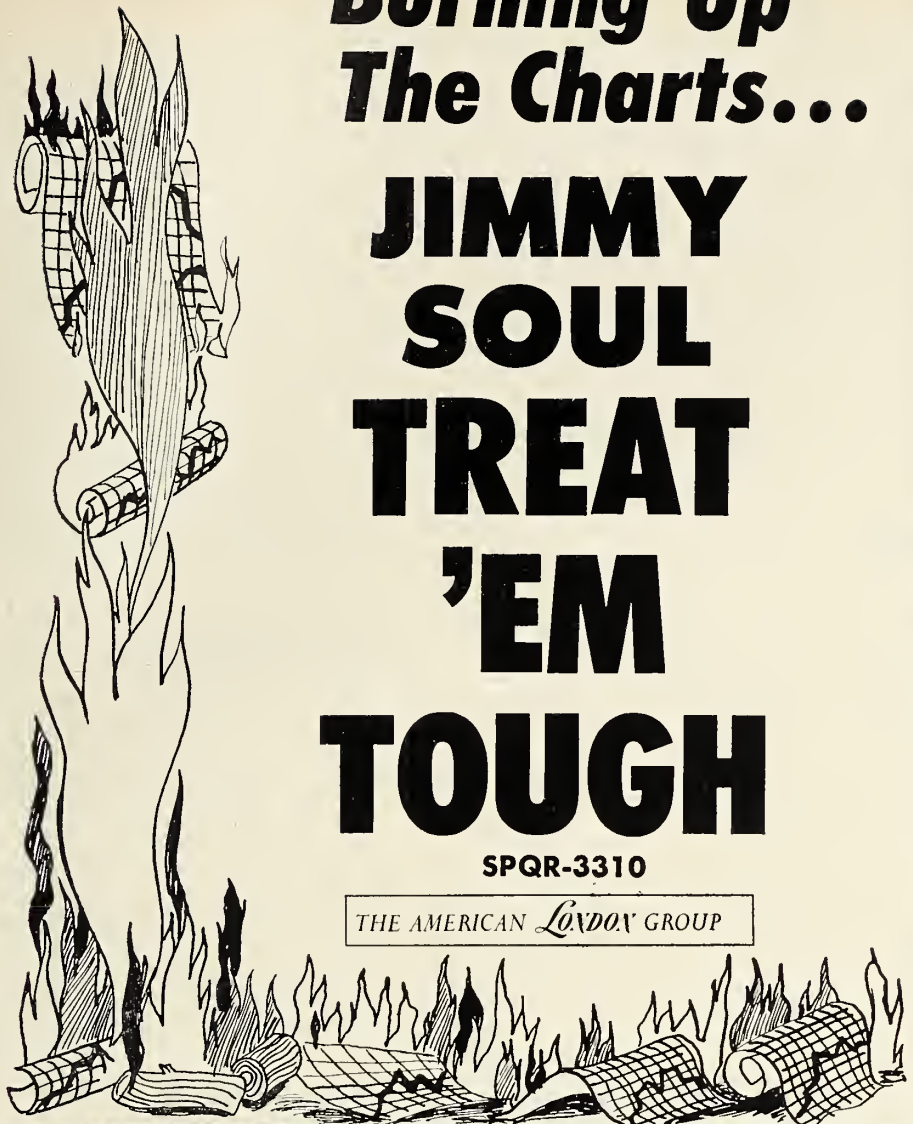
Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 3, 1963

	Position	7/27	7/20
1	FINGERTIPS		
	★LITTLE STEVIE WONDER-Tamla-54080	4	6
2	SURF CITY		
	★JAN & DEAN-Liberty-55580	1	2
	LIVELY ONES-Del Fi-4217		
3	SO MUCH IN LOVE		
	★TYMES-Parkway-871	2	3
4	EASIER SAID THAN DONE		
	★ESSEX-Roulette-4494	3	1
5	WIPEOUT		
	★SURFARIS-Dot-16479	5	17
6	(YOU'RE THE) DEVIL IN DISGUISE		
	★ELVIS PRESLEY-RCA Victor-8188	6	8
7	BLOWIN' IN THE WIND		
	★PETER, PAUL & MARY-Warner Bros.-5368	9	14
	DENNIS & ROGERS-Crescendo-300		
	JERRY JACKSON-Kapp-543		
8	JUDY'S TURN TO CRY		
	★LESLEY GORE-Mercury-72143	17	46
9	JUST ONE LOOK		
	★DORIS TROY-Atlantic-2188	11	13
	ANDY & MARGLOWS-Liberty-55570		
10	TIE ME KANGAROO DOWN, SPORT		
	★ROLF HARRIS-Epic-9596	8	4
	PAT BOONE-Dot-16494		
11	CANDY GIRL		
	★4 SEASONS-VeeJay-539	18	31
12	MEMPHIS		
	★LONNIE MACK-Fraternity-906	7	5
	DAN-DEES-Vest-8002		
13	PRIDE AND JOY		
	★MARVIN GAYE-Tamla-54079	10	10
14	RING OF FIRE		
	★JOHNNY CASH-Columbia-42788	15	20
	ANITA CARTER-Mercury-72073		
15	DETROIT CITY		
	★BOBBY BARE-RCA-8183	16	18
16	NOT ME		
	★ORLONS-Cameo-257	12	12
17	HOPELESS		
	★ANDY WILLIAMS-Columbia-42784	19	23
18	BLUE ON BLUE		
	★BOBBY VINTON-Epic-9593	14	11
19	MORE		
	★KAI WINDING-Verve-10295	30	55
	*VIC DANA-Dolton-81		
	*STEVE LAWRENCE-Columbia-42795		
	*DANNY WILLIAMS-United Artists-601		
	DELLA REESE-RCA Victor-8187		
	MARTIN DENNY-Liberty-55571		
	KATYNA RANIERI-London-10027		
	RIZ ORTOLANI-United Artists-598		
	CLARK TERRY-Cameo-262		
	CLEBANOFF STRINGS-Mercury-72151		
	ROBIN RANDAL-Dery-10018		
	EARL GRANT-Decca-25607		
20	MOCKINGBIRD		
	★INEZ FOX-Symbol-919	37	47
21	TILL THEN		
	★CLASSICS-Musicnote-1116	25	28
22	MY WHOLE WORLD IS FALLING DOWN		
	★BRENDA LEE-Decca-31510	26	34
23	I WONDER		
	★BRENDA LEE-Decca-31510	24	37
24	GREEN, GREEN		
	★NEW CHRISTY MINSTRELS-Columbia-42805	34	49
25	DENISE		
	★RANDY & RAINBOWS-Rust-5059	40	44
26	ABILENE		
	★GEORGE HAMILTON IV-RCA-8184	33	39
27	SUKIYAKI		
	★KYU SAKAMOTO-Capitol-4945	13	9
	BILLY VAUGHN-Dot-16484		
	MASAKO-Mahalo-1013		
	CLYDE BEAVERS-Tempwood-V 1044		
28	HELLO STRANGER		
	★BARBARA LEWIS-Atlantic-2184	20	15
29	NO ONE		
	★RAY CHARLES-ABC-10453	23	22
30	DANKE SCHOEN		
	★WAYNE NEWTON-Capitol-4989	55	78
	BERT KAEMPFFERT-Decca-31498		
	CRAIG DOUGLASS-London-9611		
	ROGER WILLIAMS-Kapp-545		
31	BE CAREFUL OF STONES THAT YOU THROW		
	★DION-Columbia-42810	35	41

	Position	7/27	7/20
32	TWIST IT UP		
	★CHUBBY CHECKER-Parkway-879	47	80
33	DON'T SAY GOODNIGHT AND MEAN GOODBYE		
	★SHIRELLES-Scepter-1255	32	30
34	MY TRUE CONFESSION		
	★BROOK BENTON-Mercury-72135	29	29
35	MARLENA		
	★4 SEASONS-VeeJay-539	38	40
36	FRANKIE AND JOHNNY		
	★SAM COOKE-RCA Victor-8215	71	—
	JACK LaFORGE-Regina-281		
37	ONE FINE DAY		
	★CHIFFONS-Laurie-3179	21	16
38	THE MONKEY TIME		
	★MAJOR LANCE-Okeh-7175	59	71
39	SIX DAYS ON THE ROAD		
	★DAVE DUDLEY-Golden Wing-3020	41	42
40	HEY GIRL		
	★FREDDIE SCOTT-Colpix-692	57	81
41	I (WHO HAVE NOTHING)		
	★BEN E. KING-Atco-6267	51	61
	JOE SENITERI-Vesuvius-1075		
42	TIPS OF MY FINGERS		
	★ROY CLARK-Capitol-4956	44	50
	FONTANE SISTERS-Dot-16499		
	BILL ANDERSON-Decca-30192		
43	PAINTED, TAINTED ROSE		
	★AL MARTINO-Capitol-5000	64	99
44	HOW MANY TEARDROPS		
	★LOU CHRISTY-Roulette-4504	52	58
45	TRUE LOVE NEVER RUNS SMOOTH		
	★GENE PITNEY-Musicor-1032	56	63
46	BRENDA		
	★CUPIDS-KC-115	53	60
47	SHAKE, SHAKE, SHAKE		
	★JACKIE WILSON-Brunswick-55246	58	68
48	SURF PARTY		
	★CHUBBY CHECKER-Parkway-879	50	57
49	WHEN A BOY FALLS IN LOVE		
	★MEL CARTER-Derby-1003	60	70
50	HARRY THE HAIRY APE		
	★RAY STEVENS-Mercury-72125	22	19
51	HOOTENANNY		
	★GLENCOVES>Select-724	39	43
52	MAMA DON'T ALLOW		
	★ROOFTOP SINGERS-Vanguard-35020	54	59
53	GOODNIGHT MY LOVE		
	★FLEETWOODS-Dolton-75	43	45
54	IT'S MY PARTY		
	★LESLEY GORE-Mercury-72119	27	17
55	WAIT 'TIL MY BOBBY GETS HOME		
	★DARLENE LOVE-Philles-114	70	100
56	SWINGIN' ON A STAR		
	★BIG DEE IRWIN-Dimension-1010	28	26
57	MAKE THE WORLD GO AWAY		
	★TIMI YURO-Liberty-55587	73	91
	RAY PRICE-Columbia-42827		
58	JACK THE RIPPER		
	LINK WRAY-Swan-4137	66	69
59	HELLO MUDDUH, HELLO FADDUH!		
	★ALLAN SHERMAN-Warner Bros.-5378	75	—
60	IF I HAD A HAMMER		
	★TRINI LOPEZ-Reprise-20,198	79	—
	ERNIE ADANO-Assault-1842		
61	ON TOP OF SPAGHETTI		
	★TOM GLAZER-Kapp-526	31	21
62	WITHOUT LOVE		
	★RAY CHARLES-ABC-10453	45	35
63	I'M AFRAID TO GO HOME		
	★BRIAN HYLAND-ABC-10452	68	72
64	SHUT DOWN		
	★BEACH BOYS-Capitol-4932	36	32
65	BE TRUE TO YOURSELF		
	★BOBBY VEE-Liberty-55581	46	36
66	ROCK ME IN THE CRADLE OF LOVE		
	★DEE DEE SHARP-Cameo-260	49	51
67	MY BOYFRIEND'S BACK		
	★ANGELS-Smash-1834	80	—

	Position	7/27	7/20
68	I WILL LOVE YOU		
	★RICHARD CHAMBERLAIN-MGM-13148	72	74
69	DAUGHTER		
	★BLENDERS-Witch-114	74	79
70	IT'S TOO LATE		
	★WILSON PICKETT-Double L-717	82	89
71	SURFIN' HOOTENANNY		
	★AL CASEY-Stacy-962	81	93
72	DANCIN' HOLIDAY		
	★OLYMPICS-Tri-Disc-107	77	86
73	SHAKE A TAIL FEATHER		
	★5 DU-TONES-One-Der-Ful-4815	62	48
74	SURFER GIRL		
	★BEACH BOYS-Capitol-5009	—	—
75	EVERYBODY MONKEY		
	★FREDDY CANNON-Swan-4149	86	—
76	DROWNIN' MY SORROWS		
	★CONNIE FRANCIS-MGM-13160	—	—
77	THIS IS ALL I ASK		
	★TONY BENNETT-Columbia-42820	85	90
	★BURL IVES-Decca-31518		
78	DESERT PETE		
	★KINGSTON TRIO-Capitol-5005	—	—
79	I WANT TO STAY HERE		
	★STEVE & EYDIE-Columbia-42815	97	—
80	SOMETIMES YOU GOTTA CRY A LITTLE		
	★BOBBY BLAND-Duke-366	78	95
81	THESE FOOLISH THINGS		
	★JAMES BROWN-King-5767	88	—
82	LAND OF 1,000 DANCES		
	★KRIS KENNER-Instant-3252	87	88
83	DUM DUM DEE DUM		
	★JOHNNY CYMBOL-Kapp-539	89	—
84	IT HURTS TO BE SIXTEEN		
	★ANDREA CARROLL-Bigtop-3156	91	97
	★BARBARA CHANDLER-Kapp-542		
85	GROOVY BABY		
	★BILLY ABBOTT-Parkway-874	92	98
86	A MAN'S TEMPTATION		
	★GENE CHANDLER-VeeJay-536	—	—
87	QUE SERA, SERA		
	★HIGH KEYS-Atco-6268	—	—
88	LEAVE ME ALONE		
	★BABY WASHINGTON-Sue-790	100	—
89	THE DREAMER		
	★NEIL SEDAKA-RCA Victor-8290	—	—
90	LOVE ME ALL THE WAY		
	★KIM WESTON-Tamla-54076	93	85
91	HEAT WAVE		
	★MARTHA & VANDELLAS-Gordy-7022	94	—
92	TREAT 'EM TOUGH		
	★JIMMY SOUL-SPQR-3310	95	96
93	THE MINUTE YOU'RE GONE		
	★SONNY JAMES-Capitol-4969	96	100
94	MY DADDY KNOWS BEST		
	MARVELETTES-Tamla-54082	98	—
95	MARTIAN HOP		
	★RAN-DELS-Chairman-4403	—	—
96	STILL #2		
	★BEN COLLER-MGM-13157	—	—
97	CAN'T NOBODY LOVE YOU		
	★SOLOMON BURKE-Atlantic-2196	—	—
98	LITTLE DEUCE COUPE		
	★BEACH BOYS-Capitol-5009	—	—
99	THE LONELY SURFER		
	★JACK NITZSCHE-Reprise-20202	—	—
100	TELL ME THE TRUTH		
	★NANCY WILSON-Capitol-4991	—	—
100	IT WON'T BE THAT WAY ALWAYS		
	★KING PINS-Federal-12484	—	—
100	SATURDAY'S SUNSHINE		
	★BERT BACHARACH-Kapp-532	—	—



**Burning Up
The Charts...**

**JIMMY
SOUL
TREAT
'EM
TOUGH**

SPQR-3310

THE AMERICAN *LONDON* GROUP

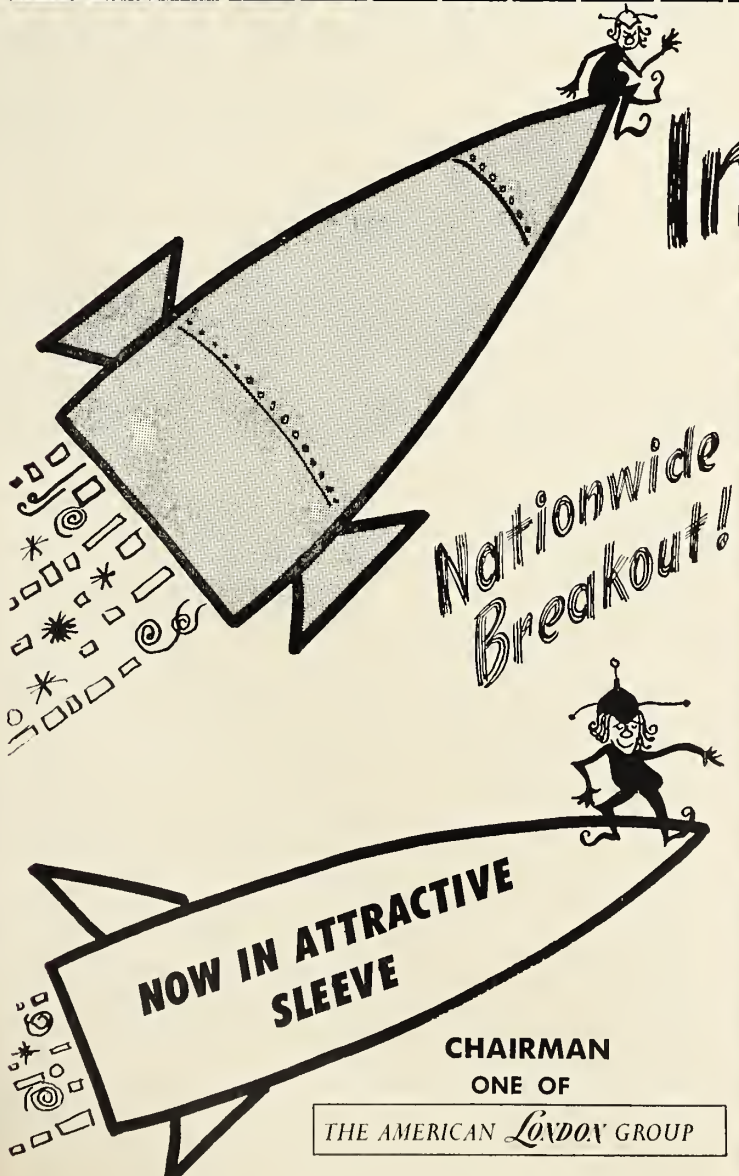
**NOW SHIPPING...
JIMMY'S
BRAND NEW LP...**



E 16001

Features:

**TREAT 'EM TOUGH
IF YOU WANNA BE HAPPY
TWISTIN' MATILDA**



*Nationwide
Breakout!*

CHAIRMAN
ONE OF

THE AMERICAN *LONDON* GROUP

In Orbit... a hit single...



"This Is Talent" Is Theme Of Warner Bros. L.A. Sales Meet

HOLLYWOOD—Warner Bros. Records held a three day national sales convention last week 21-23 in Hollywood attended by 110 distributor personnel and all Warner Bros. field and home office personnel. Main activities of the meet took place at the Beverly Hilton Hotel and at the Warner Bros. Studio.

On Monday at the Beverly Hilton Warner Bros. president, Mike Maitland delivered the keynote address. In his speech, Maitland stressed the firm's sole reliance on the independent distributor, and assured distributors in attendance that the company has no plans for opening branches. At the same time, Warner Bros. expects the independent distributor to perform all

of their functions and maintain complete control over their markets at the retail level and in the field of promotion and sales. Amos Heilicher, president of ARMADA, and a Warner Bros. distributor spoke on the evils of trans-shipping. Ed West, comptroller and treasurer spoke on good business practices.

Other speakers included national sales manager, Bob Summers, director of merchandising, Joel Friedman, and national promotion manager, Joe Smith. On Tuesday, distributors were shown an hour and half film and viewed the new fall product which will be merchandised under the theme "This Is Talent."

(Continued on page 36)

AF To Sell Mono & Stereo At \$4.98

NEW YORK—Sid Frey's Audio Fidelity label, which offered the first stereo pressing in the U.S., has announced that effective immediately his stereo records will sell at the same price as the label's monaural albums. The move reduces the label's \$5.95 stereo list price to the current mono list price of \$4.98. All Audio-Fidelity \$3.98 LP's will also now sell at \$4.98.

The price equalization policy will also affect the label's subsidiary,

Dauntless Records. All Dauntless LP's mono and stereo will now list at \$4.98.

An "Inventory Protection Plan" is offered by AF from August 1 to August 31, allowing the AF dealer to adjust the value of his inventory so that stereo LP's can be sold at the new low price with no loss and "full normal profit."

"It is a known fact, said Frey, "that the cost of producing stereo records

(Continued on page 34)

Riverside Offers New Discount Program

NEW YORK—Riverside Records announced last week that it is erasing all past buy-in programs in favor of a new and "more stable" discount plan. Effective immediately, all Riverside distributors will be eligible for a

10% discount on all invoices paid before the end of the month following billing date (10% 30 days EOM.) The new policy replaces all existing manufacturer distributor arrangements.

The announcement coincidentally was made simultaneously with Columbia's unveiling of its new policy.

Spokesmen for Riverside and for L.P. Sales Corp. (national distributor for the label and its affiliates: Battle, Wonderland, Jazzland, Washington, Offbeat and Red Top, all of which are included in the new set) stress their hopes that other manufacturers will follow their move towards increased cooperation with distributors in facing common problems.

"The individual needs of other manufacturers may indicate variations from our approach," Riverside president Bill Grauer notes, "but the really important thing is to stop talking about distributor-manufacturer problems and take concrete action about them. We have been very much concerned about the multiplicity of different special deals and gimmicks that have become an almost inevitable part of the industry's sales pattern. So one basic element of our new policy is consistency and uniformity. Right now, the ten percent discount replaces all of our present merchandising arrangements with distributors. Instead we offer a simple basis for mutually advantageous relations."

(Continued on page 36)

Dolinger Leaves Cadence; Joins Coast Distrib

NEW YORK—Budd Dolinger, sales manager of Cadence Records, who played a key role in the engineering of the distribution of the 4,000,000 selling "First Family" LP, leaves the firm this Friday to join Record Merchandising, the Sid Talmadge disk distributing company on the coast as its general manager.

"Wonderful World Of Liberty" Is Fall Product Program

HOLLYWOOD—During Liberty Records' recent Follow the Sales Leader to Hollywood convention, national sales manager Don Bohanan announced part 1 of the label's fall '63 dealer program tagged "The Wonderful World of Liberty." Eight new Liberty and a pair of Dolton LP's will be featured in addition to the firm's entire catalog. The Alvin and the Chipmunks series will be highlighted in a special program later this year.

Included in the new release are, "Color Her Great" with Vikki Carr, "Little Yellow Roses" by Jackie De-

Shannon, "(Not So) Great Songs" by Kay Stevens, "Let's Go" by the Ventures, "Goodnight My Love" by the Fleetwoods, "Comin' Home Baby" by Ernie Freeman, "Canadian Sunset Bossa Nova" by Eddie Heywood, "Talkin' From The Heart" by Walter Brennan, "More" with the Si Zentner band, and "Jazz Voices in Video" with Dave Pell.

Ad-merchandising director Bill Neiman has created for the program displays, mounted easels, ad mats and divider board kits.

Dealer terms, effective immediately and ending Aug. 31 feature a 10% cash discount, taken off the face of the invoice, on the dealer's entire order of new releases and catalog selections (except Chipmunk product). A 100% exchange privilege applies with merchandise exchangeable any time after Dec. 1, '63. Payments are scheduled—1/3 Nov. 10, '63, 1/3 Dec. 10, '63, and 1/3 Jan. 10, '64.

ABNER EXITS VEEJAY

CHICAGO—A statement was issued from the office of Ewart Abner last week (26) to the effect that E. Abner is no longer actively engaged in the management of Vee Jay Records. Abner was not available for comment.

Barbara Gardner, director of public relations and Vee Jay International, has also left the corporation with Bill Sheppard, r&b promo rep and A&R man, who resigned to devote all his time to his personal management firm.

4 Seasons Sign New 5 Year Pact With Label

CHICAGO—In answer to many rumors that the Four Seasons were negotiating with other labels, Bracken announced that the hot vocal group, brought to the label by Bob Crewe, had signed a new five year pact with Vee Jay.

Since their debut with "Sherry" about a year ago, the group has become one of the hottest teen acts in the record industry, hitting the number one spot twice during the past year with "Big Girls Don't Cry" and "Walk Like A Man." They are currently represented with the number eleven disk in the country, "Candy Girl" and in the top fifty with the flip "Marlena."

Their album sales have also accounted for many of Vee Jay's all time best-selling LP's.

Irv Trencher Named To 20th C-F Sales Post

NEW YORK—Vet music man Irving Trencher has been appointed sales manager for 20th Century-Fox Records, it was announced last week by Norm Weiser, the label's veep in charge of operations.

The exec first became affiliated with the music business in 1953, when he joined Southern Music in a promotional capacity. Subsequently, he held important sales and promotion positions with Top-Rank, MGM and, most recently Mercury Records.

Prior to the music field, Trencher was associated with the film industry, serving for many years with Brandt Theatres in New York.

C-P Figures Dip For 1st Half Of '63

PHILADELPHIA—Cameo-Parkway Records' figures dropped for the first six month period of 1963 according to announcement made by the firm last week.

According to Bernie Lowe, prexy, "Sales and earnings for the six months ending June 30, 1963, declined because 1962 was an unusually good year for the company, due to the phenomenal popularity of twist records."

Since these records account for 52% of Cameo's sales during the first six months in 1962, as compared to only 4% in 1963, a decline is not surprising after the twist reached its peak of popularity," Lowe said.

For the six months ended June 30 the firm's net sales are \$2,588,062 as compared with \$3,893,341 during a similar period last year. The label's net earnings during this period are \$422,640 as opposed to \$530,431 during the same span in '62. The earnings per share ratio is .70 ('63) and .88 ('62).

Lowe added, "While sales dropped 33% for the period, earnings declined only 20%, showing increased operating efficiency."

"Cameo-Parkway is continuing to expand its earnings potential by seeking new talent, entering new markets and keeping a strong cash position for possible acquisitions," the exec said.

The diskery also declared its fourth qtr. dividend of 10 cents per share for class A common stock, to stockholders of record Aug. 15, payable Sept. 10, 1963.

Expect Victor To Bow Budget Classical Line

NEW YORK—It is understood that RCA Victor will make an announcement next week concerning a new low-priced classical line which has been rumored to have been in the formulation stages for the past several months.

FAIR EXCHANGE

NEW YORK—To the well educated tradester, two names appearing on important LP's of the future may appear to be incorrect. The situation developed when Capitol and Columbia announced acquisition to the original cast LP right to two major musicals bound for Broadway. Capitol has picked up "Funny Girl," the Fanny Brice story, which will star Barbra Streisand, the young Columbia lark who has been creating a sensation in the industry and on her p.a.'s. And Columbia has acquired the rights to record "Here's Love," the new Meredith Willson musical. Willson's two previous successes in the musical field "Music Man" and "The Unsinkable Molly Brown" were both under the Capitol banner.

Capitol Gets Fanny Brice Story Cast LP Starring Barbra Streisand

NEW YORK—Alan W. Livingston, president of Capitol Records, has announced that the label has acquired the rights to the original cast LP of "Funny Girl," the forthcoming musical based on the early life of Fanny Brice. The New York opening of the show is scheduled for Feb. 13.

Barbra Streisand will portray Fanny Brice in the new musical which has a score by Jule Styne and Robert Merrill and book by Isobel Lennart. The co-producers of the show are Ray Stark and David Merrick.

In making the announcement, Livingston disclosed that Capitol had agreed to invest in the production.

"Capitol is being extremely selective this year in the area of Broadway show properties," Livingston commented. "Of all those I have auditioned, I believe that this has far and away the greatest chance for success. It has a magnificent singing star in

Columbia To Wax Meredith Willson's New Musical "Here's Love"

NEW YORK—Goddard Lieberson, president of Columbia Records, has announced the label will record the original Broadway cast LP of Meredith Willson's "Here's Love."

The new musical with book, music and lyrics by Willson, who created "The Music Man" and "The Unsinkable Molly Brown," will open in Detroit at the Fisher Theater 8/27, and in Philadelphia at the Schubert Theater on 9/16. The New York premiere is scheduled for 10/3.

"Here's Love" will star Janis Page and Craig Stevens, will be produced by Stuart Ostrow and is based on the while-back film, "Miracle On 34th Street."

Barbra Streisand, a tremendous score, and a very strong book. We are delighted to be associated with Ray Stark and David Merrick in this production.

INDEX

Album Plans	38	Radio Active Chart	20
Album Reviews	22, 24	R & B Top 50	29
Bios for DJs	29	Record Ramblings	26, 27, 28
Coin Machine Section	46-60	Single Reviews	12, 14, 16
Country Music Section	39, 40	Sure Shots	30
International Section	41-47	Top 100 Albums (Mono)	21
Juke Box Ops Record Guide	38	Top 50 Albums (Stereo)	21
Looking Ahead (Singles)	18	Top 100 Artists	29
Platter Spinner Patter	8	Top 100 Publishers	41
		Vending News	56

COLUMBIA MOVE HAS RECORD INDUSTRY BUZZING

NEW YORK—The entire record industry was humming last week, analyzing all aspects of the Columbia announcement and what effect the new policy would have on the various segments of the record industry.

The vast majority agreed that it was a great step in the right direction qualifying that it could lead the industry out of its price-cutting, discounting doldrums if it gets support from other major companies and the independent Columbia distributors uphold the policy to the letter of the Columbia ruling.

RCA Victor and Capitol—whose actions most seem to feel can further the cause Columbia is fighting for—both registered a “no comment” response. Capitol, a week earlier, announced its new fall program at its Mexico City Convention and even if it was interested in supporting the Columbia plan by following suit, it almost would be impossible to do so before the Capitol “buy-in” program

expires. It is understood that Capitol wants to examine all facets of the Columbia move before it comments on it.

The RCA Victor people were convening in Greenbriar, N. C., last week and had, long before the Columbia announcement was made, geared themselves for their program which will debut next week. Few expect, however, that RCA will support the Columbia move.

Syd Goldberg, Decca vice-president and general sales manager, welcomed Columbia's move with the statement, “We are glad to see someone joining us. Decca has been a company determined to operate at a profit for the past 28 years. We have always maintained that the consumer would pay \$3.98 for a record he wanted and have never subscribed to the mass discounting practices the industry has been faced with in recent years.”

Goldberg added, “We have always offered our dealers programs that

have been incentives for them to stock our merchandise and that the dealer and the manufacturer should share in the profits.”

Lee Hartstone, an executive of the six Krey-Disc retail outlets in Boston as well as an independent record distributor, a rack jobber, and the former v.p. and general manager of the London label, hailed the move with the comment, “Any step that improves the profit structure in our business is good for the entire industry.” He said the move would do away with the age of “Averaging Out” of LP costs for the purpose of selling all \$3.98 albums at one price and \$4.98 LP's at another. He feels the industry will probably see many dealers selling Columbia product at a higher price from now on than they are selling other labels. A common phenomenon of the future disk shelves could be to see other labels selling at \$2.77 or so and Columbia product at \$2.99. Hartstone said

he will raise the price of Columbia LP's in his Krey-Disc outlets and is planning to establish a varied customer price on his racks. He said Columbia might be hurt a bit by the move on its fringe merchandise (the non-big hit LP) and its classical line, but, he said, “this is referring to about 10% of Columbia's sales; the biggest earning, probably 90% of the company's volume, comes from its big hits and if the dealer or rack feels he can operate with a minimum of the hits, or perhaps without stocking the big Columbia LP's in depth, he's kidding himself.”

Hartstone also believes that if, after a reasonable test period, indications are clear that the Columbia move is successful, other big companies will follow suit. If dealers accept Columbia's policy and find it pleasant to live with, other manufacturers will probably want the better profit margin Columbia will be enjoying.

(Continued on page 34)

L.A. Retailer Sues Distributors, Rack Jobber And Competitive Dealer Claiming Unfair Price Advantage

LOS ANGELES—Coincidental with the Columbia announcement that it will issue a form outlining its policy on “no functional discounts on the portion of Columbia purchases a rack buys for his own retail outlets,” a suit was filed in Superior Court of California in Los Angeles last week by Milton Harris of the Phil Harris Record Company against a rack jobber, another competing retailer affiliated with the jobber, and a number of L.A. record distributors including Columbia's outlet in the area.

The charges point to many of the factors highlighted in a form Columbia is issuing to racks this week. (See other story.)

Harris has filed suit against the Guaranteed Record Sales Company, the Master Music Corp., and against the RCA, Capitol, Columbia and Warner Bros. distributing outlets in L.A. He charges that both Guaranteed, a rack jobber, and Master Music, a retailer in competition with Harris, are owned by common interests and conspire together to take unfair advantage of Harris and other dealers by obtaining discounts greater than those which Harris and other dealers could obtain for the same merchandise. Harris charges that the sub-distributorship was a subterfuge for diverting trade from him and other dealers and that the local distributors were aware of this. Harris charges that in the distributors' giving additional discounts to Guaranteed and Master Music the distributors were granting an unjustified discriminatory price advantage to them, causing damage to the Harris Company. Harris also charges that Guaranteed and Master Music sold records below their cost and were loss leaders, prohibited by the Unfair Practices Act of the State of California.

Harris charges that “rack jobbers have repeatedly in the past and with increasing frequency abused the additional discounts and allowances granted to them by siphoning the phonograph records acquired by them as ‘rack jobbers’ into retail outlets they own or control; that they are thereby able to obtain phonograph records for their retail outlets at prices substantially lower than those regular retailers” must pay for the same product. Harris also charged the distributors with aiding, encouraging and fostering this practice and unless the distributors are enjoined and restrained from recognition of rack jobbers as a separate functional classification the record retailing industry in California may be totally destroyed and the public interest will be adversely affected.

Harris asks for a judgment against the defendants enjoining and re-

straining them from selling below cost, offering loss leaders, engaging in discriminatory pricing practices and other alleged unfair practices.

Harris is also asking that the court find and adjudge that the “rack jobber”, is not entitled to a functional classification justifying a price differential under Sec. 17042 of the Business & Professions Code, and that the recognition of such separate classification be enjoined and restrained, unless and until defendant Distributors, or other interested parties, shall satisfy this court, in the broad exercise of its powers as a court of Equity, that they have established and adopted a proposed plan or procedure under which persons so classified can and will properly and honestly function and be adequately supervised, so as to avoid abuses, in conformity with the purposes and intent of the Unfair Practices Act and the public policy underlying the same.

He is also suing for actual damages trebled according to law as well as exemplary damages in the amount of \$500,000, plus attorneys fees, court costs, etc.

NEW COAST OFFICE FOR CASH BOX

LOS ANGELES—Effective August 1, Cash Box will move its Hollywood office to new and larger quarters in the new Sunset-Vine Towers Building at 6290 Sunset Blvd. The phone number remains the same HOLLYWOOD 5-2129.

Columbia's Re-Authentication Form For Sub-Distributors Seeking Functionals Bows This Week

NEW YORK—Although the change in price and the erasing of buy-in programs were key factors in Columbia's change of policy announcement, the most significant factor to come out of the convention and the cornerstone for Columbia's future thinking was the announcement that Columbia would enforce a “no-functional discount policy on the sub-distributor's sales to his own retail outlets.”

Next week, all subdistributors (racks and one-stops) on Columbia's books will be receiving a form from Columbia Distributors which they will be required to fill out if they are to receive a functional discount on Columbia purchases.

Although the new form is not yet available for reprint, Columbia's V.P. Bill Gallagher outlined its contents.

In order for all dealers to be assured of an equal opportunity to compete in the market place, the form is asking all subdistributors to spec-

ify what portion of the Columbia product they sub-distribute to racks and retail operations which they don't own or are not affiliated with and what portion they are using in their own retail outlets—whether they be leased outlets, discount centers, or racks owned by the sub-distributor. A functional discount will be offered where the client is performing the true sub-distributor function of servicing accounts which otherwise would have to be handled by Columbia's salesmen and trucks. But where the sub-distributor is selling to himself or a retail outlet which the sub-distributor owns, the functional will be refused. If the sub-distributor refuses to fill out the form, he will be dropped as a client by all and any Columbia distributor.

Columbia has been formulating this form for more than six months and has blanketed every sub-distributor (Continued on page 36)

Industry Readies For NARM Mid-Year Chi Meet This Week

CHICAGO—The record rack merchandisers of the National Association of Record Merchandisers (NARM), are preparing to meet with a group of record company personnel which will be gathering for the NARM mid-year meeting and sales conference, to be held July 31 thru August 2, at the Edgewater Beach Hotel in Chicago. At the person-to-person sales conference sessions, the rack jobbers will hold twenty minute appointments with approximately

fifty manufacturing companies, among which will be representation from Columbia, RCA Victor, Capitol, Decca, and almost every leading indie label. Person-to-person appointments will begin July 31, following the opening luncheon, and continue all day August 1, and until 1:00 PM on August 2.

The rack jobbers have made it known that they will be fully prepared to assess the fall and Christmas product which will be offered by the (Continued on page 36)

COMING NEXT WEEK!

THE ORIGINAL, LARGEST, MOST READ MUSIC-RECORD DIRECTORY EVER!

THE CASH BOX 21st ANNUAL WORLD-WIDE DIRECTORY
FINAL DEADLINE: AUGUST 1

WANTED

MAJOR MIDWEST
RECORD COMPANY
SEEKS NATIONAL
PROMOTION MGR.

ALL REPLIES
CONFIDENTIAL

Write
BOX 587
CASH BOX
1780 B'way, New York 19, N.Y.

"PLEASE DON'T
TALK TO THE
LIFEGUARD"

Diane Ray
#72117



Breaking Out Big!

KEEP IT UP

C-264

PETE ANTELL

THE BIG ONES ARE ON CAMEO PARKWAY

Breaking In New York!

THERE'S A GIRL DOWN THE WAY

b/w

I'VE GOT A GIRL AUGIE RIOS

SH-181

SHELLEY RECORDS

Huntington Station, N.Y.
220 Broadway

BENT FABRIC

THE HAPPY PUPPY

Atco 6271

ATCO RECORDS

1841 Broadway N.Y.

Subscription To
CASH BOX
\$15.00



PLATTER SPINNER PATTER

Hundreds of young people, boys and girls, were the principals in a recent KUDL-Kansas City-sponsored Cyclo-Thon. The event saw all six of the station's air personalities, in turn, ride bicycles for 24-hours each over a six-day period. The bicycle marathon captured the interest of hundreds of kids who otherwise might have used idle time for mischief and caused them to ride along with the KUDL "good guys." The event covered over 630 miles and hundreds of square miles in two states, five counties and numerous communities. In all that time there was not a single incident of rudeness or rowdiness. The well-planned, properly supervised activity sparked a new activity of cycling in the area, along with its physical fitness overtones. The long parades of cyclists and cars, carefully escorted by motorcycle police, also served to slow down motorists scurrying about their daily duties.

To build an awareness of several key programming time changes on KDKA affecting three of the station's four daytime personalities, the outlet will stage an extensive campaign around the theme, "The Shift Is On At KDKA." Marshalling its full promotion, advertising and exploitation forces behind the campaign, KDKA will use newspaper ads, direct mail, TV and radio spot announcements and several exploitation events to herald the change. Being heard at new times are deejays Art Pallan, Bob Tracey, and Clark Race. Only the outlet's early morning program, "Cordic & Company" remains in its previous time period. The ad-promo campaign will be based on the popular fashion discovery, the "Shift Dress," with a secondary emphasis on football using the shift of formation as a copy springboard.

SESAC, now in its 32nd year, offered a musical salute last week to WNEW-New York which entered its 30th anniversary with a special celebration in Madison Square Garden at which SESAC was prominently represented by several key artists who were featured in the evening's program. The program was also aired over WNEW. Highlighting the SESAC family of entertainers was Billy Taylor who entertained and handled some of the emcee chores. Also featured on the outlet's anniversary bill were the Si Zentner and Sy Oliver orks.

KQV-Pittsburgh has been named the 1963 winner of the Public Affairs Award of the Ohio River Valley Water Sanitation Commission. The award and plaque was presented to John D. Gibbs, veep of the outlet by Robert Horton, director of the commission.

More than 37 hours of radio and TV programming now emanate from Freedomland, weekly, a broadcast record in amusement park history. According to Les Arries, director of radio and television, the Space Sound Center at Freedomland has proven to be ideal locale for audience participation shows, interviews, remotes and record spinning by New York's top deejays. Activity centers around stars appearing at the Freedomland Moon Bowl, among them Tony Bennett, Connie Francis, Bobby Darin, Paul Anka, Dion, Kitty Kallen, Della Reese and Donald O'Connor. An amphitheatre in the Space Sound Center also allows the audience to watch studio procedure. A one hour weekly TV show starring Clay Cole is taped on Friday evenings for telecast on Saturday nights, 9 to 10 PM over WPIX. Top spinners tied-in for the 1963 summer season are B. Mitchel Reed and Frank Stickle of WMCA. Scott Muni of WABC, Don Doud of ABC, Jerry Marshall and Jimmy Wallington of WNBC, Jack Lacy and

Pete Myers on WINS, Hal Jackson of WWRL and Marty O'Hara of WNEW.

"Top 10 Dance Party" will be celebrating the start of its 9th year on September 1st, making it the longest-running live, syndicated series in television. Producer Alan Sands wants to use personal messages of congratulations recorded by well-known singers and musicians. Their current records will also be featured. For info contact: Alan Sands, 7 East 48th St., New York, New York.

KYW-Cleveland's Tom Griffiths recently captured first place for the third straight year in the Oil Can Derby feature of the Cleveland Soap Box Derby. Personalities from all Greater Cleveland radio and television stations participated in the special race.

A new weekly public affair series over WRCV-Philadelphia developed to news and information for senior citizens is currently attracting enthusiastic response among various groups throughout the metropolitan Quaker City area. Tagged "Senior Citizens Make News," the series is heard Friday nights. Since its premiere on July 5, the program has resulted in a wide interest and offers of cooperation from numerous groups and agencies in the area. The programs are hosted and produced by Jack Rattigan of the WRCV public affairs staff and consist of news, interviews and various items of interest to senior citizens.

Deane Day sends along word that he has just been given the nod as program director of KSJB-Jamestown, North Dakota. Deane also notes that the outlet's morning man, Bobby Gaye, has just completed what they believe is a world's record-setting ferris wheel ride at North Dakota State Dairy Show and Stutsman County Fair. The deejay made 6,999 orbits in the ferris wheel in a period of 24 hours and 15 minutes.

WWDC-Washington's Art Brown, Fred Fiske and Carroll James are taking turns as masters of ceremonies at the "Miss Washington Contest" semi-final judgments at the Carter Barron Amphitheater. On Monday, August 5th, all three will share the emcee spotlight at the contest finals . . . WWDC's studio coffee pot is now graced for a period of seven days with a king-size golf trophy. It's on loan from WWDC sports director Bob Will. Bob, plus three other members of his foursome, were the winners of the recent Turf Valley Country Club's Pro-Amateur Golf Tournament.

Congrats are in order to Paul Corburn. The radio man recently celebrated his seventh year as program director-deejay on KWIC-Salt Lake City, Utah. Coburn has now been in radio 25 years.

Jack Lazare, program director of WNHC-New Haven, sez Tiny Markle's daily "Hootenanny" stanza is a roaring success. This is a half hour portion of Markle's daily (2-6 PM) show that, even in its second week, has garnered much local comment and mail.

Ziggy Talent, of the Steven Scott Orchestras, currently represented by "The Rich Maharajah" on ABC-Paramount, doing a long list of personal appearances including Jim Gordon's "PM" show on WINS-New York.

VITAL STATISTICS:

Clay Collins, formerly with WTRX-Flint, has joined WTHH-Port Huron as a night time deejay doing rock sessions from 7-10 PM . . . Carl Hackett is the new music librarian on WWDC-Washington . . . Jim Evans is now spinning 'em on WRCV-Philadelphia. . .

Columbia Record Distributors

BALTIMORE, Maryland
Aiken St. at Curtain Avenue
HOplkins 7-9320
Branch Mgr. George Deacon

BOSTON, Massachusetts
36 Cummington Street
KENmore 6-6120
Branch Mgr. Joseph Broderick

CHICAGO, Illinois
2240 No. Milwaukee Avenue
HUmolt 6-4700
Branch Mgr. Paul Smith

* CINCINNATI, Ohio
3739 Spaeth Street
Liberty 2-2620
Branch Mgr. William Kelly

CLEVELAND, Ohio
20900 Miles Avenue
Warrensville Heights
475-3666
Branch Mgr. William Gross

DALLAS, Texas
2603 Farrington Street
MElrose 1-5680
Branch Mgr. Tom Cade

DETROIT, Michigan
7640 West Chicago
WEBster 3-0010
Branch Mgr. Larry Owens

EAST HARTFORD, Connecticut
360 Tolland Street
BUtler 9-5495
Branch Mgr. Stephen Capone

LOS ANGELES, California
2120 S. Garfield Avenue
RAYmond 3-9511
Branch Mgr. Ted Rosenberg

MIAMI, Florida
3641 North West 67 Street
OXford 6-0033
Branch Mgr. Bob Beasley

MINNEAPOLIS, Minnesota
9220 James Avenue South
888-9551
Branch Mgr. Merton Paul

* EAST ORANGE, New Jersey
503 Main Street
ORange 2-4900
Branch Mgr. Bob Kerns

NEW YORK, New York
111 Fifth Avenue
ORegon 7-3950
Branch Mgr. Don England

PHILADELPHIA, Pennsylvania
359-61 East Chew Street
GLadstone 5-8010
Branch Mgr. Ed Masterson

ROCHESTER, New York
1891 Dewey Avenue
UNiversity 5-5280
Branch Mgr. Stephen Capone

ST. LOUIS, Missouri
2151 59 Street
Mlssion 7-5101
Branch Mgr. Norm Ziegler

*Sales Office Only

We Have Accepted the Responsibility of Leadership.

COLUMBIA RECORD DISTRIBUTORS

A Division of Columbia Records Distribution Corp.

799 SEVENTH AVENUE, NEW YORK 19, NEW YORK · CIRCLE 5-7300

July 20, 1963

TO: ALL COLUMBIA RECORD DEALERS

The record industry has come of age!

This year marks the fifteenth anniversary of the long-playing record--a contribution by Columbia Records which singularly launched an era of growth and profitability for those of us who toil in its vineyards. Yet, full maturity can only be ours if we reflect on the trials and errors of the past and use them to guide us in the years ahead.

We're at the threshold of a new and even more exciting era that can far surpass the accomplishments of the past if we enter the era with a secure and healthy confidence at every level...retail, manufacturing, and distribution. This confidence can only be realized if consideration is given to all in the development of a workable Profit perspective...the one common denominator necessary at every industry level if we are to continue to prosper and grow.

At Columbia Record Distributors, we recognize a basic fact...your Profit is directly related to your ability to turn inventory. The constant hazard of anticipation buying... the traditional industry practice of twice a year "buy-in" deals (sometimes even more frequent)...programs that tax not only your proficiency at speculation but, more importantly, reduce your inventory turn and consequently your return on investment.

Columbia Records has accepted the responsibility of leadership. We are dedicated to a prosperous future for all. With this credo in mind, we are pleased to announce a revision in dealer price policy, enabling you to buy Columbia Lp and Pre-Recorded Tape product at a constant year-round price!

For your convenience a new Dealer Price Card is enclosed and is effective as of July 22, 1963. The following is an example within the familiar price categories:

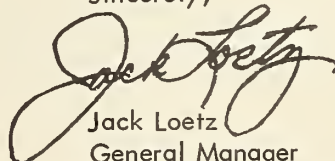
Suggested List	Dealer Cost
\$3.98	\$2.25
4.98	2.81

We are announcing a quarterly 10% Exchange Privilege on all album product. The adoption of this straight 10% Exchange Program automatically terminates all existing Exchange Policies, including the Bonus to Sell Program.

Qualified dealer purchases during the period July 22, 1963 to September 25, 1963 will be subject to extended dating terms. See your Columbia salesman for the complete details of Columbia's exciting year-round merchandising and advertising program.

A program conceived and dedicated to a mutually profitable future...a future that must be recognized by all as the abundant "age of reason!"

Sincerely,



Jack Loetz
General Manager
COLUMBIA RECORD DISTRIBUTORS

Every Retail Account Serviced by Columbia Record Distributors Received This Letter.

Columbia leads the industry into the "age of reason"

PROGRAM

Strength • Vitality • Imagination

Designed to take the guesswork out of ordering and put the profit back in the record business. You'll have more profit from faster turn-over with...

PRODUCT

The World's Best-Selling Artists

All proven profit-makers with exciting new albums backed by...

PROMOTION

A "new look"

And a greatly expanded advertising schedule including the following publications:

Playboy, Esquire, Seventeen, Atlantic, High Fidelity, HiFi/Stereo Review, Show, Harper's, Schwann Catalog, American Record Guide, N.Y. Times Magazine, Down Beat, New Yorker, Reporter, Saturday Review, Life, Jazz Record Catalog, Sing Out, TV Guide.

Display material designed to fit and function in every record location:

- Motion Display: The most eye-catching motion display ever! Features 24 albums with replacement units each month for new releases.
- Interlocking Album Covers: A new and exciting concept in point-of-sale merchandising. These new album covers interlock to form the right sized display for every store need.
- Artist Pictures: 20" x 30" blow-ups of the world's best-selling artists.

Plus the greatest local co-op advertising campaign ever presented, guaranteed to make your store the focal point for record sales!

See your local Columbia salesman for full details!

The World's Best-Selling Artists



CL 2004/CS 8804*



ML 5868/MS 6468*



CL 2022/CS 8822*



ML 5874/MS 6474*



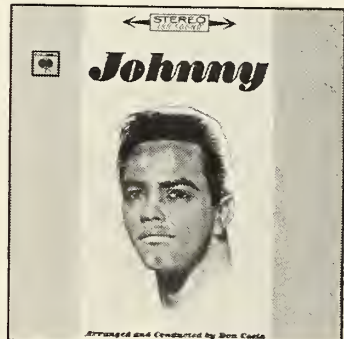
CL 2056/CS 8856*



ML 5871/MS 6471*



CL 2039/CS 8839*



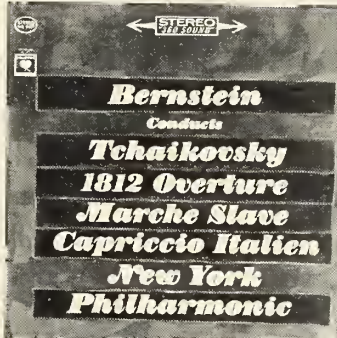
CL 2044/CS 8844*



CL 2051/CS 8851*



CL 2049/CS 8849*



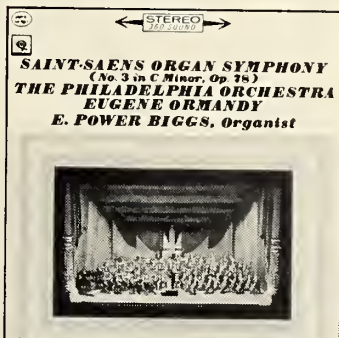
ML 5877/MS 6477*



CL 2043/CS 8843*



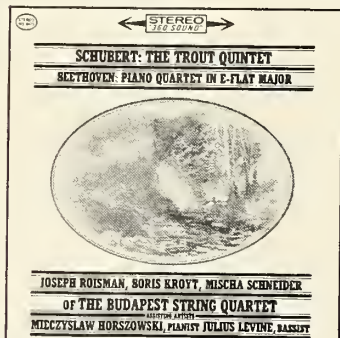
CL 2055/CS 8855*



ML 5869/MS 6469*



CL 2052/CS 8852*



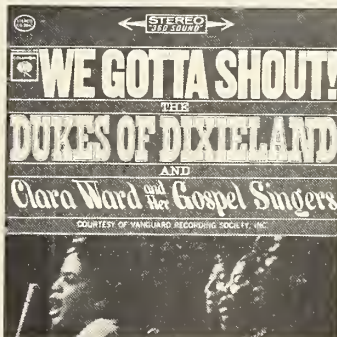
ML 5873/MS 6473*



CL 2045/CS 8845*



ML 5872/MS 6472*



CL 2042/CS 8842*



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

COLUMBIA 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

"STRAIGHTEN UP YOUR HEART"
(2:22) [McLaughlin BMI—McMahan]

"IF YOU LOVE HER" (2:13) [McLaughlin BMI—Valvano, Szilagy]
BARBARA LEWIS (Atlantic 2200)

Barbara Lewis follows her pop-r&b sales giant, "Hello Stranger," with another potent effort that could make it two top-tens in-a-row. It's another intriguing, low-keyed effort, tabbed "Straighten Up Your Heart," that the lark delivers with touching sincerity. Excellent cha cha beat ork-choral showcase supplied by Riley Hampton's crew. More of the same top drawer weeper stuff on the flipdeck.

"THEN HE KISSED ME" (2:30)

[Mother Bertha, Trio BMI—Spector, Greenwich, Barry]
"BROTHER JULIUS" (2:00) [Lankap BMI—Goland]
THE CRYSTALS (Philles 115)

The Crystals unbroken string of successes should quickly see the addition of "Then He Kissed Me." Side's a captivating, quick moving, full sounding romantic that sports a sensational arrangement by Jack "Specs" Nitzsche. The "Brother Julius" undercut's an all-instrumental twist romp. Top half can go all the way.

"8 X 10" (2:48) [Moss Rose BMI—Anderson, Haynes]
"ONE MILE OVER—TWO MILES BACK" (2:17)

[Moss Rose BMI—Anderson]
BILL ANDERSON (Decca 31521)

Country hit-maker Bill Anderson, who's still racking up the loot with his pop-country smasher, "Still," can repeat his dual-mart chart success with this new Decca offering. It's another lilting heartbreaker, tabbed "8 X 10," that finds Bill in a poignant narrative-backed up by a very pretty choral showcase. Bill and his choral support sing out in stellar style on the crying towel up tempo coupler—that also rates hitsville status.

"A-OOGA" (2:05) [Wrist-House of Joseph BMI—Gordon]

"BIG BAND" (2:25) [Wrist-House of Joseph BMI—Gordon]
THE ROUTERS (Warner Bros. 5379)

The label's happy-sounding rock-instrumentalists can have their biggest chart date since "Let's Go" with this new WB stand. Deck, tagged "A-ooga" (title's derived from the sound of the old-time honking horn-heard here), is a cut-loose romp filled with teen-beat joy. Sock Gordon & Hall arrangement. A femme chorus, the Tri-Delts, are highlighted on the happy-go-lucky "Bo Diddley"-like undercut.

"NOT SO LONG AGO" (2:03) [Marty's Music BMI—Robbins]

"I HOPE YOU LEARN A LOT" (3:03) [Maricana BMI—Sykes]
MARTY ROBBINS (Columbia 42831)

The vet country-pop chanter is sure bet to garner dual-market honors with this new release tagged "I Hope You Learn A Lot." The tune is a tender, slow-moving self-penned chorus-backed tale of heart-break with a warm south-of-the-border flavor. The flip, "I Hope You Learn A Lot," is a slow-moving, chorus-backed country romancer essayed by the songster with all of his expected poise.

"FADED LOVE" (3:43)

"BLUE MOON OF KENTUCKY"

[Bob Wills BMI—J. & B. Wills] [Peer Int'l BMI—Monroe]
PATSY CLINE (Decca 31522)

The late Patsy Cline's vast legion of fans, in both the country and pop marts, are sure to send either end of this country-oldie pairing up into money-making territory. One half's the pretty ballad lilter "Faded Love" while the other's the snappy sentimental favorite, "Blue Moon Of Kentucky." It's a toss-up for honors.

"HALFWAY" (2:23)

"RAININ' IN MY HEART" (2:25)

[Sherman-DeVorzon BMI—] [Briarcliff BMI—Post]
DeVorzon, Chandler]

EDDIE HODGES (Columbia 42811)

Eddie Hodges has a good chance of reaching the charts quickly with either side of this new ultra-commercial Columbia release. One end here, "Halfway," is an infectious, chorus-backed, medium-paced teen romancer with some effective rapidly-changing melodic developments. The other lid, "Rainin' In My Heart," is a raunchy, high-powered happy blueser with a top-flight danceable beat. Eye both sides here for rapid acceptance.

"LITTLE BY LITTLE" (2:14)

"LONELY PEOPLE DO FOOLISH THINGS"

[Savoy, Hill & Range BMI—] [Valencia ASCAP—Ahlert, Snyder]
McCoy, Owens]
LINDA HOPKINS (Brunswick 55248)

Thrush, who just made a solid chart impression via her "Shake A Hand" duet with Jackie Wilson, can have her first big solo success with either end, or both, of this new Brunswick session. One half's a sizzling rock-a-twist up-dating of Nappy Brown's years-back success, "Little By Little." The other's a powerfully emotional beat-ballad weeper labeled "Lonely People Do Lonely Things." Superb ork-choral support from Alan Lorber's crew on both contenders.

HOT PEPPERS (Sea-Horn 101)
(B+) "SURFIN' WITH THE MONKEY" (2:30) [Rhineland BMI—Sehorn] The group might garner top 100 honors with this raunchy pop-blues instrumental. Side has a commercial funky surfin' sound and a contagious repeating riff. Could break quickly.

(B) "NEW ORLEANS SURF" (2:00) [Rhineland BMI—Sehorn] This time out the gang dishes-up a fine soulful, medium-paced rocker with an impressive extended drum roll.

RONNIE DIO (Lawn 218)
(B+) "GONNA MAKE IT ALONE" (2:13) [Roosevelt BMI—Feldman, Gottehrer, Goldstein] Ronnie Dio could make a rapid chart appearance with this extremely commercial chorus-backed rocker. Tune has some effective melodic steps. Plenty of teen appeal here.

(B+) "SWINGIN' STREET" (1:58) [Roosevelt BMI—Feldman, Gottehrer, Goldstein] Fast-moving danceable affair with a warm, hand-clappin' infectious beat.

BERNA-DEAN (Imperial 5978)
(B+) "HELLO" (2:20) [Travis BMI—Bartholomew] The lark could create plenty of excitement with this "class" slow-moving r&r ballad. The side features a fine chorus with a Ruby and the Romantics-styled sound. Deejays should flock to the deck in droves.

(B+) "SLEEPLESS NIGHTS" (2:00) [Travis BMI—Bartholomew] Slow-moving, pop-blues lament all about a chick who can't sleep because of a broken romance.

DONNA LOREN (Challenge 9203)
(B+) "REMEMBER ME I'M THE ONE WHO LOVES YOU" (2:12) [Hill & Range BMI—Hamblen] The young thrush displays pro semi-belt style vitality in this teen-area rendition of the old country click. Backdrop sound is crowded with good-sounding upbeat bits.

(B) "DREAM WORLD" (2:40) [4-Star Sales BMI—Kennedy] Polished build-up stint by the songstress, who's multi-tracked here.

THE FOUR FRESHMEN

(Capitol 5007)
(B+) "SUMMERTIME" (2:20) [Gershwin ASCAP—Gershwin, Heyward] Label's skilled warblers offer a bright 'n bluesy reading of the classic. Rock-inclined band setting includes a number of funky remarks. Tune is making noise via a Chris Columbo (Strand) outing.

(B) "BABY WON'T YOU PLEASE COME HOME" (1:44) [Pickwick ASCAP—Warfield, Williams] Breezy reading of the ancient. Funky harmonic bits are included.

THE FLAMING KING-DESYREENS (Amaker 704)

(B) "GIRLS MAY COME GIRLS MAY GO" (2:35) [Fliptone-BMI—Richardson, Martin, Mills] Spirited shoutin' and wailin' on this r&b entry from the crew comprised of a male lead and a femme chorus. It's a feelingful blues weeper with a dominant beat.

(B) "DON'T TELL ME BABY" (2:30) [Fliptone-BMI—Richardson, Martin, Mills] The mood and the delivery are the same here.

THE ENDELLS (Heigh-Ho 605)

(B) "VICKY" (2:12) [Heigh-Ho BMI—Caruso, Weisman] The pro teen name-song gets tried-and-true, tricky slow-beat harmony from the songsters. Teeners will OK the portion's sentiments.

(B) "THE MONKEY DANCE" (2:20) [Heigh-Ho BMI—Weisman] Lively work on the teen-dance novelty.

JONI JAMES (MGM 13159)
(B+) "HE SAYS THE SAME THINGS TO ME" (2:30)

[Pogo BMI—Geld, Udell] Backed by a persuasive Nashville-flavored ork sound, the lark tenderly essays an attractive countryish wistful. Very appealing stuff for the teen-market.
(B) "HEY, GOOD LOOKIN'" (2:24) [Acuff-Rose BMI—Williams] A gay hoe-down feel to this outing on the Hank Williams classic. Good informal comments from a men's chorus. Side is from an LP called "Something for The Boys."

CORNERSTONE TRIO (Logo 1028)
(B+) "LET THE LOVE LIGHT SHINE" (2:15) [Eden BMI—Gardner, Astone] The Cornerstone Trio, spotlighting the vocal talents of Stu Gardner, really get cookin' on this extremely fast-moving item.

(B+) "SUMMERTIME" (2:15) Gershwin ASCAP — Gershwin, Heywood] On this end the crew gives the Gershwin standard a fine, rousing teen up-dating complete with a high-powered shuffle-beat.

GLADYS KNIGHT (Vee Jay 545)
(B+) "QUEEN OF TEARS" (2:47)

[Knick Knack BMI—Harper, Miller] The lark has reached the charts with previous efforts and this new pop-r&b lament could create plenty of action. The tune is a medium-paced, shuffle-beat affair.

(B+) "A LOVE LIKE MINE" (2:52) [Bob Dan BMI—Robinson, Donnell] This one's a lively, up-tempo happy blueser with a catchy, repeating riff.

HERMAN GRIFFIN (Double L 718)
(B+) "NEVER TRUST YOUR GIRL FRIEND" (2:25) [Jobete BMI—Stevenson, Bateman] The

songster could create some rapid excitement with this top-flight, chorus-backed affair about a guy who loses his gal to his best friend. Tune starts off with an infectious "Walk Right In"-styled intro and boasts some slick melodic changes.

(B) "MR. HEARTBREAK" (2:40) [Prigan & Brianbert BMI—Bateman] Hard-driving, shuffle-beat teen weeper essayed with authority by the chanter.

BILLY STORM (Vista 424)
(B+) "SOMETIMES I FEEL LIKE A MOTHERLESS CHILD"

(2:46) [Walt Disney ASCAP] The songster might grab some fast loot with this gospel-flavored, chorus-backed rendition of the blues standard. Tune effectively builds up to a rhythmic climax.

(B) "HE KNOWS HOW MUCH WE CAN BEAR" [P. D.] Impressive reading of the moving religious item in which the chanter's clear, high-pitched voice gets the sole spotlight.

THURSTON HARRIS

(Imperial 5971)
(B+) "YOU'RE GONNA NEED ME" (2:04) [Travis BMI—Harris] The blues warbler, a previous chart rider, heads a snappy sweet-revenge blueser. Other warblers chant in the speedy blues-rock setting.

(B) "I'M ASKING FORGIVENESS" (1:55) [Travis BMI—Harris] The fella in this slow-beat affair doesn't have the upper hand in this romantic situation.

THE CRAY-ONS (Counsel 121)
(B+) "TEACH ME MAMA" (2:12)

[Tee Pee BMI—Walker, James] Lead lass and her larkmates offer a strong reading of an interesting blues plaintive. A big-sounding affair that deserves exposure. Label is handled by Titanic Records of N.Y.
(B) "CRAZY DREAM" (2:01) [Sylvia BMI—Bennett, Fink, Romans] Quick-pace blueser.

It started C&W, but it's gone POP now!

First in ATLANTA
BALTIMORE
BOSTON
HARTFORD
MEMPHIS
...and now
bustin' out
coast to coast!



SONNY JAMES
THE MINUTE
YOU'RE GONE



#4969

GET ON BOARD A BIG, BIG HIT!



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

"I'M COMING BACK TO YOU" (2:22)
[B.F. Wood ASCAP—Warren, Kent]
"WHEN SNOW FLAKES FALL IN THE SUMMER" (1:48)
[Screen Gems—Columbia BMI—Weil, Mann]
JULIE LONDON (Liberty 55605)

This marks a complete departure for the lark, who's been on in the moody-standard groove. It's a class romancer, tagged "I'm Coming Back To You," with an infectious Bobby Vee-up tempo, multi-track arrangement supplied by Ernie Freeman. Deejay exposure can send it soaring. Coupler's an extremely pretty sentimental ballad romancer that could also win the platter spinners over.

"WHY DON'T YOU BELIEVE ME" (2:39)
[Brandon ASCAP—Douglas, Lanley, Rodde]
"THE THINGS I LOVE" (2:30) [Cherio BMI—Barlow, Harris]
THE DUPREES (Coed 584)

The Duprees are good bets to be making the chart rounds once again with another oldie up-dating job for Coed. This time it's the pretty years-back Joni James 'stepping stone,' "Why Don't You Believe Me," that the crew carves out, Joey Vann in the lead, with teen beat-ballad finesse. More potent beat-ballad revival stuff on the lovely evergreen coupler.

"FAREWELL TO ADRA" (2:22) [Omni BMI—Pursell]
"PRIDE" (2:53) [Cedarwood BMI—Stanton, Walker]
BILL PURSELL (Columbia 42832)

Bill Pursell, who scored a short while back with "Our Winter Love," seems destined to make a repeat performance of that triumph with this new item labled "Farewell To Adra." The 88'er displays his polished keyboard approach on this lush, slow-moving romantic instrumental stanza complete with sparkling violins. On the flip, "Pride," Pursell turns in first-rate listenable reading of Ray Price's while-back country hit.

Check the Country Reviews for Wanda Jackson's latest dual-mart Capitol chart contender.

Pick of the Week

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.

"STAY" (2:30) [Cherio BMI—Williams]
"SOMEBODY SAID (I'D CRY SOMEDAY)" (2:30)
[Cherio BMI—McRae, Moore]

PORGY & THE MONARCHS (Mala 462)

"Stay," Maurice Williams' while-back chart-topping sensation can be in for another smash ride as a result of this new approach from Porgy & the Monarchs. It's a contagious, thump-a-rhythm cha cha re-fitting that's chock full of those chart-making vocal and instrumental ingredients. Side's already kicking up a territorial fuss and could spread like wildfire. Backing's a haunting slow beat cha cha weeper.

"TALK TO ME" (2:41) [Jay & Cee BMI—Seneca]
"PONY TIME" (2:30) [Alan K BMI—Covay, Berry]
SUNNY & THE SUNGLOWS (Tear Drop 3014)

The Jamie-Guyden set-up has latched on to an important master kicking up a territorial fuss on the Tear Drop banner (out of Winnie, Texas). It's the while-back pop-r&b click, "Talk To Me," that Sunny (ably backed by the Sunglows) waxes with a feeling reminiscent of Sam Cooke's "You Send Me" success. Backing's a sock-rock revival of the Chubby Checker smash, "Pony Time."

"FUNNY FACE" (2:32) [Gallico BMI—Kilgore, Osborne]
"WILL IT LAST" (2:21) [Gallico BMI—Burton, McCoy]
LINDA BRANNON (Epic 9612)

Linda Brannon's Epic bow has those chart-making ingredients notched into every groove of the deck. It's a striking, multi-track stomp-a-beat cha cha sentimental entry, tagged "Funny Face," that Linda and the ork-chorus deliver with coin-catching authority. Lark shows off a top notch beat-ballad style on the inviting lowerlid, "Make It Last."

"JEZEBEL" (2:30) [Hill & Range BMI—Shanklin]
"STAGE TO CIMMARON" (2:09) [T.M. BMI—Farina, Farina, Farina]
ROB E.G. (Bigtop 3154)

Look for Rob E.G. to click this side of the Pacific with his Australian chart-maker, "Jezebel." It's the old Frankie Laine triumph treated to an intriguing up beat, Ventures-Tornadoes-like reading with Rob's guitar leading the way. Chorus is effective with now-and-then statements. Backing sports more striking stuff geared to musically picture a stage-coach that's on its way.

AL ALBERTS & THREE OF A KIND (Todd 1087)
(B+) "YOSHIKO" (2:31) [Springton ASCAP—Alberts] Al Alberts and his Three Of A Kind come up with this pleasant, melodic tribute to their favorite gal. Side has an interesting "swing era" big band sound.
(B) "ONLY ON SUNDAY" (2:14) [Springton ASCAP—Alberts, Reichner] On this end the gang dishes-up a clever take-off of the famous oft-cut flick theme.

ARTHUR PRYSOCK (Old Town 1144)
(B+) "CRAWDAD" (1:57) [E. B. Marks BMI—McCoy, Bernstein] The chanter's rich, wide-range legit-styled voice carries him in fine stead on this rousing, uptempo chorus-backed novelty ditty all about a human-like fish. Could happen.
(B) "THERE WILL NEVER BE ANOTHER YOU" (2:47) [Mayfair ASCAP—Gordon, Warren] On this end this chanter turns in an impressive reading of romantic evergreen.

KIP ANDERSON (Everlast 5021)
(B+) "I FEEL GOOD" (2:20) [Bob-Dan BMI—Anderson] The pop-gospel trade will feel (very) good hearing this happy lovey-dovey from the songster, who gets an all-out gospel-styled romp from his combo-chorus companions.
(B) "I WILL CRY" (2:29) [Bob-Dan BMI—Anderson] Anderson and his back-up sound (sans vocalists) also have the pop-gospel field in mind with this ballad blueser.

TONY & JEFF (Ding Dong 3492)
(B) "BE WITH ME PRETTY BABY" (2:02) [Azzie BMI—Baxter, Ross, Stackhouse] Tony and Jeff unleash their potent, wide-range vocal talents full-blast on this rousing teen-angled romancer with some effective gimmick shouts.
(B) "IS IT LOVE THAT I FEEL" (2:32) [Azzie BMI—Baxter, Ross, Allen] Slow-moving, chorus-backed, weeper with some funky blues overtones.

BELLSHANNY (Contempo 903)
(B+) "BILLY DON'T PLAY THE BANJO" (2:15) [Cherrybell ASCAP—Sparks] If this initial pop-folk deck is any indication of their talents, the Bellshanny Men have quite a promising future. The group dishes-up the slow-moving, colorful ballad with enough verve and polish to attract a slew of deejays. Watch it.
(B) "HI RO JE RUM" (2:25) [Genl ASCAP—Okun, Corman, Olsen] This time out the crew offers a rousing novelty with a catchy play on the words, also in the pop-folk idiom.

EARL GRANT (Decca 25607)
(B+) "SUKIYAKI" (2:13) [Beechwood BMI—Nakamura] The vet organist can always be counted on to sell well and this top-flight jazz-blues cover of Kyu Sakamoto's big hit seems destined to create a quick stir. Good bet for ops and deejays.
(B+) "MORE" (2:35) [E. B. Marks BMI—Ortolani, Newell] On this end Grant offers a melodic reading of the oft-cut flick theme.

DON JULIO (B-Atlas 600)
(C) "KATARINA" [Vado ASCAP—Hanzaras] Here's an infectious Greek ditty essayed with spirit and verve by Don Julio. Side boasts some lush, sweeping violin sounds.
(C) "MYRITIA" (BIEM—Theodorakis) On this end the songster offers another infectious high-spirited folk-styled item.

LEN MONDELL (Smash 1836)
(B+) "THAT'S WHAT GIRLS ARE MADE OF" (2:15) [Dragonwyck BMI—Gates] The rockster and his combo-chorus companions certainly know their way around a happy rock sound, a statement any teener will support just from grabbing a listen to the first few seconds of this session. Lots of first-rate rock cheer.
(B) "YOU LEFT YOUR MARK ON ME" (2:10) [Dragonwyck BMI—Gates, Bridges] Sly, colorful blues-styled stuff on this end.

BOBBY WAYNE (A&M 716)
(B+) "TIP TOES" (1:57) [Johnstone-Montel & Camarillo BMI—Faye] Engaging folkish ditty is deliciously styled by the guitar-led musicians. A worthy pop-styled bluegrass sound that could catch-on.
(B) "BOBBY'S BOOGIE #1" (1:34) [Johnstone-Montel & Camarillo BMI—Snyder] More robust guitar work.

KATHY BRANDON (Cystalette 759)
(B) "SURFIN' DOLL" (2:12) [Carsey BMI—Brandon] Young thrush tops a snappy, good-natured session aimed at the surfin' crowd. Label is distributed through Dot Records.
(B) "A BOY TO LOVE ME" (2:20) [Carsey & Honaye BMI—Tucker] Nice wistful pose by the performer.

THE NEWMARKS (Chattahoochie 627)
(B+) "GOODY - GOODY GUM DROP" (1:55) [BMI—McClane, Siefert, Morley] The old expression is used to solid novelty-rock advantage by the song team. Sound will undoubtedly remind kids of other years-back dates, but they'll dig it all the same.
(B) "WHY" (2:15) [BMI—McClane, Siefert, Morley, Nelson] Inviting softie blend in this corner.

DAVID HAMBER (London 9610)
(B+) "I FOUND CAROL" (1:45) [Piccadilly BMI—Potter] Carol, the girl of a 1,000 teen songs, has been "found" in this colorful big-beat event. Singer Hamber spreads the news in front of a happy ork-chorus stint.
(B) "PLEASE BRING MY LITTLE GIRL HOME" (2:31) [Piccadilly BMI—Potter, Dee] More intimate teen warbling by the songster. His back-up sound moves a brisk pace.

CURIOS (Curio 102)
(B+) "CHICKEN BACK — PART ONE" (2:04) [Patti BMI—Brown] The Curios are a good bet to create some excitement with this fast-moving lively high-powered new teen dance novelty. Side boasts some top-flight electric guitar sounds. Eye it.
(B+) "CHICKEN BACK — PART TWO" (2:04) [Patti BMI—Brown] Logical continuation of the above. This side's in a more of relaxed vein than the first part.



AUGIE ROIS (Shelley 181)
(B+) "THERE'S A GIRL DOWN THE WAY" (2:09) [Artville BMI—Trano] Augie Rois tells the plaintive familiar story of losing his gal to a close friend on this potent, medium-paced teen-styled rocker. Watch it move.
(B) "I'VE GOT A GIRL" (2:19) [CFG BMI—Trano, Rois] Rousing, high-powered opus about a guy who is going steady.

8194
8183
8215
8181
8209

STRENGTH IN NUMBERS!

The Astronauts "Baja" #8194
Bobby Bare "Detroit City" #8183
Sam Cooke "Frankie and Johnny" #8215
George Hamilton IV "Abilene" #8181
Neil Sedaka "The Dreamer" #8209

RCA VICTOR

 TM & © The most trusted name in sound 



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

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.

"CRY BABY" (3:09) [Rittenhouse & Mellin BMI—Russell, Meade]

"DON'T CHANGE YOUR HEART" (2:50) [Rittenhouse BMI—Bell]

GARNETT MIMMS & THE ENCHANTERS (United Artists 629)

This new group has a good chance at grabbing Top 100 honors with this initial United Artist entry tagged "Cry Baby." The tune is a rousing fusion of diverse melodic elements (pop, blues and gospel) into one cohesive rhythmic teen-angled lament. Eye it for rapid acceptance. The coupler, "Don't Change Your Heart," is a tender, shuffle-beat romancer in which lead singer Garnett Mimms takes the sole spotlight.

"CAN'T HE TAKE A HINT?" (2:53) [Elevator BMI—Davis]

"THAT GUY IS MINE" (2:15) [Elevator BMI—Davis]

KENNI WOODS (Philips 40112)

Newcomer Kenni Woods' name can be plastered all over the charts in the weeks to come. Reason is her tempting Philips debut, "Can't He Take A Hint?" a soft beat cha cha opus from the hushed-voiced Mary Wells-Barbara Lewis school. Splendid choral-ork backdrop rounds out the winner. Companion piece is a fetching change-of-pace twist beat effort.

"SUGAR COATED LIES" (2:16)

[Edwin H. Morris ASCAP—Adelson, Haskell]

"THE SILENT SEA" (2:30) [Tee-Pee BMI—James, Burroughs]

RAY STEELE (Sue 787)

Ray Steele's Sue debut is an impressive one. The songster displays a winning, easy-on-the-ears vocal style as he softly runs thru "Sugar Coated Lies," a cha cha beat lover's lament. Fetching choral-ork support on a deck destined for loads of turntable action. Undercut, from the pic "All My Little Ones," is a slow dramatic beat affair that Steele projects with loads of feeling. Effective recitations along the way.

Best Bets

ROGER WILLIAMS (Kapp 545)

• "LOOK AGAIN (THEME FROM IRMA LA DOUCE)" (2:14) [United Artists, Fairlane ASCAP—Langdon, Previn] The captivating much-cut pic theme can really be on its merry chart way via this charming rendition from the pianist (who just made noise with "Janie Is Her Name") and the Ralph Carmichael ork-chorus. Watch this one closely.

(B) "DANKE SCHOEN" (2:44) [Roosevelt BMI—Kaempfert, Ilene, Schwabach] More ear-pleasing, 'must programming' stuff on this all-instrumental reading of the Wayne Newton smash.

ROBERT GOULET (Columbia 42835)

• "BELIEVE IN ME" (2:43) [Dymor ASCAP—Allen] The chanter can finally break through in the singles dept. with this tender, chorus-backed legit-styled romantic ballad. Side looms as a natural for heavy airplay.

(B+) "HOW VERY SPECIAL YOU ARE" (3:05) [Chesnick ASCAP—Velona] This time out the chanter dishes-up an appealing sentimental ode to the girl of his dreams.

LITTLE JOHNNY TAYLOR (Galaxy 722)

• "SOMEWHERE DOWN THE LINE" (2:17) [Cireco-Escort BMI—Taylor] Infectious blues business from the warbler, who enters the session after a prolonged instrumental opener, featuring a funky harmonica which is heard throughout the session. Could make a solid pop-blues noise.

(B) "PART TIME LOVE" (3:16) [Cireco-Escort BMI—Hammond] Earthy stand by the songster.

STEVE ALLEN (Dot 16507)

• "CUANDO CALIENTA EL SOL (When the Sun is Hot)" (2:32) [Peer Int'l] BMI—C&M Rigual] The lovely tune, a big Latin hit, is sung with much appeal by The Copacabana Quartet, which is backed by a soft-spoken ork sound led by the striking Allen keyboard. Could be a left-field hit. Allen made chart noise last time out with his popular jazz tune, "Gravy Waltz."

(B) "LEAVE IT TO ME" (2:08) [Trenner ASCAP—Trenner] Allen takes the spotlight in this breezy hip "theme" outing.

DEAN CHRISTIE (Mercury 72140)

• "MONA" (2:15) [Merjoda BMI—Madara, White, Christie] Dean Christie, of "Heartbreaker" fame, could have a noisemaker on his hands with this hard-driving, chorus-backed raunchy ditty all about the gal of his dreams. Plenty of potential in this Mercury bow.

(B) "CITY BOY" (2:15) [Merjoda BMI—Madara, White] Medium-paced swingin' opus about the benefits of city life.

CRICKETS (Liberty 55603)

• "APRIL AVENUE" (2:13) [Cricket BMI—Curtis, Allison] The Crickets have scored in the past and they can get back in the hit groove again with this medium-paced, hard-shufflin' teen-angled lament with a potent, rockin' danceable beat. Good bet for deejays.

(B+) "DON'T SAY YOU LOVE ME" (2:24) [Cricket BMI—Allison] This time out the crew dishes-up an appealing slow-paced moody ballad with an attractive while-back sound.

Best Bets

DAMITA JO (Mercury 72162)

• "MELANCHOLY BABY" (2:27) [Jerry Vogel, Shapiro-Bernstein ASCAP—Norton, Burnett] The exciting performer can have a chart-rider on her hands once again as a result of this tantalizing revival of the evergreen. Damita sings with plenty of spirit as Claus Ogerman backs up in tempting rock-a-cha-cha-twist fashion. Could happen big.

(B) "IN THE DARK" (2:40) [Duchess BMI—Green] This end finds the lark in a soulful blues mood.

GEORGE McCANNON 111 (Parkway 883)

• "LANA" (2:16) [Acuff-Rose BMI—Orbison, Nelson] McCannon is sure to get teen-attention with his gimmick-loaded belt of a sure-fire teen opus. Musicians and other vocalists offer colorful accompaniment. Should be eyed.

(B) "WHAT AM I GONNA DO" (2:55) [Ridge BMI—Tannen] Understanding stuff in a down-Nashville-way vein.

THE LEGENDS (Capitol 5014)

• "SUMMERTIME BLUES" (1:48) [American BMI—Cochran, Capehart] Tune, a big while-back chart item for the late Eddie Cochran, can be in for another chart round for the Legends. It's an exciting session that the group pounds out with solid sales authority.

• "RUN TO THE MOVIES" (2:27) [Joy ASCAP—Hendrix, Goehring] Also keep close tabs on this tantalizing cha cha twist'er with an infectious set of teen lyrics. Could be a hot two-sider.

ARTHUR ALEXANDER (Dot 16509)

• "PRETTY GIRLS EVERYWHERE" (2:10) [Recordo BMI—Church, Williams] Alexander has done several active dates for the diskery, and could add another seller with this contagious joy-rock updating of the oldie. He's assisted most aptly by a femme chorus. The musicians offer a fine merry-beat sound. Could happen.

(B) "BABY BABY" (1:40) [Valley BMI—Byers] Happy, but somewhat less hectic doings here.

JEAN DUSHON (Lenox 5568)

• "IT WON'T STOP HURTIN' ME" (2:00) [Madchen-Bonnie BMI—Wecht, Bernstein] The lark comes up with a familiar teen theme on this medium-paced shuffle-beat lament all about the pain of a broken romance. Deck could break quickly.

(B+) "LOOK THE OTHER WAY" (2:05) [Madchen-Bonnie BMI—Wecht, Bernstein] This time the songstress tells of her heartbreak whenever she sees her old boyfriend pass by.

TED TAYLOR (Okeh 7176)

• "HIM INSTEAD OF ME" (2:26) [Tree BMI—Riley] The vet r&b songster could click quickly with this tender, shuffle-beat item all about losing his gal to another guy. Side effectively utilizes the dual-track technique and some hard-driving guitars.

(B) "YOU GIVE ME NOTHING TO GO ON" (2:21) [Ronnat BMI—Taylor] More fine blues sounds. This one's a potent fast-moving tradition-oriented r&b tear-jerker.

BOBBY COMSTOCK (Lawn 217)

• "THE CHICKEN BACK" (2:29) [Grand Canyon-Percom BMI—Feldman, Goldstein, Gottehrer] Bobby Comstock, who clicked a short while back with "Let's Stomp," could quickly duplicate that success with this high-powered, rousing, chorus-backed new teen dance novelty. Kids should really dig it.

• "SUNNY" (2:04) [Grand Canyon-Percom BMI—Feldman, Goldstein, Gottehrer] On this end the songster comes up with a first-rate guitar-backed opus all about his steady gal.

LONZINE CANNON (Philips 40128)

• "YOU STAYED AWAY TOO LONG" (2:15) [ASCAP—Seneca] Newcomer Lonzine Cannon displays the poise and vocal ability of a long-successful pro on this slow-shufflin' chorus-backed pop-blues tale of heartbreak. Side's a natural for r&b airplay.

(B+) "ONE AT A TIME" (2:07) [Northern ASCAP—Seneca, Lampert, Farrow] Tradition-oriented, gospel-favored, uptempo affair delivered with feeling by the songstress.

FABULOUS CONTINENTALS (CB 5003)

• "UNDERTOW" (2:05) [Little Bunker BMI—Walsh] Here's a nifty hard-driving instrumental item which should have plenty of appeal for summer programming. The group rockin' surf-like guitar sound should attract the kids in droves.

(B+) "RETURN TO ME" (2:34) [Southern ASCAP—Lombardo, Dimmino] On this end the gang gives the evergreen swingin' uptempo reading aimed for teen dancers.

SHERWOOD SINGERS (Horizon 1)

• "JELLYCOAL MAN" (2:05) [Fred Raphael ASCAP—Freeman, Roberts] The Sherwood Singers might jump into the national limelight with this rousing, extremely fast-moving pop-folk affair. Side boasts some interesting counterpoint portions and some top-flight guitar work. Eye it.

(B+) "MIDNIGHT TRAIN" (2:30) [Daven BMI—Schorr, Helms] This one's a hard-driving folk blueser essayed with loads of poise and authority by the group.

BARRY DARVELL (Colt 301)

• "RUN LITTLE BILLY" (1:59) [Potomac-Cotillion BMI—Darvell] Newcomer Barry Darvell has good chance of having a fast noisemaker on his hands with this infectious, chorus-backed teen-angled multi-dance affair with potent hard-driving beat. Ateo distributes the deck nationally.

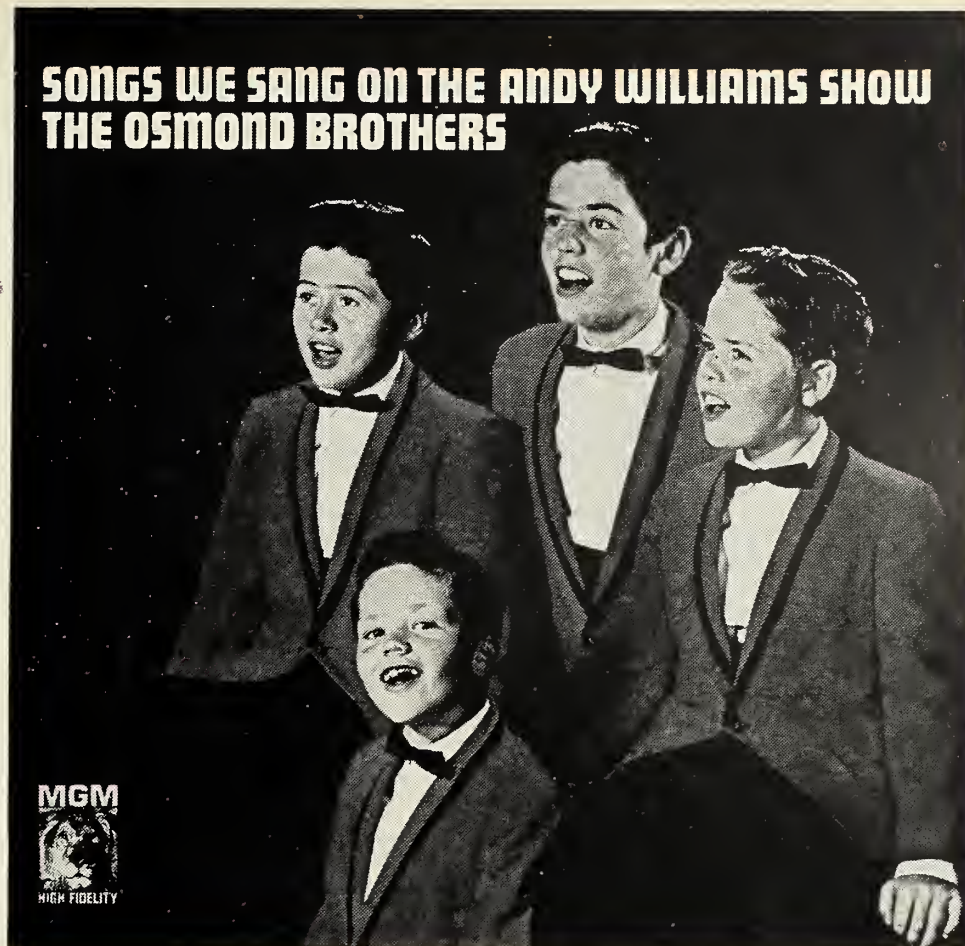
(B+) "ALL I NEED IS YOU" (3:08) [Potomac-Cotillion BMI—Leonard, Darvell] On this end the songster offers a plaintive, slow-moving tear-jerker with a moody, while-back sound.

CAMELOTS (Comet 2158)

• "SCRATCH" (2:10) [Sildar BMI—Appel, Borrie] The Camelots could create some deejay interest with this raunchy, high-powered surfin'-style instrumental with some effective shouts of the tune's tag every few bars.

(B+) "CHARGE" (1:50) [Sildar BMI—Appel, Borrie] More fine rock sounds. This one's in much the same vein as the top side but the beat is a little faster.

**SONGS WE SANG ON THE ANDY WILLIAMS SHOW
THE OSMOND BROTHERS**



THE ALBUM EVERYBODY'S BEEN WAITING FOR!

(E/SE 4146)

MGM Records proudly presents the album debut of the show-stopping vocal quartet that stole away the hearts of millions of TV viewers this season. There's never been anything quite like this charming, beautifully-blended barbershop harmony on records before. It's a sound that will sell and sell...every time it grabs air play, every time the Osmond Bros. break up the Andy Williams Show, and every time they appear as regulars on the new ABC-TV dramatic series, "The Travels Of Jamie McPheeters."

MGM



**The OSMOND BROTHERS are
exclusively on MGM RECORDS**

The Label of the Fortune-Sellers!

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.



THE NEWEST NAME

IN NATIONAL DISTRIBUTION

REPRESENTING THE BEST INDEPENDENT PRODUCERS

CURRENT RELEASES

POCO LOCO L. B. Wilson Vivid—1002	SATISFIED Kevin McQuinn Vivid—1003
KING SIZE GUITAR The Fashions IPG—1001	THERE HE GOES The Velvelettes IPG—1002
OOH OOH Joe E. Ross IPG—1003	STOOD UP Larry Lee Genius—2100

AUGUST 1 RELEASES

OUT-RIDIN'	Steve Rowland	Cross Country 1818
IN YOUR IMAGINATION	Darlene & Darla	IPG 1005
SAD GIRL	Jay Wiggins	IPG 1008
SWEET CHARIOT	The Keytones	Chelsea 1013
A FLING OF THE PAST	Van Trevor	Vivid 1004

DISTRIBUTORS

SOUTHLAND DIST. CO.
Atlanta, Georgia
MUTUAL DIST.
Boston, Mass.
MANGOLD, INC.
Charlotte, N.C.
JAMES H. MARTIN
Chicago, Ill.
CLEVE-DISC. DIST.
Cincinnati, Ohio
CLEVE-DISC. DIST.
Cleveland, Ohio
BIG STATE DIST.
Dallas, Texas
DENVER RECORD DIST.
Denver, Colo.
JAY KAY DIST.
Detroit, Mich.

MUTUAL DIST.
Hartford, Conn.
UNITED RECORD
Houston, Texas
HART DIST.
Los Angeles, Calif.
MUSIC SALES
Memphis, Tenn.
TONE DIST.
Miami, Fla.
HEILICHER BROS.
Minneapolis, Minn.
MUSIC CITY DIST.
Nashville, Tenn.
ESSEX DIST.
Newark, N.J.
ALL SOUTH DIST.
New Orleans, La.

LONDON RECORDS
New York, N.Y.
OKLA. RECORD
Okla. City, Okla.
CHIPS DIST.
Philadelphia, Pa.
FENWAY RECORDS
Pittsburgh, Pa.
STONE DIST.
San Francisco, Calif.
C & C DIST.
Seattle, Wash.
COMMERCIAL MUSIC
St. Louis, Mo.
SCHWARTZ BROS.
Washington, D.C.

NOTE TO PRODUCERS

We are interested in product, whether made in the U.S. or anywhere else in the world. We are available to represent either an entire label or producer with individual masters.

Independent
Producers
Group

47 WEST 57th STREET
NEW YORK 19, N.Y.
MU-8-7030

SID PARMES, president



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 A BREATHTAKING GUY
Supremes (Motown 1044) | 26 HEAR THE BELLS
Tokens (RCA Victor 8210) |
| 2 WHAT MAKES LITTLE GIRLS CRY
Victorians (Liberty 55574) | 27 SOMEONE TO TAKE YOUR PLACE
Joe Tex (Dial 3013) |
| 3 THE ICE CREAM MAN
Tornadoes (London 9614) | 28 JANIE IS HER NAME
Roger Williams (Kapp 533) |
| 4 SUMMERTIME
Chris Columbo Quintet (Strand 15056) | 29 LITTLE GIRL BAD
Joanie Sommers (Warner Bros. 5374) |
| 5 BIRTHDAY PARTY
The Pixies Three (Mercury 72130) | 30 HOW HIGH THE MOON
Floyd Cramer (RCA Victor 8217) |
| 6 PLEASE DON'T TALK TO THE LIFEGUARD
Diane Ray (Mercury 72117) | 31 HE'S MINE
Alice Wonderland (Bardell) |
| 7 COTTONFIELDS
Ace Cannon (Hi 2065) | 32 THIS IS MY PRAYER
Theola Kilgore (Serock 2006) |
| 8 BAJA
Astronauts (RCA Victor 8194) | 33 THAT'S WHAT MY HEART NEEDS
Otis Redding (Volt 1089) |
| 9 HAPPY PUPPY
Bent Fabric (Atco 6271) | 34 RIVER'S INVITATION
Percy Mayfield (Tangerine 931) |
| 10 BREAKWATER
SCARLETT O'HARA
Lawrence Welk (Dot 16488) | 35 I'VE GOT A RIGHT TO CRY/
WHEN I'M WALKING
Fats Domino (ABC Paramount 10475) |
| 11 WHERE IS JOHNNY NOW
Sapphires (Swan 4143) | 36 AT THE SHORE
Johnny Caswell (Smash 1833) |
| 12 MALA FEMMENA
Jimmy Roselli (Lenox 5571) | 37 YOUR BABY'S GONE SURFIN'
Duane Eddy (RCA Victor 8214) |
| 13 THE KIND OF BOY YOU CAN'T FORGET
Raindrops (Jubilee 5455) | 38 LOVERS
Blendtones (Success 101) |
| 14 DANCE DANCE DANCE
Joey Dee (Roulette 4503) | 39 IT'S A LONELY TOWN
Gene McDaniels (Liberty 55597) |
| 15 LITTLE DANCIN' DOLL
Shelby Flint (Valiant 6031) | 40 CHINESE CHECKERS
Booker T & MG's (Stax 137) |
| 16 EYES
Earls (Old Town 1141) | 41 DARLING, DARLING, DARLING
Ty Hunter (Chess 1857) |
| 17 YOU GET UGLY
Contours (Gordy 7019) | 42 ORGAN SHOUT
Dave "Baby" Cortez (Chess 1861) |
| 18 LUCKY LIPS
Cliff Richards (Epic 9597) | 43 (I CRIED AT) LAURA'S WEDDING
Barbara Lynn (Jamie 1260) |
| 19 OLD CAPE COD
Jerry Vale (Columbia 42826) | 44 RULER OF MY HEART
Irma Thomas (Minit 666) |
| 20 WHAT I GOTTA DO
Little Eva (Dimension 1013) | 45 IN MY TENEMENT
Jackie Shane (Sue 788) |
| 21 WHAT A FOOL I'VE BEEN
Carla Thomas (Atlantic 2180) | 46 CROSSROADS
Luther Randolph & Johnny Stiles (Cameo 253) |
| 22 TEARS OF JOY
Chuck Jackson (Wand 138) | 47 SCARLETT O'HARA
Jet Harris & Tony Meehan (London 9608) |
| 23 GONE
Rip Chords (Columbia 42812) | 48 MAKE THE MUSIC PLAY
Dionne Warwick (Scepter 1253) |
| 24 MY FIRST DAY ALONE
Cascades (Valiant 6032) | 49 STOP PRETENDING
Clovers Parwin 1001) |
| 25 YOU CAN NEVER STOP ME LOVING YOU
Johnny Tillotson (Cadence 1437) | 50 A MILLION YEARS OR SO
Eddy Arnold (RCA Victor 8207) |

SHAPIRO BERNSTEIN & CO., INC.

PAINTED DESERT MUSIC CORPORATION

THE PUBLISHER ONE STOP

SET TO DELIVER COMPLETE HIT PACKAGES

- ***New Songs***
- ***Great Standards***
- ***Masters***
- ***Artists***
- ***Writers***
- ***Producers***

WATCH FOR NEWS ABOUT OUR NEW SUBSIDIARY

THE SB TALENT CORPORATION

New York Office:

666 Fifth Avenue • Phone: Circle 7-3553
Richard M. Voltter (President)
Leon J. Brettler (Exec. Vice-Pres.)
Emil La Viola (General Manager)

Nashville Office:

720-17th Avenue S. • Phone: 244-1537
Gary Walker (Gen. Mgr.)

AROUND THE WORLD

England

Shapiro, Bernstein & Co. Ltd.
38 Soho Square, London W.1, England
Cyril Shane (Managing Director)

Australia

Wallaby Music (Pty.) Ltd.
Box 1486 G.P.O., Sydney, Australia
Ernest Lashmar (Managing Dir.)

France

Manhattan Music
2 Avenue de Messine, Paris 8e, France
Philippe Boutet (Managing Director)

Japan

Overseas Music Publishers Co. Ltd.
25, Higashi-Gokencho, Shinjuku-ku, Tokyo, Japan
Takeshi Kondo (Managing Dir.)

Hollywood Office 1777 North Vine Street, Hollywood 28, California • Phone: HOLlywood 3-3293

COLUMBIA 

**I WANT TO
STAY HERE**

STEVE & EYDIE

4-42815

AT NIGHT

NEIL DIAMOND

4-42809

**SCARLET
O'HARA**

CLAUDE KING

4-42833

**COOL IT
IN OUTER
SPACE**

**THE GEEZINSLAW
BROS.**

4-42829



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 JULY 24TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Desert Pete—Kingston Trio—Capitol			76%
40%	Drownin' My Sorrows—Connie Francis—M G M			40%
37%	My Boyfriend's Back—Angels—Smash			53%
36%	Frankie & Johnny—Sam Cooke—RCA Victor			36%
35%	Hello Muddah, Hello Fadduh—Allan Sherman—Warner Bros.			41%
32%	Your Baby's Gone Surfin'—Duane Eddy—RCA Victor			32%
29%	Hear The Bells—Tokens—RCA Victor			29%
29%	The Dreamer—Neil Sedaka—RCA Victor			92%
28%	Heat Wave—Martha & The Vandellas—Gordy			44%
28%	These Foolish Things—James Brown—King			28%
27%	How High The Moon—Floyd Cramer—RCA Victor			27%
26%	What I Gotta Do—Little Eva—Dimension			67%
26%	The Kind Of Guy You Can't Forget—Raindrops—Jubilee			32%
25%	Everybody Monkey—Freddy Cannon—Swan			70%
24%	Surfer Girl—Beach Boys—Capitol			24%
24%	You Can Never Stop Me Loving You—Johnny Tillotson— Cadence			49%
23%	I (Who Have Nothing)—Ben E. King—Atco			99%
22%	It's A Lonely Town—Gene McDaniels—Liberty			22%
18%	Hey There Lonely Boy—Ruby & Romantics—Kapp			18%
17%	If I Had A Hammer—Trini Lopez—Reprise			35%
17%	Dancin' Holiday—Olympics—Tri-Disc			86%
16%	It Hurt's To Be Sixteen—Andrea Carroll—Bigtop			76%
16%	Mama Don't Allow—Rooftop Singers—Vanguard			16%
16%	Hey Girl—Freddie Scott—Colpix			77%
15%	Sometimes You Gotta Cry A Little—Bobby Bland—Duke			15%
14%	Make The World Go Away—Timi Yuro—Liberty			93%
13%	Mockingbird—Inez Foxx—Symbol			13%
12%	Surfin' Hootenanny—Al Casey—Stacy			82%
11%	You're Gonna Need Me—Thurston Harris—Imperial			11%
10%	Organ Shout—Dave "Baby" Cortez—Chess			10%
10%	Why Don't You Believe Me—Duprees—Coed			10%
10%	Twist It Up—Chubby Checker—Parkway			99%

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Monkey Time Mojo Lance (Okeh)	77%	Can't Nobody Love You Solomon Burke (Atlantic)	22%	Green, Green New Christy Minstrels (Columbia)	82%
Que Sera Sera High Keys (Atco)	54%	Saturday's Sunshine Burt Bacharach (Kapp)	23%	Ice Cream Man Tornadoes (London)	29%
Lonely Surfer Jack Nitzsche (Reprise)	9%	Woit Till My Bobby Gets Home Dorlene Love (Philles)	97%	Old Cope Cod Jerry Vole (Columbia)	6%
Martion Hop Ran-Dells (Choirman)	44%	Little Deuce Coupe Beach Boys (Capitol)	14%	Mala Femmeno Connie Francis (MGM)	5%



ALBUM REVIEWS

POPULAR PICKS OF THE WEEK



"MY SON, THE NUT"—Allan Sherman—Warner Brothers WS1501

Allan Sherman, who rode the crest of the LP charts with his first two Warner Brothers albums is sure to make chart inroads with this third offering. Additionally, the songster-comic is currently clicking with a single culled from this set tagged, "Hello Mudduh, Hello Fadduh." The laff-man is at his funniest with "Hail To Thee, Fat Person" and "Here's To The Crabgrass." Eye this one for strong initial sales.



"SCARLETT O'HARA"—Lawrence Welk—Dot DLP25528

The staying power of Lawrence Welk is evidenced again on this top-notch album outing from Dot. The orkster has been riding the charts with almost every LP released during the last few years and this one is no exception. Some of the hottest sides around are included and the arrangements are some of the best in the maestro's huge repertoire. Best bets here are "Scarlett O'Hara," "Tie Me Kangaroo Down, Sport," and "I Love You Because." The set is scheduled for an early trip to hitsville.



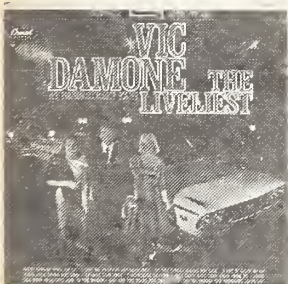
"TELL HER YOU LOVE HER"—Frank Sinatra—Capitol DT1919

Frank Sinatra lends his inimitable and feelingful delivery to a dozen oldies on this package cut during his affiliation with Capitol. On the tunes here, the chanter is supported by the arrangements and baton of Nelson Riddle who comes through in superb style for the singer. Easy-listening bands here are "Tell Her You Love Her," "Pennies From Heaven" and "Can't We Be Friends." Sinatra fans will surely dig this set.



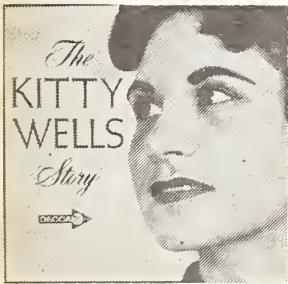
"EASIER SAID THAN DONE"—The Essex—R25234

The Essex make their LP debut on Roulette with this lively program of pulsating tunes tagged after their recent chart-topper, "Easier Said Than Done." The group handles these numbers with polished control and their free-swinging delivery allows them to shine on "All In My Mind," "Are You Going My Way" and "We Belong Together." The songsters' newly-found following will surely be increased by this effort. The set looms as a moneymaker.



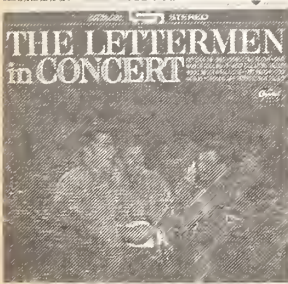
"THE LIVELIEST"—Vic Damone—Capitol ST1944

The vocal magic of Vic Damone is dynamically showcased on this new Capitol entry recorded "live" at Basin Street East and released concurrently with the opening of his summer TV'er, "The Lively Ones." The chanter has never been better and the big band backing is a perfect complement to his big, warm voice. Slick sides here are "The Most Beautiful Girl In The World," "What Kind Of Fool Am I" and "When Your Lover Has Gone." Loads of chart potential here.



"THE KITTY WELLS STORY"—Decca DXSB7174

Here's a two-pocket Kitty Wells package from Decca that is loaded with sales potential. It's a recorded chronology of the lark's success with the label from "It Wasn't God Who Made Honky Tonk Angels" to the current click, "I Gave My Wedding Dress Away." With very capable vocal assists from the Jordanaires, the lark shines on "She's No Angel" and "Lonely Side Of Town." The set should be a blockbuster in the country market.



"THE LETTERMEN IN CONCERT"—Capitol ST1936

The Lettermen, with four Capitol chart-riding albums to their credit, bid for number five with this concert LP that includes imitations of the popular vocal groups, and a well rounded program of pop, folk and show tunes. Launching the set with "Hey, Look Me Over," the boys continue with top-drawer versions of "What Kind Of Fool Am I" and a medley of tunes from "West Side Story." The versatile group's legion of admirers should come out in strength for this one.



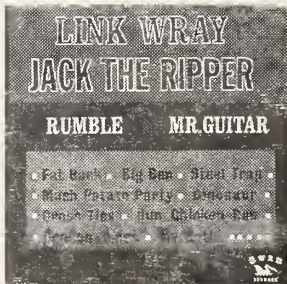
"LOU CHRISTIE"—Roulette R25208

Lou Christie, with three click singles in a row, comes up with a premier LP on Roulette that includes his big ones along with a bag of other easy-paced items. The chanter has cashed in on the falsetto gimmick and uses it to advantage on each one of the tunes here. His teenage fans will come out in droves to hear his treatments of "Two Faces Have I," "The Gypsy Cried" and "How Many Teardrops."



"LIGHTS OUT, SWEET DREAMS"—Bert Kaempfert—Decca DL74265

Bert Kaempfert's proclivity for turning out tasteful, danceable and easy to listen to LP's continues with this new Decca session geared for mood listening. The orkster's arrangements are subtly fresh and give new warmth to such oldies as "Sentimental Journey," "Body And Soul" and "Whispering." Here is a first-rate late hours mood companion, a good catalog item with lasting appeal.



"JACK THE RIPPER"—Link Wray—Swan 510

Link Wray, still climbing the Top 100 with his "Jack The Ripper," tags this Swan LP after the hit and includes eleven other instrumentals to showcase his artistry on the guitar. Accompanied by the Raymen, the guitarist lets loose with some exciting renditions of "Mr. Guitar," "Cross Ties," "Steel Trap" and "Run Chicken Run." The teen dance crowd will surely dig the set.



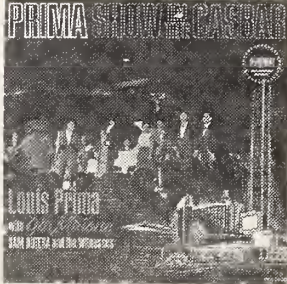
"SOMMERS' SEASONS"—Joanie Sommers—Warner Bros. WS 1504

For this, her sixth Warner Bros. LP Joanie Sommers offers a delightful varied program of season-oriented evergreens. The lark's rich, throaty, wide-range voice is showcased in some first-rate chorus-backed interpretations of "Winter In New England," "Spring Will Be A Little Late This Year" and "When Winter Comes." One of the artist's most professional dates.



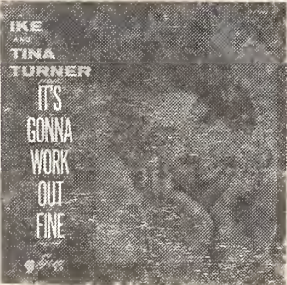
"SONGS WE SANG ON THE ANDY WILLIAMS SHOW"—Osmond Brothers—MGM E-4146

Frequent exposure on Andy Williams' TV'er of last season has given the Osmond Brothers plenty of invaluable experience and a built-in admiring public. The boys make their debut on MGM with this package of songs they sang during the past year. The Osmonds display a lot of talent, a natural feeling for harmony, and a youthful enthusiasm that serves them well on these barber-shop warhorses. Their fans will appreciate their readings of "Mighty Lak A Rose," "Just A Song At Twilight" and "By The Light Of The Silvery Moon."



"PRIMA SHOW IN THE CASBAR"—Louis Prima—Prima PM3001

Louis Prima makes his debut on his own label with this package of standards recorded during a recent performance at the Sahara Hotel in Las Vegas. With some vibrant instrumental help from Sam Butera and the Witnesses and the vocal charm of Gia Maione, the set swings from beginning to end. Solid sides here are "I Love Paris," "You're Nobody 'Til Somebody Loves You" and "Solitude."



"IT'S GONNA WORK OUT FINE"—Ike & Tina Turner—Sue 2007

Ike & Tina Turner tag this new LP romp on Sue after a while-back hit called, "It's Gonna Work Out Fine," and include eleven other r&b biggies of recent vintage. Most of the tunes here are up-tempo and the duo belts them out with unabashed good spirits. Jumping off with "Gonna Find Me A Substitute," the pair also includes "Poor Fool" and "I'm Gonna Cut You Loose." The package looms as a moneymaker in the r&b markets.

A Significant Milestone In Folk Music History!

**THE
ROBERT
DE CORMIER
Folk Singers**

STEREO
R58535D

Command
records

The
ROBERT DE CORMIER
Folk Singers



25 EXCITING VOICES

RECORDED BY THE INCOMPARABLE
COMMAND TECHNIQUE

Full-blooded vitality is returned to folk singing in these fascinating performances. Every colorful nuance, the finest and most delicate shading as well as the tremendous ensemble power of this 25-voice group is recorded and reproduced by Command with astonishing realism.

SELECTIONS: If I Had a Hammer; Where Have All the Flowers Gone; Amen; The Virgin Mary (Had a Baby Boy); Hallelujah; Rhody; Dance, Boatman, Dance; Walk Together Children; Rainbow; Igra Kolo; Bela Bimba; Kissing's No Sin; Bye 'n Bye. #853



WORLD LEADER IN RECORDED SOUND

Command RECORDS

1501 Broadway, New York 36, N. Y.

IN CANADA:

DISTRIBUTED BY

"SPARTON OF CANADA"



"WASHINGTON BLOOPERS"—Kermit Schafer—Jubilee WPMB 11
Kermit Schafer cashes in on the mistakes of luminaries in high places on this often hilarious session of bloopers from the nation's capitol on Jubilee. The columnist-radio producer has come up with dozens of slips of the lip to make up this 15th volume in the Blooper series. All of the preceding blooper LP's have been big sellers and this one should follow a similar course. The disk might encounter airplay difficulties but many comments are suitable for laff-programming.



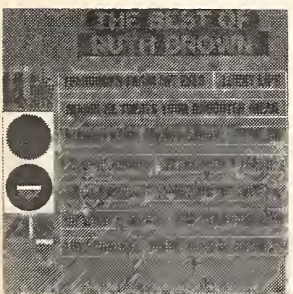
"THE EXPLOSIVE SOUND OF LES BROWN"—Columbia CL 2030
Les Brown and his Band of Renown, with the aid of the arranging talents of J. Hill, take a delightful swing into the classics on this new Columbia set. Hill has taken some popular classical selections and transformed into the swingin' brand music long-associated with the ork. The band shines on "Bizet Has His Day," "Debussy's Dream" and "Liszt Les." Fine fare for either dancing or listening pleasure.



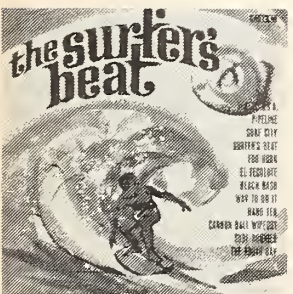
"MR. BLUES"—B. B. King—ABC-Paramount—ABC 456
The vet pop-r&b chanter unleashes his potent, wide-range vocal talents full-blast on this top-notch teen-oriented set from ABC-Paramount. King's straightforward, gimmick-free soulful style is firmly showcased on first-rate chorus-backed readings of "Young Dreamers," "By Myself" and "On Your Word Of Honor." All of the artist's legion of fans should really dig the package.



"GOLDEN FOLK SONG HITS—VOLUME 2"—Johnny Mann Singers—Liberty LST 7296
Cashing-in on the universality of the current folk trend, the Johnny Mann Singers come up with their second outing of pop-folk items. The group does not read the tunes in their original styles but offers their own distinctive full ork-backed lush renditions. Among the highlights here are "If I Had A Hammer," "Greenback Dollar" and "Walk Right In." Deejays should find plenty of spinnable material here.



"THE BEST OF RUTH BROWN"—Atlantic 8080
Ruth Brown, who scored some time ago with "Teardrops From My Eyes," belts her way thru a bevy of rhythm and blues tunes in soulful fashion. The blues-singer handles these 14 tunes with the ease and self-assurance that has become her trademark. In addition to her biggie, the lark smoothly essays "Mama He Treats Your Daughter Mean," "Oh What A Dream" and "Lucky Lips." Solid r&b programming fare here.



"THE SURFER'S BEAT"—Calvin Cool—Charter CLM103
The country is being deluged with "surfin'" LP's, many of which are making the best-seller lists. Calvin Cool and the Surf-Knobs make their big "splash" on Charter with this package of surf standards and newies. This West Coast group displays the hard-driving rhythm that has become the trademark of the authentic surfing bands. The proceedings begin with "Surf City" and continue with such familiars as "Surfin' U.S.A." and "Pipeline."



"HAWAII TATTOO"—Waikiki's—Palette MGPB 9420
Hawaiian music has had a market since the romantic islands were discovered over two hundred years ago, and this delightful program of tunes associated with our 49th state should please a wide variety of record buyers. The Waikiki's, a fine closely-knit ork utilizing some authentic steel guitars, turn in first-rate readings of "Sugar Moon," "I'll Remember Sweet Hawaii" and "Aloha Parade." Enjoyable listening throughout.

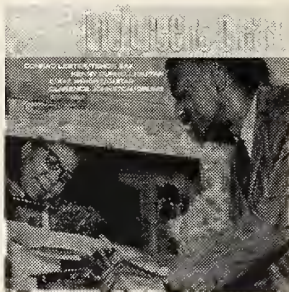
JAZZ PICKS OF THE WEEK



"DISCOVER TUPPER SAUSSY"—Monument MLP 8004
Once every few years a jazz 88'er emerges with such drive and vitality that he stands head and shoulders above his peers. Tupper Saussy is such a pianist. The talented young keyboard stylist, who is also a fine writer, has a free-flowing modern style which combines basic jazz melodic changes and classical overtones into one cohesive fusion of harmony. While backed by a small combo the artist shines on his own "Yellow Summer," "Contrary Waltz" and "Too Very Soon." A talent to watch.



"NOW!"—Sonny Stitt—Impulse A-43
Ace jazz saxist Sonny Stitt teams up with an accomplished group of sidemen including Hank Jones on piano, Al Lucas on bass and Osie Johnson on drums on this new swingin' Impulse entry. Stitt's hard-driving mainstream approach couples vitality with free-flowing melodic sentimentality. The crew in top-notch form on "Surfin'," "Please Don't Talk About Me When I'm Gone" and "I'm Getting Sentimental Over You." One of the best sets that the artist has cut in quite a while.



"MO' GREENS PLEASE"—Freddie Roach—Blue Note 4128
Freddie Roach comes up with a second Blue Note album, this time geared for dancing—everything from the bird to the bossa nova. The organist showcases his artistry at the electronic keyboard in a variety of ways and tempos and gets some first rate assistance from Kenny Burrell on guitar, Conrad Lester on sax, Clarence Johnston on drums and Eddie Wright on guitar. Jazz buffs addicted to dancing will find this a pleasurable session. Included are "Party Time" and "Unchained Melody."



"SOMETHING TENDER"—Bud Freeman—United Artists 15033
Here is an easy-listening jazz package from United Artists featuring the saxophone talents of veteran Bud Freeman. Assisted by the two guitars of George Barnes and Carl Kress, the saxists finds himself at home with the lyrical melodies of Richard Rodgers ("Mimi" and "Mountain Greenery") and puts plenty of feeling into the Duke's "Satin Doll." The spirit is jazz and the melodies are pure. Plenty of enjoyable listening here.

CLASSICAL PICKS OF THE WEEK



RAVEL: The Complete Orchestral Works, Paris Conservatory Orch/Andre Cluytens — Angel 3636D
The complete orchestra works of Ravel are included in this 4-disk set from Angel. Attractively boxed and with a set of explanatory notes, the set is also available in single volume. Andre Cluytens expertly guides the orchestra through Ravel's "Bolero," "Daphnis Et Chloe" and "Ma Mere L'Oye" and many others. The classical devotee will surely want this excellent collection.



RACHMANINOFF: Piano Concerto No. 3 in D Minor, Vladimir Ashkenazy, London Symphony/Anatole Fistoulari—London CS6359
Vladimir Ashkenazy's position as an interpreter of Rachmaninoff has become firmly established in recent years after a series of very successful concerts which won him plaudits throughout the world. The pianist has a commanding knowledge of the composer's works and executes them with authority and feeling. This excellent version of the 3rd Concerto ranks with the best, and Ashkenazy's handling of the 2nd and 3rd movements is exciting and brilliant. Set is a welcome addition to the classical catalog.

COMING NEXT WEEK

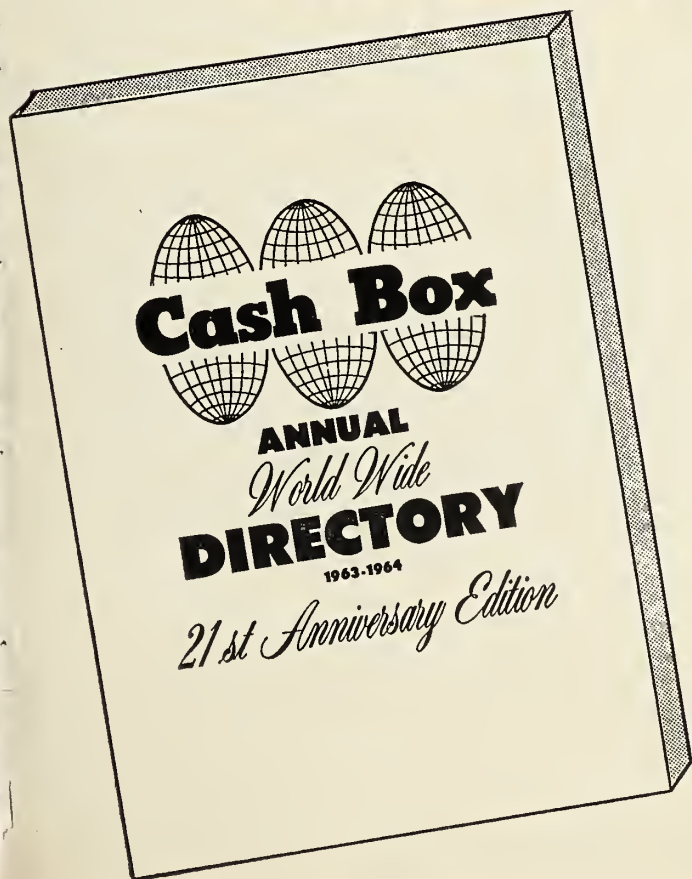
THE

ORIGINAL

LARGEST

MOST READ

MUSIC DIRECTORY



ISSUE DATED AUG 10th
CIRCULATED AUG 5th

FORMS CLOSE:

DOMESTIC: JULY 29, 30, 31, AUG 1

INTERNAT'L: JULY 29

RUSH YOUR ADS TODAY!

Sue ... IS HOT!

TERRIFIC LP TIMED RIGHT!
INEZ FOXX



MOCKINGBIRD ... SYMBOL LP 4400
HER FIRST LP—SPOTLIGHT
OF THE LEADING STATIONS!
BABY WASHINGTON



THAT'S HOW HEARTACHES
ARE MADE ... SUE LP 1014
HIS SECOND HIT LP!
JIMMY McGRIFF

STEREO



ONE OF MINE ... SUE LP 1013
BEST AND BRAND NEW!
IKE & TINA TURNER



IT'S GONNA WORK OUT
FINE ... SUE LP 2007

GOING ALL THE WAY
ON THE CHARTS!

MOCKINGBIRD

INEZ FOXX

SYMBOL 919

INEZ FOXX'S BROTHER
COMES THRU ON HIS OWN!

HERE WE GO ROUND THE MULBERRY BUSH

'CHUCK' JOHNSON

SYMBOL 921

ANOTHER BIG ONE FOR BABY!

LEAVE ME ALONE

BABY WASHINGTON

SUE 790

THIS IS IT!

ONE OF MINE

JIMMY McGRIFF

SUE 786

UNDER A NEW BANNER!

A PERFECT WIFE

**ROBERT AND
JOHNNY**

SUE 792



RECORD RAMBLINGS

NEW YORK:

Dion and Count Basie appeared at the Moon Bowl in Freedomland last week to the cheers of Bronx residents who came to see their own local-boy-made-good... Johnny Tillotson, currently touring with the Dick Clark Show, could have another big one with "You Can Never Stop Me Loving You," according to indie promo rep, Morty Wax, who's also plugging for "Here Comes Raggedy Ann" by Allen Reynolds... Jimmy Dean had a five-city tour in as many days last week (20-24) promoting his new TV'er "The Jimmy Dean Show," which bows over the ABC-TV network 9/19 (Thurs 9PM). The Columbia disk star visited Houston, Minneapolis, Chicago, Philadelphia and Baltimore... Jean Martin makes her debut on the Marjay label with "Tanto, Tanto." The songstress has just signed a long-term contract with

Among the judges at last week's Teenage Beauty contest at Palisades was Larry Kert, the star of West Side Story on Broadway for several years. Larry is recreating the part of Tony in the summer stock production in Ohio for two weeks along with Bobby Rydel who makes his stage debut in the part of Riff... More and more spinners have added Steve Clayton's "Clown Town" to their programming—it's the delighter clefted by Gladys Shelley... Sue topper Juggy Murray quite enthused over Ray Steele's disk debut with "Sugar Coated Lies"... Teri Thornton, who has created quite a stir in the industry since her several appearances on the Carson "Tonight" show has been signed by Columbia... Joe Cal Cagno dropped us a line to tell us he's signed deejay Art Roberts (WLS Chicago) to a management & sole representative contract. Art took over the Dick Biondi spot and will soon



JOHNNY TILLOTSON



JEAN MARTIN



ERROLL GARNER

the label and an extensive record program is in the works... Betty Madigan joins Carmen Cavallero at the Royal Box of the Americana this week (29) infos publicity rep, Milton Karle... Columbia songster Jerry Vale booked into the Royal Manor at Spring Lake, N.J. for a ten-day stand beginning 8/8... Earl Wrightson, another of Columbia's stalwarts, continues on his summer stock tour with two weeks at the Melody Top in Milwaukee as the lead in the Vagabond King... Bob Yorey notes that "He's Mine" by Alice Wonderland (Bardell) sold over 5,000 last week and looks like a breakout in Detroit... Donald O'Connor, Patti Page, Paul Anka and the Lennon Sisters are scheduled for appearances at Freedomland in the coming weeks... Monument Records is very excited about the prospects for Tupper Sausy who has a new LP... Joe Bott at London sez Vera Lynn's Golden Hits LP's should stir up plenty of nostalgic interest among her legions of fans in this country... Joey Bonner of the New York office at Philips sez "You Stayed Away Too Long" by Lonvine Cannon broke in Atlanta and is getting substantial airplay... Tobi Reynolds, who is appearing nightly at the Improvisation here in New York, moves on to the famed Mr. Kelly's in Chicago on 8/12... Bob Kornheiser, sales topper at Atlantic, jubilant over a pack of breakouts on Atco & subsid labels—such as Bobby Marchan's "What Can I Do (Parts 1 & 2)" (Volt) happening in Miami, and Barry Darvell's "Run Little Billy" on the Colt 45 label in Norfolk, Va... Jimmy Buckowski over in Jersey City predicts national breakout for Marie LaDonna's Gateway waxing of "Bobby Baby"... Ira Rothstein, formerly with Record Rendezvous in Jamaica, L.I., buzzed to tell us he will be operating Hall of Records in Huntington, N.Y... Capitol's smiling Roy Batachio confident that the diskery has two sure-fire winners in Wayne Newton's "Danke Schoen" and Al Martino's "Painted, Tainted Rose"... Carol Morris of Trans-World Management, all shook up over the loss of an automobile as a result of a mishap last week. Carol infos the management firm has recently signed Pony Poindexter who has a new Prestige single tagged "Midnight In Moscow" b/w "Love Me Tender"...

visit here to talk with John Ross, the producer of the Patty Duke series about a teen segment featuring a spinner... Matt Parsons of Golden Crest up to tell us he's very pleased with the initial response to "There's A Girl Down The Way" by Augie Rois... Beverly Schecter of Regal Talents on the line to tell us Gene McDaniels will be on the Dick Clark show this week (4) to plug his new waxing of "False Friend." Also that Don Forbes of Forbes & Villa, has recorded a ballad for Musicnote dubbed "Will You Be My Only Love"... Mort Sahl has exited his Reprise Record deal and has signed a pact with Capitol to record two comedy LP's a year for the next three years... The comic has also taken over as WIND's guest celebrity deejay for one week... Allan Sherman appeared in the debut concert of the Friday Night pep series of the Hollywood Bowl. The songster comic has a new LP tagged, "My Son The Nut" and a hot single culled from the album called, "Dear Mudduh, Dear Fadduh" (Warner Bros.)... Morty Curtis and Al Wilde, theatrical managers, have been engaged to produce a 10-day hootenanny festival for the non-profit Long Island Fair at Roosevelt Raceway 8/24-9/2. Oscar Brand will serve as emcee with such stars as the Highwaymen, the Tarriers, Judy Henske, the Grandisons and Casey Anderson skedded to perform... Claus Ogerman going great guns these days in the arranging dept. with hit arrangements to his credit on "It's My Party" and "Judy's Turn To Cry" by Lesley Gore, and the new smash instrumental by Kai Winding, "More" on Verve... United Record distrib in Chicago wires that "My Laura" by Harry Charles (Rowax) is getting tremendous reaction and could be a chart topper... Johnny Brantley sends along word that the Porgy & the Monarchs diskings of "Stay" on the Mala label is selling across the country... Joe Petralia foned to tell us Tony Bennett is one of the happiest guys around with a gold disk for his San Francisco LP and a new single, "This Is All I Ask," already passed the 100,000 mark. Reprise execs excited over the tremendous sales action on Erroll Garner's "One World Concert" LP. The nimble-fingered pianist does a concert in Westbury, Long Island on the 12th.



SUE

RECORDS

1650 Broadway, NYC 212-LT1-8030



RECORD RAMBLINGS

Reports are strong on "Stop Pretending" by the Clovers on the Porwin label. . . . Ben Arrigo of Glenn Productions sez the kids'll surely dig "Age of Consent" by the Three Pals (formerly the Royal Teens) on Sylese. . . . An exciting new songstress on the scene is Phyllis Lynd, a former Talent Scout winner who sings folk and classical songs in many languages. . . . Ed "The Beard" Kalicka of Mangold in Baltimore writes that the sizzling sides in his area are, "What I Gotta Do" by Little Eva (Dimension), "Talk Back Trembling Lips" by Ernest Ashworth (Hickory) "We Belong Together" by Jimmy Velvet on Velvet, and "Lonely Drifter" by the O'Jays (Imperial). . . . The Jolly Green Giant from Reprise (Jerry Love) up to tell us about the wild sales on the Trini Lopez "If I Had A Hammer" single and LP from PJ's. Also in the singles department, great reaction to the Pat Powdrill deck, "Happy Anniversary" and the success of the Count Basie album, "I Can't Stop Loving You" and Erroll Garner's "One World Concert."

CHICAGO:

Ralph Ergas, Irv Brusso, and RCA-Victor Dist.'s local sales force headed for Greenbrier Resort in White Sulphur Springs, W. Va. (7/22) to attend RCA's "Best Buy Meeting" and view the label's new fall product. Irv hastened to point out that current albums "Bye Bye Birdie" and "Surfing With The Astronauts" have been going great guns, adding that Valentine Pringle, who's appearing at the Gate Of Horn, is making progress with recent LP "I Hear America Singing." . . . Paul Gallis, who helped kick off

Joday single "St. Louis Blues" by 88'er Joe Burton, advised that the deck's been mounting steadily in this area and could go big nationally. Burton is slated for the Marty Faye TV'er 8/17. . . . The Johnny Lewis Trio, making headway with "Blues On The Rocks" (Coral), have a tight schedule of club dates this summer. Group closes at The Key in Waukegan, heads for the Shamrock Hotel in Houston and then to Chi for a stint at the Downstage Room of the Happy Medium. . . . Sam Cerami's all aglow over continuous action on Jimmy Soul's "Treat 'Em Tough" (SPQR), "Martian Hop" by The Ran-Dells (Chairman), "Someone To Take Your Place" by Joe Tex (Dial 3013) and "The Icecream Man" by The Tornadoes (London). . . . Our condolences to songster Nick Noble whose dad passed away. . . . Memo from One-derful prexy George Leaner: McKinley Mitchell's "A Bit Of Soul" (One-derful) has taken the Cleve-Pittsburg-Chi areas by storm and is rising fast in various other markets across the country. Mitchell performed the side on Jim Lounsbury's "Danceville USA" TV'er 7/22. Leaner further notes that vocal-instrumental "The Whip" by Billy "The Kid" Emerson (M-Pac) is making the grade locally. . . .

Woody Herman, scoring with his "Encore 1963" LP and single clip "Jazz Me Blues" (Philips), did a one-nighter at Club Laurel 7/21. . . . Big Town's Jim Scully, helping further the cause of The Society Girls' current Vee-Jay offering "S.P.C.L.G." by wearing the identifying button which is being circulated to promote the deck. Item's reportedly getting

strong play here. Also in the fore at Big Town are Janie Grant's "Tell Me Mama" (UA) and r&b flavored "Can't He Take A Hint" by Kenni Woods (Philips). . . . M. S. Dist.'s Bill McCloud is pluggin' "Why Don't You Believe Me" by The Duprees (Coed), "A-Ooga" by The Routers (WB) and "Hey There Lonely Boy" by Ruby & The Romantics (Kapp). Bill squired Joey Paige (drummer for the Everly Bros.) around town last week exposing his WB bow "Surfer From Tennessee." . . . Barney Fields tells us Tony Bennett's "This Is All I Ask" (Columbia) is makin' like a powerhouse throughout this area. . . . The Geezinslaw Bros., recently signed by Columbia, opened at the Polynesian Room of the Edgewater 7/22 sharing the bill with vocalist Lurlean Hunter.

show, has a current album on Ava tagged "This Heart Of Mine." . . .

Carl Proctor of Summit Dist. had some very favorable reports on "Dina" by Dore Alpert (A&M), c&w going pop item "Talk Back Trembling Lips" by Ernest Ashworth (Hickory) and "This Old Heart" by The Monarchs (Sound Stage Seven). 'Course the main topic at Summit is Major Lance's Okeh hit "Monkey Time." . . . The Ideals performed their new dance-craze item "The Gorilla" (Concord) at a party, hosted by Chi deejays Jerry Murray (WOPA), Jim Reese (WBEE), Louis Jefferson and Rodney Jones (WVON), at Budland dance center 7/24. . . . Erwin Barg is singing the praises of "Our Song" by The Volumes (Jubi-



TERI THORNTON



ART ROBERTS



TOBI REYNOLDS

. . . Lawrence Welk and company headline the 34th annual Chicagoland Music Festival at Soldiers' Field 8/17. . . . Garmisa's Ed Yalowitz couldn't be happier over local-national action on Brian Hyland's "I'm Afraid To Go Home" (ABC) and predicts much of the same for the new Fats Domino effort "When I'm Walkin'" (ABC). . . . Cortland's Earl Glicker got the word that "Elephant Walk" by Donald Jenkins & The Delighters broke in Pittsburg-Cleve-L.A.-Chi. . . . Pete Wright's plug list spotlights "I Know" by Ronnie Rice, "Beach Ball" by the City Surfers, "Cotton Dresses" by Mike Clifford and Bobby Darin's "Earthy" LP. Pete reminds us that Carol Lawrence, who'll be here 8/6 for Robert Goulet's Civic Opera House

lee), "Stand A Little Closer" by Laurie Sisters (Port), "Let The Good Times Roll" by The Topsiders (Josie), "The Kind Of Boy You Can't Forget" by The Raindrops (Jubilee) and "If She Doesn't Want You" by Lynette West (Josie). . . . John Muse of Potter is very high on the new Cannonball Adderley effort "Tengo Tango" (Riverside), Randy Profit's "Check That Baby Out One Time" (Bett-Coe), "Undertow" by The Fabulous Continentals (CB) and LP "Frances Faye Caught In The Act" (GNP-Crescendo). Incidentally, congrats are in order for John and his missus on the recent arrival of baby Phyllis. . . . Paul Gallis is working on Mal single "Our Wedding Day" by Tony Calzaretta and Crescendo LP

SELLING NOW!

4 BIG new reasons why
PJ & WORLD-PACIFIC
are hot and getting
hotter!

12 STRING! GUITAR!

folk blues & blue grass



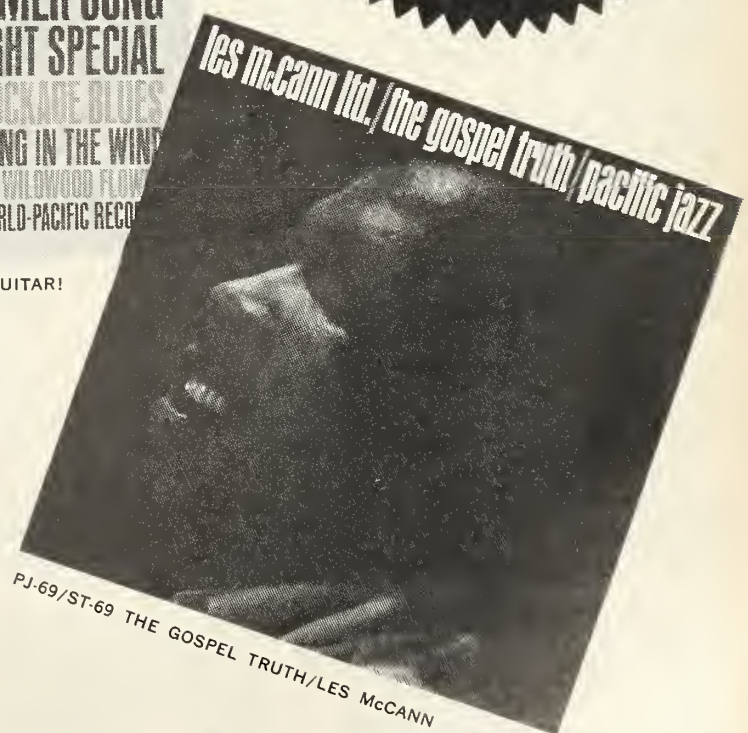
WALK RIGHT IN □ HAMMER SONG
COTTONFIELDS □ MIDNIGHT SPECIAL
THIS TRAIN □ COLUMBUS STOCKADE BLUES
DARK AS A DUNGEON □ BLOWING IN THE WIND
□ WABASH CANNONBALL □ WILWOOD FLOW
BLACK MOUNTAIN RAG □ THE 7 & 7 □ WORLD-PACIFIC RECORDS

WP-1812/ST-1812 12 STRING GUITAR!

breaking NOW
in Philly
and other major markets
THE FURYS!
ANYTHING FOR YOU
c/w
CAT 'N MOUSE
WORLD-PACIFIC
X-386



PJ-68/ST-68 TOUGH TALK/THE JAZZ CRUSADERS



PJ-69/ST-69 THE GOSPEL TRUTH/LES MCCANN

PACIFIC JAZZ/WORLD-PACIFIC

8715 W. THIRD ST.

LOS ANGELES, CALIFORNIA



RECORD RAMBLINGS

"Eddie & Joe In Concert." Response to latter package resulted in several network TV commitments for the pair and upcoming club date in Chi. Jubilee-Josie's Charlie Gray was up for a CB visit 7/23 with The Top-siders who were in town promoting their current Josie single "Let The Good Times Roll" and LP "Rock Goes Folk."

HOLLYWOOD:

Deejay Dick Whitinghill now a recording artist on the Dot label with his waxing of "Apology At Bedtime." . . . Trini Lopez recorded his second album for Reprise 'live' at P.J.'s., where local police had to be called to handle the crowds. . . . Looks like The Righteous Brothers have another smash in their new release on Moon-glow titled, "My Babe." . . . Wayne Newton, riding the charts with "Danke Schoen," took three days off from his Vegas stand at the Fremont to fly into town to record his first album for Capitol. . . . Larry Finley's son Greg starts his own radio show on KBLA emanating from the Club Del Mar in Santa Monica. . . . Leo Diamond currently at the Covina Bowl and with his group featuring "Concert Minuatures" on familiar classic themes. . . . Stan Bly, former promotion man for Dot Records now promoting at California Record Distributors. . . . Jimmy McHugh has formed St. James Records with first sides, "The City Of The Angels" and "The First Lady Waltz" sung by John Gary. . . . Clairette Clementino in town for two days of radio and TV appearances promoting her debut disk on Capitol, "Everywhere." . . . Liberty's Martin Denny was named winner of radio station KRKD's YAMA (Young Adults Music Award) for best instrumental performance in an album for a small group or combo. Denny's "Taste Of Honey" LP nabbed honor for '62, '63 period. . . . New Coast label, Tabb Records recording their first album with The Townsend Boys. . . .

Kathy Linden out on Capitol with what could be her biggest hit, "People Say." . . . Julie Rizzo has resigned

as librarian at KMPC and joins KLAC in the same capacity. . . . Singer Sylvia Syms garnering great local reviews on her Coast appearance in South Pacific. . . . Liberty's new Jackie DeShannon single, "Little Yellow Roses," produced by Dick Glasser, gets an immediate national release on YELLOW vinyl! . . . Jane Russel and Connie Haines currently appearing together at the Sahara in Las Vegas. . . . Andre Previn has been signed as guest soloist-conductor with the Los Angeles Philharmonic at the Hollywood Bowl Aug. 8. . . . Joe and Eddy, popular folk song recording stars, have completed their roles in MGM's "Hootenanny Hoot," and departed on a 14-day personal appearance tour through the mid-west. . . . Trini Lopez currently at Frank Sinatra's Cal Neva Lodge at Lake Tahoe for a six-week engagement. . . . The Arthur Eddy Public Relations Agency has been signed to conduct a TV and radio promotion campaign for the Ventura County Fair, with Hollywood personality interviews to be included. . . .

Irwin Zucker promo firm circulating party hats with the Spiral recording of "Clown Town" by Steve Clayton. . . . Champ Butler, Gillette Records star, headlining a two-weeker at the Thunderbird Hotel in San Francisco. . . . Six sides of Ray Anthony's latest Capitol album "Smash Hits of '63" were arranged and conducted by Jimmie Haskell. . . . Julie Rizzo has joined the staff of Metro-media Radio Stations KLAC and KLAC-FM in Los Angeles as Record Librarian. . . . Lou Verzola of Decca predicting "This is All I Ask," will be Burl Ives biggest! . . . Sonja Habana, currently a showgirl in "Flower Drum Song," married Jack Rodriguez last month. . . . The Raindrops new release on the Jubilee label is "The Kind of Boy You Won't Forget" b/w "Even Though You Can't Dance."

HERE AND THERE:

PHILADELPHIA—Marna Musicant over at Chancellor buzzed to tell us Frankie Avalon's opening at Steel Pier last week was a constant sellout despite heavy rainstorms. Frankie

made his p.a. in Atlantic City concurrently with the opening of his new flick. Marna also mentioned that "Blue Summer" by the Royalties is off to a flying start and could be a big one. . . . Bob Heller's promo gal, Ella Robinson sends along word that several sides are doing exceptionally well in Phila.—"Don't Do This To Me" by Cicero Blake (Success), "I Don't Want Everything" by Jimmy McHugh (Success), and "I Don't Care" by the Martinels on the same label. . . . Herman Kaplan, nat'l sales director at Cameo-Parkway infos that the diskery execs and their distribs will meet in Chicago this week (8/2) for their mid-year sales conclave. Moving smartly for the label are "Keep It Up" by Pete Antell (Cameo) and the LP's "So In Love" by the Tymes, and "Not Me" by the Orlons. New singles by Bobby Rydell and the Dovells are being readied for early release.

wires that "Que Sera, Sera" by the High Keyes (Atco) and "Monkey Time" by Major Lance have busted wide open in the San Francisco area.

CLEVELAND—Godfrey Dickey, general manager of Cleve-Disc, announced last week that Bob Vogel has joined the staff of the distrib as a sales and promotion rep in Pittsburgh. The distrib has also been appointed representative for Fiesta Records. . . . Perry Stevens clicking in Cleveland with a bunch of newies—"Are You Sure" by Betty Logan on Academy, "Take A Moment" by Johnny Hunter on Skyline, "Mala Femmina" by Jimmy Roselli on Lenox, and "The Earth Stood Still" by Eileen Barton on 20th Century Fox.

BOSTON—Bill O'Brien, promo manager for Dale Enterprises, sez "Roberta" by Peppino Di Capri (Everest)



TRINI LOPEZ



ANDRE PREVIN



RAY STEELE

SAN JUAN, P.R.—Two cuts from the new Barbra Streisand LP created a sensation at the Columbia meet a week ago. Listeners roared after hearing "Anyplace I Hang My Hat Is Home" and "Gonna Move." We Can't See how she can miss becoming one of the entertainment's world's biggest stars. . . . Tony Bennett, the J's and Jamie, Aretha Franklin and Bob Dylan left a lasting impression on all who saw them work at the convention show. . . . Bob Cato, Creative Director of Art & Design, received a standing ovation for his fabulous slide presentation of New Columbia product. . . . If you ever want to have your sides split, ask Bruce Lundvall, Columbia's assistant manager of pop product, to sing a few of his golden oldies (1910 style) in his inimitable manner. He had a group in tears with one of his stints at the Columbia meet in the Americana Hotel. He really knows how to hurt a guy.

BERKELEY, CALIF.—Ray Dobard

has hit New England like a storm and could be another "Al Di La."

DALLAS—Gino Tonetti opens at the Club Bali on the 24th for two weeks.


SCRANTON—Brian Hyland, clicking with "I'm Afraid To Go Home," (ABC) paid a visit to station WARM as part of the "WARM-day" tribute to listeners.

NEWARK—Savoy Record execs feel they have the hottest novelty tune going with "Tradin' Stamps" by Obie.

DANVILLE, KY.—Larry Wooden, president of Palisade Record Co., sends along word that his firm has leased a master tape to Pelham Records of Mt. Vernon, N.Y. The disk, "Roaming Through The Countryside" b/w "Johnny Lonesome" by Kendall Kayes, who also wrote "Walk On By," is being released nationally and is reportedly breaking in Cleveland. As yet the "A" side hasn't been determined and both sides were covered by Judy Thomas on Reprise.

**EVERYBODY WANTS
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE!
(THE THEME FROM THE FILM "MONDO CANE")
BY KAI WINDING**

!!!MORE!!!
(theme from Mondo Cane)
KAI WINDING
FEATURING KENNY BURRELL
HERO • SURF BIRD • TUBE WAIL • HEARSE RIDE • MORE (theme from Mondo Cane) • SPINNER
PIPELINE • COMIN HOME BABY • GRAVY WALTZ • SUKIYAKA • SOUL SURFIN • CHINA NIGHTS



V/V6-8551 That's why we've changed the title of Kai's big new surfin' album to MORE!, the chart-bustin' single from the set.

**THE NEW SOUNDS OF AMERICA ARE ON
VERVE**
VERVE RECORDS IS A DIVISION OF METRO-GOLDWYN-MAYER, INC.



TOP 50 IN R&B LOCATIONS

	Pos.	Last Week
1	FINGERTIPS	2
	Little Stevie Wonder (Tamla 54080)	
2	EASIER SAID THAN DONE	1
	Essex (Roulette 4494)	
3	JUST ONE LOOK	4
	Doris Troy (Atlantic 2188)	
4	PRIDE AND JOY	3
	Marvin Gaye (Tamla 54079)	
5	NO ONE	7
	Ray Charles (ABC Paramount 10453)	
6	CANDY GIRL	9
	Four Seasons (Vee Jay 539)	
7	HELLO STRANGER	5
	Barbara Lewis (Atlantic 2184)	
8	I (WHO HAVE NOTHING)	10
	Ben E. King (Atco 6267)	
9	THE MONKEY TIME	17
	Major Lance (Okeh 7175)	
10	MOCKINGBIRD	11
	Inez Foxx (Symbol 919)	
11	MARLENA	15
	Four Seasons (Vee Jay 539)	
12	NOT ME	6
	Orlons (Cameo 257)	
13	MY TRUE CONFESSION	8
	Brook Benton (Mercury 72135)	
14	THE LOVE OF MY MAN	12
	Theala Kilgore (Serock 2004)	
15	SURF PARTY	20
	Chubby Checker (Parkway 879)	
16	LAND OF 1000 DANCES	23
	Chris Kenner (Instant 3252)	
17	ONE FINE DAY	14
	Chiffons (Laurie 3179)	
18	TWIST IT UP	24
	Chubby Checker (Parkway 879)	
19	SHAKE A TAIL FEATHER	26
	S Duttons (One-Derful 4815)	
20	ROCK ME IN THE CRADLE OF LOVE	13
	Dee Dee Sharp (Cameo 260)	
21	TILL THEN	27
	Classics (Muslenote 1116)	
22	YOUR OLD STANDBY	25
	Mary Wells (Motown 1042)	
23	WILL POWER	29
	Cookies (Demension 1012)	
24	MEMPHIS	35
	Lonnie Mack (Fraternity 906)	
25	DANCIN' HOLIDAY	31
	Olympics (Tri-Disc 107)	
26	SWINGIN' ON A STAR	18
	Big Dee Irwin (Dimension 1010)	
27	FRANKIE AND JOHNNY	38
	Sam Cooke (RCA Victor 8215)	
28	DON'T SAY GOODNIGHT AND MEAN GOODBYE	16
	Shirelles (Scepter 1255)	
29	TREAT 'EM TOUGH	33
	Jimmy Soul (SPQR 3310)	
30	TEARS OF JOY	30
	Chuck Jackson (Wand 138)	
31	MORE	39
	Kai Winding (Verve 10295)	
32	DA DOO RON RON	19
	Crystals (Philles 112)	
33	TENDER YEARS	22
	Brook Benton (Mercury 72135)	
34	HEAT WAVE	41
	Martha & Vandellas (Gordy 7022)	
35	YOU CAN'T SIT DOWN	21
	Dovells (Parkway 867)	
36	HEY GIRL	44
	Freddie Scott (Colpix 692)	
37	SOMETIMES YOU GOTTA CRY A LITTLE	42
	Bobby Bland (Duke 336)	
38	WHEN A BOY FALLS IN LOVE	—
	Mel Carter (Derby 1003)	
39	SHAKE A HAND	40
	Jackie Wilson & Linda Hopkins (Brunswick 55243)	
40	WAIT 'TIL MY BOBBY GETS HOME	45
	Darlene Love (Philles 114)	
41	MAN'S TEMPTATION	—
	Gene Chandler (Vee Jay 536)	
42	DANCE, DANCE, DANCE	32
	Joey Dee (Roulette 4503)	
43	QUE SERA SERA	—
	High Keys (Atco 6268)	
44	LEAVE ME ALONE	47
	Baby Washington (Sue 790)	
45	CAN'T NOBODY LOVE YOU	—
	Solomon Burke (Atlantic 2196)	
46	MY DADDY KNOWS BEST	48
	Martellettes (Tamla 54082)	
47	THESE FOOLISH THINGS	—
	James Brown (King 5767)	
48	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER	34
	Nat "King" Cole (Capitol 4965)	
49	IT'S TO LATE	37
	Wilson Pickett (Double L 717)	
50	TELL ME THE TRUTH	—
	Nancy Wilson (Capitol 4991)	

BIOS FOR DEEJAYS

Inez Foxx



Inez Foxx, who is currently pulling loads of loot with "Mockingbird" on Symbol, was born September 9, 1942 in Greensboro, North Carolina. She attended Dudley High School where she studied music, art and mathematics. The lark was also voted Miss Homecoming Queen for the school.

Like so many of today's crop of singers, Inez first started singing in a church choir. Her first recital before an audience was with the Gospel Tide Chorus in Greensboro. Before very long, the future wax artist was discovered by Clarence Fuller who booked her at the ABC club in her home town. In the following months Inez appeared at other clubs in the area. In 1959 she moved to New York to try her luck on her own.

After several years of bad breaks Inez came to the attention of Sue Records who immediately inked her to their Symbol subsid. Her first release was "Mockingbird." The rest is history.

Darlene Love



Darlene Love has only been in the recording industry a short while, but you'd never know it by the amount of hit records on which she has sung. The lark is a member of one of the most successful vocal groups in the country, Bob B. Soxx And The Blue Jeans. The group, which has had an impressive string of hits, recently clicked with "Today I Met The Boy I'm Gonna Marry" on Phillies.

Darlene, who is currently riding the charts with "Wait 'Til My Bobby Gets Home," received her first break when she met Phil Spector, proxy of Phillies Records, last year in Los Angeles. The record exec was so impressed with her talent that he signed her to a recording contract and used her as one of the Blue Jeans. Darlene's current triumph represents her first hit as a solo performer.

TOP 100 ARTISTS

(See Top 100 titles and labels)

Abbott, Billy	85
Angels	67
Barachach, Bert	100
Bare, Bobby	15
Beach Boys	64, 74, 98
Bennett, Tony	77
Benton, Brook	34
Big Dee Irwin	56
Bland, Bobby	80
Blenders	69
Brown, James	81
Burke, Solomon	97
Cannon, Freddy	75
Carroll, Andrea	84
Carter, Mel	49
Casey, Al	71
Cash, Johnny	14
Chamberlain, Richard	68
Chandler, Barbara	84
Chandler, Gene	86
Charles, Ray	29, 62
Checker Chubby	32, 48
Chiffons	37
Christy, Lou	44
Clark, Ray	42
Classics	21
Colder, Ben	96
Cooke, Sam	36
Cupids	46
Cymbol, Johnny	83
Dion	31
Dudley, Dave	39
Essex	4
S Du-Tones	73
Fleetwoods	53
Four Seasons	11, 35
Foxx, Inez	20
Francis, Connie	76
Gaye, Marvin	13
Glazer, Tom	61
Glencoves	51
Gore, Lesley	8, 54
Hamilton IV, George	26
Harris, Rolf	10
High Keys	87
Hyland, Brian	63
Ives, Burl	77
James, Sonny	93
Jan & Dean	2
Kenner, Chris	82
King, Ben E.	41
King Pins	100
Lance, Major	38
Lee, Brenda	22, 23
Lewis, Barbara	28
Little Stevie Wonder	1
Lopez, Trini	60
Love, Darlene	55
Mack, Lonnie	12
Martha & Vandellas	91
Martino, Al	43
Martellettes	94
New Christy Minstrels	24
Newton, Wayne	30
Nitzsche, Jack	99
Olympics	72
Orlons	16
Peter, Paul & Mary	7
Pickett, Wilson	70
Pitney, Gene	45
Presley, Elvis	6
Ran-Dels	95
Randy & Rainbows	25
Rooftop Singers	52
Sakamoto, Kyu	27
Scott, Freddie	40
Sedaka, Neil	89
Sharp, Dee Dee	66
Sherman, Allan	59
Shirelles	33
Soul, Jimmy	92
Steve & Eydie	79
Stevens, Ray	50
Surfaris	5
Troy, Doris	9
Tymes	3
Vee, Bobby	65
Vinton, Bobby	18
Washington, Baby	88
Weston, Kim	90
Williams, Andy	17
Wilson, Jackie	47
Wilson, Nancy	100
Winding, Kai	19
Wray, Link	58
Yuro, Timi	57

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

Breaking Out!

THE T BIRD

by
The T Birds

R-4506

ROULETTE RECORDS

MY BLOCK THE FOUR PENNIES

RUST 5071



THE MOST
TALKED OF SONG
OF THE YEAR!

Ernest Ashworth's
**TALK BACK
TREMBLING
LIPS**
HICKORY 1214

Heading For #1

"THE ONLY GIRL I CAN'T FORGET"

DEL REEVES
REPRISE 20158

CORINNE CORINA
DEAN MARTIN
REPRISE 20194

NOW ON DECCA!

THE INNOCENTS

sing

DON'T CRY

DECCA 31519



BV-3315



billy Storm



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.

- "IT'S TOO LATE"
WILSON PICKETT Double L 717
- "SURFER GIRL"/"LITTLE DEUCE COUPE"
BEACH BOYS Capitol 5009
- "DROWNIN' MY SORROWS"
CONNIE FRANCIS MGM 13160
- "EVERYBODY MONKEY"
FREDDY CANNON Swan 4149
- "DESERT PETE"
KINGSTON TRIO Capitol 5005
- "I WANT TO STAY HERE"
STEVE & EYDIE Columbia 42815

"Follow The Leader" To Hollywood



HOLLYWOOD—"Follow The Sales Leader To Hollywood" was the theme of Liberty Records' fall program meet at the Beverly Hilton last week. Several hundred distributors and sales reps were flown to Hollywood for the kick-off. Pictured above are: (Upper left) Left to right, Bob Fead, label's One Stop sales director, Mrs. Fead, Ken Revercomb, asst. national sales manager and his wife, and Liberty topper Al Bennett. (Upper right) Jackie DeShannon during performance at Beverly Hilton. (Lower left) Left to right, Mort Locker of Hamburg Bros. Distrib in Pittsburgh, Rick Frio, Liberty Midwest Sales, and Amos Heilcher of Heilcher Bros. in Minneapolis. (Lower right) Left to right, Bill Davis of Davis Sales in Denver, Ross Burdick of Hart Distrib in L.A.

Command Records Expands International Distribution

NEW YORK—Command Records has widened its foreign distribution, according to an announcement made last week by Enoch Light, managing director of the label.

The line is now being handled by Colonial Trading Company in Hong Kong and Macao; Trutone in the Republic of South Africa, Federation of the Rhodesia, South West Africa, Nyasaland, Mozambique, Kenya, Uganda, Tanganyika and Mauritius; Pathe-Marconi in France; Festival Records, in Australia; New Zealand, New Guinea, Islands of the South-west Pacific; King Music Industry Co. Ltd. in Japan, Ryuku Islands, South Korea, Formosa; Peerless of Mexico S. A. in Mexico; Sparton of Canada, Ltd. in Canada; Anvers in Belgium and Deutsche-Grammophon in Germany, Austria, Holland, Norway, Sweden, Finland and Switzerland.

Bennett Gets Gold Disk For "San Francisco" LP

SAN JUAN—One of the highlights of Columbia Records' recent international sales convention in San Juan was the appearance of Tony Bennett who performed for the label's executives.

During the performance, Goddard Lieberman, proxy of the firm, presented the chanter with a gold record for his best-selling LP, "I Left My Heart In San Francisco."

A gold record, as certified by the RIAA, commemorates sales over \$1,000,000. Bennett has already won gold records for a number of singles including "Because Of You," "Cold, Cold, Heart" and "Rags To Riches." "San Francisco" marks the first time that the artist has won a gold record for album sales.

Bennett's album, released in July 1962, immediately became one of the nation's big hits. The title song of the LP was initially released as a single and anticipated the album's success on the charts. "San Francisco" also brought the chanter two Grammy awards earlier this year from NARAS.

Folk Festival Success Assured

NEW YORK—Advance ticket sales indicate that crowds in excess of 30,000 will attend the three-day Newport Folk Festival to be held at Freebody Park at Newport, R. I., on July 26-28.

George Wein, technical producer of the folk event, announced last week: "A jazz or folk Festival usually needs two to three years to achieve a popular success. The assured success of the 1963 Folk Festival can be traced to the intense interest of the general public in folk music. The unusual aspect of this year's Festival is that its success has been achieved within its stated policy of stressing traditional folk music in its many forms; many of the performers presented at the Festival are unknown to city audiences."

Columbia To Release Pasaporte Al Ingles

NEW YORK—Columbia Records will release a major addition to their modern language course series tagged "Pasaporte Al Ingles." This 12-disk 7" LP set which instructs Spanish-speaking people in English has been issued in response to numerous requests. Recorded under the supervision of Dr. Howard Harvey, Professor of French Literature at the Rochester University, the set contains 24 complete lessons and a 52-page book with complete lesson texts. Also included is a 768-page pocket size bi-lingual dictionary.

A Cash Box PICK OF THE WEEK

(July 20th, 1963)

and PICKED by Most of The Nation's DJ's

RONNIE And THE HI-LITES



Have a NEW Winner with "A SLOW DANCE"

WIN RECORD #250

BREAKING BIG in Phila., Pittsburgh, Baltimore, Buffalo, Conn., Cleveland, New York and S-P-R-E-A-D-I-N-G

Exclusively

WIN RECORDS
27 Stegman Place
Jersey City, N.J.
(phone: 201-HE 5-2781)

THANKS, DJ's

for your wonderful acceptance of our Records

Ronnie & The Hi-Lites

Breaking Big!!

RATS IN MY ROOM

JOEY & DANNY

SWAN 4147

SWAN RECORDS

N.W. Corner 8th & Fitzwater St.
Phila., Pa. MA7-1500

BRIAN HYLAND

I'M AFRAID TO GO HOME

b/w

SAVE YOUR HEART FOR ME

ABC-10452



THIS IS WHAT THEY ARE SAYING ABOUT ERROLL GARNER'S FIRST ALBUM IN STEREO—HIS FIRST LIVE CONCERT RECORDING IN SEVEN YEARS:

ERROLL GARNER ONE WORLD CONCERT

RECORDED IN
ACTUAL PERFORMANCE
AT SEATTLE WORLD'S FAIR



MACK THE KNIFE • THE WAY YOU LOOK TONIGHT • HAPPINESS IS A THING CALLED JOE • SWEET AND LOVELY
LOVER COME BACK TO ME • MOVIN' BLUES • MISTY • PIANO PRACTICE • THANKS FOR THE MEMORY
WITH BASS AND PERCUSSION ACCOMPANIMENT

OCTAVE RECORDS

reprise 

■ STANLEY DANCE SATURDAY REVIEW

"...unusually full of Garner's special vitality and joy...well-paced program...Garner has the edge in its contrasts, humor and improvisational unpredictability...swings intensely."

■ RALPH GLEASON SAN FRANCISCO CHRONICLE

"Album Pick of the Week"—"There is no getting around the fact that the little elf plays a lot of piano...he can swing with anybody and the Garner lyric style for ballads has been without peer for a long time now...includes a really marvelous version of Garner's own classic composition, MISTY."

■ SKITCH HENDERSON THE DINERS' MAGAZINE

"Recommendations: I love the idea of recording an actual performance, especially of a small group. Erroll Garner's latest release, ONE WORLD CONCERT, was made at the Seattle World's Fair. Mr. Garner continues to be one of the only members of the new School who consistently provides excitement and individuality. I believe him to be the most imitated pianist in popular music today."

■ SHOW MAGAZINE

"Garner's brain is divided right down the middle, one half of it controlling his right hand, the other half, just a split second behind, taking care of his left. In between lies a formidable talent, joining the two halves together in tempestuous wedlock. This is one of Garner's best LP's."

■ VARIETY

"Erroll Garner's ONE WORLD CONCERT is for everyone. It's a musical world loaded with exuberance, free-wheeling pianistics and an individual imaginative style...the sound control has recording studio discipline and yet retains the uninhibited excitement that comes over in live performance."

■ CASH BOX (Pick of the Week)

"...with this exciting session recorded 'live' at the Seattle World's Fair...the 88'er has his best disc to date...performed in his inimitable manner with all the verve and artistry at his command."

■ BILLBOARD

"...a big one for Garner...the pianist at his best...Solid with broad appeal."

■ HI-FIDELITY INSTITUTE

"Brilliant performance and dazzling sound."

STEREO R9-6080



(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
 Sunfolk 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.
 EVERYBODY MONKEY

FREDDIE CANNON SWAN
 Valley Pub., Inc.—Shelros Music Co.
 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
 JUDY, JUDY, JUDY

JOHNNY TILLOTSON CADENCE
 Rumbalero Music
 I FORGOT WHAT IT WAS LIKE

RAY PETERSON DUNES
 11th Floor Music—U.S. Songs
 LITTLE YELLOW ROSE

JACKIE deSHANNON LIBERTY
 Hill & Range—Brackenbury
 THE ABERBACH GROUP
 1619 Broadway, New York, N.Y.

CLIMBING HIGHER & HIGHER
BOBBY BLAND'S
 "Sometimes You Gotta
 Cry A Little"
 Duke 366
 and his
 Really Big LP —
 "Call On Me—That's The Way Love Is"
 LP 77
DUKE RECORDS, INC.
 2809 Erastus Street Houston 26, Texas

CHUCK JACKSON
 Tears Of Joy
 Wand 138
WAND RECORDS

Bound To Be Big!
DIMENSION RECORDS
 "WILL POWER"
 by
The Cookies
 D-1012

New Release!!!
 "Funny Stuff"
 Redd Foxx
 DTL #835
DOOTO
 REG. U.S. PAT. OFF.

May Phono Sales Down But Cumulative Totals Lead '62

WASHINGTON—Total sales of phonographs continued a monthly downward trend through May at both distributor and factory levels but remained comfortably ahead of the turnover for the same five months of last year, the marketing services department of the Electronics Industries Associated reported last week.

The distrib sales in May closed out at 205,048 phonos, 129,535 of them portable and table models and 75,313 consoles. The month before, 246,730 units, including 169,478 portable and table types and 77,252 consoles, were sold. Last May, sales totaled 195,564. Table and portable units totaled 136,405; consoles, 59,159.

Distributors sold 1,444,427 phonos through May of this year. Sales of portable and table models stood at 907,689 and console sales at 536,738. Last year during the same period, 1,155,161 units, including 684,738 portables and tables and 470,423 consoles were sold.

Les Brown Heads L.A. NARAS Chapter

LOS ANGELES—The New Board of Governors of the Los Angeles Chapter of NARAS (National Academy of Recording Arts and Sciences) elected Les Brown president at its first meeting last week (24).

Also elected to office were John Scott Trotter—1st vice president, Jo Stafford—2nd vice president, Hugh Davies—secretary, and Al Schmitt—treasurer. The board appointed Laurindo Almeida to an additional year in the classical division which completes the move to have six classical members on the board.

The new officers will take office at the next meeting of the board on Aug. 6.

Dick Dale Opens In Wildwood, N.J.

HOLLYWOOD—Dick Dale will be making this first appearance east of the Rockies since his surf sounds inundated the West Coast, when he opens a two-week engagement at the Rainbow Club in Wildwood, New Jersey, Aug. 2.

With the surf craze beginning to click in the East—the Eastern teens will get their first chance to see Dale, an early exponent of the craze.

The present fad, which has spun out nation-wide hits for Dale and many other recording artists, spread from Dale's widely popular personal appearances and records on the West Coast. One of the first big-selling surf album was Dale's West Coast smash, "Surfer's Choice." His current Capitol LP is, "King Of The Surf Guitar."

Jerry Guthrie Bows On Capitol

HOLLYWOOD—Jerry Guthrie, son of country songster Jack Guthrie, who made "Oklahoma Hills," makes his debut on Capitol this week (29).

Guthrie, singing in the teen-age vein, makes his bow with his own composition, "I Saw Linda." Flip side recalls a country-pop standard, "One Has My Name, The Other Has My Heart."

Sharing the week's single-record release is Wanda Jackson with "Memory Mountain" and "Let Me Talk To You," Billy Duke singing "Echoes" and "Best Man;" and The Legends with "Run To The Movies" and "Summertime Blues."

20th Fox Releases The Leopard Track

NEW YORK—20th Century-Fox Records will release the soundtrack album from "The Leopard," the flick drama starring Burt Lancaster, Alain Delon and Claudia Cardinale. The LP, in both stereo and mono editions, will be released to coincide with the American premiere of the film on August 12 at New York's Plaza Theatre.

Columbia Meets In Puerto Rico



SAN JUAN, P.R.—Columbia executives and performers were caught by the camera participating in the round of activities in the Americana Hotel that highlighted the label's annual sales meet held in San Juan, Puerto Rico. (Upper Row) On the left, Goddard Lieberman, Columbia's president is shown talking to Munoz Marin, the Governor of Puerto Rico. On the right, Norman Adler, executive vice president of the diskery is seated with Dona Felisa Rincon de Gautier, the Mayoress of San Juan. (Middle Row) On the left, Aretha Franklin performing for the guests. In the middle, the Trio Los Panchos do their bit to entertain the conventioners. On the right, Teri Thornton, newly signed to the label, displays her vocal charms. (Bottom Row) Left to right, Don Law, Columbia's Nashville A&R rep; David Kapralik, Columbia A&R Director; Percy Faith; Marty Ostrow, Editor in Chief of Cash Box; and Goddard Lieberman, Columbia president relax at poolside at the Americana.

Noted Cleffer Dies

PHILA.—Dr. Clay A. Boland, dentist and composer, died last week in the Naval Hospital in St. Albans, Queens. The 59 year old naval officer began his musical avocation in 1925 with the score of "Joan of Arkansas," a Mask and Wig production at the University of Penna.

Boland wrote such standards as "The Gypsy In My Soul," "Midnight On The Trail," "An Apple A Day," "Too Good To Be True," and "I Live The Life I Love."

Columbia Talent Also Made The PR Scene

SAN JUAN, P.R.—An impressive array of talent flew to Puerto Rico to perform at the Columbia Records sales convention in the Americana Hotel last week.

Among the major entertainers performing for the 500 representatives of the company's sales and creative organizations were Tony Bennett, Bill Pursell, Eddie Hodges, Bob Dylan, Aretha Franklin, Andre Watts, The J's With Jamie, Trio Los Panchos and the recently acquired Jordanaires, Teri Thornton and Geezinslaw Bros.

This lineup of artists performed last Friday (17) in the Americana's Copa Supper Club. Except for Bennett, who has appeared at previous Columbia conventions, the talent roster was making its first appearance before the Columbia organization.

Epic Sets Mademoiselle Promo For Maharis

NEW YORK—When George Maharis commences his p.a. tour for Epic Records on August 5, he will also take part in Mademoiselle magazine's fall fashion show, "Mlle. in Collegeland."

The magazine will produce fashion shows at department stores in more than 50 cities across the country. At each show, excerpts for the chanter's current-Epic LP, "Where Can You Go For A Broken Heart," will be played. In addition, each department store will make extensive use of display material provided by the label. Displays will be used in the stores' fashion departments as well as in record departments.

Atlantic Releases New Barbara Lewis Single

NEW YORK—Atlantic Records last week released a new single by Barbara Lewis, "Straighten Up Your Heart." The deck is the follow-up to her smash recording of "Hello Stranger," which is still riding the Top 100. Three weeks ago, the label released the lark's first album tagged after the hit single.

DGG Names NY Distrib

NEW YORK—Stanley-Lewis Distributors, this city, has been appointed the distributor for Deutsche Grammophon and Archive Records for New York and the metropolitan area. Both lines are distributed nationally by MGM Records.

20TH CENTURY-FOX RECORDS

PRESENTS

3 *summer* *hits*

**TEX
&
THE CHEX**

With their Chart-Rider

BEACH PARTY

411

**EILEEN
BARTON**

With a National Breakout

THE EARTH STOOD STILL

b/w

PATTY CAKE, PATTY CAKE

417

**COREY
DENVER'S**

Southern Smash

**JOHNNY
RIVER**

412



the ultimate in entertainment



Righteous Brothers

Their New Single:—

"My Babe"

M-223

Breaking big in Los Angeles and San Francisco
Watch For The Release
Of Their First Album

Moonglow Records

1800 No. Argyle
Hollywood 28, Calif.

ATTENTION, SONG WRITERS
BRIGHT TUNES PRODUCTIONS, INC.
and BRIGHT TUNES MUSIC CORP.
are looking for original song
compositions for—

THE CHIFFONS, RANDY AND THE RAINBOWS, ANDREA CARROLL, THE FOUR PENNIES, THE VOCALAIRES, THE SUMMITS and THE TOKENS, as well as other artists.

Send DEMOS with LEAD SHEETS, and Self-addressed and stamped return envelope to:

BRIGHT TUNES MUSIC CORP.
One Hanson Place Brooklyn 17, N.Y.
DO NOT CALL

Mercury-Wing Sets Aug. LP Release

CHICAGO—Harry Kelly, sales manager for the Wing line, has announced the release of six pop and four classical albums with the theme, "All Star Kick-Off Time" for the month of August.

The new sales plan will offer one free with two for the classical product, as well as for the entire Wing classical catalog effective thru Sept. 15.

The debut classical releases are Debussy's Three Nocturnes and Ravel's Pavane LaValse, Ravel's Rapsodie Espagnola and Escales—both LP's by the Minneapolis Symphony with Antal Dorati conducting. Brahms Symphony No. 3 with the Detroit Symphony and Paul Paray conducting, and Tchaikovsky's Fairy Tales Ballet Scenes and Young Persons Guide to Orchestra with Benjamin Britten.

The pop products includes "The Velvet Voice of Eddie Howard," "Let's Get Away From It All" by Patti Page, "From Natchez to Mobile" by the Riverboat Five, "Music For Baton Twirlers" by Carl Stevens, "Songs of the Blue and Gray" by the Wayfarers Trio and "The Piano Wizardry of Jan August."

Vanguard To Record Entire Newport Folk Festival

NEW YORK—The Newport Folk Festival, July 26-28, is being recorded in its entirety by Vanguard Recording Society, which plans to release, in forthcoming months, many of the famous folk artists represented there. The label's entire engineering staff, headed by Maynard and Seymour Solomon, will be present for the recording sessions, and as many as three crews of engineers and equipment will be recording simultaneously at the various symposiums.

The diskery previously-released albums containing excerpts from the Festival in 1959 and 1960.

Opinions On Columbia's Move

(Continued from page 7)

In passing, he indicated that he felt it would have been a good time for Columbia to reduce the \$6.98 stereo price of some of its LP's, a price tag which he feels is harmful to the gross sale of this product.

Dave Rothfeld, Korvette's record department buyer, differed considerably with Hartstone's thinking.

"We pride ourselves," said Rothfeld, "in our firm's carrying all records that the consumer wants and will continue to carry all Columbia product we need. But without the buy-in incentive program (we used to give Columbia between \$1,000,000 and \$1,500,000 order during these periods) we will no longer stock Columbia product in depth but will buy every month or every day as we see fit. When asked whether the thought this type of buying policy would result in his firm's purchasing less Columbia product during the coming year, he responded with a definite "Yes."

He said a great deal depends upon how well Columbia can police the "no functional to sub-distributors selling to their own retail outlets" policy which they say they will enforce to the fullest. He said he was curious to see if his competitors operating in this area will have a price advantage he does not have. He doubted that such policing could be done effectively.

Gittleman feels he has an important plan which he has suggested to a number of other key manufacturers which deals with incentives and discounts based on the customers ability to pay his bills. He would not, at deadline, go in to detail for fear that his plan might be lost amidst all the other comments and the Columbia publicity. But he said manufacturers were unable to punch holes in his program and he said he would possibly discuss it at future date. He wants other manufacturers to give his plan thought and reap the benefit of a strong debut announcement, should they decide to use his idea.

Bob Kornheiser and Len Sachs, sales execs of the Atlantic-Atco labels, favored the move—Kornheiser calling it great. He said he would like to see more majors follow suit so that the indie manufacturer could consider seriously going into it too. Sachs feels the move has a good chance of succeeding. The initial shock may antagonize some, he said, but in time they should come back to using much of Columbia's product.

Al Bennett, president of Liberty Records, hailed the move as a step in the right direction. He said he would like to examine the various aspects of the move more closely. He said he expected no consumer resistance to a higher price of LP's since he believes the consumer will pay even the list price for a record he wants.

Danny Gittleman, head of U.S. Records, one of the nation's largest rack jobbers and a highly respected member of the rack jobbing field, offered this opinion. Columbia, he said, was on the right track in attempting to stabilize the complex price picture, but felt their thinking was on the wrong track. Under the new plan, a large user will deal with a rack jobber and could conceivably get Columbia Records for cost price from the obber if he gives the rack operator a great deal of his business in, let's say, the budget merchandise area where the jobber can make a good enough

profit to sell the big retailer Columbia product at cost.

Dave Kapp, who long ago, discussed profitless prosperity, and Sam Stolon, general manager of the Sam Goody retail shops, were not available for comment.

A number of people feel that if Columbia had introduced this program 6 months or a year ago, it would have fallen flat on its face. But many indicate that during the past half year, the industry has had its fill of profitless operating and will welcome the move if Columbia plans to stick to its guns.

Many also indicated a keen interest in how long Columbia would stick with this policy if the company detects a squeeze. Others questioned whether any of the Columbia distributors will break rank should they feel a pinch in the purses.

But from the vast majority, there was an overwhelming, though qualified "Hooray."

Monte Gets 2 Gold Disks For "Pepino" Single & LP

HOLLYWOOD—Lou Monte last week received two gold records, one for his "Pepino, The Italian Mouse" single and the other for his album tagged after the single. The presentation was made by Reprise Records topper Frank Sinatra in Hollywood.

Monte became the second artist on the label to receive two gold records. Sinatra himself earlier qualified for gold records with his "Ring-A-Ding-Ding" and "I Remember Tommy" albums.

\$4.98 For AF Stereo

(Continued from page 6)

now closely approximates the cost of producing monaural records, thereby eliminating the need for price premium on stereophonic phonograph records. In addition, after six years of stereo production, almost all the costs involved and setting up of stereo equipment have been amortized." He pressing today is much less today also stated that the cost of a stereo than it was when stereo was introduced in 1957.

"In order to pass on to the long suffering consumer the benefits derived from this situation," Frey continued, "Audio Fidelity Records is pleased to announce that its stereophonic phonograph records will sell at the same price as its monaural records. In other words, there will be a reduction from \$5.95 on the stereo records to \$4.98, the price of its monaural records. At the same time, all Dauntless Records (Audio Fidelity's jazz-pop label) will sell for \$4.98. Formerly Dauntless monaural records were \$3.98. In other words, all audio Fidelity Records will now bear the suggested list price of \$4.98."

"An inventory protection plan designed to avoid even the remotest possibility of inventory devaluation has been instituted. Audio Fidelity Records believes that this program, with its consumer benefit, will excite much interest and comment on the part of the consumer and should serve as a rallying point for its Intensive Fall selling program," Frey concluded.

N.Y.C.
PHILA
ATLANTA
NEW ORLEANS

**Barbara's
New Red Hot,
Scorching Single!**

(I CRIED AT)
**LAURA'S
WEDDING**

Barbara Lynn
JAMIE #1260

j/g
Jamie/Guyden
DISTRIBUTING CO.

5 for the Money!

Another Hit—Fantastic follow up to WHAT A GUY

THE KIND OF BOY YOU CAN'T FORGET

THE RAINDROPS

Jubilee 5455

Strongest release since I LOVE YOU

OUR SONG

THE VOLUMES

Jubilee 5454

Smash in New York and spreading

TWO FRIENDS

THE
BOB KNIGHT FOUR

Jubilee 5451

Hit Single from ROCK GOES FOLK

LET THE GOOD TIMES ROLL

THE
TOPSIDERS

Josie 907

Sure shot hit sound

IF SHE DOESN'T WANT YOU

LYNETTE WEST

Josie 910

THE SOUND OF
THE SIXTIES

jubilee
josie RECORDS

a product of Jay-Gee Record Co., Inc.

A Division of The Cosnat Corporation
318 West 48th Street, New York 36, N.Y.

**THE HITS ARE ON
CHESS!**

"PAYBACK"

ETTA JAMES

ARGO 5445

CASH BOX "PICK" HIT!

**"ORGAN
SHOUT"**

BABY CORTEZ

CHESS 1860

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

THE DELLS
ARGO 5442

POP-JAZZ HIT!

"BONITA"

ILLINOIS JACQUET

ARGO 5444

**"LET YOUR
HAIR DOWN"**

THE GEMS
CHESS 1863

CHESS PROD. CO.
2120 Michigan Ave.,
Chicago 16, Ill.

Capitol-Angel Sets Aug. Stereo-Tape Release

HOLLYWOOD—Two major opera recordings, Rossini's "The Barber Of Seville" starring Victoria de los Angeles and Moussorgsky's "Boris Godounov" starring Boris Christoff, are among five new four-track stereo tapes set for release on the Capitol and Angel labels in August.

Angel's Rossini and Moussorgsky sets are both complete on two reels.

Also due for release on Angel is "Harold In Italy," by Berlioz, featuring Yehudi Menuhin on viola, with Colin Davis conducting The Philharmonic Orchestra.

Capitol offers Stan Kenton's "Artistry In Bossa Nova" and Jackie Gleason's "Movie Themes—For Lovers Only."

Warner Bros. Sales Meet

(Continued from page 6)

On Tuesday night distributors were entertained with a cocktail party and banquet at the Beverly Hilton as well as a 3 hour show which starred the Kirby Stone 4, Bob Newhart and the entire Jimmy Durante show.

Terms of the fall plan are: 15% merchandise discount, 30, 60, 90 day billing, October, November and December, with regular 10% return. Program expires Sept. 27.

New product includes: "My Son The Nut" by Allan Sherman, "September Song" by Jimmy Durante, "Hollywood's Bad But Beautiful Girls" with Stan Applebaum, "A Classic Affair" by George Greeley, "Sommers' Seasons" by Joanie Sommers, "Something New" by the Glen Miller Orchestra, "Wow," by The Kirby Stone Four, "The Marketts Take To Wheels," "And The Morning Stars Sang" by the Morning Star Gospel Singers, "The Modern Folk Quartet," and "Hoot Tonight" by Folk All-Stars.

DEE'S NEW SMASH!

**"NOBODY
BUT ME"**

DEE CLARK

VeeJay #548

VEE JAY

1449 S. MICHIGAN AVE.
CHICAGO 16, ILL.

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

**PHILLIPS INT.
RECORDS**

639 Madison Memphis, Tenn.

WATCH OUT FOR

**Patti La Belle
& The Blue Belles**

**"C'EST
LA VIE"**

King 5777

H.B.R. Prod., 6600 N. Broad, Phila., Pa.

NARM Chi Meet

(Continued from page 7)

manufacturers. The mid-year meeting will see the culmination of the NARM program which was introduced at the organization's convention, in San Francisco this past March, when it was decided to hold the mid-year meeting at a time when the manufacturers would be releasing fall and Christmas product, and the jobbers would be able to do their season's buying in a pre-planned manner.

In order to assist the rack merchandisers in buying product for Christmas, NARM conducted a survey among its rack jobber members on the sale of album product in their outlets, for last year's holiday season. Results of the survey on all company product were distributed to the association's members, and each manufacturer received a confidential report on his own company product. Since a great deal of Christmas product is reissued by manufacturers from year to year, the object of the survey was to curtail the tremendous amount of product offered each year, by indicating which product sold well in the rack outlets. Recommendations were also made to the manufacturers, on more efficient handling of the highly-seasonal Christmas product, with suggestions aimed at easing freight and shipping costs, and workable credit arrangements.

The regular members (rack jobbers) will convene at a closed business session, at breakfast meeting, 9:00 AM on July 31, and will join with the associate members (manufacturers) at the opening luncheon at 12:00 Noon that day. Following the end of the person-to-person appointments, the jobbers will once again meet for a closed luncheon-meeting on August 2, to complete unfinished business and evaluate the person-to-person sales conference.

New Riverside Program

(Continued from page 6)

Distributors' chronic inventory problems, invariably heightened by their rush to stock up when special programs are offered, are also a target of the Riverside plan. As L.P. Sales Corp. president Herman Gimbel points out, "We may have special sales programs for valid reasons in the future, but there will be no need for a distributor to overstuff himself with merchandise. The 10% discount policy will remain in effect at such times, and he can buy as much or as little as he needs and still be eligible for his 10%."

Early reaction to the Riverside plan announced last week in trade ads and letters to distributors, has been extremely enthusiastic, according to Gimbel who remarked, "This may not be a cure all, but there seems to be no question at all about its being a big step in the right direction."

Although the Riverside move was dwarfed by last week's Columbia announcement, it is significant in that it indicates increasing dissatisfaction with current industry conditions.

The Riverside plan eradicates the heavy buy-in incentive in favor of a more uniform system designed to prompt early payment of bills and the purchase of only merchandise which the distributor needs.

Col.'s Re-Authentication Form

(Continued from page 7)

situation which exists in the industry today. (Earl Kintner, ARMADA's Washington attorney, at the recent ARMADA meeting, pointed to many of the unfair practices and illegalities on the sub-distributor and retail levels, which this form is attempting to erase.) And from what we hear, the form has substantial teeth in it.

The form is said to have covered all loopholes. If a sub-distributor is under one corporate name and the leased outlets he runs are part of another corporation, the functional will still not be permitted for the retail portion if the sub-distributor has any interest, direct or indirect, in the retail operation. If he has supervisory control or is a major stockholder in both the retail and sub-distributor operations, no functional will be permitted on the retail portion. The same applies if both corporations share a common inventory.

Much of the form is based on rules set down in the Robinson-Patman Act pointing out equal treatment for all on a given distribution level.

[Ed. note: In the area of quantity discounts for large users, Columbia attorneys report that the company has never offered such a discount and has no intention of instituting such a program.]

The much talked about form was sent to Columbia distributors last weekend and will be available to sub-distributors this week. Sub-distributors filling out the form will be required to report monthly on any changes in their sub-distributed and retailed portion of their Columbia purchase. And distributor representatives will keep abreast of any obvious changes in their markets.

A tight control over the functional discounts Columbia will allow is necessary if Columbia's newly announced policy is to succeed. All dealers large and small will have to purchase Columbia product at the same price.

Coincidental with the debut of the Columbia form, the Phil Harris Record Company, a Los Angeles retailer, filed suit against a rack jobber and another retailer affiliated with the rack jobber, as well as local L.A. distributors selling to the jobber, charging unfair competitive advantages which Columbia covers in depth in its new form. (See other story this issue.)

Philips Signs Cathy Carroll

CHICAGO—Cathy Carroll has been signed to an exclusive recording contract by Philips Records, according to an announcement made last week by Lou Simon, the label's national sales manager.

The lark previously established herself as a strong bidder with her hit single "Poor Little Puppet" on Warner Bros., her former disk affiliation. Selected by Coty as typifying the young American girl, she will represent the Coty-sponsored "Miss Teen-Age America" contest, visiting 100 key "Top 40" radio stations throughout the country in a 2½ month tour beginning August 1. She will also star in the TV spectacular covering the "Miss Teen-Age America" Pageant in late October.

Philles Pacts Ronettes



NEW YORK—In an effort to expand the Philles recording artist roster, Phil Spector, prexy of the label, last week signed the Ronettes to an exclusive recording contract. Standing (left to right) in the above pic are Ronnie, Spector, Nedra and Estelle.

Capitol Spotlights Lemmon & Rodgers LP's

HOLLYWOOD—Actor Jack Lemmon displays the musical side of his talents in his debut Capitol release this week (29). Lemmon plays piano selections from "Irma La Douce," the motion picture in which he is currently starring with Shirley MacLaine.

Lemmon is backed by Jack Marshall's orchestra.

Capitol has also set for special release on the 29th Shorty Rogers' jazz impressions of gospel music, "Gospel Mission."

Scepter To Answer Serock Complaint

NEW YORK—Scepter Records will answer the complaint lodged against the firm by Serock Records (see story in last week's issue.) The court gave Scepter 20 days to reply. The response and a counter complaint are now being formulated by Scepter execs and their attorneys.

Part 2 Of London's Fall Sales Program Now In Effect

NEW YORK—Marty Wargo, London Records' Sales administrator has announced that part 2 of the label's 3-part fall sales program is now in effect. Part 2 covers the complete London fall opera and classical catalog and includes 10 new packages featuring a complete "La Traviata" with Joan Sutherland, Robert Merrill and Carlo Bergonzi.

Part 1 of the program, which started 7/8 and is still in effect, includes the diskery's phase 4 stereo, L'Oiseau-Lyre, Richmond and Telefunken lines. Part 3, which will cover the balance of the catalog will be announced in four weeks. All three parts of the program will remain in effect thru 9/30. Special program benefits available to dealers from London distrib include additional discounts, dating, advertising money and display material.

Golden Goodies Sales Up In Last 3 Weeks

NEW YORK—Bud Katzel, general sales manager for Roulette, last week reported the label is experiencing unprecedented sales and chart action on its "Golden Goodies" series of 12 albums.

According to Katzel, the diskery started with orders totaling more than 200,000 in May, and a general increase on all volumes during the last three weeks.

Roulette has backed its "Golden Goodies" series with the heaviest merchandising and promotional campaign ever initiated by the label. In addition to the floor browser container, the firm has made up four-color window streamers, ad mats for advertising and radio spot commercials thru its distrib with key stations throughout the country.

DGG Bows Aug. LP's

NEW YORK—Deutsche Grammophon, distributed in this country by MGM, has announced a five-album release for Aug. Included in this set are: "Ariadne Auf Naxos" a three-disk set with a notable cast and orchestra conducted by Karl Bohm, Bruckner's "Great" Mass in F Minor with Eugen Jochum conducting, Two Mozart Concerti (Nos. 6 & 22) with Geza Anda, The Stravinsky Violin Concerto and the Prokofiev 2nd Violin and Piano Sonata with pianist Carl Seemann, Wolfgang Schneiderhan-violinist, and a recital of songs by Brahms, Schubert & Schumann sung by Irmgard Seefried.

Chubby Cuts "Live" LP

PHILA—Cameo-Parkway's Chubby Checker, currently clicking with his "Beach Party" LP and "Let's Twist It Up" single, recently cut his first "live performance" LP for future release at Allen Sussel's Under 21 Club in Somers Point, N.J.

3500 Checker fans were on hand for the proceedings at the new teenage nitery (no alcohol) and were given a surprise performance by DeeDee Sharp. WIBG spinner Hy Litt was on hand to emcee the show.

Smash Hits High On Daily Sales

CHICAGO—Smash execs announced last week that the disker had hit an all-time high on single sales for a one-day period. On the 19th, orders for more than 40,000 copies of the new Angels' deck, "My Boyfriend's Back" were taken.

According to diskery reps, the pressing plant in Richmond, Indiana, recalled its 350 employees on Saturday to press an emergency 50,000 copies.

K.C. Names New S.F. Distrib.

SAN FRANCISCO—K. C. Records has named Stone Distributors, this city, as its new distributor in San Francisco. The label currently has a hit with "Brenda" by the Cupids.

Sleeper Album Of The Year
Original Motion Picture
Sound Track

MONDO CANE

UAL 4105
UAS 5105

UNITED ARTISTS **UA**
7297th AVE. N.Y. 19, N.Y.

The Tinkling Instrumental
With The Wolf Whistle

"JANIE IS HER NAME" ROGER WILLIAMS

KAPP 533

MILLS MUSIC, INC.
New York 19, N.Y.

LOVE ME ALL THE WAY

Kim Weston

Tamla 54076

TAMLA RECORDS

HER NEWEST SMASH HIT

Her follow-up to "THE LOVE OF MY MAN"

"THIS IS MY PRAYER"

Theola Kilgore

Serock 2006

NATIONALLY DISTRIBUTED BY SCEPTER RECORDS

1650 Broadway, New York, N.Y.

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 deferred 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.

BLUENOTE

10% discount on all LP's. Began July 15. Expires: Aug. 31.

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. 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.

DECCA

"Fall Merchandising Program:" incentive program on Decca-Coral-Brunswick LP's & EP's. Contact local Decca distrib for details. Expires: Sept. 13.

EPIC

15% discount on all LP's. Deferred payments: all orders received in July, Aug. and Sept. will be payable 1/3 Oct., 1/3 Nov. and 1/3 Dec. Expires: Sept. 27.

LIBERTY

10% cash discount on new releases and catalog (except Chipmunk) taken off invoice, effective immediately to Aug. 31. 100% exchange privilege after Dec. 1, 63. Payment schedule 1/3 on the 10th of Nov., Dec. & Jan.

MERCURY-WING

One free for two on new releases and entire Wing classical catalog effective until Sept. 15.

NASHBORO

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

ORIGINAL SOUND

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

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.

ROULETTE

"Albums That Sell Like Roulette Singles": 300 LP's free on an order of 1,000 LP's; 150 LP's free on order of 500 LP's; 30 LP's free on an order of 500 LP's. Expires: Sept. 25.

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.

STARDAY

Dealers get 2 on 10 on the entire catalog. Expires Aug. 31.

TAMLA-MOTOWN-GORDY

Buy 6, get one free on all new releases and entire catalog of three labels. Expires Sept. 15th.

WARNER BROS.

15% merchandise discount, 30-60-90 day billing for October, November & December with regular 10% return. Program expires Sept. 27.



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

I'VE GOT A RIGHT TO CRY WHEN I'M WALKING
Fats Domino (ABC-Par. 10475)

A YOUNG MAN'S FANCY
Tommy Sands (ABC Par. 10466)

THE HAPPY PUPPY
Bent Fabric (Atco 6271)

HE'S MINE
Alice Wonderland (Bardell)

YOU CAN NEVER STOP ME LOVING YOU
Johnny Tillotson (Cadence 1437)

A DOODLIN' SONG
Peggy Lee (Capitol 5001)

ORGAN SHOUT
Dave "Baby" Cortez (Chess 1861)

HERE'S WHERE I CAME IN
Aretha Franklin (Columbia 42796)

WHAT I GOTTA DO
Little Eva (Dimension 1013)

RUSTY WARREN SINGS
(Jubilee EP-45-2049)

KNOCKERS UP (EP)
Rusty Warren (Jubilee JMG 2029)

JANIE IS HER NAME
Roger Williams (Kapp 533)

MALA FEMMENA
Jimmy Roselli (Lenox)

FALSE FRIENDS
IT'S A LONELY TOWN
Gene McDaniels (Liberty 55597)

ICE CREAM MAN
Tornadoes (London 9614)

A BREATH TAKING GUY
Supremes (Motown 1044)

STOP PRETENDING
Clovers (Porwin 1001)

HOW HIGH THE MOON
Floyd Cramer (RCA Victor 8217)

LA BOMBA
Trini Lopez (Reprise 20190)

SUMMERTIME
Chris Columbo (Strand 15056)

LOVER'S MEDLEY
Marcy Jo & Eddie Ramebeau (Swan 4145)

NOBODY BUT ME
Dee Clark (Vee Jay 548)

MY FIRST DAY ALONE
Cascades (Valiant 6032)

LITTLE BAD GIRL
Joanie Sommers (Warner Bros. 5374)

NEW ADDITIONS to TOP 100

74—**SURFER GIRL**
Beach Boys (Capitol 5009)

76—**DROWNIN' MY SORROWS**
Connie Francis (MGM 13160)

78—**DESERT PETE**
Kingston Trio (Capitol 5005)

86—**MAN'S TEMPTATION**
Gene Chandler (VeeJay 536)

87—**QUE SERA, SERA**
High Keys (Atco 6268)

89—**THE DREAMER**
Neil Sedaka (RCA Victor 8290)

95—**MARTIAN HOP**
Ran-Dels (Chairman 4403)

96—**STILL #2**
Ben Colder (MGM 13157)

97—**CAN'T NOBODY LOVE YOU**
Solomon Burke (Atlantic 2196)

98—**LITTLE DEUCE COUPE**
Beach Boys (Capitol 5009)

99—**THE LONELY SURFER**
Jack Nitzsche (Reprise 20202)

100—**TELL ME THE TRUTH**
Nancy Wilson (Capitol 4991)

100—**IT WON'T BE THAT WAY ALWAYS**
King Pins (Federal 12484)

100—**SATURDAY'S SUNSHINE**
Bert Bacharach (Kapp 532)

AIMED AT OPS

"MORE"/"SUKIYAKI"—Earl Grant—Decca 25607

BY ALL MEANS LISTEN TO THIS GREAT SIDE!

"WOMAN"

b/w "MY LITTLE HONEY BEE"

by **JOY RUSSELL**

NASCO 7008

D.J. Copies Mailed Upon Request

NASHBORO RECORD CO. 177 3rd Ave.
N. Nashville, Tenn.



COUNTRY TOP 50

Pos. Last Week

- 1** RING OF FIRE 1
Johnny Cash (Columbia 42788)
- 2** TALK BACK TREMBLING LIPS 3
Ernest Ashworth (Hickory 1214)
- 3** ABILENE 2
George Hamilton IV (RCA Victor 8181)
- 4** SANDS OF GOLD 5
Webb Pierce (Decca 31488)
- 5** DETROIT CITY 8
Bobby Bare (RCA Victor 8183)
- 6** DOWN TO THE RIVER 7
Rose Maddox (Capitol 4975)
- 7** ACT NATURALLY 4
Buck Owens (Capitol 4937)
- 8** GUILTY 11
Jim Reeves (RCA Victor 8193)
- 9** TIPS OF MY FINGERS 18
Roy Clark (Capitol 4956)
- 10** IN THE SHADOWS OF THE WINE 9
Porter Wagoner (RCA Victor 8178)
- 11** LOCK STOCK AND TEARDROPS 12
Roger Miller (RCA Victor 8175)
- 12** SIX DAYS ON THE ROAD 6
Dave Dudley (Golden Wing 3020)
- 13** THE MINUTE YOU'RE GONE 15
Sonny James (Capitol 4969)
- 14** LOOSE LIPS 17
Earl Scott (Mercury 72110)
- 15** LOVING ARMS 16
Carl & Pearl Butler (Columbia 42778)
- 16** WE MUST HAVE BEEN OUT OF OUR MINDS 10
George Jones & Melba Montgomery (United Artists 575)
- 17** MY BABY'S NOT THERE 21
Porter Wagoner (RCA Victor 8178)
- 18** CRAZY ARMS 13
Marlon Worth (Columbia 42703)
- 19** AS CLOSE AS I'LL EVER BE 22
Ferlin Husky (Capitol 4977)
- 20** SWEET DREAMS 14
Patsy Cline (Decca 31483)
- 21** HAPPY TO BE UNHAPPY 29
Gary Buck (Petal 1011)
- 22** AIN'T IT FUNNY WHAT A FOOL WILL DO 26
George Jones (United Artists 578)
- 23** A HEARTACHE FOR A KEEPSAKE 19
Kitty Wells (Decca 31561)
- 24** WE HAVEN'T A MOMENT 25
Wanda Jackson (Capitol 4973)
- 25** IN THE BACK ROOM TONIGHT 28
Carl Smith (Columbia 42768)

Pos. Last Week

- 26** LONESOME 7-7203 20
Hawkshaw Hawkins (King 5712)
- 27** OLD SHOWBOAT 23
Stonewall Jackson (Columbia 42765)
- 28** WE'RE THE TALK OF THE TOWN 31
Buck Owens & Rose Maddox (Capitol 4992)
- 29** YOUR MOTHER'S PRAYER 24
Buddy Cagle (Capitol 4923)
- 30** FRAULEIN 38
Bobby Helms (Columbia 42801)
- 31** THE OTHER WOMAN 27
Loretta Lynn (Decca 31471)
- 32** YOU COMB HER HAIR 40
George Jones (United Artists 578)
- 33** I'M SAVING MY LOVE 30
Skeeter Davis (RCA Victor 8176)
- 34** ROLL MUDDY RIVER 33
Wilburn Bros. (Decca 31464)
- 35** ANYTHING NEW GETS OLD 44
Don Gibson (RCA Victor 8192)
- 36** A MILLION YEARS OR SO 37
Eddy Arnold (RCA Victor 8207)
- 37** I GAVE MY WEDDING DRESS AWAY 41
Kitty Wells (Decca 31501)
- 38** THE MAN WHO ROBBED THE BANK AT SANTA FE 32
Hank Snow (RCA Victor 8151)
- 39** LITTLE OLE' YOU —
Jim Reeves (RCA Victor 8193)
- 40** NOBODY'S DARLIN' 35
Webb Pierce (Decca 31488)
- 41** MY FATHER'S VOICE 34
Judy Lynn (United Artists 571)
- 42** MAKE THIS WORLD GO AWAY —
Roy Price (Columbia 42827)
- 43** NIGHTMARE 36
Faron Young (Mercury 72114)
- 44** WHAT'S BAD FOR YOU IS GOOD FOR ME 47
Melba Montgomery (United Artists 576)
- 45** STILL #2 —
Ben Colder (MGM 18157)
- 46** YOU CAN'T TAKE THE COUNTRY OUT OF THE BOY 48
Bob Luman (Hickory 1219)
- 47** TWELFTH ROSE —
The Browns (RCA Victor 8198)
- 48** THE ONLY GIRL I CAN'T FORGET 43
Del Reeves (Reprise 20158)
- 49** TAKE A LETTER MISS GRAY 39
Justin Tubb (Groove 0017)
- 50** THIS IS ALL I ASK —
Burl Ives (Decca 31501)



COUNTRY ROUND UP

Gene Posner, prexy of WMIL-Milwaukee, sends along word that negotiations have been completed for the staging of a gigantic Grand Ole Opry spectacular stage show, featuring in person stars of the Opry . . . direct from Nashville. This WMIL all-star country music extravaganza to be presented at Milwaukee County Stadium, Saturday (7), 8:00 PM, will host the biggest array of recording

Cheyenne, Wyoming, as a featured night show attraction. This marked the artist's fifth year as a feature of this great rodeo. During last year's performance Hank and his band recorded a "live and in person" album at the Frontier Days.

Howard Vokes, who heads Vokes Music pubbery in New Kensington, Pa. recently signed a pact with the



FARON YOUNG



BILL ANDERSON



HOWARD VOKES

and television artists ever assembled on a Milwaukee stage. The one performance consisting of three hours of the best in country music will headline Columbia artists, Lester Flatt and Earl Scruggs. In addition to Flatt and Scruggs, the show will feature many other well-known and popular stars including Faron Young and His Deputies, Hank Snow and His Rainbow Ranch Boys, Skeeter Davis, Bill Anderson, Carl Butler, Mother Maybelle Carter and the Carter Family, Stonewall Jackson and the Louvin Brothers. The show will be m. c'd by WMIL's Jimmy West. Another feature will be the Bobby Nelson Trio, a well-known local group, starring chanter Bobby Steele.

Capitol's Roy Clark, very hot with "Tips Of My Fingers," is currently touring through Wyoming, Nebraska, Kansas and Texas. Roy and his group have just completed two weeks at the Golden Nugget in Las Vegas, Nevada and are scheduled to return September 5 thru 18.

Just received from Saul Holiff, manager of Johnny Cash, that his boy has been set for the ABC-TV network show "Hootenanny" on September 30th. The show will take place at Southern Methodist University. Also firm ed an appearance in the MGM flick, "Hootenanny" which will be released in September, and a tour of England and Ireland in October. Holiff also noted that last week the songster played some key engagements in Urbana, Illinois and Oklahoma City.

Wanda Jackson spent last week in the Music City, where she cut both single and LP sessions. Ken Nelson produced. Wanda and her Party Timers are booked for a tour through the Pacific northwest with Seattle promoter, Jack Roberts, August 1 thru 10.

KRAK-Sacramento has worked out a promotional campaign in conjunction with the official opening of the deep-water inland port of the city. Numbered car bumper decals saying "Howdy—Port of Sacramento" have been distributed to thousands of KRAK listeners. Once every hour around the clock, numbers are read over the outlet. Winning numbers bring scores of prizes ranging from helicopter rides over the port to stereo tape recorders. The Chamber of Commerce, the City Council and many civic groups have all commended the station for its part in publicizing the opening ceremonies for the Port of Sacramento.

Hank Thompson and His Brazos Valley Boys opened last week for a stand at the Frontier Days Rodeo,

Starday organization of Madison, Tennessee to represent the Vokes catalog throughout the world. About forty tunes from the Vokes catalog have been or will be released in several foreign countries. Artists performing the songs will be such U. S. favorites as Rudy Thacker, Denver Duke, Jeffrey Null, Tex Belin, Billy Wallace, Hank King and of course Vokes himself.

Felix Adams, manager of KAYO-Seattle, is currently hitting the San Francisco and Los Angeles agency circuits making the first national ad business pitch for country music to come out of the Seattle radio market in more than ten years. The outlet went country twenty-four hours a day late in April, after years of rock and rolling. Adams' pitch bag contains special brochures showing a 386% audience increase under the new program and the story of local billing tripling in sixty days.

John Corrigan, director of the WWVA-Wheeling Jamboree, sez that they are now using Grand Ole Opry or nationally-known recording artists as guests each week on the famed twenty-nine year old radio show which is broadcasting each week live from the Stage of the Rex Theatre over the station. Corrigan further noted that the Barbara Martin Agency located in Hermitage, Tennessee is in charge of placing guest artists on the show. Anyone who is making personal appearances in the area that would be interested in making a guest shot on the Jamboree is invited to contact Mrs. Martin with their open dates. WWVA is one of the most powerful stations in the eastern part of the U. S. and covers an area from the Maritime Provinces in Canada south to the Carolinas. Artists who make appearances on the Jamboree will receive free plugs from the station for their up and coming personal appearances. Recent Jamboree guests have included Loretta Lynn, Sonny James, Jimmy Martin and the Sunny Mt. Boys, Merle Kilgore, Melba Montgomery, Clyde Beavers, Don Reno, Red Smiley, the Tennessee Cut Up and Bob Luman.

Lawton Williams infos word that he has resigned his position as veep of KPCN-Grand Prairie. Next week Williams will join the staff of KFJZ-Fort Worth. Williams is currently putting his hopes in his Victor recording of "Mountain Of A Man."

WCMS-Norfolk has just concluded an extremely successful road show in which they barnstormed the entire area with police escort, stage truck, PA trucks, etc. Featured on the bill were Carl and Pearl Butler, Mac Wiseman, the Carolina Buddies and the Four C's.



COUNTRY D.J. REGIONAL RECORD REPORTS

PECOS PETE
KGGM
Nampa, Idaho

1. Down To The River (Rose Maddox)
2. In The Shadows On The Wine (Porter Wagoner)
3. Act Naturally (Buck Owens)
4. Ring Of Fire (Johnny Cash)
5. Six Days On The Road (Dave Dudley)
6. Abilene (George Hamilton IV)
7. Talk Back Trembling Lips (Ernest Ashworth)
8. A Heartache For A Keepsake (Kitty Wells)
9. Happy To Be Unhappy (Gary Buck)
10. Sands Of Gold (Webb Pierce)

GEORGE RICHEY
KMQP
Tucson, Ariz.

1. Detroit City (Bobby Bare)
2. Crazy Arms (Marion Worth)
3. Ring Of Fire (Johnny Cash)
4. Lonesome 7-7203 (Hawkshaw Hawkins)
5. Out Of Our Minds (George Jones & Melba Montgomery)
6. Rosebuds And You (Benny Martin)
7. My Baby's Not Here (Porter Wagoner)
8. No Signs Of Loneliness (Marty Robbins)
9. Six Days On The Road (Dave Dudley)
10. I'm The Boss (Burl Ives)

CKLW
Windsor, Det.

1. Ring Of Fire (Johnny Cash)
2. Detroit City (Bobby Bare)
3. You Comb Her Hair/Ain't It Funny What A Fool Will Do (George Jones)
4. Make The World Go Away (Ray Price)
5. Lying To Be Together (Bill Phillips)
6. Guilty (Jim Reeves)
7. Tips Of My Fingers (Roy Clark)
8. Abilene (George Hamilton IV)
9. Out Of Control (Lattie Moore)
10. The Minute You're Gone (Sonny James)

JIM THOMPSON
WPAQ
Mount Airy, N.C.

1. Ring Of Fire (Johnny Cash)
2. Act Naturally (Buck Owens)
3. Abilene (George Hamilton IV)
4. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
5. Loving Arms (Carl Butler & Pearl)
6. One Last Time (Hawdy Kempf)
7. You Can't Take The Country Out Of The Boy (B. Luman)
8. Old Showboat (Stonewall Jackson)
9. We're The Talk Of The Town (Buck Owens & Rose Maddox)
10. Still (Bill Anderson)

JOHNNY K
WTJH
E. Point, Ga.

1. I Could Write A Song (Don Kirklund)
2. Act Naturally (Buck Owens)
3. Talk Back Trembling Lips (Ernest Ashworth)
4. I'm Your Toy (Keith Buck)
5. Yesterday's Memories (Eddy Arnold)
6. Aunt Kate (Grant Turner)
7. Lovers Moon (Doris Hamilton)
8. Still (Bill Anderson)
9. I've Come To Say Goodbye (Faron Young)
10. Lonesome 7-7203 (Hawkshaw Hawkins)

FRANKIE SEA
KARA
Albuquerque, N. Mex.

1. Abilene (George Hamilton IV)
2. Six Days On The Road (Dave Dudley)
3. Sands Of Gold (Webb Pierce)
4. Ring Of Fire (Johnny Cash)
5. Detroit City (Bobby Bare)
6. Lock, Stock & Teardrops (Roger Miller)
7. Act Naturally (Buck Owens)
8. Loose Lips (Earl Scott)
9. Guilty (Jim Reeves)
10. Nightmare; I've Come To Say Goodbye (Faron Young)

WBGO
ChIPLEY, Fla.

1. Sands Of Gold (Webb Pierce)
2. Abilene (George Hamilton IV)
3. Talk Back Trembling Lips (Ernest Ashworth)
4. Ring Of Fire (Johnny Cash)
5. Detroit City (Bobby Bare)
6. Lock, Stock & Teardrops (Roger Miller)
7. Guilty (Jim Reeves)
8. Where Were You (Bill Mack)
9. You Can't Take The Country Out Of The Boy (Bob Luman)
10. Loose Lips (Earl Scott)

DON MACLEOD
KVEC
San Luis Obispo, Calif.

1. Abilene (George Hamilton IV)
2. Ring Of Fire (Johnny Cash)
3. Talk Back Trembling Lips (Ernest Ashworth)
4. Guilty (Jim Reeves)
5. Six Days On The Road (Dave Dudley)
6. Sands Of Gold (Webb Pierce)
7. Lock, Stock & Teardrops (Roger Miller)
8. Act Naturally (Buck Owens)
9. I Can't Keep My Wheels On The Ground (Buck Griffin)
10. Detroit City (Bobby Bare)



COUNTRY REVIEWS

B+ very good **C+** fair
B good **C** mediocre

THE CASH BOX BULLSEYE



"ANOTHER CHANCE TO FALL IN LOVE" (2:20)
[Cedarwood BMI—Philips]

"MY WORLD'S LOSING YOU" (2:39)
[Moss-Rose BMI—McAlpin, Drusky]

ROY DRUSKY & KITTY WELLS (Decca 31523)

Two of the label's strongest country singers team-up on this destined-for-success entry tabbed "Another Chance To Fall In Love." The tune is a slow-moving, sentimental opus all about a couple who had a parting but want to get together once again. Side's a natural for heavy airplay. The flip, "My World's Losing You," has the artists telling the soulful tale of break-up.

"MEMORY MOUNTAIN" (2:23) [Valley BMI—McPherson]

"LET ME TALK TO YOU" (2:07) [Cedarwood BMI—Dill, Davis]

WANDA JACKSON (Capitol 5015)

Wanda Jackson, who is currently riding the charts with "We Haven't A Moment," comes up with a potent, ultra-commercial follow-up stanza with this Capitol newie tagged "Memory Mountain." The tune is a hard-driving, chorus-backed tear-jerker with effective gospel overtones. Watch it break quickly. On "Let Me Talk To You" the lark offers a plaintive, shuffle-beat plea for her special guy to talk to her some time. Also merits a close look.

"ARE YOU MINE" (2:13) [Jamie BMI—Grashey, Amedeo, Lorrie]

"I DON'T HEAR YOU" (2:46) [Pamper BMI—Owens]

GEORGE JONES & MARGIE SINGLETON (Mercury 72159)

The Jones-Singleton combination has proven to be a winning team in the past and this release (which George cut during his days with Mercury) should reach the charts in no time flat. The top side here, "Are You Mine," is an extremely happy, medium-paced romantic ditty in which both singers proclaim their love for the other. "I Don't Hear You" is a slow-paced, sentimental tradition-oriented hillbilly lament read with loads of authority by the artists.

"GO HOME CHEATER" (2:22) [Garpax BMI—Paxton, MacRae]

"I'M GONNA LIE AGAIN" (2:20)
[Cedarwood BMI—Tillis, Dill, Frizzell]

CLAUDE GRAY (Mercury 72156)

The vet Mercury hit-maker seems destined to continue his winning ways with this new release tabbed "Go Home Cheater." The tune is a tender, slow-moving, chorus-backed tear-jerker which Gray gives a feelingful, sincere send-off. Eye the deck for rapid acceptance. The coupler, "I'm Gonna Lie Again," is a fast-paced bluegrass-flavored happy bluser with a catchy, listenable sound.

Looks like Columbia's Marty Robbins and Decca's Patsy Cline and Bill Anderson all have dual-market candidates with their new releases. (See pop reviews.)

JAMES O'GWYNN
(United Artists 628)

(B+) "THERE'S A HEARTACHE FOLLOWING ME" (2:30)
[Tuchoe BMI—Baker] James O'Gwynn kicks off his United Artists career with this real nice easy-going, chorus-backed romancer in the traditional country vein. Plenty of potential here.

(B+) "NO ONE HERE BUT ME"
[Glad BMI—Mathis, Frank] More fine country sounds. This one's an infectious, bluegrass-flavored lament read with feeling and verve by the songster.

LEON PAYNE (Starday 637)
(B+) "LOG TRAIN" (2:29) [Starday BMI—Payne] Leon Payne has had hits in the past and he can do it again with this quick-paced happy-go-lucky chorus-backed bluegrass-flavored novelty. Deck could break real fast.

(B+) "CLOSE TO YOU" (2:31)
[Starday BMI—Payne] On this end the chanter offers a moving, pop-styled romantic, chorus-backed sentimental tear-jerker.

MARSHALL WEST (Parkway 878)

(B+) "THIS HOUSE IS GONNA LIVE" (1:45) [Carter, Kilgore] Newcomer Marshall West could quickly jump into the national limelight with this high-powered, chorus-backed catchy novelty all about the benefits of an old country house. Spinners should come out in droves for the side.

(B) "I HURT MYSELF" (2:00)
[Painted Desert BMI—West] Slow-moving, pop-flavored teen-angled opus of heartbreak with an appealing danceable melody.

BOBBY DUCKWORTH (Skippy 124)

(B) "TEN DOLLAR BILL" (2:37)
[Bildo BMI—Duckworth, Dore] The chanter unleashes his potent wide-range vocal talents full-blast on this medium-paced tradition-oriented country weeper sold with enough polish to attract a slew of deejays.

(B) "PRECIOUS LITTLE GIRL" (2:11)
[Bildo BMI—Duckworth, Dore] Tender, chorus-backed tale about the gal who got away.

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

CASH BOX
1780 BROADWAY
NEW YORK 19, N. Y.
Enclosed find my check.

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

NAME
FIRM
ADDRESS
CITY ZONE ... STATE

(Check One)
I AM A
DEALER.....
ONE STOP.....
DISTRIB.....
RACK JOBBER.....
COIN FIRM.....
OTHER.....

Be Sure To Check Business Classification Above!



BELGIUM

IT GOES TOO FAR!

As we were writing this column, we heard about Chubby Checker's appearance on August 4th in the Kurhaus at Scheveningen in Holland. Belgium was originally also included in his European tour and we are, to say the least, disappointed about his staying away from our country. How many teenagers will be able to afford the return trip to Scheveningen? Why couldn't Chubby make an appearance on the Belgian coast where the majority of Belgian youth is on holiday? We are thinking about Ostend, Blankenberge and Knokke. Who is to blame? We can only guess and feel bad about it. In any case there is bitter resentment amongst Belgian teenagers who have been cheated out of a meeting with their idol. In the meantime, Chubby's "Birdland" is doing wonderfully well over here, according to Jules Nijs of Show-records. It is therefore hard to understand that nobody has been able to arrange for one or two appearances of the king of Twist and Limbo, whose European tour had been arranged a long time beforehand.

Apparently there have been precedents: Cliff Richard and The Shadows have been on a tour in Holland, but they have also left out Belgium. The same applies to Helen Shapiro who has been on a Rudi Carrell show for Netherlands TV which in the meantime has been scrapped, but who so far has not yet crossed our frontier. Belgian youngsters who spend their money buying records of these performers feel they are being duped; it is only natural that they hanker to meet their idols in person. We have long thought of bringing this matter to the attention of our readers; the Checker incident made us decide to do so. Are the agents of these people demanding excessive fees for appearances in Belgian showplaces? If that is the case, we would like personal managers and agents of these notables to consider that Belgium is a small country, where the sale of 5,000 copies of a certain number is considered a success. This is the plain truth. Don't ever compare Belgium with any other country and adapt your fees accordingly—if, of course, this is the reason for your stars skipping Belgium.

American top performers often come to Britain and some of our youngsters hear about this through English newspapers and their own magazines who publicize these visits. And every time they are disappointed to see them pass under their noses, as it were. This is unconceivable when one considers that in Belgium a single costs 66 francs (1\$ 35, 6,6 French francs or 5 D-marks) and that young enthusiasts are often scraping the bottom to buy one. Couldn't the record firms do something about this? We will in the meantime keep our fingers crossed and hope that the ardent wishes of our youngsters will in the future be fulfilled.

FLASH! Just as we are going to press we are told that Nijs Jules, from Aarschot, who parcels out the Cameo/Parkway label in Belgium, in co-operation with the Artone firm from the Netherlands, has entered in connection with the well known Dutch impresario Lou Van Rees, from Amsterdam. Nevertheless, there would be only a ghost of a chance that Checker should come to Belgium during the day or the days after his appearing in Holland, as there would not be enough time to organize a publicity-campaign. Checker will appear in Germany in August. Should there be a chance then that he would come over? We'll wait and see. In any case, it is of great importance for the records-selling.

The publishing-firm Ardmore and Beechwood told Cash Box that they have in sub-edition the French version of "Big Girls Don't Cry," sung by Henri Salvador as "Grosse Fille Pleure Pas" on the Salvador/Fontana label. The Cameo/Parkway-group The Orlons recorded "Not Me" and this publishing firm has also the rights on this number. With Primavera the Ardmore and Beechwood-firm has the rights for Belgium for "Je Suis Trop Loin De Toi" by Richard Anthony on Columbia.

Hebra-records reported that the songster Nicole Josy came in third place in the Festival de Pesaro. This is a big result and we predict this young and lovely girl a career with many hits, because her voice is so different from the other girls of her age.

Although in general the holiday period is unfavorable to the record sales in this territory, Polygram lives a mighty strong and successful sales program with the following best-sellers:

"Pendant Les Vacances" by Sheila (Philips)—"Si Tu Veux Etre Heureux" by Claude François (Philips)—"Da Dou Ron Ron" by Johnny Hallyday (Philips)—"Mr. Boum Boum" by Henri Salvador (Philips)—"First Quarrel" and "Young Lovers" by Paul and Paula (Philips)—"Je Suis Trop Loin De Toi" by Isabelle Aubret (Philips)—"Il A Le Truc" by Les Gam (Mercury)—"I'm Movin' On" by Matt Lucas (Philips)—"Het Leven Kan Mooi Zijn" by Anneke Grönloh (Philips)—"Ik Blijf Op Je Wachten" by Jacques Raymond (Philips).

Belgium's Best Sellers

FLEMISH

- Lucky Lips (Cliff Richard/Columbia/Belindamusic)
- Waar En Wanneer (Bob Benny/Polydor/Ideal)
- Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
- Geef Mij Nog Een Kans (Marva/Vogue/Vogue International)
- Je Liegt (Will Tura/Palette/World Music)
- Sans-Toi Mamie (Adamo/Pathé/Rudo)
- Take These Chains From My Heart (Ray Charles/ABC-Paramount)
- N'est Ce Pas Merveilleux/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- (You're The) Devil In Disguise (Elvis Presley/RCA)
- Hello Jim (Paul Anka/RCA/Spanka)

WALLOON

- N'est Ce Pas Merveilleux/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
- Sans-Toi Mamie (Adamo/Pathé/Rudo)
- Elle Est Finie (Petula Clark/Vogue)
- Je Me Sens Bien (Petula Clark/Vogue/Bens)
- Dis Lui (Claude François/Philips/Tutti)
- Lucky Lips (Cliff Richard/Columbia/Belindamusic)
- Elle Etait Si Jolie (Alain Barrière/RCA)
- L'Amour S'en Va (Ester Ofarim/Philips)
- Je Me Sens Très Seul (Robert Cogoi/Philips/Top)



CASH BOX TOP 100'S PUBLISHERS

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

ABILENE (Acuff-Rose—BMI)	26	MAKE THE WORLD GO AWAY (Pamper—BMI)	57
*A MAN'S TEMPTATION (Conrad-Karlan—BMI)	86	MAMA DON'T ALLOW (Egypt Valley—BMI)	52
BE CAREFUL OF STONES THAT YOU THROW (Acuff-Rose—BMI)	31	MARLENA (Saturday, Gavdim—ASCAP)	35
BE TRUE TO YOURSELF (U.S. Songs—ASCAP)	65	*MARTIAN HOP (Screen Gems, Columbia—BMI)	95
BLOWIN' IN THE WIND (M. Witmark & Sons—ASCAP)	7	MEMPHIS (Arc—BMI)	12
BLUE ON BLUE (Famous—ASCAP)	18	MINUTE YOU'RE GONE (Regent—BMI)	93
BRENDA (Sweck—BMI)	46	MOCKINGBIRD (Satur—BMI)	20
CANDY GIRL (Saturday, Gavdim—ASCAP)	11	MONKEY TIME (Curton, Paliro—BMI)	38
*CAN'T NOBODY LOVE YOU (Trio—BMI)	97	MORE (E. B. Marks—BMI)	19
DANCIN' HOLIDAY (Marc-Jean Keymen—BMI)	72	MY BOYFRIEND'S BACK (Blackwood—BMI)	67
DANKE SCHOEN (Roosevelt—BMI)	30	MY DADDY KNOWS BEST (Jobete—BMI)	94
DAUGHTER (Venetia—BMI)	69	MY TRUE CONFESSION (Lowery—BMI)	34
DENISE (Bright Tunes—BMI)	25	MY WHOLE WORLD IS FALLING DOWN (Champion & Moss Rose—BMI)	22
*DESERT PETE (Sleepy Hollow—ASCAP)	78	NO ONE (Hill & Range—BMI)	29
DETROIT CITY (Cedarwood—BMI)	15	NOT ME (Rock, Masters—BMI)	16
DON'T SAY GOODNIGHT AND MEAN GOODBYE (Maggie—BMI)	33	ON TOP OF SPAGHETTI (Songs—ASCAP)	61
*DREAMER (Rondak—BMI)	89	PAINTED, TAINTED ROSE (Damian—ASCAP)	43
*DROWNIN' MY SORROWS (Merna—BMI)	76	PRIDE AND JOY (Jobete—BMI)	13
DUM DUM DEE DUM (Haymarket—BMI)	83	*QUE SERA SERA (Artist—ASCAP)	87
EASIER SAID THAN DONE (Nom—BMI)	4	RING OF FIRE (Painted Desert—BMI)	14
EVERYBODY MONKEY (Valley—BMI)	75	ROCK ME IN THE CRADLE OF LOVE (Kalmann—ASCAP)	66
FINGERTIPS (Jobete—BMI)	1	*SATURDAY SUNSHINE (U.S. Songs—ASCAP)	100
FRANKIE AND JOHNNY (Kags—BMI)	36	SHAKE A TAIL FEATHER (Vapac—BMI)	73
GOODNIGHT MY LOVE (House of Fortune, Quintet—BMI)	53	SHAKE, SHAKE, SHAKE (Brunswick—BMI)	47
GREEN, GREEN (New Christy—BMI)	24	SHUT DOWN (Sea of Tunes—BMI)	64
GROOVY BABY (Cameo-Parkway—BMI)	85	SIX DAYS ON THE ROAD (Newkys)	39
HARRY THE HAIRY APE (Lowery—BMI)	50	SOMETIMES YOU GOTTA CRY A LITTLE (Don—BMI)	80
HEAT WAVE (Jobete—BMI)	91	SO MUCH IN LOVE (Cameo-Parkway—BMI)	3
HELLO MUDDUH, HELLO FADDUH! (Curtain Call—ASCAP)	59	*STILL #2 (Moss-Rose—BMI)	96
HELLO STRANGER (McLaughlin—BMI)	28	SURF CITY (Screen Gems, Columbia—BMI)	2
HEY GIRL (Screen Gems, Columbia—BMI)	40	SURF PARTY (C.C., Kalmann—ASCAP)	48
HOOTENANNY (Joy—ASCAP)	51	SUKIYAKI (Beechwood—BMI)	27
HOPELESS (Brenner—BMI)	17	*SURFER GIRL (Guild, Sea Of Tunes—BMI)	74
HOW MANY TEARDROPS (Nom—BMI)	44	SURFIN' HOOTENANNY (Renda—BMI)	71
IF I HAD A HAMMER (Ludlow—BMI)	60	SWINGIN' ON A STAR (Burke, Van Heusen—ASCAP)	56
I WANT TO STAY HERE (Screen Gems, Columbia—BMI)	79	*TELL ME THE TRUTH (Kacy—BMI)	100
I WHO HAVE NOTHING (Milky-Way, Trio, Cotillion—BMI)	41	THESE FOOLISH THINGS (Bourne—ASCAP)	81
I'M AFRAID TO GO HOME (Geld-Udell—BMI)	63	THIS IS ALL I ASK (Massey—ASCAP)	77
IT HURTS TO BE SIXTEEN (Rondak—BMI)	84	TIE ME KANKAROO DOWN, SPORT (Beechwood—BMI)	10
IT'S MY PARTY (Arch—ASCAP)	54	TILL THEN (Pickwick—ASCAP)	21
IT'S TOO LATE (Prigan, Correctone—BMI)	70	TIPS OF MY FINGERS (Tree—BMI)	42
*IT WON'T BE THAT WAY ALWAYS (Soni—BMI)	100	TREAT 'EM TOUGH (Rockmasters—BMI)	92
I WILL LOVE YOU (DeVorzon—BMI)	68	TRUE LOVE NEVER RUNS SMOOTH (Arch—ASCAP)	45
I WONDER (Leeds—ASCAP)	23	TWIST IT UP (Kalmann, C.C.—ASCAP)	32
JACK THE RIPPER (Andval, Floretine—BMI)	58	WAIT 'TIL MY BOBBY GETS HOME (Mother Bertha, Trio—BMI)	55
JUDY'S TURN TO CRY (Glamorous—ASCAP)	8	WHEN A BOY FALLS IN LOVE (Kags—BMI)	49
JUST ONE LOOK (Premier—BMI)	9	WIPEOUT (Miraleste & Robinhood—BMI)	5
LAND OF 1,000 DANCES (Antole, Tunk-Kel—BMI)	82	WITHOUT LOVE (Suffolk, P.M.P.C.—BMI)	62
LEAVE ME ALONE (Roosevelt—BMI)	88	(YOU'RE THE) DEVIL IN DISGUISE (Elvis Presley—BMI)	6
*LITTLE DEUCE COUPE (Sea Of Tunes—BMI)	98		
*LONELY SURFER (Little Darlin—BMI)	99		
LOVE ME ALL THE WAY (Jobete—BMI)	90		



GREAT BRITAIN

Congratulations to 76 year old Mr. S. J. Avidon of Gallo (Africa) Ltd., who this year celebrates his Diamond Jubilee.

Mr. Avidon began his sixty year old career in the record world in 1903 when he joined Barnett Samuel & Sons, at that time leading factors in this country. In 1908 they started recording and manufacturing their own records on the Jumbo, Odeon and Fonitipia labels. Later in 1918 when the company was enjoying considerable success manufacturing the first portable gramophone named 'Decca' Avidon was the factory production manager.

In 1928 the present chairman of the Decca Record Company Ltd, Sir Edward Lewis, bought the share capital of Barnett Samuel and changed the name to The Decca Gramophone Company.

In 1929 when the Decca Record Company was formed S. J. Avidon became a director of both companies, which status he enjoyed until his retirement in 1945. However, shortly after this he opened a London office for Gallo (Africa) Ltd. thus renewing an association first formed in 1933, when as a director of Decca Records, he appointed Eric Gallo as the company's sole distributor in South Africa.

Massive promotion by Philips for recordings by the Concertgebouw Orchestra of Amsterdam during their two weeks of performances at this year's Edinburgh International Festival.

Coincidental with the orchestra's visit, Philips will release a two-Symphony Album on their low-priced "Classical Favourites" Series, comprising Mendelssohn's Symphon No. 4. (Italian) and Beethoven's 8th Symphony.

One of the Concertgebouw's permanent conductors, Bernard Haitinic will share the baton at the Festival concerts with guest conductor George Szell of the Cleveland Symphony Orchestra.

Another major Classical release by Philips scheduled for November brings together, for the first time, either on disk or concert platform two world famous Russian artistes, Svyatoslav Richter (Piano) and Matislav Rostropovitch (cello).

These two incomparable musicians have recorded the complete Sonatas for cello and piano by Beethoven. The release of this record will be some consolation for the cancellation of their eagerly awaited appearance together at last year's Edinburgh Festival.

Fontana who successfully release American Folk music from the Vanguard Catalogue have just signed their first British Folk Group, The Spinners, from Liverpool, to a three year contract. Their first LP just completed but as yet untitled is scheduled for release later this year.

Keeping abreast of the growing interest in Folk music over here, Nathan Joseph Director of Transatlantic Records, who considers the trend to be comparable with the Trad Fad, has just signed the Ian Campbell Folk group to his label. Regular appearances on BBC TV's "Barn Dance" programmes have established the groups popularity all over the country.

Their first LP for Transatlantic recorded this week and titled simply "This is the Ian Campbell Folk Group" is scheduled for September release both here and in America.

Lionel Bart and John Barry are to collaborate on another film music assignment. Producer Walter Seltzer has signed them to write the soundtrack for the Talbot-Pennebaker cinemascope picture "The Winston Affair," currently on the floor at Elstree Studios starring Robert Mitchum, France Nuyen, Barry Sullivan and Trevor Howard. John Barry will conduct the recording personally and the film will be released by Twentieth Century Fox in November.

During the telerecording for the BBC of his own 30 minute showcase "The Nat 'King' Cole Show" the star received a Gold Disk on behalf of all the artistes who gave their services to the UN High Commissioner for Refugees and contributed tracks for the million selling LP "All Star Festival." The presentation was made by Band Leader Ted Heath who also appears in the TV show which will be transmitted later this year.

EMI's Norrie Paramor plans to do for Birmingham groups what fellow A&R Manager George Martin has done for the boys from Liverpool and Merseyside. So far Norrie has signed six singers and groups, Danny King and The Royals, Carl and The Cheetahs, Mike Sheridan and the Night Riders, The Rockin' Jaymen, Pat Wayne and Keith Powell and The Valets . . . let battle commence!

Everyone at Feldman's publishing house have their eyes on the Cash Box Top 100 watching the progress of the Four Seasons red bullet hits "Candy Girl" and "Marlena" for release here mid-August on Stateside.

The Four Seasons last appeared in the British charts a couple of months back with "Walk Like A Man" published by Peter Maurice.

Feldmans also have the new Freddy and the Dreamers single "I'm Telling You Now" for August release on Columbia to follow their current charter "If You Gotta' Make A Fool Of Somebody" which is also published by Feldmans.

Later in the year they have numbers by Frankie Vaughan, The Springfields, Mr. Acker Bilk, The Hollies, Lance Percival and Cloda Rogers from the recently completed British film "It's All Over Town" in which all these artistes appear.

British born exponents of Latin American music, Dorita y Pepe this week received a cable from Praxedis Gines, Governor of Chihuahua announcing the award of a Gold Medal in recognition of their work in promoting the music of Mexico through the BBC London.

It is hoped that the presentation will be made by the Mexican Ambassador in London.

In September the duo set off with the Johnny Dankworth orchestra on a 30 day tour of Britain.

Publicist Andrew Loog Oldham has been appointed by the Dorothy Solomon Agency to handle press relations for The Bachelors, Steve Perry, Cloda Rogers, etc. Oldham, who discovered and recorded The Rolling Stone's fast climbing single "Come On" plans to cross the channel in the autumn with a view to placing them on the continent.

"Music To Strip By," the first LP to be released here on the Surprise label, set up earlier this year by Christopher Blackwell in association with Stanley Borden in New York, has met with considerable success.

The label's first LP to be recorded in this country is released this week—"That Affair"—a satirical recording written and performed by Noel Carter, Joe Milner and Wendy Varnel has a recent political scandal as it's theme. Both these LPs, which have been issued only in this country and America, are available for other territories.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Artist
1.	(1)	4.	I'm Confessin'—Frank Ifield (Columbia) Francis Day & Hunter
2.	(4)	3.	Devil In Disguise—Elvis Presley (RCA) West One
3.	(2)	9.	*I Like It—Gerry & The Pacemakers (Columbia) Dick James
4.	(3)	7.	*Atlantis — The Shadows (Columbia) Francis Day & Hunter
5.	(10)	2.	Sweets For My Sweet—The Searchers (Pye) Hill & Range
6.	(8)	5.	Da Doo Ron Ron—The Crystals (London) Aberbach
7.	—	1.	Twist & Shout—Brian Poole & Tremeloes (Decca) Sherwin
8.	(5)	9.	Take These Chains From My Heart — Ray Charles (H.M.V.) Acuff-Rose
9.	(6)	6.	Bo Diddley—Buddy Holly (Coral) Good Music
10.	(7)	11.	Deck Of Cards—Wink Martindale (London) Campbell Connelly
11.	(12)	5.	It's My Party—Leslie Gore (Mercury) A. Schroeder
12.	(9)	4.	Welcome To My World—Jim Reeves (RCA) 142 Music
13.	(16)	2.	Sukiyaki—Kyu Sakamoto (H.M.V.) Welbeck
14.	(11)	9.	*If You Gotta' Make A Fool Of Somebody—Freddie & The Dreamers (Columbia) Feldman
15.	(14)	14.	*From Me To You—The Beatles (Parlophone) Northern Songs
16.	(13)	7.	Falling—Roy Orbison (London) Acuff-Rose
17.	—	1.	I Wonder—Brenda Lee (Brunswick) Leeds
18.	(17)	7.	*Forget Him—Bobby Rydell (Cameo Parkway) Welbeck
19.	—	1.	The Legion's Last Patrol—Ken Thorne (H.M.V.) Filmusic
20.	(20)	2.	*You Can Never Stop Me Loving You — Kenny Lynch (H.M.V.) Klynch Music

* Local copyright

Great Britain Top Ten LP's

1.	(1)	Please Please Me — The Beatles (Parlophone)
2.	(2)	The Shadows Greatest Hits—The Shadows (Columbia)
3.	(5)	Summer Holiday — Cliff Richard (Columbia)
4.	(6)	West Side Story — Soundtrack (CBS)
5.	(4)	Remiscin'—Buddy Holly (Coral)
6.	(8)	Cliff's Hit Album — Cliff Richard (Columbia)
7.	(3)	It Happened At The World's Fair—Elvis Presley (RCA)
8.	(9)	I'll Remember You—Frank Ifield (Columbia)
9.	(10)	Billy—Billy Fury (Decca)
10.	(7)	The Concert Sinatra — Frank Sinatra (Reprise)

Great Britain Top Ten EP's

1.	(3)	Twist And Shout — The Beatles (Parlophone)
2.	(5)	Holiday Carnival — Cliff Richard (Columbia)
3.	(1)	Frank Ifield Hits — Frank Ifield (Columbia)
4.	(7)	Dance On With The Shadows — The Shadows (Columbia)
5.	(9)	More Frank Ifield Hits — Frank Ifield (Columbia)
6.	(2)	Billy Fury & The Tornados—Billy Fury (Decca)
7.	(6)	Jet And Tony—Jet Harris & Tony Meehan (Decca)
8.	(4)	Hits From Summer Holiday — Cliff Richard (Columbia)
9.	—	How Do You Do It—Gerry & The Pacemakers (Columbia)
10.	—	Facts Of Life From Steptoe & Son—Wilfred Bramble & Harry H. Corbett (Pye)

GREAT BRITAIN (Continued)

Australian singer Rolf Harris, recipient of the Cash Box Silver trophy for his world hit "Tie Me Kangaroo Down, Sport," currently high in the American Top 100, has been signed by the BBC to introduce a new weekly TV series "A Swingin' Time."

With an all musical format the shows will feature a wide range of pop singers and instrumental groups. Already lined up for guest appearances are Billy J. Kramer and the Dakotas, Cleo Lane, Rosemary Squires, Mark Wynter, Eden Kane, The Dalls Boys, The Bachelors and Gerry and the Pacemakers.

QUICKIES:—New signing to the Pye Label The Overlanders debut with two of their own compositions "Summer Skies and Golden Sands" and "Call Of The Wild." Pop star Adam Faith voted one of Britains top ten best dressed men of 1963. . . . A new single from Susan (Bobby's Girl) Maughan "The Verdict Is Guilty" on Philips. . . . Comedy duo Jan & Kelly follow "Ooh I Didn't" with "Ooh! I Can't" on Philips. . . . Following the short lived "On The Town" into the Prince of Wales Theatre this week The Sakura Cherry Blossoms Company in "Holiday In Japan." . . . Special LP release by EMI "Festival of Gospel Song" recorded at the Royal Albert Hall, London. Issued on Regal-Zonophone. . . . H.M.V. rush release John Leyton LP "Always Yours." . . . New single by Michael Holliday on Columbia "Between Hello & Goodbye." . . . Lonnie Mack gets his first British release here on Stateside with his current American charter "Memphis." . . . Decca E.P. "European Song Cup 1963" comprises songs presented by Britains representatives at this year's Knokke Festival, Mike Preston, Cloda Rogers, and Lyn Cornell. . . . R/B singer Bo Diddley to join The Everley Brothers 30 day British tour commencing 29th September. . . . Radio & TV dates being lined up. . . . The Searchers current British charter "Sweets For My Sweet" on Pye for American release on Philips. Their first LP "Meet The Searchers" released here by Pye on July 30th. . . . Frank Sinatra's "Come Blow Your Horn" single for release here on Reprise 30th July.

The Best in Britain... Bens



AUSTRALIA

Young Lesley Gore, who hit the high spots here with her first release "It's My Party" for the Philips people, should repeat the performance with her latest effort "Judy's Turn To Cry." This one is catching big airplay from all big disk jockeys right round Australia. . . . Philips is also out with an album by Lesley Gore.

Australian Record Company is in the middle of a great run with singles. Heavy sales action is reported on "Hopeless" (Andy Williams); "Blowin' In The Wind" (Peter, Paul & Mary); "Get Him" (The Exciters); "Green Green" (The New Christy Minstrels); "Days Of Wine And Roses" (Andy Williams); "Be Careful Of Stones That You Throw" (Dion); "Blue On Blue" (Bobby Vinton); "On Top Of Spaghetti" (Tom Glazer); "Ring Of Fire" (Johnny Cash) and "True Love" by Gene Pitney. This is one of the most solid batches of singles that any company has had in a long, long while.

The Universal Record Club was launched recently from headquarters in Sydney. In a heavy press advertising campaign they have offered a selection of albums (mono and stereo) at \$1 each—which is far less than half price for comparable albums at retail level. Included in the range are "Sealed With A Kiss" by Brian Hyland; "Memories" by Buddy Holly; "The Genius Hits The Road" by Ray Charles; "Hope In Russia And One Other Place" by Bob Hope; "This Is Brenda" by Brenda Lee; "Alone" by Dion and many others by prominent name artists. Many of the leading dealers are deeply concerned over the traffic they are losing to clubs—especially now that club activity is becoming more intense as the clubs compete with each other. Dealers are trying to sell albums by artists such as Brenda Lee, Ray Charles, Dion etc. for better than 50% each while club sets by these artists are available for just 20%. . . this certainly constitutes a problem for dealers and record companies.

Following the local sales success of the Kyu Sakamoto version of "Sukiyaki" in Japanese, Festival Records have released a Japanese rendition of "Click Go The Shears" (the famous Australian folk song) by Peggy Hyama who was in Australia some time back for club and television appearances. Miss Hyama's record of "Click Go The Shears" could make the grade here if present airplay is any indication.

Johnny Fryer, star disk jockey with Radio Station 6IX in Perth (Western Australia), decided recently to run a telephone poll during one of his Sunday afternoon programs to discover who was the most popular artist in Perth out of Elvis Presley, Cliff Richard and Johnny O'Keefe. Over 1,300 calls were registered with the station and Johnny Fryer reports that local lad Johnny O'Keefe won by a small margin from Elvis Presley with Cliff Richard in third place. Johnny O'Keefe won the 6IX Golden Microphone Award last year.

Festival Records has issued a single by Lucky Starr who is now reported to be working night clubs in the United States. The newie couples "Mule Skinner Blues" with "Rat Race." Another fine production from Festival is the Rob E.G. release of "55 Days At Peking" which should prove to be a worthy successor to "Jezebel."

After a long wait and many disk jockey requests, RCA have finally released the "gospel" record of Amanda Ambrose with "This Little Light Of Mine." Some dealers report a certain amount of consumer demand for the disk so it must stand a chance of enjoying chart action in the future.

Dorothy Baker's first English recorded single for the Parlophone label has now been released in Australia by E.M.I. The "A" side is "Try Being Nice To Me" c/w "A Little Like Lovin'". Airplay is very strong indeed especially for the top side and Dorothy could easily click big with this her first single since she arrived in London some months ago.

Australia's Best Sellers

1. *Move Baby Move (Johnny O'Keefe—Leedon) D. Davis & Co.
2. I Love You Because (Al Martino—Capitol) Acuff-Rose
3. It's My Party (Lesley Gore—Philips) Aaron Schroeder
4. How Do You Do It (Gerry & The Pacemakers—HMV) Leeds Music
5. Tamoure (Bill Justis—Philips)
6. Devil In Disguise (Elvis Presley—RCA) Belinda Music
7. Sukiyaki (Kyu Sakamoto—HMV) Castle Music
8. Those Lazy Hazy Crazy Days Of Summer (Nat King Cole—Capitol) Comet Music
9. I Like It (Gerry & The Pacemakers—HMV) Leeds Music
10. (I Love You) Don't Forget It (Perry Como—RCA) Wallaby Music

Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1.	1	8	From Me To You—The Beatles. (Parlophone)
2.	3	8	Two Kinds Of Teardrops—Del Shannon. (London)
3.	4	11	If You Wanna' Be Happy—Jimmy Soul. (S.P.Q.R./"Hataklit")
4.	6	8	Puff (The Magic Dragon)—Dan Gaynes. (Teen/"Hataklit")
5.	2	15	Young Lovers—Paul & Paula. (Phillips/"Hed Arzi")
6.	7	11	55 Days At Peking—The Brothers Four. (Columbia)
7.	8	7	Soulville—Dinah Washington. (Roulette)
8.	9	4	It's My Party—Lesley Gore. (Mercury/"Hed Arzi")
9.	5	11	Take These Chains From My Heart—Ray Charles. (Arton)
10.	14	2	Hello Stranger—Barbara Lewis. (Atlantic)
11.	12	9	Another Saturday Night—Sam Cooke. (R.C.A.)
12.	15	3	The Last Leaf—The Cascades. (Valliant)
13.	16	2	Easier Said Than Done—The Essex. (Roulette)
14.	10	8	Let's Go Steady Again—Neil Sedaka. (R.C.A.)
15.	13	4	Birdland—Chubby Checker. (Parkway)
16.	18	3	Hello Jim—Paul Anka. (R.C.A.)
17.	20	1	I'm Savin' My Love—Skeeter Davis. (R.C.A.)
18.	—	1	Not Me—The Orlons. (Cameo)
19.	19	2	First Quarrel—Paul & Paula. (Phillips/"Hed Arzi")
20.	11	13	Two Faces Have I—Lou Christie. (Roulette/"Hataklit")



JAPAN

The rainy season is almost over and the quiet time for the music business seems to be starting here too, except for stage performances. Foreign artists now (as of July 17) in Japan making performances are: Cannonball Adderley Sextet and singers Tony Harper, Marcel Amond, Billy Ward and his Dominos, Louau Hawaiians, Habana Cuban Boys, etc.

While, Kyu Sakamoto (Toshiba), singer of "Sukiyaki," is visiting America on August 20, invited by Glenn E. Wallichs, chairman of the board of Capitol, to offer thanks for the smash in America "Sukiyaki." During this time, he will preview the tour performance there planned for this Autumn, and Kyu may appear on some TV programs.

I. George left for New York via Hawaii, where he will sing at the Royal Hawaiian Hotel for a week. This is the final prearrangement for his recital at Carnegie Hall, scheduled for this Autumn.

The Sonny Rollins Quartet, with singer Bette Carter, starts its performance in Japan at Sankei Hall, Tokyo, on September 20, according to promoter Art Friend Association.

Marine Sai, Hawaiian songstress, arriving here July 29, to stay for a couple of weeks. During this time she will appear at the Club Lee in Tokyo for six days and sing at several places in the Kansai district.

The George Luis Dixieland All Stars are arriving here, for three months of performances, starting August 21 at Koseinenkin Hall, Tokyo, according to promoter K. K. Production.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	Title
1.	(1)	Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Michiyo Azusa & Yasuo Tanabe (King); Elaine & Derek (Pye); —Sub-Publisher/Shinko
2.	(3)	I'll Follow Him—Rosemary Clooney (Reprise); Betty Curtis (CDG); Georgia Gibbs (Epic); Little Peggy March (RCA); —Sub-Publisher/Suiseisha
3.	(2)	Follow The Boys—Connie Francis (MGM); Mieko Hirota (Toshiba); Bonnie Iida (Columbia); Michiyo Azusa (King); Hiroko Ono (Victor); Clebanoff (Philips); —Sub-Publisher/Shinko
4.	(5)	Go-Kart Twist—Gianni Morandi (Victor); Michi Aoyama (Polydor); Nana Kinomi (King); —Sub-Publisher/Yamaha
5.	(—)	L'isola di Arturo—Elio Bruno e la sua Orchestra (Victor)—Sub-Publisher/
6.	(8)	Douce Violence—Johnny Holiday (Philips); Masaaki Hirao (Victor); —Sub-Publisher/Shinko
7.	(4)	Beach Time—Rodger Smith (Warner Bros.); Makiko Hata (Toshiba); Aiko Ito (Victor); Isao Sasaki (Columbia); —Sub-Publisher/Shinko
8.	(—)	Summer Holiday—Cliff Richard (Odeon); Pair Seunk (Toshiba); Yoshio Kimoto (King); —Sub-Publisher/Aberbach
9.	(9)	Young Lovers—Paul and Paula (Philips); —Sub-Publisher/Toshiba
10.	(—)	Tonight's My Night—Connie Francis (MGM); Bonny Ida (Columbia); Mieko Hirota (Toshiba); —Sub-Publisher/Shinko

LP BEST SELLER

This Week	Last Week	Title
1.	(1)	Connie Francis—Follow The Boys—MGM
2.	(3)	All Star Festival—U.N.
3.	(2)	Spain—Stanley Black—London
4.	(4)	Sinatra-Basie—Reprise
5.	(—)	Connie Francis Italian Hits—Connie Francis—MGM

LOCAL

This Week	Last Week	Title
1.	(2)	Shimasodachi—Yukiji Asaoka (Toshiba)
2.	(4)	Koi No Vacance—The Peanuts (King)
3.	(1)	Shussekaido—Midori Hatakeyama (Columbia)
4.	(5)	Ueo Muite Aurko (Sukiyaki)—Q. Sakamoto (Toshiba)
5.	(6)	Maikohan—Yukio Hashi (Victor)
6.	(8)	Wakai Tokyo No Yaneno Shita—Y. Hashi & S. Yoshinaga (Victor)
7.	(10)	Tokyo Guitar—Yukio Hashi (Victor)
8.	(3)	Akai Hankachi—Yujiro Ishihara (Teichiku)
9.	(9)	Wakai Kimi Wakai Boku—Kiyohiko Matsunaga (Toshiba)
10.	(—)	Miagate Goran Yoru No Hoshi—Kyu Sakamoto (Toshiba)

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

FERMATA
The World's Leading Publishers
of
BOSSA NOVA
Enrique Lebendiger
Avenida Ipiranga 1123
Sao Paulo, Brazil
M. S. Brenner
San Martin 640
Buenos Aires, Arg.

Nöjet

... With its' English column ...
always keeps you up to date
with show biz in

Scandinavia

For subscriptions or advertising,
write to

TIDNINGEN HÖGA NÖJET

Stockholm 49

Sweden



SCANDINAVIA



ITALY

DENMARK

SGA (Danish EMI) has released the Capitol recording of "Sukiyaki" with Kyu Sakamoto. Danish publisher is Imudico A/S, and everybody expects a lot from this release. There are Danish recordings coming soon.

HNF (Hede Nielsen's Fabrikker A/S), handling RCA Victor here, released "(You're The) Devil In Disguise" with Elvis Presley last Friday. It is expected to be a top seller from the very first start, judging from all the orders the company had in advance.

Swiss nightingale Lys Assia, now at Kystens Perle, the famous summer restaurant near Copenhagen, where she is doing very good, had troubles with a thief who stole her bag. In ads in local dailies she offered him to keep the money but return some papers of vital interest only to Miss Assia.

Tivoli will present Sarah Vaughan in August. When Chubby Checker comes to Sweden in August also, Danish show biz agencies are interested in bringing him to Denmark, Cash Box has learned.

FINLAND

Umberto Marcato, the Philips recording artist, is now touring Finland, where he is very popular. During his stay, he will record two Finnish titles, one of them being "Harhakuva," called "Questa Sera Amore" in Italian.

"Blame It On The Bossa Nova" with Eydie Gorme on CBS was voted number one in the popular radio program "Eight In The Top" the other day.

Osmo Ruuskanen of Oy Musiikki-Fazer-Musik AB reports to Cash Box that Johnny Forsell, local Decca recording artist has just recorded two local titles, "Torremolinos" and "Soraya." Taisto Tammi, also on Decca, is currently riding high on the charts with his "Tango Merellä" (Tango By The Sea).

Ragni Malmstén will represent Finland at the International Song Festival at Zopot in Poland.

NORWAY

Moving up to third place in the charts the second week after being released is Elvis Presley with "(You're The) Devil In Disguise" on RCA Victor. Also moving up this week is Ray Charles on Karusell with "Take These Chains From My Heart."

SWEDEN

Germany's number one top seller at this time, "Barcarole In Der Nacht" will be published in Scandinavia by Bens Music AB, Stig Anderson told Cash Box. Same publisher also handles another German song, "Parlez-vous Français," which has just been recorded by Bill Ramsey in Germany.

New on the charts this week is "Spel-Olles Gånglåt," an old typical Swedish folk song, but, of course, in a 'modernized' version recorded by Trio me' Bumba on Polydor. The other newcomer of the week is "Surfin' USA" with The Beach Boys on Capitol.

Finland's Best Sellers

1. Crying The Wind (Paul Anka/RCA Victor) Bens Music AB
 2. *Emma (The Sounds/Fontana) Oy Musiikki-Fazer-Musik AB
 3. Johnny Guitar (The Spotnicks/Karusell) Oy Musiikki-Fazer-Musik AB
 4. Hey Paula (Paul & Paula/Philips) Oy Musiikki-Fazer-Musik AB
 5. A Summer Holiday (Cliff Richard/Columbia) Gehrmans
 6. Tango d'Amore (Eino Grön/Scandia) Scandia Musiikki Oy
 7. *Kulkuri (The Wanderer) (The Sounds/Fontana) Oy Musiikki-Fazer-Musik AB
 8. *Tango merellä (Tango By The Sea) (Taisto Tammi/Decca) X-Sävel
 9. Tullalla Twist (The Scaffolds/HMV) Oy R E Westerlund AB
 10. Tuuli viedä saa (Crying The Wind) (Laila Halme/RCA Victor) Bens Music AB
- * Local copyright

Denmark's Best Sellers

- | | | | |
|-----|----|-----|--|
| 1. | 1. | 10. | Say Wonderful Things To Me (Sig dejlige ting til mej) (Ronnie Carroll/Philips—Poul Bundgaard/Tono) Imudico A/S |
| 2. | 2. | 10. | Sag mir wo die Blumen sind (Where Have All The Flowers Gone) (Marlene Dietrich/HMV) Mörks Musikforlag |
| 3. | 3. | 9. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB |
| 4. | 4. | 3. | Those Lazy Hazy Crazy Days Of Summer (En aerlig kaerlig saerlig herlig sommar) (Nat "King" Cole/Capitol—Gustav Winckler/Tono) Sweden Music |
| 5. | 6. | 4. | I Will Follow Him (Petula Clark/Vogue) No Publisher |
| 6. | 5. | 4. | Little Band Of Gold (James Gilreath/Sonet) Gehrmans |
| 7. | — | 2. | Atlantis (The Shadows/Columbia) Sweden Music AB |
| 8. | 7. | 3. | The End Of The World (Skeeter Davis/RCA Victor) Multitone A/S |
| 9. | — | 14. | Han skal i glas og ramme (Skip To My Lou) (Grethe Klitgaard/Tono) Sweden Music |
| 10. | — | 2. | Girls, Girls, Girls (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB |

Norway's Best Sellers

- | | | | |
|-----|----|-----|--|
| 1. | 1. | 9. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB |
| 2. | 2. | 7. | *De Tusen Sjøars Land (Ray Adams/Manu) Musikk-Huset A/S |
| 3. | — | 1. | (You're The) Devil In Disguise (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB |
| 4. | 4. | 4. | Atlantis (The Shadows/Columbia) Sweden Music AB |
| 5. | 5. | 20. | A Summer Holiday (Cliff Richard/Columbia) Musikk-Huset A/S |
| 6. | 9. | 2. | I Like It (Gerry & The Pacemakers/Columbia) Edition Lyche |
| 7. | 3. | 13. | Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB |
| 8. | 6. | 13. | Blame It On The Bossa Nova (Eydie Gorme/CBS) No Publisher |
| 9. | 8. | 14. | *Singel Og Sand (Olkabilamo/Philips) Edition Lyche |
| 10. | — | 1. | Take This Chains From My Heart (Ray Charles/Karusell) Acuff-Rose Scandia |

We wish to open our column this week with the list of the "Cantagiros" winners. At the top of the stars team (team A) we find Peppino Di Capri. Useless to say the great enthusiasm with which Mazzocchi, A/R Manager of Carisch, spoke of the victory of their talent. It is interesting to note that this was the first time Peppino took part in a contest.

Second of the team was Little Tony. The young artist of Durium has gotten good exposure on the record market bringing to the success, his last record "Se Insieme A Un Altro Ti Vedro'" (If I see you with another). Third on the list was the new star, winner of last year, Donatella Moretti, one of the numerous representatives of RCA's cast. But first in sales among the tunes presented to the "Cantagiros" is actually the new styled composition of Nico Fidenco "Se Mi Perderai" (If you lost me) which Nico launched during the contest, and with which he conquered the fourth place in the "stars" team.

But the most exciting surprise came from the second team, the team of the debutants, where Cantagiros served to confirm the good value of recent Nanni Ricordi discovery, Michele. The young artist recently pacted by RCA is entered in the "stars" group and very soon, we are sure, we will see him on the record stage too.

Cantagiros was big occasion for Durium to point out to all Italian public their new talents Isabella Jannetti, and Giancarlo Silvi. The two debutants gained respectively second and fourth place in team B.

CGD had the chance to place in third position the young talent Fantanicchio. Useless to talk about the enthusiastic welcome received by the last year winner Adriano Celentano who took part to the contest this year as star guest. He profited by his triumphal tour to present to his fans the new recruits of his "Clan," Don Backy (with his successful song entitled "Amico") and Claudia a young songstress who will soon record her first disk.

We wish to report some sad news: our friend, the top pop artist Gino Paoli (RCA) who has just confirmed his great talent presenting at Cantagiros his recent new tune "Sapore Di Sale" (Salt Flavour) injured himself with a firearm. Now he is waiting to be operated on in the Genoa's hospital. Fans and friends all over Italy are expecting he will promptly recover. Let's send to him our best wishes.

Outstanding news of the week concerning EMI Italiana, is the big promotional campaign they started with the title "Buone Vacanze" (Good Holidays). This is a special discount campaign involving twelve new releases. Among them we wish to point out the new waxing by Tony Renis "Bikini And Tamoure." The complete list includes:

- Donne Moi Ma Chance, by Richard Anthony
- Sei Qui Con Me, by Adamo
- I Can't Stop Loving You, by Ray Charles
- Heart, by Wayne Newton
- Tu Soltano Tu, by Bruno Martino
- Solo Un'Estate, by Nicola Arigliano
- Twist Sotto La Luna, by Prandelli
- Sherry, by Vasso Ovale
- Solo Nel Mondo, by Pino Donaggio
- Je T'Attends, by Gilbert Beaud
- Foot Tapper, by The Shadows
- and Lucky Lips by Cliff Richard

Every effort is done by EMI to promote such new recordings among the summer hits. This year we have on the market a very big competition for the summer hits to be with EMI we have completed the list of houses taking part in this promotional contest. The public now will be the fair umpire of this big battle in the record field, and we can only affirm that we will have a very "hot" season!

Italy's Best Sellers

This Week	Last Week	Weeks on Chart	
1.	2.	16.	Quelli Della Mia Eta': Francoise Hardy/Vogue, Catherine Spaak/Ricordi Published by Leonardi
2.	1.	7.	Il Cuore/Il Ballo Del Mattone: Rita Pavone/RCA Published by Messaggerie Musicali/Curci
3.	3.	12.	Grazie Prego Scusi/Il Tangaccio: Adriano Celentano/Clan Published by Italian Yank-Ariston-Ricordi
4.	4.	4.	Stessa Spiaggia Stesso Mare: Mina/Italdisc, Piero Focaccio/CGD Published by Southern
5.	6.	2.	Abbronzatissima: Edoardo Vianello/RCA Published by Leonardi
6.	5.	4.	A New Orleans: Adriano Celentano/Saar Published by Leonardi
7.	—	1.	Se Mi Perderai: Nico Fidenco/RCA Published by RCA Italiana
8.	—	1.	I Tuoi Capricci: Neil Sedaka/RCA Published by RCA Italiana
9.	8.	4.	Cuando Brilla La Luna: Los Marcellos Ferial/Durium Los Hermanos Rigual/RCA Published by Southern
10.	7.	18.	Baci (Things): Remo Germani/Saar Published by Aberbach

Sweden's Best Sellers

- | | | | |
|-----|----|-----|--|
| 1. | 1. | 7. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB |
| 2. | 4. | 2. | Little Band Of Gold (James Gilreath/Sonet) Gehrmans |
| 3. | 3. | 7. | I Will Follow Him (Little Peggy March/RCA Victor) No Publisher |
| 4. | — | 1. | I Like It (Gerry & The Pacemakers/Columbia) Sonora Musikforlags AB |
| 5. | 5. | 2. | Atlantis (The Shadows/Columbia) Sweden Music AB |
| 6. | — | 1. | *Spel-Olles gånglåt (Trio me' Bumba/Polydor) Nordiska Musikforlaget |
| 7. | 2. | 3. | Remember Diana (Paul Anka/RCA Victor) Bens Music AB |
| 8. | 8. | 10. | Rhythm Of The Rain (The Cascades/Warner Bros) Thore Ehrling Musik AB |
| 9. | — | 1. | Surfin' USA (The Beach Boys/Capitol) No Publisher |
| 10. | 7. | 13. | Amapola (The Spotnicks/Karusell) No Publisher |
- *Local copyright.



MEXICO

Since last week, the problem of musicians and the record manufacturers has been solved. The musicians received an increase in salary and everybody is recording again.

"Don't say nothing bad" and "Love makes the world go round" were recorded at Gamma Records in Spanish by Oscar Madrigal, who signed a contract to make six new pictures with producer Jesús Sotomayor. By this time, Oscar is finishing his second film, "La sombra de los hijos" (The shadow of the sons) in which he is acting with the popular singer and actress Angélica María.

Argentinian singer Palito Ortega who introduced in México by RCA Victor with his latest disk "La Media Novia" (The half bride), with Italian song "Non siamo piú insieme". Palito was known in México only as a composer of the song in México "La Despeinada" and now he is trying to get established as singer.

And speaking of "La Despeinada," the most popular version is the one recorded by Orfeon Records with The Hooligans. Now we have two more, one by the orchestra of Kay Perez on the same label and another one with Manolo Muñoz at Musart Records. And we know there are more coming.

Musart Records released under the Liberty banner the tunes "Venus" and "Lolita Ya, Ya" with the Ventures. Both of these songs were introduced in México some time ago by Santo and Johnny and Nelson Riddle respectively.

International Mexican composer Rubén Fuentes, gave his latest song "Incontenible" to the young singer Alberto Vázquez, who made the record for Musart Records. Alberto popularized earlier the Rubén composition "El Pecador" (The Sinner) in México, which also was made in English by Capital Records.

"Oye Corazón" and "Te encontré" were recorded at Orfeon Records by the still popular rock and roll group Los Rebeldes del Rock. This group is doing a theater season in the Mexican capital now.

Brazilian singer Agostinho Dos Santos is performing now at "Terrazza Cassino" with the group Los Impala. Agostinho sang before at "Señorial" and "La Fuente" night clubs and before leaving town he will make 6 videotapes.

Leticia Julián on RCA made a new version of Brenda Lee's creation "Emotion," recording on the other side a song composed by her sister Araceli called "Así tiene que ser" (So it has to be). This label also released Pete Nero the long play "Pianoforte."

Ricardo Carrión, one of the duet of the Carrión Bros., recorded at CBS as soloist the American song "Call on Me", and on the other side the Italian composition "Black Eyes and Blue Heaven". Chuck Anderson and his orchestra and the group Los Salvajes were on the back rounds.

Mario Freidberg from Disco Importadora, released in México on the Colpix label the music of the sound track from the picture "Lawrence of Arabia" which very soon will be performed in México.

The romantic trio Los Galantes recorded two new boleros at Orfeon Records with a special Spanish flavor. Those songs are "A pesar de todo" (in spite of everything) and "Cien puñales" (hundred knives).

Among the latest foreign records released by RCA are "I will follow him" with Little Peggy March and "Recuerdos de Ipacarai" and "No me mientas mas" recorded Spanish in Brazil by Neil Sedaka.

The new rhythm, "surfin" was recorded for the first time in México at Musart records by the new group Los Mabers. The songs were "Chica Cruel" (Cruel girl) and "Baja ya" (go down now).

RCA released the music from the picture "Hatari" by Henry Mancini, the most popular song from the album here in México is the "Baby Elephant Walk" which is played very often on many radio stations.

CBS Columbia released an album by German actress Marlene Dietrich named "Dietrich in Rio" before she left town to perform in the United States.

Mexico's Best Sellers

1. Despeinada—Los Hooligans (Orfeon). Manolo Muñoz (Musart) Kay Perez (Orfeon).
2. Llego Borracho El Borracho—Jose Alfredo Jiménez (RCA). Lala Gonzales "El Piporro" (Musart). Charro Abitia (Orfeon) Kay Perez (Orfeon). Gamboa Ceballos (RCA).
3. Enemigos—Sonora Santanera (CBS).
4. Media Vuelta—Jose Alfredo Jiménez (RCA). Daniel Ríolobos (RCA).
5. El Del Traje Negro—Olimpo Cárdenas (Orfeon).
6. De Mil Maneras—Sonora Santanera (CBS).
7. Mas Alla (Al Di La)—Emilio Pericoli (Warner Bros.). Luis Arcaraz (Musart). Marco Antonio Muñoz (RCA). Lucho Gatica (Musart). (EMMI).
8. Los Cañones De Navarrone (Guns of Navarrone)—Al Caiola (Gamma).
9. Celos De Ti (Jealous of You)—Enrique Guzmán (CBS).
10. Cosas (Things)—Oscar Madrigal (Gamma).

Buddy In Berlin



BERLIN—Buddy Kaye, lyricist and publisher of the international hit, "Speedy Gonzales," was in Berlin recently to visit publisher Peter Schaeffers. Pictured above are Buddy (left), Barbara Kist the publicity and promo chief for the pubbery and Schaeffers. A new Kaye tune, "Freckles," has been recorded by Heidi Bruhl for Philips.



GERMANY

Claus Ogerman, Germany's import to the USA arranging-wise, dropped us a line to tell us of his activities stateside. Claus wrote the arrangements and conducted the chart makers "It's My Party" and "Judy's Turn To Cry" by Leslie Gore and "More" for Kai Winding. Claus is also the original publisher of "Judy's Turn To Cry" and the flip side. Leslie's first LP also has been arranged and conducted by Claus and he publishes 4 sides in the LP including the English version of the smash German hit "Heisser Sand" (Hot Sand) which Mina sang for her first record here. The English title is "I Would." Claus also wrote 3 originals for the new Kai Winding album. Claus has also done recent dates with Damita Jo, Wayne Newton, Jimmy Smith, Mel Torme, Pat Thomas, Bill Evans, Benny Carter and many others. Smash Records' Joe Dowell who hit the number one position in the Cash Box Top 100 with "Wooden Heart" half in English and half in German, visited Munich recently and dropped by the CB office. Joe says that he's very anxious to do some sides in German exclusively for this market and Philips Records here seems to have nothing against it.

Hans Gerig writes that he's got plenty of hot singles for the summer months including new German goodies with Peter Alexander, Sacha Distel, Henri Salvador, Mina and Peter Kraus all on Polydor.

Philips Records reports that they are releasing and working on "No One" by Ray Charles. The firm has also signed the English Liverpool group "King Size" Taylor and the Dominoes to a contract. The group has been starring in Hamburg's "Star Club" where the "Liverpool Sound" was born. Philips has also done an LP from the "Star Club" featuring 4 of the bands playing there, and the firm will release 4 singles from the LP. Theo O. Seeger from Peer Music reports that the new Alice & Ellen Kessler have a new Scotch Twist waxing for Polydor.

Caterina Valente picked up a gold record for her participation in the "UNO All Star Festival" million selling LP. The disk sold 200,000 in Germany alone to top sales in all European countries. Philips distributed the platter.

Harry Tobias writes from California that he is readying some material for the German market. Harry had a million seller here with his "Sail Along Silvery Moon."

Teldec Records reports that the new Elvis Presley dinking of "You're A Devil In Disguise" is taking off like wildfire. The record is already the number 2 best seller for the firm.

German Vogue records is readying new production in German with international stars Jimmy Justice, Little Tony and Petula Clark for release soon.

Radio Luxemburg reports that Rex Gildo's German version of "Say Wonderful Things To Me" tops their hit parade closely followed by the million seller "Junge, Komm Bald Wieder" (Son, Come Home Soon) and Connie Francis' chart topper "Barcarole In Der Nacht."

Peter Meisel and Christian Bruhn recently recorded American hits "Don't Try To Fight It Baby" in German with Manuela for Teldec, and the new smash "Green, Green" with a new singer also for the same label.

Rolf Budde reports that the Hans Carste-Hans Bradtke smash hit "Those Lazy Hazy Crazy Days Of Summer" is doing fine saleswise with Nat King Cole and that a new German version with a new text has been released on Philips sung by Bully Buhlan. The new text is called "Polly Wolly Holiday." Peter Schaeffers reports that his music firm is swinging with a new Manos "Never On Sunday" Hadjidakis-Hans Bradtke number recorded in German by Nana Mouskouri for Philips and a new German number "Your Hand and My Hand" sung by Italian star Milva for Ariola. In addition the firm has new waxings swinging on the market by Jimmy Makulis from Greece and Anita Lindblom from Sweden in German. The publishing firm has also recorded 2 sides with Arthur Harris for Ariola here and Oriole has picked up the master for England.

Teldec Records is busy pushing Pat Boone with his English version of "Tie Me Kangaroo Down Sport" and his first German record, "Baby Oh Baby" (Don't Forbid Me).

Electrola Records reports that they have passed the 150,000 mark on sales of "Ich Will 'Nen Cowboy Als Mann" (I Want To Marry A Cowboy) sung by Denmark's Gitte which took first place at the German Pop Music Festival. The firm is readying a duet platter with teenage star Rex Gildo and Gitte, and are selling well with "Bueno Noite, Bambino" by Rocco Granada and "Mitzou" by Jacqueline Boyer from France.

That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	No. Weeks In Charts	Title
1.	1.	6.	*Barcarole In Der Nacht (Barcarole in the Night)—Connie Francis—MGM—Francon/Schneider
2.	2.	12.	Schuld War Nur Der Bossa Nova (Blame It On The Bossa Nova)—Manuela—Telefunken—Peter Meisel/Intro
3.	3.	6.	Zwei Blaue Vergissmeinnicht (Say Wonderful Things To Me)—Rex Gildo/Ronnie Carroll—Electrola/Fontana—Accord
4.	4.	11.	*7000 Rinder (7000 Cattle)—Peter Hinnen—Ariola—Peter Meisel/Maraton
5.	8.	2.	*Ich Wil 'Nen Cowboy Als Mann (I Want To Marry A Cowboy)—Gitte—Columbia—Minerva
6.	7.	2.	*Verliebt, Verlobt, Verheiratet (In Love, Engaged, Married)—Conny & Peter Alexander—Electrola/Polydor—Hans Gerig
7.	5.	6.	Kiss Me Quick—Elvis Presley/Udo Jurgens—RCA/Vogue—Aberbach
8.	6.	4.	*Ein Souvenir (A Souvenir)—Peter Kraus—Polydor—Montana
9.	—	1.	Bouna Noite (Good Night)—Rocco Granada—Columbia—Peter Meisel/Intro
10.	9.	13.	*Wenn Ich Ein Cowboy Waer (If I Was A Cowboy)—Martin Lauer—Polydor—Hans Gerig *Original German Copyright



CANADA

Plans for the first of what is hoped will turn into an annual series of Canadian country broadcasters' conventions are rapidly taking shape. Convention director Joe Forster of Hamilton's CHIQ-Radio told CB that numerous Canadian record companies had already assured their cooperation and participation in the event set for Toronto's King Edward Hotel, August 30th-31st. Several workshops, to include panel discussions on subjects of general interest to c&w broadcasters and those in closely related fields will be held the morning of the 31st. That afternoon will see a "meet the stars reception," with an opportunity for delegates to meet, tape interviews with, and Photograph such luminaries of the c&w wax world as Faron Young, Stonewall Jackson, Carl and Pearl Butler, Carl Smith, Billy Walker, Lefty Frizzell, Webb Pierce, Minnie Pearl, Bill Anderson and Skeeter Davis. There will also be a live show, spotlighting the talents of many of the aforementioned stars, that evening at Maple Leaf Gardens. Upwards of three hundred delegates are expected to register representing stations from coast to coast, as well as record companies, publishers, artists etc.

Promo man Paul Brown sends word from his Manhattan office that the new Colpix album by Charles K. L. Davis, his debut session for the label, is being well received by broadcasters across North America. Another set that Paul is getting a lot of favorable reaction to is the latest Capitol outing by Nancy Wilson, "Hollywood My Way." It's a strong follow up to her recent success, "Broadway My Way."

Harold Pounds, the Spartan man, is very happy over good results his firm is getting from a new flock of albums. A Reprise set featuring Jo Stafford is one of the best of the bunch. "Getting Sentimental Over Tommy Dorsey," is the title and it offers the lark at her best. Rosy Clooney's first Reprise album release is also included in the group. "Love" is the title and Rosemary also is little short of sensational in her set. Tremendous programming and good sales seem to be sure things for the new group of LP's from Spartan.

Dick Clark's Caravan Of Stars was an outstanding success on its Montreal stand (7/18). Especially well received was an Ottawa-based group, Bob Harrington and The Esquires. This could be a very hot record act.

One of the funnier radio promo bits this corner has noted in recent months was the CFPL-London claim that they, as a token of appreciation to their listeners' loyalty had arranged the recent solar eclipse.

Quality is singing the praises of the new outing by Freddy Cannon, "Everybody Monkey," which looks like it'll be a chart smasher from the first spin. Meanwhile, the Diane Ray side on Mercury, "Please Don't Talk To The Life-guard," is really taking hold. Bill Smithers told us that almost all stations, formats notwithstanding, are spinning the new singer's debut. Solid sellers for the Quality folks continue to be: "Surfin' Hootenanny" by Al Casey, "Not Me" by the Orlons and "Judy's Turn To Cry" by Lesley Gore. The second Gore waxing is doing well even though the company is still moving good quantities of her initial Mercury outing, "It's My Party." At the same time her debut album, named after the first single, is doing a land office business.

BMI Canada's Suzanne Martin is doing a big type job on Danny Coughlan's newie on Capitol, "I'm A Beach Boy." His recent debut on the label, it will be recalled, was a good sound called, "Janie." Coughlan penned both tunes himself.

Marty Hill, who continues to do well with his Brunswick debut, "The Lonely Man," will do two P.A.'s with CKOY-Ottawa spinner, Dean Hagopian and his band, the Staccatos, at an Ottawa area nightspot. Hill's deck has been picked to click by numerous Canadian stations and is showing well on several play sheets in Canada.

Basil Hurdon, Bobby Curtola's manager, drops a line from Edmonton advising that Bobby's new Tartan single and his third album for the label will be released simultaneously on or about (8/15). Release of the new record product will coincide with the young singer's eastern Canadian tour, getting underway (8/15) and continuing throughout September.

Some of the best Nashville recording we've heard in some time are the four sides recently cut in Music City by a young Ottawan, Vince Caron. He was immediately signed by RCA Victor, solely on the merit of the master tape. First two sides should be out early in August.

CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with a lulu. The winners of the most recent 'KY gimmick will visit Norway, Paris, Mexico, Peru, Poland, Naples and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are towns in the state of Maine, U.S.A. CKY listeners were asked to vote for the station's personality they would most like to have accompany them on this jaunt. The personality who gets the most votes will then select one entry from all voting in his favor and the deejay and winner will be off to Maine, all expenses paid. An entertaining itinerary has been laid out for the station including official receptions by civic officials in all of the towns, and an official greeting to be delivered on behalf of the State's Governor.

In the world of wax at CKY, Dennis Corrie reports that the station has been playing a Swedish record in Winnipeg. Request reaction has been so strong that the station has been forced to chart the disc at #44 on their play list. "Fryksdalsdansen" (and that's a mouth full for any deejay) by Rune Ofverman is the side in question, and Dennis reports a wild scramble on the part of various record outfits to obtain release rights for the disc in Canada and the U.S. It could be we have another Sukiyaka on our hands?

"Mama Don't Allow" by The Rooftop Singers on Vanguard is really off and running in most Canadian markets. Distributed by Musimart of Canada Ltd., from Montreal, the side will easily duplicate the success of previous releases by the outstanding trio.

Jim Schermer, one time American broadcaster and independent promotion man, tells CB he is about to establish a Canadian counterpart of the Record Guide. Schermer indicates he has had a good reception from Canadian record men he has approached with his scheme. He is based in Montreal.

Gilles Aubin and Keith Ashdown, London's men about merchandising attended the Liberty sales meeting in L.A. (7/20/21) at the Beverly Hilton. Keith will return to his Montreal office by way of the Canadian west, with stops at all London branches and distrib. Gilles will pause in Toronto on his way back to the wax wars.

Beautiful Millie Moriak is now the gal with the press releases from CHUM-Toronto. She tells us that the Toronto outlet recently invited its listeners to vote for their all time favorite singles. A list of 100 of these singles was then compiled from the more than 4,000 CHUM listeners who called. This Top 100 was featured over a thirty-six consecutive hour period by the station. Incidentally, the deck getting the most call was Shelly Fabares' "Johnny Angel." Millie points out an interesting fact. Most of the votes received went to 1961 and 1962 released singles. Only six of the votes received went back as far as 1957. Should be an interesting item for producers of "Oldie But Goodie" sets. The bit with the oldies on CHUM was so well received, reports Millie, that the station will soon list the entire top 100 oldies on their weekly play sheet for a permanent record of the tunes for interested parties.



HOLLAND

One of the oldest record shops in our country, Oord-Haarlem celebrated its 50th anniversary on 15th July last with a press conference and cocktail bash for all relations in Bovema's Gramophonehouse-studio. A special jubilee-record featuring "50 years of gramophonerecords" was presented to all concerned. Among the many congratulations was one from EMI-England.

Dick Dale, now a real big hit in Bovema's Capitol-repertoire, was featured on Dutch TV, singing his successful "Misirlou" recently. Furthermore Dick Dale had an interview on one of the "Teenager Muziek Express"—shows of Radio Veronica.

Bovema's Warner Bros. label this week released "Flee Market Melody" by Lucky Pierre, his Paris Playboys and Some of The Girls.

The untimely death of the Dutch tenorsinger Hans Kaart caused Bovema's His Mater's Voice-label to plan a reissue of his "Ora e per sempre addio"—recording with his wife Caroline Raatt.

Bovema's Columbia-labelmanager told Cash Box, that Cliff Richard's "Lucky Lips" is now one of the best selling records in the country. Furthermore Columbia-Holland is busy promoting singer Buddy Greco by an extended repertoire.

Current hits on Bovema's Liberty-release list are Jan & Dean's "Surf City," Bobby Vee's "Be True to Yourself" and The Ventures' version of "Memphis," the latter being linked with "The Ninth Wave" for Holland especially.

Bovema's Imperial-label will soon release a special EP-recording entitled "An International Program with Imca Marina." Imca will be heard in Malayan, English, German and Dutch songs. Another big hit will be Shirley's "Cimeroni" and a Dutch version of "If You Wanna Be Happy" by rocksinger Elias Glas.

The legendary, though very living "Red Hot Mama" Sophie Tucker sings "I'm having more fun since I'm sixty" as one of the splendid cararet-songs in her new album for Mercury. Witty, warmhearted Miss Tucker has always been very popular in Holland, so that the release of this new album could do well, the more since this spicy collection holds some of Sophie's finest "You can't deep freeze a red hot mama" and it sounds very true.

Dutch Fontana-artist Anita Berry, recently married but not refraining from the seducing call of show-business yet, recorded a fine Dutch rendition of German song "Wer in deine Augen sieht." Coupling is "In de branding van de zee."

Top Starday-artist Cowboy Copas ("Country Entertainer No. 1") enjoys his many friends in Holland with a new Album, released here on the London label. The Copas-collection contains such country-gems as Tubb's "Big fool of the year," "Wolverton Mountain" and "Silver threads and golden needles." Big surprise is Copas' own ballad "of Frank Clement," with Copas doing a fine piece of guitar-work as well. John Ros, Dutch label-manager of Decca and London, could inform us that more Starday-LPs will be released in Holland soon, among them the "Hall of Fame" LPs.

The wide-screen movie spectacle "Flying Clipper" will have its Dutch premiere soon. Although not visible in the film, the gorgeous songstress Katyna Ranieri takes part with several vocals. Two of them: "Wherever You May go" and "Have Faith" were released on a Decca-debut in Holland with two linguistic Katyna Ranieri has made her Decca-debut in Holland with two American songs. Choir is of Rudolf Lamy's, Orchestra conducted by Ranieri's husband, Riz Ortolani.

Brook Benton's fast climbing "My True Confession" for Mercury has been released by L.C. Phonogram in the coupling with "Tender Years." Also rush-released was US-hit "Wipe Out" by The Surfaris on the London label.

In the Netherlands big success is predicted for Elivs Presley, whose "Devil in Disguise" is making rapid progress for the top position. The Torero's is the name of a new group of top artists, which have been put together from several combo's. With their first RCA single "Surfside" they proved that also in the Netherlands "Surf" is bound to become very popular. Jerry Dean and His Partners recently cut for RCA a real cozy record of "Those hazy, lazy, crazy days of summer." An RCA EP, which will be to the liking of especially those who have known Indonesia before the delegation, is Ben Snijder's "Sawah," a record with songs from the East Indies. A rising star in Holland is at the moment the Italian girl Rita Pavone, who with her latest release on RCA "Il ballo del mattone" and "Cuore" reaps lots of success. Perry Como too with "(I love you) Don't you Forget It" is reaching for the top.

Holland's Best Sellers

This Week	Last Week	Title
1.	(1)	Cimeroni/Das Leben Kann Schön Sein (Anneke Grönloh/Philips).
2.	(2)	Lucky Lips (Cliff Richard/Columbia) (Belinda/Amsterdam).
3.	(3)	Buona Notte Bambino (Rocco Granata/C.N.R.) (Uitgeverij J. Portengen/Haarlem).
4.	(5)	Ritme Van De Regen (Rhythm Of The Rain)/Voor Sonja Doe Ik alles (Rob De Nijjas/Decca) (Chappell/Amsterdam., Benelux Music/Weert).
5.	(4)	Wini-Wini (Die Tahiti Tamourés/Polydor) Uitgeverij J. Portengen/Haarlem).
6.	(7)	There Goes My Heart Again (Fats Domino/A.B.C. Paramount).
7.	(8)	Ik Heb Eerbied Voor Jouw Grijze Haren (Gert Timmerman/Telefunken) (World Music/Brussels).
8.	(6)	Blume Von Tahiti (Gert Timmerman/Telefunken) Holland Music/Amsterdam).
9.	(9)	Oh, Donna Clara (Die Regento Stars/Tivoli) (Les Ed. Int. Bas-art/Amsterdam).
10.	(10)	Junge Komm Bald Wieder (Freddy/Polydor) Editions Altona/Amsterdam).

CANADA (Continued)

Paul White, Capitol's man about promotion, is busily introducing Billy J. Kramer to the trade. His debut outing on Capitol in Canada is creating quite a stir with spinners from coast to coast. "Do You Want To Know A Secret" seems to be the action side.

Max Zimmerman, genial bossman of Mackay Distributors (London) in Toronto is very happy about the recent success enjoyed by a new group called the Gas Light Singers on the American TV'er, "Talent Scouts." His pleasure is to a great extent, personal, in that one member of the group is his son, Earl. The group was introduced on the show by Carol Channing.

Newcomers to the Mackay staff are charming Lori Bruner and Spencer Berg. Both have been active on the Toronto record scene for some time and the trade wishes them well in their new positions.



ARGENTINA

The July 13 Discos CBS (Formerly Columbia) offered a party to the press and deejays celebrating the 10th Anniversary of the foundation of the Argentine branch of Columbia. Also present at the meet were CBS artists Los Trovadores del Norte, Julio Sosa and Ricardo Roda. Juan Truden, CBS' topper, reported about his trip to the US, started two days later.

Music Hall is preparing two special editions for tango music lovers, with waxings made by Agustin Magaldi and Carlos Di Sarli, big tango names that disappeared some time ago. The titles will be "Magaldi Sang This Way" and "Di Sarli For Ever." Carlos Vega Pereda, MH folk artist, is finishing his new LP with twelve tunes written by the late Buenaventura Luna, while Julio Molina Cabral has cut "Rio Manso," the newest Cholo Aguirre production. On the international side, Music Hall is releasing "Sinatra-Basie (Reprise) and "La Bella Lola" (Hispanvox).

News from Odeon: The label is cashing in with the success of Mariano Mores' "Frente Al Mar" and is releasing the tune as main title of a Double 33 by Mores; other releases are "Mr. Bassman" by Jan and Dean (Liberty), "Fuera Pena" by tropical songster Pepe Reyes, a new album by Chilean artist Silvia Infantas and Los Baqueanos, another one by Cliff Richard and The Shadows, and two selection albums with tango music by orchestras like Osvaldo Pugliese, Florindo Sassone and Jose Basso.

Francisco Tortone of Discos Serenata reports about arrangements made by his diskery with foreign companies for release of Serenata products in other countries. Up to now, it is represented by Som Ind. Comercio of Sao Paulo, Brazil, Antar of Montevideo, Uruguay; Fabrica Venezolana de Discos of Caracas, Venezuela; RCA Española of Spain; Emporio Musical of Ecuador; Discos Silver of Medellin, Columbia and Ediciones CAPAIT of Santiago de Chile.

Alberto Martinez of Edami Publishers informs about local products controlled by his diskery to be recorded by Miguel Calo for release in the U.S.: "Carte para Rene," penned by Marbil and Sucher, and "Que Falta que me Haces," written by Silva, Ponier and Calo. Edami has also a good part in Anibal Troilo's recent waxing "Troilo for Export."

Rodriguez Luque of Disc Jockey reports about the release of a new album cut in Brazil by Luis Bordon, and titled "Nostalgias del Paraguay." DJ has already three other Bordon LP's, with very good results. Other interesting outings are "Hawaii Tatoo" by The Waikikis, and a Double 33 with four San Remo tunes by Ennio Sangiusto.

Julio Korn publishers working on "Big Girls Don't Cry," the U.S. hit. The Spanish lyrics of this tune have been already prepared. Other items are "La Media Medalla," cut by Lalo Fransen on RCA, "Twist en Amor," penned by Nicky Jones, and "Mentirosa," the latest Santos Lipesker production. Julio Korn has arranged the release of its "Latino" record label in Chile: this will be done by Camilo Fernandez' "Demon" diskery.

More from CBS: the "Quinteto Real" group has been formed again, and has started new recordings for the label. Another CBS artist, Roberto Yanes, is appearing on Radio Belgrano: his latest effort is "La Vida Continua," a Brazilian song in Spanish version.

Producciones Fermata reports the inking of the winners of the recent Tango and Folk Music Festival, held at the Luna Park Stadium after a six month selection covering all the nation. This may mean the start of Fermata's local waxings, since up to now it has been releasing recordings made by the labels it represents.

Jorge Esperon of Tonodisc informs that his label is releasing two more Kapp records: "Fly Me to the Moon Bossa Nova" by Joe Harnell, and "Debussy" by pianist Daniel Ericourt. There is also a new single by Johnny Cymbal: "Ruby."

Fermata Publishers still at work with "No es Nada," the newest Palito Ortega chart rider, and "Joven Joven," Italian hit in Spanish version. The latter has been cut by recently launched songstress Blanquita Silvan, whose first record is now under promotion.

Argentina's Best Sellers

1. **Guarda Come Dondolo** (Mira como me Balanceo) (Alfa-Fermata) Edoardo Vianello (RCA); Juan Ramon (Disc Jockey); Tony Vilar (CBS); Jolly Land (RCA); Los Azzurros (Music Hall); Poky Evans (Odeon Pops)
 2. **Blame It On The Bossa Nova** (Aldon-Fermata) Eydie Gorme, Enrique Guzman (CBS); Lawrence Welk (Music Hall); Juan Ramon (Disc Jockey); Richard Anthony, Romana Farres (Odeon Pops)
 3. **Oye Niña** (Let's Dance) (Meridian-Fermata) Enrique Guzman (CBS)
 4. **Remember Diana** (Spanka-Fermata) Paul Anka (RCA)
 5. **No Es Nada** (Fermata) Palito Ortega (RCA)
 6. **Puente Pexoa** (Lagos) Los Trovadores del Norte (CBS); Ramona Galarza, Enrique Rodriguez, Transito Cocomarola, Carlinhos (Odeon); Los Quilla Huasi, Horacio Guarini (Philips); Antonio Tormo, Esteban de los Santos (Disc Jockey); Farias Cabanillas, Miguel Codaglio (RCA)
 7. **Frente Al Mar** (Neumann) Mariano Mores, Hector Maure, Argentino Ledesma (Odeon); Anibal Troilo, Juan D'Arienzo (RCA); Jose Basso (Music Hall); Enrique Dumas (Philips)
 8. **Vacaciones En Hawaii** (Pending) Waldir Acevedo (Disc Jockey); Milo (CBS)
 9. **La Tierra** (Chariot) (I Will Follow Him) Little Peggy March (RCA); Joe Sentieri (CBS)
 10. **Amor** (Love) (Spanka-Fermata) Paul Anka (RCA); Rocky Pontoni (Music Hall)
 11. **La Mantequilla** (Pending) Los Locos del Ritmo (CBS)
 12. **El Partido De Futbol** (Fermata) Los Tres Sudamericanos (CBS); Cocky Mazetti (Fermata)
 13. **Warm Kisses** (Pending) Brian Hyland (Ariel)
 14. **Coqueta** (Korn) Johnny Tedesco (RCA)
 15. **El Pescador** (Korn) Los Wawanco (Odeon Pops)
- *Local products



BRAZIL

Francisco Carlos, former Victor artist, recorded his first LP for Chantecler, entitled "Francisco Carlos International" (The International Francisco Carlos), reading some Brazilian and foreign hits. At the same time this label released four other albums, which are the following: "Teu Adeus" (Your Good-Bye) with the songstress Martha Mendonça. Among the songs selected for this album is the Samba Em Preludio, the smash hit composed by Baden Powell and Cinicius de Moraes; "J.A.—Un Novo Idolo" (J.A. A New Idol), featuring a new singer, named José Augusto. In his album, José Augusto is accompanied by Francisco Moraes and His Orchestra, Elcio Alvarez and His Orchestra and Miranda and his rhythm group; "Sucessos E Balanco" (Hits and Balance) with Wilson Miranda, a very popular teenage singer. Wilson frequently appears in our charts singing songs specially directed at the younger generation. In this album, he dedicated one side to the bossa nova. The following bands merit special mention: Zelao, Influencia Do Jazz and Insensatez; "Música E Bom Humor" (Music and Good Humour), LP that marks the return of an old favorite of the public: Manezinho Araujo. Eight years of complete absence of his artistic activities, made Manezinho almost forgotten, but this album, certainly, will give him the opportunity to regain his popularity.

Odeon (Brazilian E.M.I.) pressed this week an album with Oscar Ferreira, a sort of Brazilian Sammy Davis Jr., a fellow who has an enormous ability to imitate other singers. He imitates not only Brazilian artists, but including some American stars, such as Neil Sedaka, Ray Charles, Billy Eckstine, Nat King Cole and Johnny Mathis. The title of the LP is "As 1001 Vozes De Oscar Ferreira" (The thousand and one voices of Oscar Ferreira) and besides his imitations of the above mentioned American singers, he does the imitation of the following Brazilian popular songsters: Cauby Peixoto, Roberto Luna, Dick Farney, Lucio Alves, Carlos José, Miltinho and Carlos José. To complete the LP he sings in the style of the Spanish singer Gregorio Barrios and three songs with his own voice, which, incidentally, is very good.

Odeon Records is back again with a fine large collection of Records for July-August release. We liked very much the new LP waxed by the "old-young" Isaura Garcia, named Sambas Da Madrugada (Sambas of Early Morning). Very good arrangements and score plus the wonderful voice of Isaura Garcia. The other records are: Nao Te Esqueças De Mim (Don't Forget Me) with Tony Campello a teenage singer this is very popular here; Perere and Pinguinha, two native singers; 101 Cordas—Alma De Hespanha (Soul of Spain, with 101 strings); Richard Anthony and His Orchestra; Nino Impallomeni in World's Hits (Nino is a famous Italian trumpet player); Jones Quartet in Jonah Trumps Again.

Twelve double compact with: Elsa Soares; Conjunto Alvorada; Normando; Tres Cobras Do Violao; Marco Antonio; Angelo Reale; Johnny Thunder; Maria Teresa Marques; Maria De Lourdes Resende; Gian Costello; Goerges Jouvin and "Brasil Again Basket-Ball World Champion."

Ten Single Compacts with: Trio Esperança; Moreira Da Silva; Anisio Silva; Wilson Simonal; Ralf Bendix; Gilbert Becaud; Bobby Darin; Al Martino; Beach Boys; The Four Saints. And finally Five 78 r.p.m.'s with: Betty Barbosa; Dalva De Oliveira; Dalva De Andrade; Anisio Silva and Irmãs Souza.

Bossa Nova is still very successful in Europe. Many exponents of the new rhythm have already gone to France, Italy, Portugal etc.—Now, another Brazilian teenage singer goes to Europe: Pery Ribeiro. Carlinhos Mafazzoli, accordion player also with a big contract for playing in the famous Estoril Cassino in Portugal. There's something very good for us.

Brazil's Best Sellers

1. ***Tudo De Mim**—Altamar Dutra (Odeon); Moacyr Franco (Copacabana); Rosana Toledo (RGE) (Published by Vitale)
 2. ***Sonhar Contigo**—Adilson Ramos (RCA)
 3. **Apache**—The Jet Black's (Chantecler); Mario Gennari Filho (Odeon) (Published by Fermata)
 4. ***Esta Noite Eu Queria Que O Mundo Acabasse**—Silvinho (Philips)
 5. **Afrikaan Beat**—Bert Kaempfert (Polydor); Orquestra Brasileira de Espectáculos (CBS); Mario Gennari Filho (Odeon); Os 3 Tons (Polydor) (Published by Fermata)
 6. **Romance**—Francisco Petronio (Continental)
 7. **Irapuru**—Nilo Amaro e Seus Cantores de Ebano (Odeon)
 8. **Making Believe**—Ray Charles (Polydor) (Published by Vitale)
 9. **Que Será De Ti**—Moacyr Franco (Copacabana); Trio Cristal (RGE) (Published by Fermata)
 10. **Al Di Lá**—Emilio Pericoli (Warner Bros.); Tony Dallara (Mocambo); Marco Aurelio (Copacabana); Uccio Gaeta (Odeon)
 11. ***O Problema Do Amor**—Carlos Gonzaga (RCA)
 12. ***Foi Assim**—Jamelao—(Continental)
 13. **Boogie Do Bebe** (Baby Sitting Boogie)—Tony Campello (Odeon); Ralf Bendix (Odeon) (Published by Vitale)
 14. ***Distancia**—Miltinho (RGE); Rosana Toledo (RGE)
 15. **Blame It On The Bossa Nova**—Eydie Gorme (CBS)
- *Brazilian Music

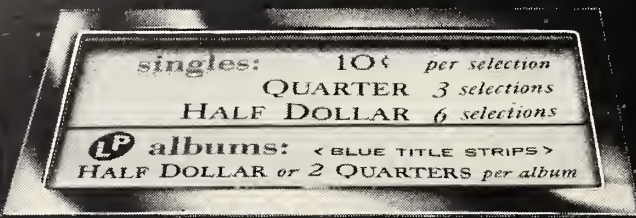
Brazil's Top Ten LP's

1. **'S Beat**—Ray Conniff (CBS)
 2. **Afrikaan Beat**—Bert Kaempfert (Polydor)
 3. ***Na Voz De Nelson Gonçalves**—Nelson Gonçalves (RCA)
 4. **Nico Fidenco**—Nico Fidenco (RCA)
 5. ***Eu . . . Miltinho**—Miltinho (RGE)
 6. **Show Docura**—Moacyr Franco (Copacabana)
 7. ***A Grande Revelacao**—Altamar Dutra (Odeon)
 8. ***Vozes Da Amazonia**—Johan Dalgas Frisch (Copacabana)
 9. ***Orgao . . . Samba . . . Percussao**—André Penazzi (Audio-Fidelity)
 10. **Peppino Di Capri**—Vol. No. 3—Peppino Di Capri (Odeon)
- *Brazilian Music

SUBSCRIPTION TO CASH BOX

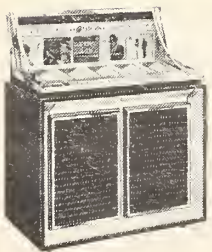
\$30 FIRST CLASS—\$45 AIR MAIL

1ST PRICING BREAKTHROUGH SINCE DIME PLAY: THE STEREO LITTLE LP FOR 50 CENTS



Never before has a half-dollar delivered so much tip-top entertainment...and so profitably for the operator. Each stereo Little LP equals a full side of a 12-inch stereo LP. And it's stereo not available on singles. Only the Little LP gives you 50¢ play really worth 50¢ to the public. On the revolutionary

SEEBURG
LP CONSOLE AND
STEREO CONSOLETTES



SEEBURG TOP-EARNING



LITTLE LP STEREO ALBUMS

These Seeburg Little LP 33 $\frac{1}{3}$ Albums are currently earning top grosses in Seeburg locations coast to coast.

STEREO at its best

Each of the Little LP Stereo Albums listed here has been selected solely for its top earning ability in Seeburg locations. All are available through your local Seeburg Distributor.

If you would like to get this weekly report in advance, by mail, write Seeburg, "Top-Earning 30," 1500 N. Dayton St., Chicago, Illinois -60622.

SEEBURG
MUSIC FOR PROFITABLE ENTERTAINMENT

POP VOCAL/INSTRUMENTAL

TONY BENNETT I Wanna Be Around	COLUMBIA
ROBERT GOULET Two of Us	COLUMBIA
TONY BENNETT Tony Bennett at Carnegie Hall	COLUMBIA
ANDY WILLIAMS Days of Wine and Roses	COLUMBIA
FRANK SINATRA The Great Years	CAPITOL
BRENDA LEE All Alone Am I	DECCA
ANDY WILLIAMS Moon River	COLUMBIA
CONNIE FRANCIS Country Music Connie Style	MGM
JERRY VALE I Have But One Heart	COLUMBIA
RUSS MORGAN Music in the Morgan Manner	EVEREST

JAZZ/RHYTHM & BLUES

RAY CHARLES Modern Sounds in Country and Western Music, Vol. I	ABC-PARAMOUNT
PETE FOUNTAIN Pete Fountain's Music from Dixie	CORAL
PETE FOUNTAIN Plenty of Pete	CORAL
STAN GETZ/CHARLIE BYRD Jazz Samba	VERVE
RAY CHARLES Modern Sounds in Country and Western Music, Vol. II	ABC-PARAMOUNT
BOBBY BLAND Here's the Man	DUKE
GLORIA LYNNE At the Las Vegas Thunderbird	EVEREST
JIMMY REED Just Jimmy Reed	VEE-JAY
JOHN COLTRANE Ballads	IMPULSE
JIMMY McGRUFF I've Got a Woman	SUE

FOLK/COUNTRY & WESTERN

KITTY WELLS Kitty's Choice	DECCA
EDDY ARNOLD Let's Make Memories Tonight	RCA VICTOR
RED FOLEY The Red Foley Show	DECCA
JIM REEVES A Touch of Velvet	RCA VICTOR
MARTY ROBBINS Devil Woman	COLUMBIA
PATSY CLINE Patsy Cline's Golden Hits	EVEREST
VARIOUS ARTISTS The Honest-to-Goodness Country Music Hits	RCA VICTOR
BURL IVES Funny Way of Laughin'	DECCA
FLOYD CRAMER I Remember Hank Williams	RCA VICTOR
FARON YOUNG This Is Faron	MERCURY



Editorial

The Quiet Of Summer Is Deceiving

The next time you're sitting idle during a hot week in July, pick up the phone and call a half dozen major coin machine outlets around the country. You won't be idle long. The excitement that comes from talking to some of the promoters in this business is contagious. We caught a bit of it last week after speaking with probably hundreds of coin machine people while preparing the final forms of what will more than likely be the most successful Coin Machine Directory ever published by *Cash Box*, or anyone else. We measure the success in terms of service to the trade and financial remuneration for our labors. It will be a very rewarding task from both points of view. Nothing succeeds like success.

The excitement we speak of can be summed up in the attitude of the manufacturers and distributors of equipment. Almost makes you want to go into the operating business come fall. That's when most of the plans will be unfolded, during September. A lot of the promotions will break at the MOA Convention, we are happy to report. The large majority of plans for fall equipment must remain confidential. But we can tell you that more than one new pool table line will be unveiled. Improvements on an exciting new gun will be incorporated in time for the small manufacturer to go nationally with sales plans.

A twist in the standard shuffle alley design could stimulate this area. More pool table supply houses will open. The movie-music machine picture is going to be more competitive. Some of the larger operators will start exporting machines. New innovations in background music will be introduced. Two so-called underdogs—one in the amusement machine business and one in the cigarette machine business—expect '63 to be the year they moved to the top, or nearer the top.

The record manufacturers will romance the juke box ops once again with specially recorded material. At least one European juke box manufacturer will try to invade the US market. A new candy machine will bring more coin machine operators into the field. And on it goes.

Too bad we can't give you the specifics. It's premature. But it's nice to know that behind the seemingly dull dog days, the minds of the promoters are at work. In September the industry will see what we're talking about. It's encouraging to know that the drop in collections in the neighborhood bar which comes about when the neighbors go away on vacation, will be offset by the excitement of something new in the fall.

In the meantime, it's good to know that everything possible is being done to keep this business moving ahead and don't let anyone tell you different.

Wurlitzer Names Royal Distributing For Central Ohio Trading Area

■ Territory Includes 40 Counties



BOB BEAR

NORTH TONAWANDA, N.Y. — Bob Bear, Sales Manager, The Wurlitzer Company, announced last week that the phonograph manufacturing firm has named Royal Distributing Company, Inc. as distributor of the Wurlitzer line in the forty counties which make up the Central Ohio trading area.

Royal's Columbus showrooms are located at 1112 North High Street. "Royal's sales and service outlet in Columbus is well-known to all of the operators in the area," said Bear upon making the announcement, "and we are mighty pleased to have this progressive distributing firm represent us in this fast-growing area."

Royal's office manager in Columbus — Paul Hott — and Dick Gilger, one of the firm's sales representatives have many years of experience selling and servicing the Wurlitzer phonograph. "They are real excited about going back on the Wurlitzer distributing sales team and we think this is a tribute to our fine product," said Bear.

Royal's Columbus parts department, according to Bear, is ably staffed by a crew of specialists who have established the outlet as the "Columbus Coin Machine Center," as it is identified on a hanging sign outside of the showroom. Bear said that proof of the slogan lies in the fact that the Royal firm represents "about all of the important manufacturers."

Hott and Gilger have invited all operators in the territory to visit them in the High Street showrooms.

Art Daddis New Kaye Sales Mgr.

■ Joins Pool Table Firm This Week



ART DADDIS

NEW YORK — Art Daddis, veteran coin machine sales representative, has joined the Irving Kaye Company as Sales Manager, it was announced last week. Daddis, former Rock-Ola regional representative, will start with the pool table manufacturing firm on August 1. Howard Kaye, former Kaye sales manager, will be upped to the position of Vice-President in charge of sales.

Daddis has thirty years of experience in the coin machine field and according to the firm's President, Irving Kaye, "he's a welcome addition to our fast-growing company."

Daddis spent thirteen years with AMI, two years with Wurlitzer, and two years with Rock-Ola, during his span in the industry.

He has been a sales representative in one of the above capacities since 1948, is very well-known and well-liked by the industry from coast to coast.

Kaye said that the Howard Kaye-Art Daddis team will endeavor to maintain and improve the firm's distributor-factory relationship. Daddis said that there has been increased demand for the pool table line both to the operator and the home market.

He added that the firm will exhibit at MOA and expects to offer visitors "some real surprises."

Canteen-Atlas Distrib Set-Up Remains As Is Following Re-Sale

CHICAGO — Following the sale-back of Atlas Music to Eddie Ginsburg, by Automatic Canteen Company last week, Jack Harper, Canteen prexy said that "Mr. Ginsburg has for some time expressed a desire to purchase the Atlas distributorship, and we are now very happy to report that we have reached a mutually satisfactory agreement."

"We look forward to many years of continued strong relationship between Atlas Music Co. and Rowe AC Services," Harper concluded.

Atlas Music will remain a franchised distributor for Rowe AC, handling the complete line of Rowe Celebrity vending machines, "AMI" phonographs and "Customusic" background music equipment.

Atlas is located at 2122 North Western Avenue, Chicago.

SFC Earnings At Peak

NEW YORK — Earnings of SFC Financial Corporation for the six-month period ended June 30, 1963 reached an all-time high, Theodore H. Silbert, president, announced.

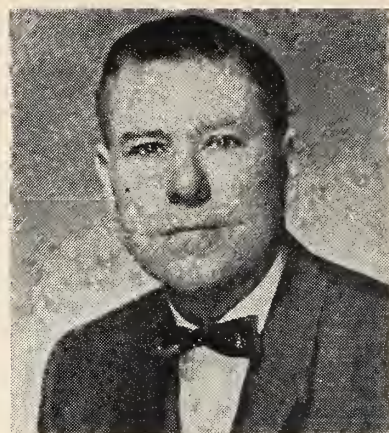
Net profits after taxes for the first half of 1963 totaled \$1,073,318, equal to 40¢ per common share compared with \$812,313 or 35¢ per common share in 1962. Per share earnings are based on 2,405,095 common shares outstanding at June 30, 1963 compared with 1,992,117 shares one year earlier. Earnings are before amortization charges of \$81,518 in both periods.

MOA Announces Amusement Machine Convention Exhibitors, Prepares A Code Of Ethics For Convention Approval

CHICAGO — "Our major consideration for the next six weeks is to plan and arrange to have an outstanding convention." So stated Lou Casola of Rockford, Illinois, General Chairman of the 1963 MOA convention after concluding a series of meetings in Chicago. Casola was accompanied by Les Montooth of Peoria, Bob Slifer, Executive Secretary of N.C.M.D.A. and Bob Blundred, MOA Managing Director.

"We are pleased over the number of exhibitors already requesting space. The following firms will be showing their wares: Williams Manufacturing Corporation, Jay Jay Polka Record Company, Chicago Dynamics Industries, Paul Bennett and Company, Cine-Box, Valley Sales Company, American Shuffleboard Co., Inc., Fischer Sales and Mfg. Co., J. H. Keeney and Co., Automatic Products Co., Bally Mfg. Co., Irving Kaye Co., Southland Engineering, Trans-World Airlines, Tape-Atheon Corp., Columbia Records, Frantz Corp., Midway Mfg., Forward Industries, Urban Industries, Star Title Strip Co., Logan Distributors, Wico Corp., Cash Box Publishing Co., Billboard Publishing Co., Music Vendor, Music Reporter, Rock-Ola, Wurlitzer, Seeburg, AMI, and United Mfg. Corp."

"Several other firms have indicated an interest in exhibiting, Casola continued. We are also grateful over the number of hotel reservations already coming into the Morrison Hotel. Based on these trends we expect to have the best convention in several years. We have been assured by some of the leading manufacturers that there will be new and startling equipment and models unveiled at this convention."

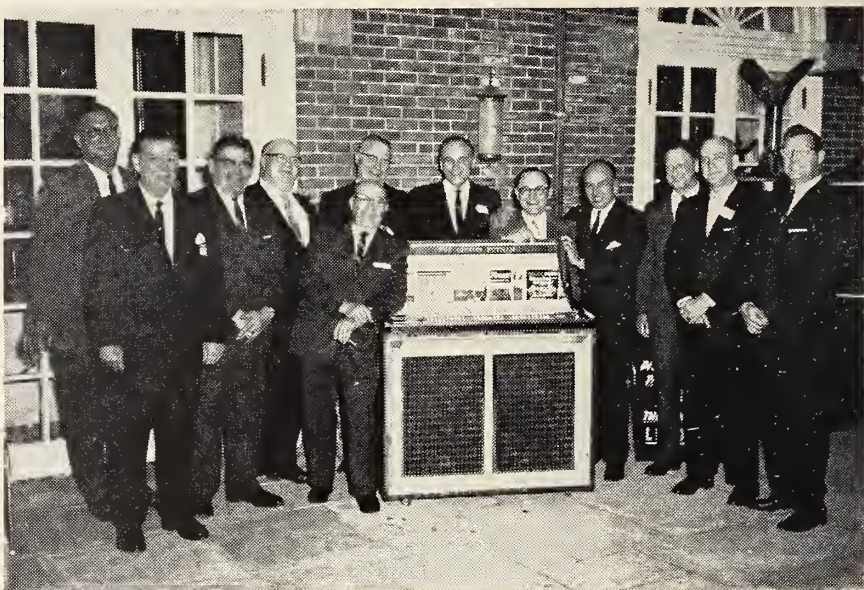


LOU CASOLA

This alone will be well worth the trip to Chicago."

The group also discussed several new convention registration matters that will make it easier for people to find each other during the show. Different colored badge inserts will be used for Operators, Distributors and Exhibitor personnel. Also, a board will be erected near the registration center for distributors to fasten their business cards to, indicating they have registered and their hospitality suite and room numbers.

A meeting of the Code of Ethics committee was held during Casola's visit to Chicago. The group revised the drafts of the document. The next step is to have a select group of local police officials review the draft of the Code for their reaction. The final draft will be ready for submission to the members for their consideration and approval at the convention.



RESTAURANT OFFICERS VIEW CONSOLE: The new Seeburg LP Console phonograph was demonstrated to members of the State Restaurant Liquor Dealers Association of New York at their annual Spring meeting held at the Gideon Putnam Hotel, Saratoga Springs, New York. Pictured left to right are Edward Sikes, meeting chairman; Joseph Mars, chairman of the board; Philip Tuzzolino, secretary; Anthony Clifford; Frank Corenti, coordinator; Fred Temming, state president; Chris Shagla, Sergeant-at-arms; Anthony Vicsiglio, secretary C. N. Y. Tavern Keepers Association; Leonard Friedlander, counsel and editor of R-L News; Stanley Marriott, treasurer of Monroe County Association, and John Clark of the Monroe County Association, and Paul LeCuyer, Eastern division salesmanager for Davis Distributing Corp., an exclusive Seeburg coin operated phonograph distributor.

Mar-Tab Enters Export Field

MIAMI — Mar-Tab Vending, Florida's largest multi-line, coin-operated vending machine firm, has announced creation of an export division.

The new service, part of Mar-Tab's continuing expansion program, is designed to accommodate markets in Central and South America as well as the Caribbean area, according to President Sol Tabb.

Mar-Tab, a division of Castlewood International Corporation, recently moved its 80-employee, 45-truck operation to new facilities at Sunshine

State Industrial Park here. Included are executive offices, showroom and plant—part of a modern, \$365,000 distribution complex.

"We expect to sell both new and used equipment through the export division," Tabb said, "but the emphasis will be on the latter. The items will range from games and music to candy, cigarettes and others."

The six-year-old firm presently services the area between West Palm Beach and Key West from its Sunshine State plant.

Rowe AC Names Garrison In Ariz.

CHICAGO—Garrison Sales Company, 1000 West Washington Street, Phoenix, Ariz., has been appointed a full-line distributor for Rowe AC Services, it was announced by Jack Harper, Rowe AC President.

Harper said Garrison will handle the complete line of Rowe vending equipment and phonographs for the entire state of Arizona. The firm formerly distributed only phonographs for Rowe AC.

Principals of Garrison are Stan Beasley and E. G. (Hap) Nowell.

Gilchrist Moves

TORONTO, CANADA—Officials of the Gilchrist Vending Limited firm, Rowe AC distributors in this section of Canada, have advised that the company has settled in its new address at 76 Densley Avenue, Toronto 15. New telephone number is 763-5216.

Southland's 'Speedway' Collections High

LOS ANGELES—Bud Lurie, vice president and director of sales for Southland Engineering Co., returned this week from a tour of major markets throughout the country with Southland's new game "Speedway."

According to Lurie the reception during the game by distributors and

operators was 'beyond all expectations.' Many locations around the country were reporting incomes of from \$100 to \$160 per week from Speedway. Southland is now back ordered on the game, forcing the factory to go on overtime shifts to complete present orders.

Two Exporters To Attend MOA

NEW YORK—European coin machine representatives Norbert Levy and Gerard Caen, French coin machine distributors, will attend the MOA and NAMA Conventions in Chicago, it was reported last week. The coinmen head the firm, Etablissements Leca, and represent the Rock-Ola firm in that area. They import pingames, bowlers, juke boxes and novelty machines. The coinmen can be reached at 32, Boulevard Maginot, Metz (Moselle). While in America at Convention time the two men will call on the Chicago factories and expect to develop kiddie ride plans for next year.

SLATE & MARBLE

We are mfrs. and exporters of slate and marble pool table tops.

**MANUFACTURERS
INQUIRIES INVITED**

S.V.E.I.

Via Cavallotti 46
VIAREGGIO, ITALY

NOW DELIVERING NEW

Rowe AMI Phonographs
AC Bill Changer
Rowe 20-800 Riviera Cigarette Vendors
Rowe Full Line Vendors
C. C. Grand Prize B/A
C. C. Strike Ball S/A
C. C. All Star Baseball
C. C. Riot Gun
Wms. Swingtime
Wms. Skill Pool
Wms. Major League
Southland Speedway
Kaye Pool Tables
Valley Pool Tables

MONROE COIN MACHINE EXCHANGE, INC.

2423 Payne Ave., Cleveland 14, Ohio
Superior 1-4600

Best for '63!

**DELUXE
6-POCKET
TABLES
•
BUMPER
POOL®**



**NEW DESIGN—
NEW MECHANISMS!**
At your distributor
or write direct.
VALLEY SALES CO.
333 MORTON ST., BAY CITY, MICH.

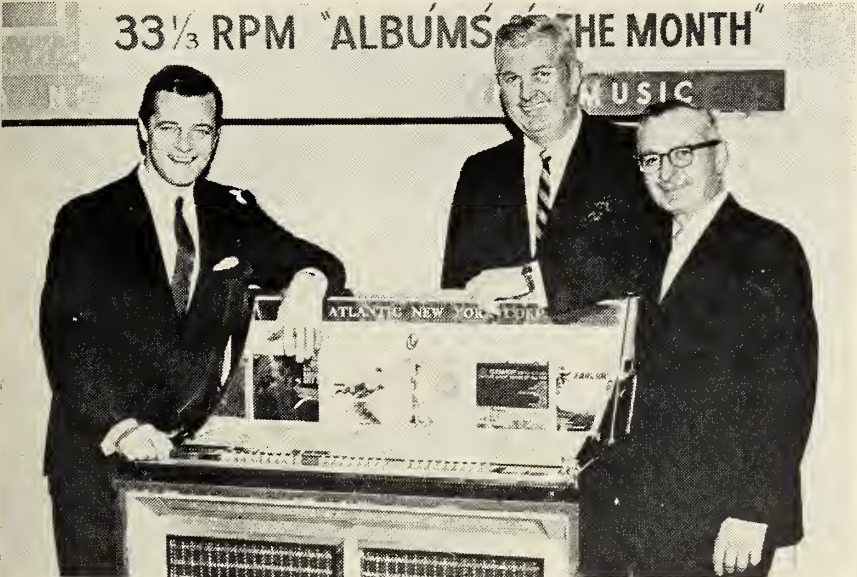
**SPECIAL!
85
Bally
SPINNERS!**

Brand New
WILL ACCEPT TRADES
PHONE AL 4-4040 COLLECT FOR PRICE!
REDD DIST. CO., INC.
126 Lincoln St., Brighton 35, Mass.

GAMES ★ MUSIC ★ VENDING ★
Check **BANNER FIRST!**

**BANNER SPECIALTY
COMPANY**

1641 N. Broad Street
Phila., Pa. CE6-5000
1508 Fifth Avenue
Pittsburgh, Pa. CR1-1373
EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR



NEW YORK—Robert Goulet dropped in at Seeburg's New York distributors, Atlantic New York Corp., to check up on sales of his Columbia Little LP Stereo Album, "Sincerely Yours" (featured on the Seeburg LP Console shown here). Another Seeburg Little LP Stereo Album of Bob's, "Two of Us" (Columbia), is among the ten top-grossing pop vocals and instrumentals on Seeburg's "Top-Earning 30" list, as reported by Seeburg operators from coast to coast. Both Goulet albums are in the recently issued 3rd Edition of Seeburg's Little LP Stereo Album Catalog.

Pictured above are, l. to r. Goulet, Seeburg's Dan Collins, recently appointed VP of the newly acquired Kinsman Corporation, and Atlantic's Meyer Parkoff.

Reed Announces Refined Rejector

ROCKFORD, ILL.—Reed Electromech Corporation, Rockford, Illinois, has recently announced its latest engineering refinements for the famed ABT Model 4000 Slug Rejector.

According to the manufacturer, the new rejector innovations result in improved operating efficiency and serviceability, while maintaining the same degree of flexibility and compactness as with preceding Models.

The "4000" provides multiple coin acceptance for single or multi-price applications. It accepts nickels, dimes and quarters (also pennies with optional penny attachment). Rigid die cast construction allows closer tolerances and more precise coin handling and selectivity than with former products.

One of the major redesigned rejector features is a heavy duty scavenge and wiper detail. These

"beefed up" components virtually eliminate chance of parts fatigue or loosening after prolonged use.

In describing the unique factors behind the production of the rejector, David Rumer, Jr., Electromech executive vice-president, states, "An advanced manufacturing technique allows a more exact 'mating' of parts in all vital areas, especially in coin paths and Alnico control sections."

ABT's rejector is interchangeable with present equipment having comparable coinage requirements for existing machines. Tests prove it is easier and faster to disassemble for cleaning, with no tools required.

Electromech also manufactures a complete line of money changers, totalizers, cup dispensers, timers, escrow units and coin chutes for the vending industry, in addition to its line of slug rejectors.

Happy Birthday This Week To:

Ogden Whitbeck, Scotia, N.Y. . . . James Earl Walker, Herrin, Ill. . . . Clarence E. Howard, Birmingham, Ala. . . . E. E. Peterson, San Diego, Calif. . . . Hugh W. Minter, Norfolk, Va. . . . Fred Greenbank, Canton, Ill. . . . Delos W. Burnside, New Castle, Pa. . . . Anton Massa, Battle Creek, Mich. . . . George F. Klamm, Milwaukee, Wisc. . . . Henry C. Knoblauch, Hudson Falls, N.Y. . . . Milton M. Braun, Savannah, Ga. . . . Mary Gillette, Chgo., Ill. . . . Harry I. Drollinger, Dallas, Texas . . . Melvin Burt, Coal City, Ill. . . . Wm. Buset, Ft. Williams, Ont. Canada . . . E. R. (Tom) Sheldon Jr., Payette, Idaho . . . Emil J. Pfister, Sheboygan, Wisc. . . . Anita Ehrhardt Payne, Shreveport, La. . . . Sam Waldor, Newark, N.J. . . . James H. Young, Warwick, Va.

Exclusive Chicago Area
Distributors for **WURLITZER**
PHONOGRAPHS and PARTS

FIRST

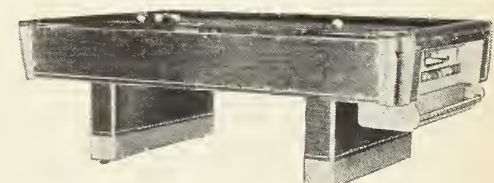
Joe Kline • Cable: "FIRSTCOIN"—Chicago
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

CROWN IMPERIAL 6-POCKET POOL TABLES
by
Fischer

RUGGED . . .
DEPENDABLE . . .
FUNCTIONAL BEAUTY

. . . your assurance of
Operating Security.

Fischer SALES & MFG. CO.
1208 N. RIDGE RD., McHENRY, ILLINOIS • Phone: 385-5530



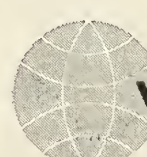
RECONDITIONED—BASEBALL—GUARANTEED

MIDWAY DLX. BASEBALL, '62 . . . \$375 WILLIAMS PINCH HITTER . . \$275
WILLIAMS DLX. BATTING CHAMP . . 375 WILLIAMS SHORTSTOP . . . 185
BALLY BALL PARK \$295

We carry the most complete line of Phonographs, Games, Arcade
and Vending Equipment. Write for Complete List!

Terms 1/3 Dep., Bal. Sight Draft or C.O.D.

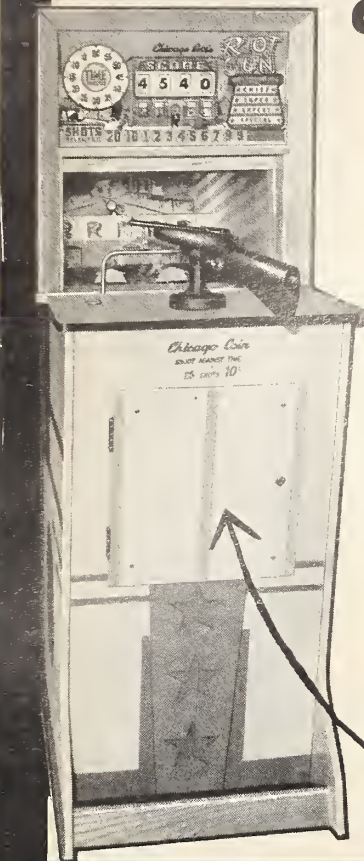
WORLD WIDE distributors
2732 WEST FULLERTON AVENUE, CHICAGO 47, ILLINOIS
Everglade 4-2300 • Cable: "GAMES"—Chicago



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



Eastern Flashes

Art Daddis was back in town last week and this time to stay. Daddis joined the Irving Kaye sales team in Brooklyn and will work with Howard Kaye directing the sales efforts of the pool table company. Irving Kaye promises big things for the MOA in the fall and Art can't wait to get started on the program.

Seeburg has added Andy Williams, Sarah Vaughan, Maynard Ferguson, and Ahmad Jamal has been added to Seeburg's Little LP list. Next week Dean Martin and James Brown, the jazz artist.

Gus Sundman, Texas refinishing man, advises from the west coast that reception to his new cabinetry is so fine that he may open a west coast branch.

Mickey Greenman and Stan Green prepping Cinebix plans for the MOA. The boys have taken a booth for the Chicago meeting.

Bob Bear, Wurlitzer sales chief, signed Royal Distributing, Columbus, for the phono line, and then took his boy to Cape Cod to go fishing.

Sol Tabb, Mar-Tab's head, will export equipment starting this month. With 1500 machines on location he should have a good sized inventory to answer foreign requests.

Aspet Varten, back from a month-long European jaunt. Visited buyers and had a ball. Mondail head Suren Fesjian leaves next month.

Nat Solow and Zav Hovsepian will open new showrooms in Baltimore with a party this week. Everyone's invited. (Just say we sent you!).

Marvin Stein, Seeburg's Eastern Distributors head, delighted that the firm won the coveted Gold Cup Award from the Coffee Institute. Reason for the success: Seeburg's Bally Coffee machine.

Al Adickes, largest Rock-Ola international distributor, will attend the MOA and stay on for the NAMA Convention.

Morris Nahum happy in his new surroundings at Belam's 51 Madison Avenue offices. Vic Haim claims there isn't a wasted inch of space in the place.

Bert Betti and family off next week to Cape Cod. . . Si Redd will leave the Cape this weekend for a Chicago trip. And with Bob Bear going up for a few days it'll look more like coinrow than President Kennedy's vacation spot.(!)

Scopitone will enter the US market as soon as the William Morris Agency announces film plans for talent. The French firm's rep is in America working out distributor plans.

Larry Galente, Intl. Mutoscope head, working overtime on that snack machine. Claims the salesmen are doing a bang-up job this summer season.

Robert Goulet, Columbia artist, had the girls at the Atlantic NY Corp., swooning and mooning last week, when he stopped by for a picture. Murray the K had to get one autographed for his daughter.

Gerard Thibault, Canadian distrib, doing a big job on movie-music machine in Toronto. He's the Scopitone distrib.

Mel Rapp is happy with Continental's "30" sales figs for the year. The special sale recently moved hundreds of them out onto locations.

Art Brier will set up a New York outlet as soon as he finds room for his Smokeshop machine in a suitable location.

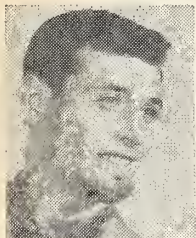
Al Denver, Mike Mulqueen and Carl Pavesi have one thing in common. An annual thing at the Nevele Country Club in September and if you think there's plenty of time just ask Chairman George Holtzman (!) who must do a million things in preparation for the mass movement north for three days.

Jack Palmer and Hank Grant, no longer partners overseas, both write from Europe that their respective firms are doing fine. They collect the merchandise in Philly and have it shipped overseas working both ends of the export business. Hectic but obviously profitable for the young coinmen who know more about the export business than most.

Myron Sugerman recouping from that illness that floored him a month ago, and then relapsed him when he started back to work too soon. Shugy is going to Chicago for the MOA of course but will probably make a visit before then to stop at Bally and the Rowe AC factories.

Irving Holzman, busy with some of the legal details concerning Dave Simon's death, back at his desk working out final shipments on the 'Capri' and 'Astro' machines before planning for the fall business and more new model deliveries.

Southland's 'Speedway' making quite a name for itself. . . Joe Munves and Frank Mencuri were in on the ground floor of the designing. . . We spoke with Frank Mencuri on the coast last week. . . If August is anything like July there will have been no summer doldrums for most firms.



LEWIS ROSEN

EUROPEAN BUYERS!

Meet and Greet
THE

ROSEN BROTHERS



ELLIOT ROSEN

Now On A Goodwill Tour
Of Your Countries thru August 15

The export sales representatives, of David Rosen, Inc., are coming to say hello and to tell you in person why it pays to do business with America's leading exporter of coin machine equipment.

We Stock
The World's
Largest
Inventory

DAVID ROSEN
Exclusive AMI Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE - CENTER 2-2903

Send
for
Complete
Lists

See
WURLITZER
at the
MOA SHOW
September 4-6
MORRISON HOTEL
Booth 9
Grand Ballroom

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE



Chicago Chatter

The upcoming MOA Convention is certainly shaping up well, according to prexy Harry Snodgrass, Lou Casola, Clint Pierce, Les Montooth, Bob Blundred, and many other hard working MOA execs. Howard Ellis tips to us from his Omaha bailiwick that banquet and floor show plans were never better. Also, Tom Mackey, the Morrison Hotel's genial greeter, urges immediate action from visiting operators on their reservations. The hotel's new management will initiate a new idea—a display board in the main lobby indicating names and room numbers of hospitality suites. Furthermore, distributors are requested to hold forth in hospitality suites to meet and greet visiting operators.

Now that Gottlieb's "Swing Along" two-player pinball amusement game is swinging along mightily in most markets Alvin Gottlieb gathered up his lovely wife and children and headed for an exciting vacation trip which will carry them through several western wonderlands, including Grand Canyon, Disneyland, etc.

We got it straight from Joe Robbins, general sales manager of Empire Coin Machine Exchange: He's amazed by the terrific improvement Floyd Patterson showed in his second Heavyweight Championship 15 rounder with Sonny Liston in Las Vegas' Convention Center t'other eve. In the initial meet Liston decked Floyd in 2:06 of the first round. The time in this last (we hope!) fight was 2:10—an endurance improvement of 4 seconds!

Commenting on Rowe AC Services Company's recent sale of Atlas Music Co.—it's Chicago area distributorship—to Eddie Ginsburg, Jack Harper, Rowe AC's president said: "We look forward to many years of continued strong relationship between Atlas Music Co. and Rowe AC Services."

Williams Electronic Mfg. Corp.'s prexy Sam Stern minces no words when he tells us his plant is producing Williams "Skillpool" pinball amusement games at full speed ahead. We can hardly miss the action there. Jack Mittel is tickled pink over the terrific acceptance of "Skillpool."

Reason Joe Kline, Sam Kolber and Fred Kline are so pleased these days is, firstly, the fine sales garnered with Wurlitzer's model "2700" phono; and, secondly, with the excellent export business. Visitors last week at First Coin were K. Chiba, R. Takahashi, S. Edo and I. Toyokawa, all from Japan.

Seen gracing the posh dining room at Fritzel's t'other eve were Irving Kaye, Bill O'Donnell (Bally's prexy) and friends. We also chatted briefly with record mogul Lennie Garmisa. Genial host at Fritzel's was "Smilin' Joe Jacobsen.

Definitely a very busy factory these days is Rock-Ola Mfg. Corp. Edward G. Doris, executive vice prexy, advises that phono and vending machine production is extremely heavy. George Hincker is spending more time "thinking" about golf than actually shooting par on the course.

Over at Pioneer Sales & Service, in Milwaukee, Sam Cooper tells us Joel Kleiman is due back from his vacation, spent in the delightful northlands with his family, any hour now (well rested, we hope).

Sam Wolberg, Sam Gensburg, Mort Secore and Jerry Koci have our curiosity aroused. Anyway, something new is underfoot (that much we know!), and Mort indicates that the plans will be cleared for publication shortly over at Chicago Dynamic Industries.

There's lots of activity at the huge World Wide Distribs building, and among the busy bees are such as Nate Feinstein, Harold Schwartz, Fred Skor and Irv Ovitz. Howie Freer was a vacationer last week.

One of the most active suites at the Palmer House last week (during the NAMM—music merchants show) was the Seeburg gathering spot. Stanley Jarocki reported that the star "performer" was Kinsman Organ's "Rhythm King," with 22 separate, and different tempos; and the accessory "Rhythm Prince." Everyone at Seeburg, he says, is excited about the Kinsman Organ acquisition by Seeburg. Also on hand were Jack C. Gordon, Tom Herrick, Dan Collins, Ed Claffey, Ed Cleland and S. Feldman.

Can anyone work any harder than Johnny Frantz, prexy of J. F. Frantz Mfg. Co.? He tells us his biggest action these days is with the new Frantz "U. S. Marshal" pistol-target amusement game with adjoining gumball machines, and the "Little Leaguer-Double Header" two-player.

While Bill Miller is convalescing after a lengthy illness Jack Gallagher is holding the fort at Miller-Newmark in Grand Rapids, Mich. He is aided by Jerry Van Gessel. Art Herbert manages the Detroit headquarters with Ray Nadeau and Dan Evans assisting.

We spent a delightful dinner hour t'other evening chatting and chewing along with Johnny Frantz and Don Condon at Hellas Restaurant. . . . Bill DeSelm, exec vice prexy in charge of sales at United Mfg., returned from his vacation last week well-tanned and rarin' to go on sales of United's coin-operated ball bowlers and shuffle alleys.

We notice Hank Ross and Marcine "Iggy" Wolverton, heads of Midway Mfg. Co., smiling happily these days. Reason (of course) is the sales on Midway's "Rifle Range" target game. They're looking forward to the MOA conclave to show off their wares. . . . Ed Ruber was a constant "commuter" last week between the Wico factory and the NAMM Show at the Palmer House.

Never saw such busy bees as we visited with last week at J. H. Keeney & Co. Prexy Art Weinand is planning a Bermuda trip (business?) with board chairman Roy McGinnis. Meanwhile sales manager Clayton Nemeroff will hold down the fort. . . . Another very active factory these days is Marvel Mfg. Ted Rubey is thrilled over the sales he and Estelle Bye are enjoying with all Marvel products.

The much traveled Herb Perkins, prexy of Purveyor Distribs, is off again—to the West Coast. . . . A coinvet who's always so busy we scarcely ever get a chance to chat with him is Charles (Jimmy) Johnson, of Globe Distribs. Anyway, this gives us the opportunity to spin yarns with his gal "Friday," Corinne. . . . Romine Hogard, president of Tulsa Automatic Music Co., in Tulsa, Oklahoma, long distanced to tell us he moved his headquarters to a larger building in Tulsa, where he holds sway with sales chief W. L. Gregg.



Williams

DOUBLE ACTION! PROFIT!

BOTH IN FULL PRODUCTION



SKILL POOL

WITH ADJUSTABLE
3 or 5 PLAY BALL

HITTING ALL 15 ROLLOVER BUTTONS
LITES "SPECIALS" AND RE-RACKS BALLS

- drop target scores "SPECIAL" when lit
- two skill holes score "SPECIAL" when lit
- four jet bumpers
- one regular bumper
- two rollover lanes
- two kickup shooters
- two flippers
- two automatic kickers
- plastikote playfield

and

1963 MAJOR LEAGUE

by the Original Designers
of Authentic Baseball Games

- Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
- Mystery Pitcher throws Fast Ball—Slow Ball inside—outside Pitches
- Official Baseball Scoring

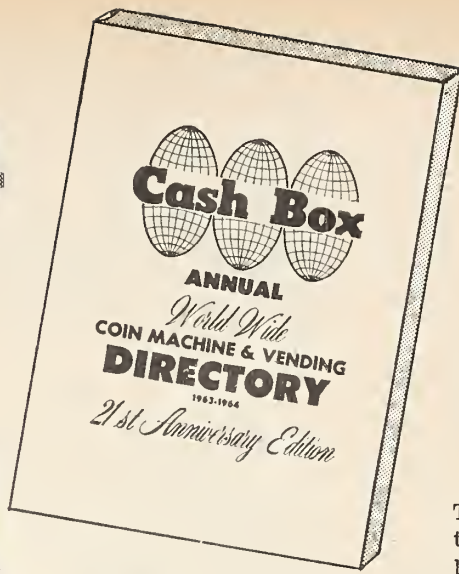
SEE YOUR
WILLIAMS
DISTRIBUTOR
TODAY!



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

BUY THE BEST—BUY WILLIAMS

COMING! 1963-1964 COIN MACHINE & VENDING DIRECTORY



LAST CALL! WEDNESDAY JULY 31st

The Only Complete Buyers' Guide Available Featuring Illustrations of Machines, National, International, Territorial Outlets For All Types of Equipment. The Bible of the Business

for Twenty-One Years . . . An Annual Event Looked Forward To By Every Firm In the Industry! Be Sure Your Firm Participates!

THE COMPLETE
BUYERS' GUIDE
TO EQUIPMENT,
SUPPLIES, SERVICES
!!!!!!!!!!!!!!

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.

AUGUST 10, 1963 ISSUE

ADVERTISING DEADLINE: WEDNESDAY, JULY 31!

Reserve Advertising Space Now. Advertising Rates, Deadlines, Mechanical Requirements On Request!

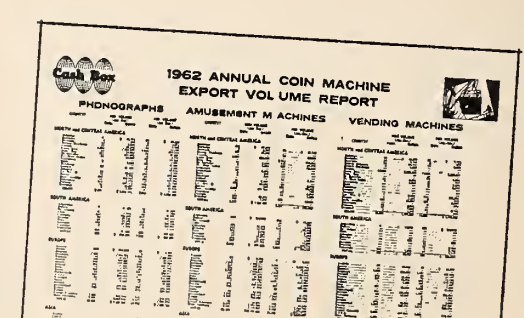
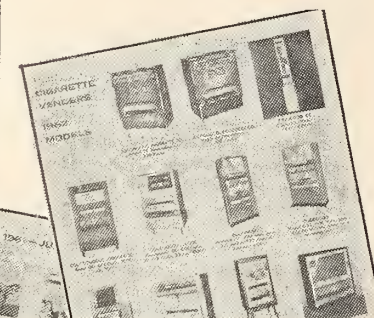


1780 Broadway New York 19, N.Y.

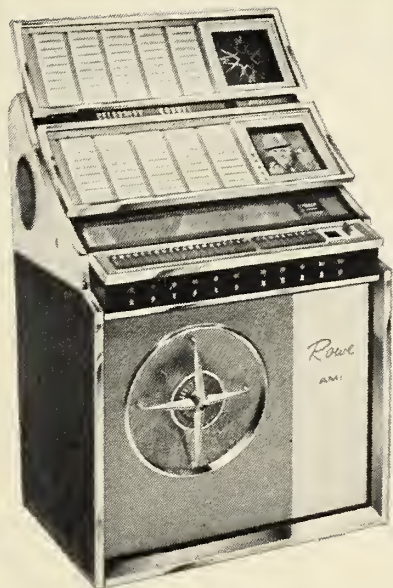
CHICAGO:
29 East Madison
Financial 6-7272

Judson 6-2640

HOLLYWOOD:
6272 Sunset Blvd.
Hollywood 5-2129



what's all this jazz?



All this jazz, to put it factually if a little breathlessly, is the new Rowe AMI coin-operated phonograph. It's realistically priced; it gives you programming flexibility—change from 200 selections to 160, or 100, or right back again; it delivers the orbital sound of Stereo Round* without remote speakers; it has a dramatic, full-width personalization panel; a "Top Talent" tune display that eliminates "double" title strips; it has loads of salesmanship in its constantly changing light, color movement; it has a diamond stylus good for 50,000 plays.

Tell you what. Why not see your Rowe AC Services distributor today? He can give you the full story a little less breathlessly.

*Pat. pending



**ROWE
AC SERVICES**

18 South Michigan Avenue, Chicago 3, Ill.

*Rowe sets the standards in vending equipment,
bill changers, music systems*

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

28 Can Venders Sell 868 In One Location During One Week Test Period

NEW YORK—When one vending machine can sell 31 cases of carbonated beverages in cans per week, that's news. But when 28 vending machines, in two locations, sell 31 cases each per week, that's nothing short of phenomenal.

In 1962, Weirton Steel Company Division of National Steel Corporation installed 28 canned soft drink vending machines at two plant locations—Wierton, W. Va., and Steubenville, O. The steel company, one of the prime suppliers of tinplate, in collaboration with American Can Company, makers of MiraCans for soft drinks, kept careful records of sales.

At the peak month of May, the average vending machine sale totaled 31.7 cases of canned soft drinks per week. All 28 vendors sold a grand total of 884.8 cases or 21,235 twelve-ounce cans per week.

"While we admittedly had pretty much of a captive audience," said

William V. Lyons, manager of American's Carbonated Beverage Sales group, "we still proved conclusively that plant workers will not only accept canned soft drinks from vending machines, but will continue to patronize the vendors."

Advantages of canned soft drinks, cited by Weirton Steel Company were: no problems with losses on missing returnables; no breakage; less "mess" around the vending machines.

Total canned carbonated beverage sales for the year 1962 at the two plant locations was 618,988 twelve-ounce units. For the whole year, sales from each vending machine averaged 17.5 cases (24 cans a case) per week.

American Can At NAMA

NEW YORK—The American Can Company will exhibit a giant vending machine at the forthcoming NAMA Convention in Chi which will vend, at the touch of a button, promotion literature including a booklet entitled "It Takes Two" which outlines the profits of vending both returnable bottles and cans. Ad manager William Tobin and General Manager George Gryson will tend the booth.

Cig Shipments Up

NEW YORK—The Tobacco Merchants Association announced last week that shipments of cigarettes in May were a record for any month and climbed 7% from May 1962 figures. Cigarette production also hit a new high for that month, rising 6.5%. The Association stated that impending tax increases in New York, New Jersey and four other states helped hype the figures.

Reynolds, Lorillard Sales Up; L&M Down

■ Attribute Sales To New Tax

NEW YORK—R.J. Reynolds Tobacco Co. sales and earnings were up in both the second quarter and first half. Liggett & Myers Tobacco Co. reported increased earnings but advised that sales dipped for both periods.

Reynolds sales figures for the

Dismiss Charges Against Clark Candy

■ Accused Of Illegal Promotion Allowances To Venders

NEW YORK—The Federal Trade Commission announced dismissal of charges that D. L. Clark Co., 503 Martindale St., Pittsburgh, Pa., has illegally discriminated among competing resellers of its candy bars in paying promotional allowances.

The commission's dismissal order follows an appeal by its staff counsel from an initial decision filed last March 22 by Hearing Examiner Leon R. Gross dismissing the complaint of October 24, 1960.

In its order the Commission said that "the present record does not constitute an appropriate basis for issuance of an order to cease and desist. Without resolving any of the issues argued upon this appeal, the Commission believes that the public interest will be sufficiently safeguarded by maintaining close scrutiny of respondent's operations to assure that they are in compliance with law. If it should appear that any future Com-

mission action is required, the disposition now made of the instant proceeding will not stand in the way."

Commissioner Everette MacIntyre did not concur in this action.

Clark had been charged in the complaint with paying vending machine operators for advertising on their machines under its "VenKard" program but failing to make these payments available on proportionally equal terms to all other competing customers, in violation of Section 2(d) of the Robinson-Patman Amendment to the Clayton Act.

The examiner had based his dismissal on the "failure of proof, in this record, of competition between specific VenKard posted machines and non-machine retailers, and the preponderance of evidence that the VenKard program would not be acceptable to non-machine retailers and that, therefore, a VenKard offer to them would be useless and futile."

NAMA Western Show Almost Sold Out

■ 20 Booths Left

CHICAGO—With the Chicago vending show only six weeks away, NAMA officials were finalizing the Western Conference Exhibition, which follows the Chi outing, set for October 18 in Los Angeles.

Sid Shapiro, Western Conference Exhibit Director, advised that less than twenty booths remained available for firms wishing to exhibit before west coast ops who usually do not attend the Chicago show.

Every other year NAMA holds its Convention in Chicago at which time it also conducts a west coast show. During alternating years when the meet is held on the west coast the Western Conference is omitted. This

periods were the highest ever for the company.

Lorillard Co. announced record first half sales last week, and a rise in earnings.

An L&M company spokesman said that increased prices during the second quarter on nonfilters helped offset costs of introducing the new Lark brand. The brand has received good reception and will be introduced in additional markets soon.

year the annual NAMA Convention will be held in McCormick Place, Chicago, September 7-10. The Western Conference Exhibition will hold its bi-annual show October 18-20 at the Ambassador Hotel, L. A.

Coin Laundries OK'd In Jersey Town

■ Filter System Approved

CLOSTER, N.J.—Automatic laundries were prohibited in the new Closter shopping center up until last week when the Board of Health here okayed the application to open a coin-operated laundromat in the center. The Board of Health held up its approval of a water reclamation system until it was satisfied that the system would not effect the local drainage picture. The coinmen advised the Board that a water filter system recycles the water and the residue is deposited into tanks which are cleaned periodically. The recycled water would be safe for drinking, according to the report. The operators are to pay for the costs of checking the system during the first three months the laundromat is in operation. After that the town gets the bill.

New Lock Catalog

CHICAGO—A new catalog showing the company's complete line of Gem pin tumbler, double bitted, and single bitted cam locks is now available from Fort Lock Corporation, Chicago.

The company manufactures and supplies locks to original equipment manufacturers of vending machines, automatic coin operated machines of various types, tool boxes, cabinets, desks, and a wide variety of similar equipment.

Interstate Names World's Fair Head

NEW YORK—William G. Thaler has been appointed director of personnel services for The Brass Rail World's Fair Organization, it was announced by David J. Berge, president. A subsidiary of The Brass Rail, Inc., The Brass Rail World's Fair Organization will operate eight specialty restaurants, 25 refreshment vending machine centers and merchandising facilities at the New York World's Fair 1964-1965.

In his new post Mr. Thaler will be responsible for all recruiting, testing, training and benefits among other personnel functions.

Coffee Institute Awards Gold Cup To Seeburg's Eastern Distributors

PHILADELPHIA—The coveted Gold Cup Award of the U. S. Coffee Brew-



Frank Nolan (left), vice-president, and Tom Mullins (center) of Eastern Distributors Inc., Philadelphia, receive the Coffee Brewing Institute's Gold Cup Award from Grebinger.

ing Institute, given for the performance of an individual coffee vender, was presented to Eastern Distributors Inc., Seeburg Philadelphia area distributor, for coffee brewed by a Seeburg/Bally 664 one-cup-at-a-time machine.

The citation is "for producing a fine beverage coffee in accordance with the highest brewing standards."

Award of the Gold Cup was made during a coffee seminar held at Eastern Distributors' headquarters in June. Sixty owners and operating managers representing 26 vending operations were present. Some came from as far as Harrisburg, Pa., Wilmington, Del., and South Jersey.

Charles J. Grebinger, assistant field research director for the Coffee Brewing Institute, assisted by Henry Ameno, director of field service for Eastern Distributors, conducted the seminar. (See photos)

"This meeting was one of the best-attended we have ever had," said Marvin Stein, Eastern's president. "It indicates a tremendous interest on the part of operators in vending the best possible product for their customers."

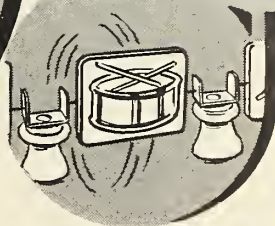


Charles J. Grebinger, assistant field research director for the Coffee Brewing Institute, conducted the session.



SWING GOTTLIEB'S 2 PLAYER ALONG

Novel
Swinging Targets
Give A Brand New
HI-FI Sound
To Scoring



- 4 side targets light corresponding colored pop bumpers for high score
- Side and bottom rollovers light for high score
- Playboard Auto-Clamp
- Maximum security door lock
- Stainless cabinet trim
- Double-size cash box
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!

New "Hard-Cote"
Finish Extends Playboard
Life to an All-Time
High!



D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!



California Clippings

Local distributors and operators reporting the usual increase in business activity, which occurs during the summer season. . . . A shipment of Gottlieb's new 2 player "Swing Along" arrived at the R. F. Jones & Co., and going like 'hot cakes', according to Ed Wilkes. Bill Gray is vacationing for two weeks, spending some time around the pool at home and making a side trip to Las Vegas. Ed Mason returned from his holiday, visiting Lincoln, Nebraska, Yellowstone Park and his home town in Idaho. Jack Leonard happy with the new air conditioned Chevie wagon purchased for him by the company. Chuck Klein mentioned receiving an announcement from Jean & Melanie Minthorn of Minthorn Music, Phoenix, of the birth of Guy Anthony weighing 6 lbs. 1 oz.

The Midway "Rifle Range" has been gaining in popularity at C. A. Robinson & Co. Hank Tronick informed excellent earnings are being reported and they are enjoying repeat business.

Clayton Ballard of the local Wurlitzer Factory Branch said the Wurlitzer factory will be closed for three weeks from July 22. Gary Sinclair, regional sales manager, is on vacation and Cliff Nugent is spending his holiday at Lake Tahoe. Phil Cracraft, shop mechanic, on the sick list spending several days in the hospital.

Fabor Robinson of Fabor Records in Leuenhagen's 'record bar' with the new Ned Miller release, "Another Fool Like Me," which is starting to take off with the operators. The Solle girls predicting it will be another big one for Ned.

Mario Ventura of Duarte International Sales Co. returned from a buying trip to Las Vegas. The shop is preparing export orders this week for shipment to Manila. Mr. R. Chiba and Mr. Takahashi visiting from Japan enroute to Chicago, Baltimore and New York.

At Paul Laymon Inc. Jim Wilkins said they are anxiously awaiting first shipment of Bally's new "Cue Tease" 2 player pin ball game, and additional shipment of Bally's "Fun Phone." Bill Fritz, parts manager at Laymons, busy with added business, filling local and out of town parts orders.

Sid Goldberg, vice president of Decca, New York, and Bill Blake of RCA visiting this week at California Music Co. . . . At American Coin Machine, Inc., business in general is continuing to gain steadily, with the shop unusually busy repairing and overhauling used equipment.

Both local and export business have been exceptionally good at Simon Distributing Co., according to John Freeman. John informed a large shipment of Valley pool tables arrived this week, and the shop has readied export orders for shipment to Australia and Manila.

The new Chicago Coin "Sun Valley" 2 player is on display at AMCO Music & Vending, Inc., with delivery expected shortly. Mort Drootin reports the operators are very pleased with the new "Encore" foreground unit, with good sales action resulting. Dave Yates is vacationing in San Francisco and Las Vegas.

In town visiting distributors and one-stops this week were: Karl and Ena Terry, National City; Charles Lyon, Los Alamitos; Jerry Graves, El Monte; Charlie Cahoone, Long Beach; Frank Christian, Anaheim and Les DeChene, Riverside.

BANDWAGON

Many coin machine operators have discovered a new low investment, minimum-effort plan for adding a whopping figure to their profit margin. You can get on this happy bandwagon and join the high-income bracket — now!

- ★ Tape-Athon Background Music is a natural buy for the customers you're already calling on
- ★ Your total investment is less than \$300 per installation—no pay for space—no hands in your pocket
- ★ The return is high—\$360 per year and no "Ratrace" service calls
- ★ Write, wire, or call Tape-Athon direct at the address below

Tape-Athon, Corp.

523 South Hindry • Inglewood, California

Tel. OR 8-5359

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—We need AMI; H 200; I 200; J 200 Electrics; Stoner 8 col; Candy with Gum & Mint! DuGrenier 12 & 14 col. Cigarettes. State lowest price and condition. MILLER-NEWMARK DIST. CO.—42 FAIRBANKS ST. S.W.—GRAND RAPIDS 2, MICH. 49502. (Tel. GI 6-6807).

WANT—Rock-Ola 1473, 1488, 1498. State quantity and price. For sale—Wurlitzer 1809, 1990, 2104. STAN HARRIS AND CO. INC.—508 W. VENANGO ST.—PHILADELPHIA, PA.

WANT—To relocate West, experienced on Chicago coin, Bally, United, Rock-Ola, Seeburg, AMI, Bingo's. Born to Rowe School. References. TOM PRICE—4931 THRUSS DR.—INDIANAPOLIS 24, IND.

WANT—Used 45 rpm records. All types as they run, right off the route. We buy on a C.O.D. basis & pay freight. KING SALES—1415 WASHINGTON ST.—BOSTON, MASS. (CO 6-5778) Call collect for quick deal.

WANT—Telequiz; Seeburg Phonographs; Gottlieb Pinballs; THE GENERAL AUTOMATIC S.C.—60 RUE VAN SCHOOR—Brussels, Belgium. * Cable JEUMATE/Brussels.

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-OUTUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

WANT—Mid. Red Ball; Bally Skill Score; ChiCoin Drop Ball Upright; ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

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—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—Gottlieb pins, late model Bally, United Shuffle Alloys. Write, wire, phone. SCOTT CROSSE CO., 1732 FAIRMOUNT AVE., PHILADELPHIA, PENNA. CENTER 6-4444.

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—Gottlieb 2 & 4 players. TOLEDO COIN MACHINE—814 SUMMIT—TOLEDO, OHIO.

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

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—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—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—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—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—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skeet Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS. BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

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—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—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—New 45 rpm records. No quantity to large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction Call Collect. SUTTON RECORD CO. 34 EAST 14th STREET NEW YORK, (Tel. CH 2-3250).

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 KUHN 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 SPRL., 276 AVENUE LOUISE, BRUSSELS 5. BELGIUM. (Cable address. HOBEL-EUROP-BRUSSELS).

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—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—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., QUEENS VILLAGE 29, N.Y. (Tel. HO 4-7770)

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

WANT—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).

CLASSIFIED ADVERTISING SECTION

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—Wakiki Beach & Bally U.S.A.—State prices. JAMES TROMBETTI—2023 SPRINGHILL COURT—PITTSBURGH 16, PA.

WANT—Bingo mechanics to work in fabulous Las Vegas call 323633 for further information in Las Vegas, HONEST JOHN'S—2456 LAS VEGAS BLVD.—LAS VEGAS, NEV.

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—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—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).

FOR SALE

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

FOR SALE—Bally: Skill Parades \$95.00; Lucky Alley Ball Bowlers \$125.00; Cross Country \$295.00; Moon Shots \$275.00; Champion Horse \$325.00. Gottlieb: Gauchos Deluxe 4-Playr., like new, \$525.00; Rack-A-Balls \$290.00; Liberty Belles \$440.00; Williams: King Pins \$285.00; Mardi Gras \$480.00; World Series Baseballs \$340.00; Deluxe Pinch Hitter Baseballs \$195.00; Big Deals \$275.00. Chicago Coin: All Star Baseballs \$395.00; Royal Crown Bowlers 14 ft. \$850.00; Long Range Rifle Gallery \$385.00. All-Tech: Twirly Bird \$595.00; Indian Scouts \$525.00; Musical Ferris Wheels \$625.00. NEW ORLEANS NOVELTY COMPANY—1055 DRYADES STREET—NEW ORLEANS, LOUISIANA—Tel: 529-7321.

FOR SALE—Chicago Coin 6 player Home Run Baseball; Chicago Coin Score-A-Line 6 player Shuffle Alley; United Select Play 3 player Shuffle Alley; Irving Kaye El Dorado Deluxe Mark 4 Pool Table; All reconditioned. Call NASTASI DIST. CO.—826 BARONNE STREET—NEW ORLEANS, LA. 70112 (Tel. 523-6386).

FOR SALE—Arcade Equipment: Wm's Hercules; Crossfire; United Carnival; Genco Rifle Gallery; Wm's Ten Pins; Muto. Lord Prayer; Seeb. Bear Gun; Bally All Star; Keeney Ranger; Ingo Gripper; Wm's Rolla Ball. Phone for low prices. GRECO BROS. AMUSE. CO. INC.—1288 BROADWAY—ALBANY, N.Y. (Tel. HObart 5-0228)

FOR SALE—Beauty Contest (new) Balls-A-Poppin' (2 pL); Green Pastures; Turf Champ; Harbor Lites; World Champ; Ten Strike; Golf Champs; Bowlers; Triple-Strike S.A.—NOBRO NOVELTY—142 DORE ST. SAN FRANCISCO, CALIF. (Tel. Market 1-5438)

FOR SALE—(On premises only) United Shuffle Alloys—five way \$395; Embassy \$595; Zenith \$225; MOHAWK SKILL GAMES CO.—67 SWAGGERTOWN ROAD—SCHENECTADY, N.Y. 12302

FOR SALE—Mills "Peek" Panaram, completely reconditioned, guaranteed A-I 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—United Silver Roll-Down S.A. \$595; Handicap B.A. \$395; League B.A. \$375; Advance B.A. \$350; Duplex B.A. \$350; Playtime B.A. \$225; Bonus B.A. \$195; Jumbo B.A. \$145; Dual S.A. \$225; Super Bonus S.A. \$150; 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—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—Uprights, Bingos for export. Flashbacks Sweet Shawnee; Super Jumbo; Twin Super Wildcat; Big Dipper; Criss Cross Diamond; Lotta Fun; Barrel-O-Fun; New in crates. Shoot-A-Line '62 and Venus. FOB Balt. Md. CROSS DUNHAM & CO.—350 GREENDALE ROAD—YORK, PA. (Tel. 85124)

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—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—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—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—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. New 45's 100 assorted tunes per carton—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—6 Pocket Pool Tables, excellent shape \$150; 14' Bowlers \$195; Blinkers \$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—New Giepen Coffee Machines; New Cinch Shoe Shine Machines. Want to buy—will pay cash \$8. Gottlieb and Williams Pin Balls. REDD DIST. CO. INC.—126 LINCOLN STREET—BRIGHTON 35, MASS.

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—Closeouts: Bally Table Hockey (floor samples \$195; Bucky Horse (floor sample) \$595; Fun Phone (new); Lotta Fun; Barrel O'Fun; Barrel O'Fun "61"; Barrel O'Fun "62"; Fun Spot "63"; Shoot-A-Line. Write or call. MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE, PA. (Tel. GLendale 2-3207)

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—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).

CLASSIFIED ADVERTISING SECTION

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—Big Time, Gay Time \$90; Broadway \$125; N. Club \$135; Beach Time \$245; Carnival Queen \$275; Sea Island \$365; Bal-lerina \$435; County Fair \$500; Buckley Track Odds FP or cash P.O. \$325; CROSSE-DUNHAM & 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—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—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—Real clean Seeburg H201 Hideaways @ \$345; or three for \$900; KD 200 @ \$325 or five for \$1500; AQ160SH-2 \$795; Q160M \$695; AMI H120 \$275; 1 120 \$325; Continental 1 200 @ \$395 or two for \$750; Continental 2 100 \$695; Rockola 1468 \$395; Bally Table Hockey like new \$195 or five for \$875; Stoner D500 Instant \$89.50; D13 Stoner Instant \$250; direct overseas shipment from Port of Detroit. MARTIN AND SYNDER CO.—13200 W. WARREN AVE. DEARBORN, MICH. (Tel. LUzon 2-2300)

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—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—Seeburg R-180 \$290; Wurl. 2150 \$325; Wurl. 2200 \$525; Wurl. 2300 \$645; AMI J-120 \$375; AMI G-200 \$165; NORTH-WEST SALES CO., OF OREGON, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. CA 8-6557).

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—One United Baseball \$545; WESTERN DIST.—1226 S.W. 16th AVE., PORTLAND 5, ORE.

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—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—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—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).

FOR SALE—Registered for export. Available Hollycranes, Bingos, Big Times, Varieties, Gay Times, Miami Beaches, 2 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—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—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—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—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—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—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—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—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 V-200 \$175 or 4 for \$540. Wurlitzer 2300 \$475 or 2 for \$825; AMI Cont. 11-100 \$695 or 3 for \$1,800. BIRD MUSIC DIST. INC.—124-126 POYNTZ—MANHATTAN, KANS.

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 AVE.-NUE, MOLINE, ILL.

MISCELLANEOUS

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

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.

Cue-Tease (2 Plyr. Pin) (7/63) ...
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.

Swing Along 2P (7/63)

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)
Sluggar 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 TR1B-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 cup 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 stand-
ard 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.
H LPC-1—Stereo LP, 160 Selection, Hide-
away 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, Re-
mote Control optional.
SC-1—Stereo Console, 160 Selection.
Includes the following features: Personal-
alized, 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
EBWCI-12—Extended bass corner/wall
speaker, 12 inch
PRVC-2—Powered remote volume control
CC-2—Coin counter
BACKGROUND MUSIC
Encore! 750 Sel.
BMS-2—Background Music unit, 1000 sel.
BMC-1—Background Music Compact
BMCA-1—Companion Audio
CIGARETTE VENDOR
4E3—Modular unit, 825 pack capacity.
4E3XM—Modular (less match unit) 825 pack
capacity.
4E4—Free Standing, Personalized, 825 pack
capacity.
4E4XM—Free Standing, Personalized (less
match unit) 825 pack capacity
COFFEE VENDOR
662-C—Seeburg/Bally Coffee vendor brews
coffee cup at a time, Coffee-Chocolate (dry
ingredients) 200 7 oz. cups. Selective: 5
664-D—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate (dry ingredients)
450 7 oz. cups. Selective: 5
664-DS—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate-Soup or Tea (dry
ingredients) 450 7 oz. cups. Selective: 6
664-R—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate (refrigerated cream)
450 7 oz. cups. Selective: 5
767—Seeburg/Bally Coffee Vendor—Fits any
in-line modular installation, Coffee-Choco-
late-Soup or Tea (dry ingredients) 650
cup capacity, Selective: 6
COLD DRINK
4SCD2—Cold Drink vendor, with crushed
ice, 1500 cup capacity, 4 flavor
7SCD1—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) ...

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

URBAN INDUSTRIES
Kiddie Kolor Kartoon Movie Machine
Panoram

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

AMI
D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-10, '53, 40 Sel.
E-30, '53, 80 Sel.
E-120, '53, 120 Sel.
F-40, '54, 40 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II
1478, '60, 120 Sel. Tempo II
1195, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess

SEEBURG

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

WURLITZER

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

PINGAMES

BALLY
Acapulco (5/61)
Barrel-O-Fun (9/60)

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

GOTTLIEB

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

KEENEY

Flash Back
Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)

WILLIAMS

Big Deal 1P (2/63)
Black Jack 1P (1/60)

PINGAMES

Casino 1P (10/58)
Club House 1P (10/59)
Coquette (4/62)
Crossword 1P (4/59)
Darts 1P (6/60)
Fiesta 2P (12/59)
Four Roses 1P (12/62)
Four Star 1P (7/58)
Gay Paree (6/57)
Gldn. Bells 1P (9/59)
Gldn. Gloves 1P (1/60)
Gusher 1P (9/58)
Jig Saw 1P (12/57)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kingspin (9/62)
Kings 1P (8/57)
Mardi Gras 4P (11/62)
Music Man 4P (8/60)
Naples 2P (9/57)
Nags 1P (3/60)
Reno 1P (10/59)
Rocket 1P (11/59)
Satellite 1P (7/58)
Sea Wolf 1P (7/59)
Serenade 2P (5/60)
Space Ship 2P (12/61)
Starfire (1/57)
Steeplechase 1P (11/57)
Swing Time 1P (5/53)
10 Strike 2P (1/58)
3-D 1P (11/58)
Tic-Tac-Toe 1P (1/59)
Tom-Tom 2P (1/63)
Top Hat (10/58)
Trade Winds 3-5 Bl. (6/62)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Valient 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)

SHUFFLES—BOWLERS

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

CHICAGO COIN

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

Gold Crown (3/62)
Royal Crown (8/62)

SHUFFLES—BOWLERS

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

Ball Bowlers

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

WILLIAMS

Ball Bowlers
Roll-A-Ball (12/56)
6 Player

UPRIGHTS

AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon Wheels (12/58)
AB Galloping Dominos (2/55)
AB Circus Play Ball (4/59)
AB Magic Mirror
Horoscope (11/59)
AB Mermaid (3/60)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckaroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
Criss Cross Diamond (1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60

K Twin Red Arrow (5/60)
K Flashback (6/61)

ARCADE

ABT 6 Gun Rifle Range
Air Football
Air Hockey
Auto Photo Model 9
Amer. Shuff. Situation (5/61)
B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpshooter (2/61)
B Golf Champ (8/58)
B. Bat. Practice (8/59)
B Skill Roll (B 3/58)
B Moon Raider (7/59)
B Target (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Score (6/60)
B Skill Derby (10/60)
B Del. Skill Parade (4/59)
Capitol Midget Movies
CC Bullseye Baseball
CC Basketball Champ
CC 4-Player Derby
CC Goalee
CC Midget Skee Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Clown
CC Stm. Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle Gallery (8/59)
CC Pony Express (4/60)
CC Ray Gun (10/60)
CC Wild West (5/61)
CC Long Range Rifle Gallery (1/62)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal (6/54)
Ex Star Shtg. Gal. (9/54)
Ex Sportland Shooting Gallery (11/54)
Ex "500" Shooting Gallery (3/55)
Ex Treasure Cove Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (9/57)
Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54)
Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fly Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Motorama (10/57)
Ge Gypsy Grandma (5/57)
Ge Fun Fair (3/58)
Ge Space Age Gun (6/58)
Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland
De Luxe model
Ke Ranger (3/58)
DeLuxe Model (3/55)
Ke League Leader (4/58)
Ke Sportland
Ke Two-Gun Fun (3/62)
Mid Red Ball (5/59)
Mid Joker Ball (11/59)
Midway Bazooka (10/60)
Midway Shooting Gallery (2/60)
Del. Model (5/61)
Midway Del. Baseball (5/62)
Mid. Target Gallery (7/62)
Carnival Tgt. Glry. (2/63)
Mills Panorama Peek (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Munves Squirts (11/57)
Muto Voice-O-Graph
Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan
Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Telequiz
Un Jungle Gun
Un Carn. Gun (10/54)
Un Bonus Baseball (3/62)
Un Bonus Gun (1/55)
Un Star Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirate Gun (10/56)
Un Yankee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major Leaguer
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Polari Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-Bagger (4/56)
Wm. Crane (10/56)
Wm. Penny Clown (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vanguard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Del. Bat. Champ (5/61)
Extra Inning (5/62)
World Series (5/62)
Road Racer (5/62)
Bally Champion Horse
Bally Moon Ride
Official Baseball (4-60)
KIDDIE RIDES
Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirly Bird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

UNITED'S

Astro

SHUFFLE ALLEY

WITH
PLAYER'S CHOICE OF 5 WAYS TO PLAY

DUAL-FLASH FLASH REGULATION ADVANCE BONUS

Plus

POPULAR **READ-OUT** FEATURE
FOR ALL 5 TYPES OF SCORING

Plus

Handicap Feature
EASY OR NORMAL
STRIKE OR STRIKE

1 to 6 Can Play

Abuse-Proof
CHROME SIDE RAILS
and
CHROME FRONT MOLDING
with
CENTER COIN ENTRY

COIN MECHANISM
Standard 10¢ Play

*
(Optional at Extra Cost)
**DOUBLE-NICKEL · DIME · QUARTER
HALF-DOLLAR PLAY**
BUILDS UP BIGGER PROFITS FAST

\$ \$ \$
\$ **HIGHEST** \$
RESALE VALUE

\$ \$ \$

Designed by the
ORIGINATOR
of Coin-Operated
SHUFFLE ALLEYS
and
BOWLING ALLEYS

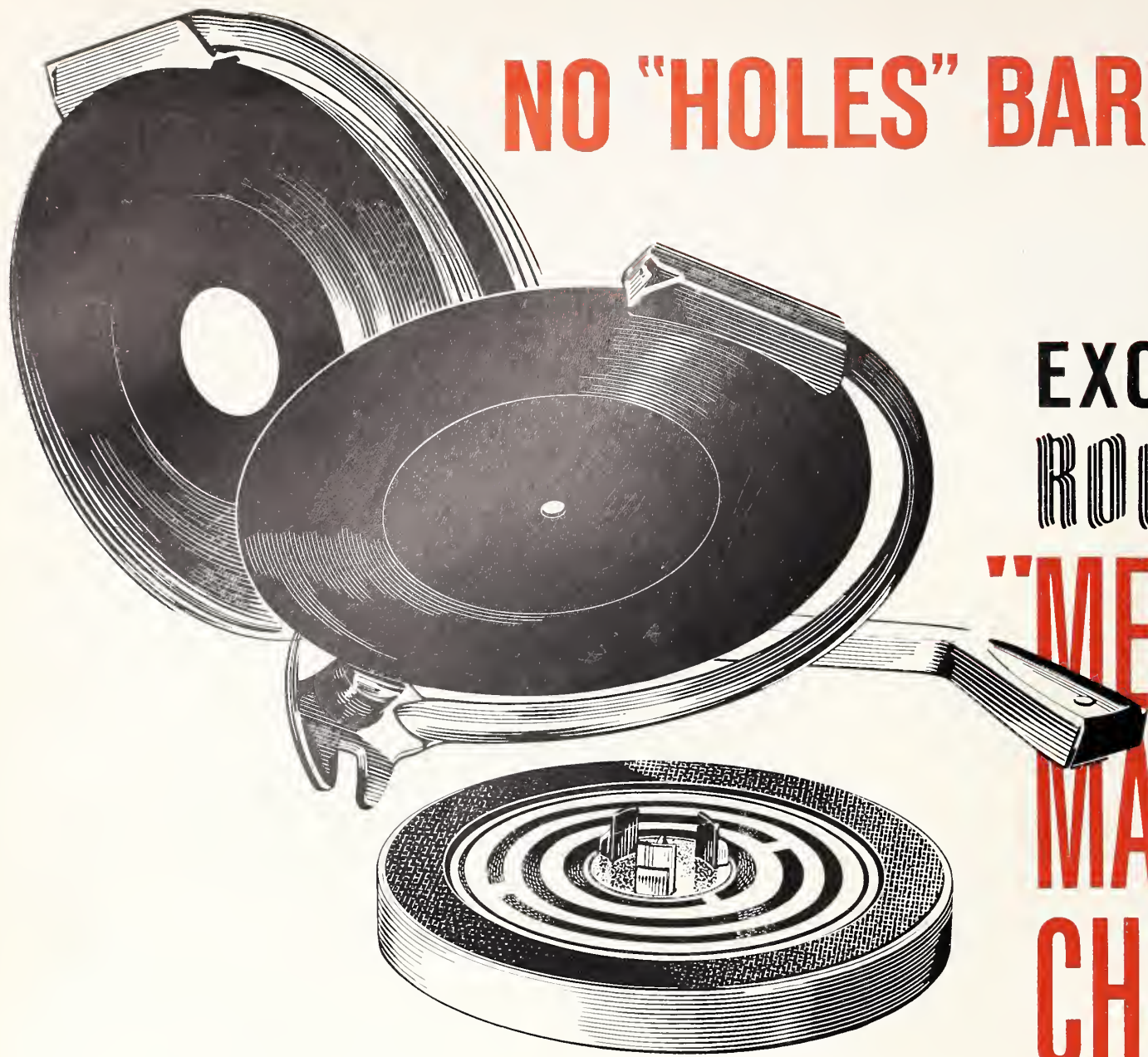
SEE YOUR
UNITED DISTRIBUTOR
TODAY!

New
**STAINLESS STEEL
ENCLOSURE**
for
COIN-MECHANISM
with
**EXTRA LARGE
CASH BOX**

8½ FT. LONG • 2½ FT. WIDE
SHIPPING WEIGHT (CRATED) 465 lbs.

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

NO "HOLES" BARRED...



EXCLUSIVE ROCK-OLA

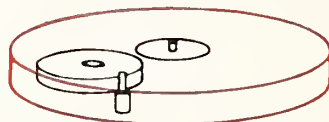
"MECH-O-MATIC" CHANGER

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 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!



look to
ROCK-OLA
for
advanced
products
for
profit

ROCK-OLA

MANUFACTURING CORPORATION
800 N. Kedzie Ave., Chicago 51, Ill.