

# Cash Box

JUNE 29, 1963



Since "Sweet Nothings" started Brenda Lee on the best seller road, the Decca lark has compiled a fantastic average. In the three years since that date she has been on the charts every week. Currently completing a lengthy run with "Losing You," Decca has just issued her latest coupling, "I Wonder" and "My Whole World Is Falling Down." Well established as a top disk name, Miss Lee has been developing other facets of her career. She recently completed a European tour and made a strong showing at New York's Copacabana. Seen above at her Copa opening are (left) Marty Salkin, Decca v.p. and (right) Leonard Schneider, exec v.p. During the summer, Brenda will be doing one-nighters and will star in the summer stock version of "The Wizard Of Oz" set for mid-west dates.

## ARMADA Convention

Eden Roc Hotel — Miami Beach, Fla.

June 25-26

## ROSA Convention

Fountainbleu Hotel — Miami Beach, Fla.

June 23-25

# NOW SELLING All Over the Country

The Good Life—Tony Bennett  
4-42779

Ring of Fire—Johnny Cash  
4-42788

Be Careful of Stones That You Throw—Dion  
4-42810

Don't Try to Fight It, Baby—Eydie Gorme  
4-42790


Poor Little Rich Girl—Steve Lawrence  
4-42795

Every Step of the Way—Johnny Mathis  
4-42799

Say Wonderful Things—Patti Page  
4-42791

Hopeless—Andy Williams  
4-42784

Green, Green—The New Christy Minstrels  
4-42805

Columbia  Singles Sell!



FOUNDED BY BILL GERSH

# Cash Box

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June 29, 1963

## Cash Box

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# GOOD NEWS

Things seem to be looking up once again in the record business. That's the general consensus we've felt from the field—most strongly during the past week.

Although there was evidence from many dealers during the past two or three weeks that disk sales were building, no one wanted to say anything very positive. Having gone through a soft six months, most seemed to feel that the preceding week was accidentally good, doubting that it would hold up for any length of time.

But a few gaining weeks in a row have convinced many of the skeptics that happy days are here again and happier ones can be expected.

According to the majority of people we are in touch with each week, single records are carrying the ball at present. A number of hot titles have clicked simultaneously, creating greater excitement and interest in disks than we've felt in a long, long while. Albums, however, are reported to be lagging behind the singles pace. But even here there are some indications of improvement and the hope that, with more people coming into shops to pick up singles they "must have," more LP's will be sold too.

The seasonal nature of the record industry in the United States has changed radically during the past half decade. It was about six summers ago that we reported for

the first time the great surprise within the industry about how strong summer sales had been.

Since that date, the term summer slump has been erased from the record industry's vocabulary. Summer business has been very strong for enough years now to make us believe that consumer buying habits have changed greatly. It will not be at all surprising if we find the months of June, July and August developing into one of the disk industry's strongest quarters. It appears to be just that at present as far as singles sales are concerned.

It's been a tough first half-year for the record industry. And though it may be a tough pill to swallow, the lesson learned by the industry from the generally soft business period may be very beneficial for the future of the industry.

In spite of all the difficulties that have been rampant, and still exist today, increasing sales indicate that records will always be in demand. However, to what degree they will be in demand lies in the hands of various branches of the record industry, some of which are meeting right now in Miami Beach.

As business improves, it becomes easier to forget recent difficulties. Let's not forget them this time. Let's move to erase the evils and put the industry back on a profit-making, ever-expanding course.



# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JUNE 29, 1963

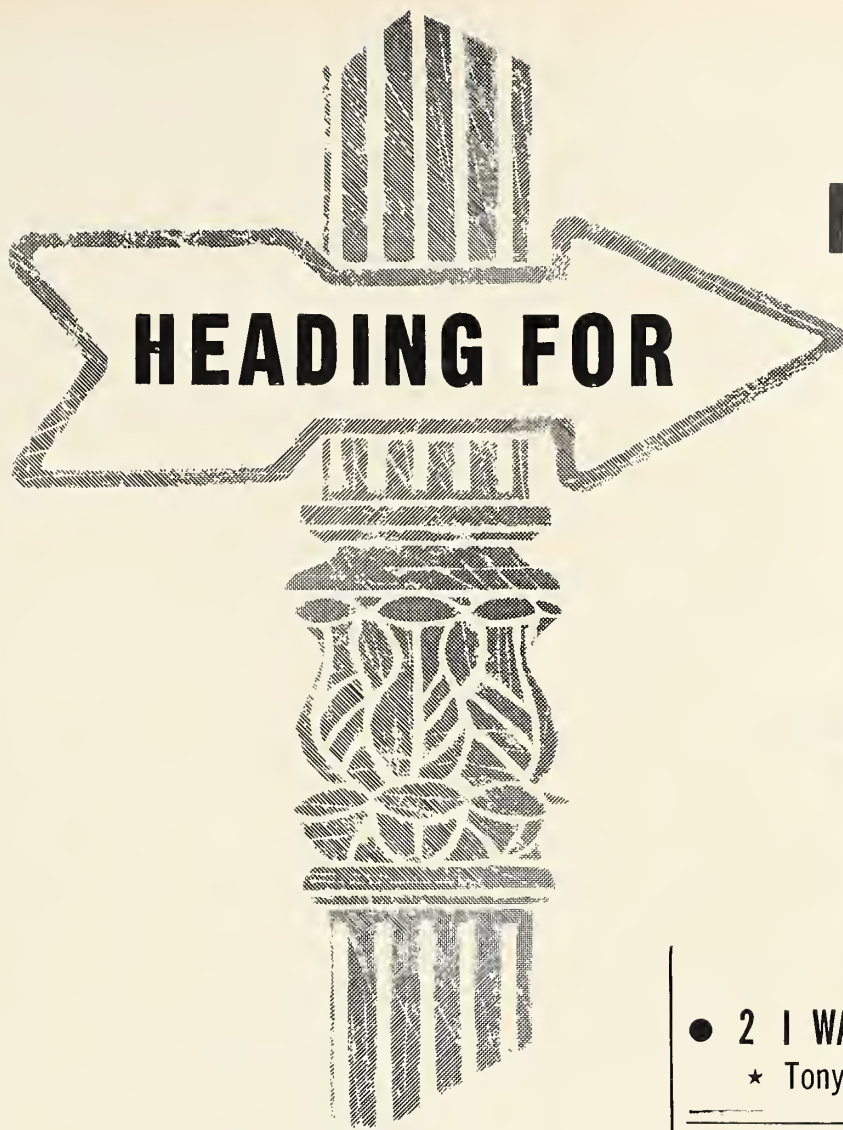
	Position	6/15	6/22		Position	6/15	6/22		Position	6/15	6/22
<b>1 SUKIYAKI</b> ★KYU SAKAMOTO-Capitol-4945 ★BILLY VAUGHN-Dot-16484 ★MASAKO MAHALA-1013 ★CLYDE BEAVERS-Tempwood-V 1044		1	1	<b>35 ANOTHER SATURDAY NIGHT</b> ★5AM COOKE-RCA Victor-8164	29	15	<b>68 GOODNIGHT MY LOVE</b> ★FLEETWOODS-Dolton-75	76	83		
<b>2 IT'S MY PARTY</b> ★LESLEY GORE-Mercury-72119	2	2	<b>36 POOR LITTLE RICH GIRL</b> ★STEVE LAWRENCE-Columbia-42795	38	41	<b>69 DENISE</b> ★RANDY & RAINBOWS-Rust-5059	77	99			
<b>3 BLUE ON BLUE</b> ★BOBBY VINTON-Epic-9593	5	11	<b>37 THE LOVE OF MY MAN</b> ★THEOLA KILGORE-5erock-2004	34	26	<b>70 YOUR OLD STANDBY</b> ★MARY WELLS-Motown-1042	48	56			
<b>4 HELLO STRANGER</b> ★BARBARA LEWIS-Atlantic-2184	6	10	<b>38 SHAKE A HAND</b> ★JACKIE WILSON & LINDA HOPKINS-Brunswick-55243	36	40	<b>71 EL WATUSSI</b> ★RAY BARRETTO-Tico-419 ★EL GRAN FELLOVE-Musart-3392	47	32			
<b>5 EASIER SAID THAN DONE</b> ★ESSEX-Roulette-4494	9	21	<b>39 LOSING YOU</b> ★BRENDA LEE-Decca-31478	23	14	<b>72 COME GO WITH ME</b> ★DION-Laurie-3171	85	92			
<b>6 SO MUCH IN LOVE</b> ★TYMES-Parkway-871	21	38	<b>40 JUST ONE LOOK</b> ★DORIS TROY-Atlantic-2188 ★ANDY & MARGLOWS-Liberty-55570	56	95	<b>73 GIVE US YOUR BLESSING</b> ★RAY PETERSON-Dunes-2025	74	79			
<b>7 ONE FINE DAY</b> ★CHIFFONS-Laurie-3179	10	20	<b>41 EVERY STEP OF THE WAY</b> ★JOHNNY MATHIS-Columbia-42799	40	42	<b>74 BE CAREFUL OF STONES THAT YOU THROW</b> ★DION-Columbia-42810	—	—			
<b>8 YOU CAN'T SIT DOWN</b> ★DOVELLS-Parkway-867	3	5	<b>42 IF YOU NEED ME</b> ★SOLOMON BURKE-Atlantic-2185 ★WILSON PICKETT-Double L-713	33	22	<b>75 KENTUCKY</b> ★BOB MOORE-Monument-814	78	84			
<b>9 SURF CITY</b> ★JAN & DEAN-Liberty-55580	28	50	<b>43 I WISH I WERE A PRINCESS</b> ★LITTLE PEGGY MARCH-RCA Victor-8189	51	63	<b>76 HOOTENANNY</b> ★GLENCOVES-Select-724	97	—			
<b>10 MEMPHIS</b> ★LONNIE MACK-Fraternity-906	30	53	<b>44 DON'T SAY GOODNIGHT AND MEAN GOODBYE</b> ★SHIRELLES-Scepter-1255	60	86	<b>77 TIPS OF MY FINGERS</b> ★ROY CLARK-Capitol-4956 ★FONTANE 51STERS-Dot-16499	83	87			
<b>11 DA DOO RON RON</b> ★CRYSTALS-Philles-112	4	4	<b>45 FINGERTIPS</b> ★LITTLE STEVIE WONDER-Tamla-54080	80	—	<b>78 GREEN, GREEN</b> ★NEW CHRISTY MINSTRELS-Columbia-42805	—	—			
<b>12 I LOVE YOU BECAUSE</b> ★AL MARTINO-Capitol-4930	8	3	<b>46 RING OF FIRE</b> ★JOHNNY CASH-Columbia-42788 ★ANITA CARTER-Mercury-72073	57	80	<b>79 ROCK ME IN THE CRADLE OF LOVE</b> ★DEE DEE SHARP-Cameo-260	—	—			
<b>13 STILL</b> ★BILL ANDERSON-Decca-31458	11	7	<b>47 HARRY THE HAIRY APE</b> ★RAY STEVENS-Mercury-72125	62	96	<b>80 MOCKINGBIRD</b> ★INEZ FOX-Symbol-919	91	—			
<b>14 THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER</b> ★NAT COLE-Capitol-4965	7	8	<b>48 HOPELESS</b> ★ANDY WILLIAMS-Columbia-42784	72	—	<b>81 RAT RACE</b> ★DRIFTERS-Atlantic-2191	84	85			
<b>15 TIE ME KANGAROO DOWN, SPORT</b> ★ROLF HARRIS-Epic-9596 ★PAT BOONE-Dot-16494	31	60	<b>49 TILL THEN</b> ★CLASSICS-Musicnote-1116	67	78	<b>82 SAY WONDERFUL THINGS</b> ★PATTI PAGE-Columbia-42791 ★RONNIE CARROLL-Philips-40110 ★BOBBY TATE-Ava-127	88	94			
<b>16 IF MY PILLOW COULD TALK</b> ★CONNIE FRANCIS-MGM-13143	16	19	<b>50 PUSHOVER</b> ★ETTA JAMES-Argo-5437	39	24	<b>83 LIKE THE BIG GUYS DO</b> ★ROCKY FELLERS-Scepter-1254	90	—			
<b>17 STRING ALONG</b> ★RICK NELSON-Decca-31495	18	29	<b>51 MY TRUE CONFESSION</b> ★BROOK BENTON-Mercury-72135	64	88	<b>84 I (WHO HAVE NOTHING)</b> ★BEN E. KING-Atco-6267	—	—			
<b>18 18 YELLOW ROSES</b> ★BOBBY DARIN-Capitol-4970	12	13	<b>52 DETROIT CITY</b> ★BOBBY BARE-RCA-8183	75	81	<b>85 JACK THE RIPPER</b> ★LINK WRAY-Swan-4137	86	93			
<b>19 ON TOP OF SPAGHETTI</b> ★TOM GLAZER-Kapp-526	22	33	<b>53 OLD SMOKEY LOCOMOTION</b> ★LITTLE EVA-Dimension-1011	42	44	<b>86 NEEDLES AND PINS</b> ★JACKIE DE SHANNON-Liberty-55563	59	58			
<b>20 TWO FACES HAVE I</b> ★LOU CHRISTIE-Roulette-4481	13	9	<b>54 BE TRUE TO YOURSELF</b> ★BOBBY VEE-Liberty-55581	65	90	<b>87 TENDER YEARS</b> ★BROOK BENTON-Mercury-72135	89	—			
<b>21 COME AND GET THESE MEMORIES</b> ★MARTHA & THE VANDELLAS-Gordy-7014	20	23	<b>55 NO ONE</b> ★RAY CHARLES-ABC-10453	81	—	<b>88 BRENDA</b> ★CUPIDS-KC-115	96	—			
<b>22 MY SUMMER LOVE</b> ★RUBY & ROMANTICS-Kapp-525	24	30	<b>56 I'M MOVIN' ON</b> ★MATT LUCAS-Smash-1813	45	46	<b>89 WHERE CAN YOU GO</b> ★GEORGE MAHARIS-Epic-9600	93	—			
<b>23 FIRST QUARREL</b> ★PAUL & PAULA-Philips-40014	27	36	<b>57 WITHOUT LOVE</b> ★RAY CHARLES-ABC-10453	70	—	<b>90 THERE GOES (MY HEART AGAIN)</b> ★FATS DOMINO-ABC-10444	95	68			
<b>24 FALLING</b> ★ROY ORBISON-Monument-815	32	45	<b>58 DON'T TRY TO FIGHT IT BABY</b> ★EYDIE GORME-Columbia-42790	63	74	<b>91 I CAN'T STOP LOVING YOU</b> ★COUNT BASIE-Reprise-20170	—	—			
<b>25 THE GOOD LIFE</b> ★TONY BENNETT-Columbia-42779 ★KATHY KEEGAN-Malibu-1219 ★SERGIO FRANCHI-RCA-8149 ★BETTY CARTER-Atco-6254 ★LALO SCHIFRIN-MGM-13139 ★KENNY BURRELL-Blue Note-1884 ★CLARK TERRY-Cameo-262	25	28	<b>59 STING RAY</b> ★ROUTERS-Warner Bros.-5349	50	54	<b>92 COME BLOW YOUR HORN</b> ★FRANK SINATRA-Reprise-20184	94	98			
<b>26 IF YOU WANNA BE HAPPY</b> ★JIMMY SOUL-SPQR-3305	15	6	<b>60 SHAKE A TAIL FEATHER</b> ★5 DU-TONES-One-Der-Ful-4815	61	66	<b>93 MY BLOCK</b> ★FOUR PENNIES-Rust-5071	—	—			
<b>27 PRIDE AND JOY</b> ★MARVIN GAYE-Tamla-54079	37	57	<b>61 (I LOVE YOU) DON'T YOU FORGET IT</b> ★PERRY COMO-RCA Victor-8186	66	73	<b>94 I WILL LOVE YOU</b> ★RICHARD CHAMBERLAIN-MGM-13148	—	—			
<b>28 BIRDLAND</b> ★CHUBBY CHECKER-Parkway-873	14	17	<b>62 I WILL FOLLOW HIM</b> ★LITTLE PEGGY MARCH-RCA-8139 ★JOE SENTIERI-Vesuvius-1068 ★FRANK PURCELL-Capitol-4916 ★PETULA CLARK-Laurie-3156 ★ROSEMARY CLOONEY-Reprise-20,145 ★BETTY CURTIS-CGD-10903 ★JACKIE KANNON-Stage-518 ★GEORGIA GIBBS-Epic-9585 ★CLIFFORD SCOTT-World Pacific-378	43	18	<b>95 HELLO JIM</b> ★PAUL ANKA-RCA-8195	99	—			
<b>29 SHUT DOWN</b> ★BEACH BOYS-Capitol-4932	35	39	<b>63 SUMMER'S COMIN'</b> ★KIRBY ST. ROMAIN-Inette-103	73	97	<b>96 TEN COMMANDMENTS OF LOVE</b> ★JAMES MACARTHUR-Scepter-1250	100	—			
<b>30 SURFIN' U.S.A.</b> ★BEACH BOYS-Capitol-4932	17	12	<b>64 WIPEOUT</b> ★SURFARIS-Dot-16479	87	100	<b>97 COTTONFIELDS</b> ★ACE CANNON-Hi-2065	—	—			
<b>31 SWINGIN' ON A STAR</b> ★BIG DEE IRWIN-Dimension-1010	41	65	<b>65 NOT TOO YOUNG TO GET MARRIED</b> ★BOB B. SOXX & BLUE JEANS-Philles-113	69	75	<b>98 GYPSY WOMAN</b> ★RICK NELSON-Decca-31495	—	—			
<b>32 NOT ME</b> ★ORLON5-Cameo-257	53	67	<b>66 SIX DAYS ON THE ROAD</b> ★DAVE DUDLEY-Golden Wings-3020	71	77	<b>99 BANZAI PIPELINE</b> ★HENRY MANCINI-RCA-8184	98	100			
<b>33 PRISONER OF LOVE</b> ★JAMES BROWN-King-5739	19	16	<b>67 ABILENE</b> ★GEORGE HAMILTON IV-RCA-8184	82	—	<b>100 I'M AFRAID TO GO HOME</b> ★BRIAN HYLAND-ABC-10452	100	—			
<b>34 WILDWOOD DAYS</b> ★BOBBY RYDELL-Cameo-252 ★DOVELLS-Parkway-867	26	27				<b>100 WHEN A BOY FALLS IN LOVE</b> ★MEL CARTER-Derby-1003	—	—			
						<b>100 A LETTER FROM BETTY</b> ★BOBBY VEE-Liberty-55581	—	—			

● SHARP UPWARD MOVE

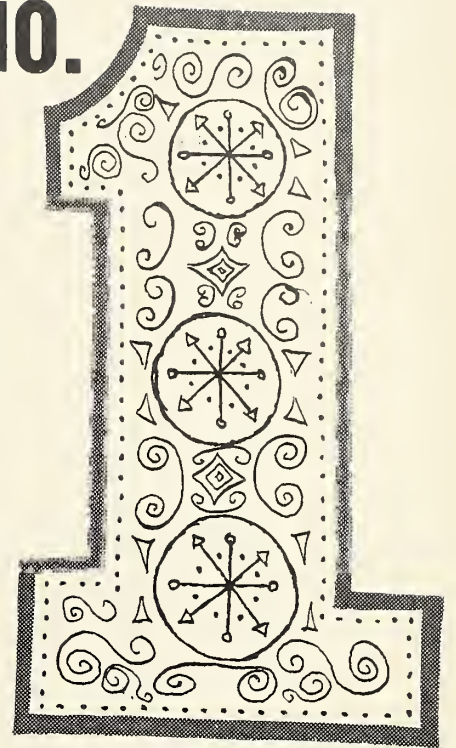
★ BEST SELLING RECORDS

\* OTHER VERSIONS STRONGLY REPORTED

PUBLISHER LIST—SEE INDEX



NO.



Album Hit

- 2 I WANNA BE AROUND  
★ Tony Bennett—Columbia 2000

Best Selling Album

- 24 I LEFT MY HEART IN SAN FRANCISCO\*  
★ Tony Bennett—Columbia 1869

Best Selling Single

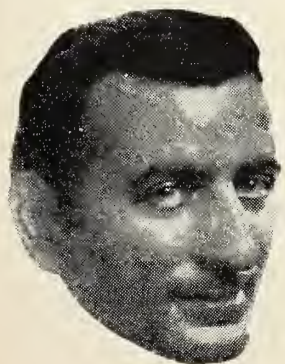
- 25 THE GOOD LIFE b/w  
SPRING IN MANHATTAN  
★ Tony Bennett—Columbia 42279

Winner of NARAS AWARDS

**TONY BENNETT'S**

**"I LEFT MY HEART IN SAN FRANCISCO"**

- RECORD OF THE YEAR
- BEST SOLD VOCAL PERFORMANCE (MALE)
- BEST BACKGROUND ARRANGEMENT



## All Four Jukebox Firms To Exhibit At MOA Show, See Labels Hopping On Bandwagon

CHICAGO—With all four jukebox manufacturers now officially due to exhibit at the upcoming Music Operators of America (MOA) confab in Chicago this Sept. (4-6), it is virtually assured that the four major labels will also be on hand to display their wares to an expected large turnout.

In a joint statement out of Chicago last week, Rock-Ola and Wurlitzer announced their decision to participate in the 1963 MOA convention at the Morrison Hotel. Upcoming meet will mark the first time all four firms have exhibited together at MOA since 1959.

The two other manufacturers—Seeburg and Rowe-AC—had previously announced their intentions to exhibit at

the meet of jukebox operators.

Last Wed. (19), a meeting between officials of MOA and Rock-Ola and Wurlitzer brought about the final agreement on rules governing the conduct of the show and the decision of both firms to participate.

Besides the appearances of Columbia, RCA Victor, Capitol and Decca, it is felt that the return of the jukebox firms to MOA's annual gathering will also spur the entry of many indie labels at the meet.

It is hoped that the MOA convention will signal the recharging of the association as a major industry force, a task undertaken with vigor by Harry Snodgrass and Bob Blundred, MOA's new guiding lights.

## Philips Unveils LP Promo, Bows 9 New Albums

NEW YORK—Philips Records gets its summer sales season underway with a "PPP Program (Product-Price-Profits) that offers a 14% discount on its LP catalog, including nine new releases. Program will be in effect through July 31.

The diskery will support the program and new release with a "heavy" promo barrage, including extensive product mailings to all reviewers and radio stations, mailing of a special feature story and photo on Woody Herman (see release list below) to all pop and jazz newspaper reviewers, accordion display, adjustable to fit any size window, back-wall, shelf or counter space, and die-cut easel jackets for the entire new release.

The new LP's include: "Encore: Woody Herman, 1963" and "Something Old, Something New" by Woody Herman, "We Go Together," Paul & Paula, "Granny & Jim," featuring Sascha Burland and Jim Symington (son of Missouri's Senator Symington) in turn-of-the-century-thru-the-20's songs, "Film Music from France," original soundtracks from 12 French flicks and "Paris Recital," Yves Mon-

tand (in the label's Connoisseur Collection).

In the classical field, the label is issuing: "Johann Strauss: Favorite Waltzes," the Vienna Symphony Orchestra conducted by Wolfgang Sawallish, the second volume in the Chaunticlere series of Beethoven sonatas with David Oistrakh, violin, and Lev Oborin, pianist, doing the sonatas nos. 9 and 10, "Chopin Polonaises," Philips debut for Hungarian pianist Gyorgy Cziffra.

Final long-hair issue is the third volume in the label's deluxe connoisseur Collection, "Missa Luba," a strong LP seller from abroad featuring 45 Congolese boys singing the Catholic mass and a selection of Luba folk songs (included is an explanatory brochure illustrated with woodcuts).

The Connoisseur Collection, the label noted, will be expanded further in the next few months with the releases of "Brigitte Bardot," "The Singing Nun," featuring pop music by a Belgian sister who is a best-seller in Belgium, "Songs of Faith Around the World" and Jacqueline Francois, the French chanteuse.

## Smash and Fontana Set Summer Push, 10 New LP's

CHICAGO—Under the promo tag of "63 Summer Release," the Smash and Fontana labels are releasing 10 new albums this month. New items and catalogs of both diskeries will be offered on a buy-seven-receive-one-free basis until Aug. 15.

Details of the program were unveiled by Charlie Fach, who directs the activities of the Mercury Records' affiliates, at an all-day sales meet in Chicago on June 14, attended by regional sales managers Doug Moody, east, Jay Swint, west, and Alan Mink, midwest.

Following the meeting, the regional managers jet-winged to all sections of the country to present the new release and sales plan to all Smash distrib.

Smash and Fontana are each offering five new albums.

The Smash dates include: "Bill Justis Plays 12 Top Tunes," his fourth LP for the label; "Ivory Joe Hunter's Golden Hits," "Group Oldies But Goodies," The Echoes, The Fascinations, "Bluegrass Oldies But Goodies," Flatt & Scruggs, The Stanley Brothers and Carl Story, and "Jazz Conference Abroad," Curtis Fuller & His Jazz Ambassadors.

New Fontana product includes: "Nana Mouskouri Sings Greek Songs," 12 tunes by Manon Hadjidakis, writer of "Never on Sunday," "Sing Along in A German Beer Garden," "Ole, Flamenco," Los Serranos, "Musical Souvenirs of Argentina" and "Paris Musette," music of the sidewalk cafes of Paris, including accordion music.

## ROSA's Pearlman: Let's Keep Getting Together After Miami

NEW YORK—While various disk industry organizations have made the trip to Miami Beach as separate entities, hope has been expressed that they will leave the site of their respective conventions with the knowledge that the get-together idea has been extended on a through-out-the-year basis.

To Irv Pearlman, president of ROSA, the one-stop organization meeting in Miami Beach this week along with ARMADA (distrib) and SORD (retailers), the problems that beset the music business at present are not confined to or affect only individual segments of the business, but are a barrier to better business conditions from the manufacturer to the retailer.

Pearlman would like to see the participation of all major organizations—including the RIAA, the label association, at meets to be held at various times of the year.

"These meetings won't solve all our problems," says Pearlman, "but they will unite everyone, and get the ball rolling in the right direction."

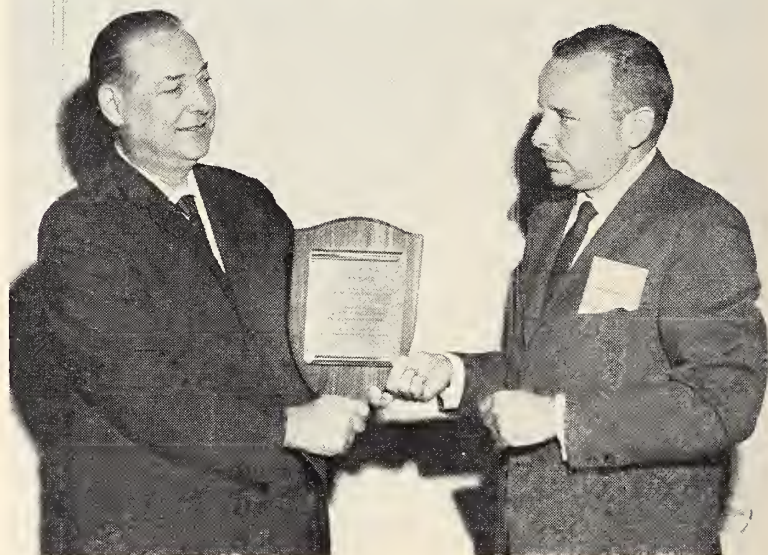
Pearlman declares there is an urgent need for better cooperation, "less

bickering" and an atmosphere that sees all major factors in the disk business in one room at the same time, affording a unique opportunity to reach better understanding among all levels of the business.

"We would like to get everyone together," Pearlman, head of I. J. Morgan, Inc., the large Philly one-stop, "to let them know what we are going to do, and, in turn, learn of the intentions of others. This can only lead, in turn, to good relationships, for example, between distributors and to those to whom he is selling, whether they be one-stops, rack-jobbers or what have you."

Believing that there is a continually closing gap between the functions of the rack-jobber and one-stop, Pearlman has also called for a single classification of what he terms the sub-distribution function. Pearlman sees the recognition of this development and the realization that sub-distribution is a major factor in today's distribution structure as major ROSA goals. He feels that the very existence of ROSA is largely to better understanding among the manufacturer, distrib, one-stop, rack-jobber, etc.

## Victor Gets Promo Exec Award For Drive On Dynagroove



Mort Vazor (right), president of the New York chapter of the Sales Promotion Executives' Association, presents a plaque for the outstanding promotional program of the year to W. I. Alexander, RCA Victor Records director of advertising promotion and publicity. The award was made for Victor's campaign to introduce Dynagroove.

NEW YORK—RCA Victor Records has been awarded the Sales Promotion of the Year Award by the Sales Promotion Executives' Association for its Dynagroove push.

The introduction of Dynagroove and the recording process used in making them was the campaign cited at the SPEA's luncheon last week at the Waldorf-Astoria Hotel. W. I. Alexander, the label's ad-publicity-promo head, was present to accept the award.

The SPEA annually selects a co-ordinated advertising-publicity-promotion campaign as the year's outstanding example of a program involving all phases of an integrated effort to place before the buying public a product or idea.

The object of the Victor campaign "was to introduce and sell the dramatic new 'sound' advance developed by the RCA Victor Record Division." Ten recordings, five each from pop and Red Seal, were in the initial release. Key to the entire campaign was Victor's challenge that the public compare the recordings to any other existing records . . . on any type of playing equipment.

The multi-million dollar campaign was launched with heavy newspaper, magazine and trade paper advertising, both color and black and white; extensive network TV and radio ad-

vertising and programming; point-of-sale materials and accessories; a comprehensive publicity kit detailing Dynagroove recordings; an exploitation tie-in with the Buick division of General Motors; special mailing pieces; a press kit sent to major newspaper reviewers along with recordings; saturation shipment of pop Dynagroove albums to disk-jockeys coast to coast; and shipment of classical records to 500 radio station directors.

The first step of the campaign was launched at a press conference held at the David Sarnoff Research Center in Princeton, N. J., where for three years much of the research that ultimately led to Dynagroove records was made.

Following introduction of Dynagroove recordings, the campaign utilized the "enormously favorable" reaction both of critics and the public to further establish Dynagroove records both as a household phrase and as a identification for quality with the record-buying public.

The Dynagroove records sales promotion was submitted to the SPEA jury for consideration by Victor's D. J. Burkheimer, manager of promotion, camden, tapes and services, and a member of SPEA.

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## Columbia's '63 Sales Meet Set For Puerto Rico In July (17-21)

NEW YORK—Columbia Records will hold its 1963 sales convention in San Juan, Puerto Rico from July 17-21 at the Americana Hotel.

The Puerto Rican meet marks the first time that Columbia has held its annual sales meeting outside the continental U.S. Nearly 500 delegates are expected to attend including Columbia's creative forces and sales personnel from all 50 states and international affiliates representing CBS Records in various major overseas markets.

According to reports circulating in the trade, the label expects to make known at the convention a major move in the area of product stabilization.

Goddard Lieberman, the label's president, will officially open the convention on Wed. (17).

Bill Gallagher, marketing veep, has stated that the label's product to be presented this year is "without a doubt, the most exciting to be released in the history of Columbia Records."

Among those who will be attending are: Bill Smith, managing director of the Australian Record Co. Ltd.; Manuel Villarreal, director general of Discos CBS S.A. (Mexico), Janez Truden, managing director of Discos CBS S.A. (Argentina); Leslie Gould, managing director of Philips Records Ltd, England; Dr. Kohki Naganuma, chairman of the board of Nippon Columbia, Japan; Hizuru (Shoo) Kaneko, Jun Imaheri and Takayasu Yoshioka, both from Nippon Columbia.

## UA Distributors Get Word Of "June Jackpot" Promo For Fall LP's At Miami Meet

MIAMI BEACH—United Artists Records was set to announce its "June Jackpot" sales plan for new fall merchandise at its annual summer meeting in Miami this week (24).

President Art Talmadge will preside over the day-long session at the Eden Roc Hotel in Miami Beach where twenty-four new packages are to be unveiled to distributors from the 50 states, Canada and Puerto Rico.

National sales manager Joe Berger, will reveal discount plans on the fall merchandise which includes albums in the pop, jazz, and country and western categories, Andre Previn's "Irma La Douce" soundtrack, additional entries in the Tale Spinners for Children series, and a special package to be released in conjunction with the U. S. Committee for United Nations.

In addition to Talmadge and Berger, Si Mael, vice-president and controller, will address the group on "Planning Ahead," and Lloyd Leipzig, newly appointed director of creative services, will speak on the functions of his departments.

Also due in attendance from the UA staff are Jay Jacobs, director of sales merchandising, national promotion director Buddy Friedlander, musical director Leroy Holmes, regional sales manager Bob Kryl, production manager Ron Narkman, general manager for subsidiary labels Andy Miele and UA's best-selling artists, (Art) Ferrante and (Lou) Teicher, currently riding high with their album and single discs from "Cleopatra."

Among the two dozen new packages included in UA's "June Jackpot" are albums by Ferrante and Teicher, Al Caiola, The Highwaymen, Tito Rodriguez, Ralph Marterie, Leroy Holmes, Gus Vali and Jay And The Americans, plus a debut set from Dakota Staton which has generated much ex-

## ARMADA Attorney To Address Convention

NEW YORK—Earl Kintner, attorney for ARMADA who has been huddling with officials of the Federal Trade Commission and members of the Roosevelt Small Business Committee on the possibility of an FTC trade practices conference in the music business, will address the ARMADA convention at one of the business meetings this Tues. (25).

## UA Handling New Kiddie Line

NEW YORK—Andy Miele, general manager of subsidiary labels for United Artists Records has announced that the record company has concluded a deal whereby it is sole and exclusive distributor for the newly-formed Humpty Dumpty line of kiddie records. UA currently distributes a successful Tales Spinners for Children series.

Henry La Pidus, UA's director of children's recordings, will serve as producer for the new series. La Pidus is a veteran of a decade and a half in the kiddie field with a list of successes to his name in packaging and innovating, and was the creator of the best-selling Peter Pan series.

The initial Humpty Dumpty release of six packages will be unveiled by Miele and La Pidus in Chicago late in July with "much fanfare," as UA considers it to be the first major innovation in moppet recordings in many years. Packages will be pre-sold via an intensive advertising and merchandising campaign planned by the diskery to take full advantage of the "daring uniqueness" of the packages, which feature "completely new recordings, new packaging, new art work and new design," the label said.

Details on the exact nature of the line's new concepts are unavailable as yet, but it's understood that innovations in packaging are a major aspect of the line's appeal.

at the diskery, and the intro album from English vocalist Danny Williams who has a single version of "More" on UA release. Also on tap are entire sets of blue grass country music and a limbo collection.

United Artists Jazz, under the aegis of impresario George Wein, will present a trio of albums highlighting new repertoire by Charlie Mingus, Howard McGhee, and Bud Freeman, while in the country area, headed by Producer H. W. "Pappy" Daily, best-selling George Jones is represented, as is Judy Lynn.

Director of creative services Lloyd Leipzig, and director of sales merchandising Jay Jacobs will unveil a cooperative advertising plan and a series of merchandising aids to the UA distributors at the Miami meeting, which president Art Talmadge called "the most exciting sales gathering in the history of United Artists."

## Capitol Issues "Tovarich," "Syracuse" Cash Albums

NEW YORK—Capitol Records is making a post-season release of two original-cast LP's this week.

One is "Tovarich," for which the label acquired the cast LP rights too long after it opened on Broadway last Mar., and the other is "The Boys From Syracuse," the 1938 Rodgers & Hart musical that's Off-Broadway's biggest hit in its current revival.

Both shows have received significant awards: Vivien Leigh, in her first appearance in a Broadway musical, got a Tony for the best performance in a musical by a female, and "Boys" won the Vernon Rice Award as the outstanding off-Broadway achievement of the year.

Capitol's only cast LP offering for the '62-'63 Broadway season was "Beyond The Fringe," the hit satire from England.

# '63 ARMADA ROSA MEETS: A SENSE OF URGENCY

NEW YORK—A comment frequently heard before any Convention sounds much like the following: "I'm going down to Florida just to see some of the people who owe me money. The convention itself doesn't interest me one bit. They never accomplish anything there anyway."

This year, however, such talk has been surprisingly rare. There is a great feeling of urgency throughout the trade and a keen desire to make both the ARMADA and ROSA Conventions as useful and valuable as possible.

Interesting programs, symposiums and speakers, all dealing with the most significant problems facing the record industry will be heard this year, and there is universal hope that from these discussions will come some important opinions that will guide the industry back onto a more stable course.

For many manufacturers and distributors, the ARMADA Convention has become a meet of double importance. The manufacturer-distrib sales meetings, introducing new product and merchandising plans have been working out very successfully for all concerned. The central meeting ground has saved considerable time

and money for distributors, cutting to a minimum the tremendous amount of hopping around the country that existed prior to ARMADA's introducing these confabs. The number of these meets has been increasing annually.

At press time, Friday, many distributors and manufacturers had already departed for Miami Beach to take part in the sales meetings that were scheduled to take place over the weekend.

Distributor attendance is expected to be at an all time high. Independent manufacturers will also be in force this year. But because of the ROSA Convention for one-stops, conventioners will include a strong contingent of individuals from the major labels.

The young ROSA association has gotten off to a big start. Its clever timing for its first big convention (since so many distributors are also in the one-stop business) should interest many more people in ROSA's purpose and goal.

From all standpoints, it appears that the '63 Miami Convention period will be of greater interest than any preceding meet.

## ABC-Par Intros New LP Product To Its Distrib Gathering In Miami

NEW YORK—ABC-Paramount Records is marketing 21 new albums this month, 12 under the ABC-Par banner, nine for Impulse!, its jazz subsidiary. ABC-Par execs believe its the "most impressive" release yet from the label.

The label's distributs were scheduled to learn of the new product at a meet last Sat. (22) at the Eden Roc Hotel in Miami Beach.

Making their ABC-Par LP bows in the release are Fats Domino ("Here Comes Fats Domino"), Hugo Winterhalter ("A Season For My Beloved"), Roberta Sherwood ("Gospel Goes Pop"), B. B. King ("Mr. Blues") and The Impressions ("The Impressions").

The other ABC-Par albums include "The Expressive Ray Charles," "Frank Fontaine Sings Like Crazy,"

## Reprise's May LP Release Called "Most Successful"

HOLLYWOOD—Reprise Records' release of 12 LP's for May is doing the best sales job of any previous issue, Mo Ostin, the label's exec veep, reported last week.

Leading the sales parade, Ostin noted, are Frank Sinatra's "The Concert Sinatra," "Dean 'Tex' Martin Rides Again," "Trini Lopez at P.J.'s" and "Nelson Riddle Conducts His Score from 'Come Blow Your Horn'." The Sinatra is 24 on the stereo best-sellers, 53 on the mono charts.

In addition, the label is getting "brisk sales" action on Keely Smith's "Little Girl Blue/Little Girl New," Rosemary Clooney's "Love," Jo Stafford's "Getting Sentimental Over You," George Greeley's "Rhapsodies Of Love" and Les Baxter's "The Academy Award Winners."

Ostin also reported that the label has received "heavy orders" on the entire release from its foreign licensees. Reprise, Ostin indicated, is close to effecting simultaneous domestic and foreign distribution on all its releases.

"Bossa Nova Brasil" by Juarez and his Orchestra, "The Many Guitar Moods of Roy Smeek," "Candido's Comparsa," "The Artistry of Ferrante & Teicher" and "The Salvation Army Plays the Great Marches."

The Impulse! entries are "The Black Saint & The Sinner Lady" by Charlie Minous, "Now! Sonny Stitt," "Today & Now" by Coleman Hawkins, two LP's called "Americans in Europe," vols 1 & 2, recorded "live" at a concert in Germany, two LP's by John Coltrane ("Impressions" and "Johnny Coltrane & Johnny Hartman"), "Nights of Ballads & Blues" by McCoy Tyner, and "Cleopatra, Feelin' Jazz" by Paul Gonsalves, based on the "Cleo" flick.

Also being issued are the first two albums on the Ray Charles-owned ABC-Par handled label, Tangerine. They are "Falling in Love Is Wonderful" by Jimmy Scott and "Princess" by Terrell Prude. Chancellor Records, also handled by ABC-Par, is represented with "Frankie Avalon Sings Cleopatra plus 13 Other Great Hits."

## Talmadge Defends Disk Club

NEW YORK—Art Talmadge, president of United Artists Records, took the witness stand on behalf of the Columbia Record Club during last week's schedule of hearings of the six-months old monopoly suit against the record club.

The UA prexy's testimony was a continuation of the opinions expressed by other label toppers in recent weeks. Talmadge stated that the diskery's alliance with the Columbia Record Club has been profitable on all levels. Increased exposure of UA product through club advertising increased sales at the retail level, especially LP's by Ferrante & Teicher and the great movie theme albums.

Other witnesses heard at last week's hearings offered expert testimony in the areas of marketing and research.

The hearings will be in hiatus for the next two weeks and will then resume with Columbia's defense of its club operations.

# ARMADA

AMERICAN RECORD MERCHANTS & DISTRIBUTOR ASSN.

## FIFTH ANNUAL CONVENTION

JUNE 25-26, 1963

EDEN ROC HOTEL — MIAMI BEACH, FLORIDA

## SCHEDULE OF EVENTS

### MONDAY, JUNE 24th

9:00 P.M.—Executive Board Meeting in Card Room B  
12:00 Noon to 8:00 P.M.—Registration, Regency Lounge

### TUESDAY, JUNE 25th

8:00 A.M.—Registration, Regency Lounge  
9:30 A.M.—Meeting called to order, Cafe Pompeii

(Badges required for Admittance)

9:35 A.M.—Invocation  
9:40 A.M.—President's Annual Report, Amos Heilicher  
10:00 A.M.—Treasurer's Annual Report, Jim Schwartz  
10:10 A.M.—Executive Secretary's Report, Paul Ackerman  
10:15 A.M.—Appointment of Nominating Committee  
10:20 A.M.—Guest Speaker, Dave Kapp  
10:40 A.M.—New Business  
12:30 P.M.—Luncheon, Mona Lisa Room  
(Badges required for Admittance)  
2:00 P.M.—Convening for general discussion period, Cafe Pompeii  
(Badges required for Admittance)  
2:05 P.M.—Address by Edwin Abramson, CPA, on "Traveling Entertainment Expenses Under the Revenue Act of 1962"  
2:25 P.M.—Question and Answer period in connection with above  
2:40 P.M.—Symposium: **DIVERSIFICATION FOR DISTRIBUTORS**

a. Does the changing market pattern in the record industry necessitate an expansion of the distributor's function to include the rack jobber and one stop fields?

b. By entering the rack and one stop fields, will the distributor be more able to control his territory and maintain his status?

c. Does the manufacturer prefer that his distributors embrace rack and one-stop operation?

d. Will the distributor's expanded activities diminish his effectiveness in the area of "pure distribution?"

e. To effectively expand in these fields, how much more personnel and financing is required?

f. Does the average distributor have the know-how to expand into all facets of distribution? Is an educational campaign by ARMADA indicated?

Moderator: Irwin Fink  
Panel Members: Carl Gloser, Robert Hausfater, Jim Schwartz, Bob Kornheiser.

3:50 P.M.—Symposium: **THE MANUFACTURER-DISTRIBUTOR RELATIONSHIP IN A CHANGING MARKET**

a. Has this relationship grown more sensitive as a result of the growth of the rack jobber segment of the industry?

b. In today's changing market, does the distributor feel he no longer enjoys manufacturer protection, to the extent he once did, in controlling his territory?

c. Is it the opinion of this panel that the incidence of direct shipping—or bypassing the distributor—is increasing; or is it the panel's view that by and large manufacturers tend to withstand such pressures?

d. What is the panel's opinion with regard to manufacturer allocations and extra-incentive

deals? Does this place an unfair burden on the distributor, forcing him into transshipping?

e. What would be the effect of abolition of allocations and minimizing of deals? Would sales volume suffer?

f. What does the panel recommend to better manufacturer-distributor relations? More frequent communication and discussion between the parties? Could a manufacturer-distributor advisory committee aid in bettering manufacturer-distributor relations?

Moderator: Ewart Abner, Jr.

Panel Members: John Sippel, Al Rasenthal, Paul Cahen, Jimmy Martin, Norman Weiser, Lenny Sachs, Hans Lengsfelder, Dan Pierce, Sam Phillips.

5:00 P.M.—Adjournment

6:00 P.M.—Cocktail Party, sponsored by Eden Roc Hotel, for ARMADA members, Imperial Room

(Badges required for Admittance)

### WEDNESDAY, JUNE 26th

9:00 A.M.—Convening for general discussion, Cafe Pompeii

(Badges required for Admittance)

9:30 A.M.—Guest Speaker, Dave Miller

9:50 A.M.—General Discussion Period

10:00 A.M.—Symposium: **THE PROPOSED STAND-CONTRACT**

a. Is a manufacturer-distributor contract feasible?

b. A standard contract is common in other phases of the music-record industry; why not between manufacturers and distributors?

c. What are the advantages, to distributors, of a standard contract? Any disadvantages?

d. What are the advantages to manufacturers? Disadvantages?

e. Could a standard contract control transshipping?

f. Discussion of the obligations of manufacturers and distributors and conditions of termination.

Moderator: Bill Shocket

Panel Members: Al Bennett, Herbert Dale, Kenny Myers, Jordon Ross.

11:00 A.M.—Symposium: **THE RETURN PRIVILEGE**

a. What does the distributor require in order to keep his inventory clean and saleable?

b. What is fair for the manufacturer?

c. What are the panel's views as to the following suggestions:

1. A 10 percent overall return privilege on product—singles and albums.
2. 100 percent exchange on cutouts.
3. 100 percent exchange on defective product.
4. 100 percent return on allocations.

Moderator: John Kaplan

Panelists: Lau Klayman, Al Bennett, Bul Katzel, Phil Skaff, Bob Chattan, Joe Martin, Ahmet Ertegün.

12:30 P.M.—Luncheon, Mona Lisa Room

(Badges required for Admittance)

2:00 P.M.—Convening of General Business Meeting

2:15 P.M.—Report of Nominating Committee

2:30 P.M.—Election of Officers

2:45 P.M.—Installation of Officers

3:30 P.M.—Adjournment of 1963 Convention

7:30 P.M.—Benediction

7:35 P.M.—Banquet, Cafe Pompeii

(Badges required for Admittance)

Entertainment by Screen Gems characters, courtesy of Columbia Pictures.

### MANUFACTURERS' ACTIVITIES

#### FRIDAY, JUNE 21st.

##### ROULETTE RECORDS

8:30 A.M.—Continental Breakfast—Bacchus Lounge

9:00 A.M.—Sales Meeting—North Imperial Room

12:30 P.M.—Buffet Lunch—Harry's American Gardens

##### COMMAND RECORDS

2:00 P.M.—Sales Meeting—Mona Lisa Room

6:30 P.M.—Cocktails and Dinner—Ocean Lounge

#### SATURDAY, JUNE 22nd

##### ABC-PARAMOUNT RECORDS

10:00 A.M.—Sales Meeting—Mona Lisa Room

7:00 P.M.—Cocktails and Dinner—Imperial Room

##### JAY-GEE RECORD COMPANY

4:00 P.M.—Sales Meeting—Paladium Room

5:30 P.M.—Cocktail Party—Ocean Lounge

#### SUNDAY, JUNE 23rd

##### COLPIX RECORDS

10:00 A.M.—Brunch—North Imperial Room, followed by Sales Meeting in South Imperial Room

##### VEE JAY RECORDS

5:00 P.M.—Sales Meeting—Empire Room, followed by Cocktails and Dinner in Empire Room

#### MONDAY, JUNE 24th

##### UNITED ARTISTS RECORDS

8:30 A.M.—Continental Breakfast—North Imperial Room

9:30 A.M.—Sales Meeting—South Imperial Room

1:00 P.M.—Lunch—Mona Lisa Room

##### ATLANTIC & ATCO RECORDS

3:30 P.M.—Sales Meeting—Paladium Room

7:30—Dinner—Hawaiian Luau Restaurant

#### TUESDAY & WEDNESDAY, JUNE 25th & 26th

##### ARMADA Meeting

#### THURSDAY, JUNE 27th

##### EVEREST RECORDS

9:30 A.M.—Continental Breakfast—Paladium Room, followed by Sales Meeting in Palodium Room



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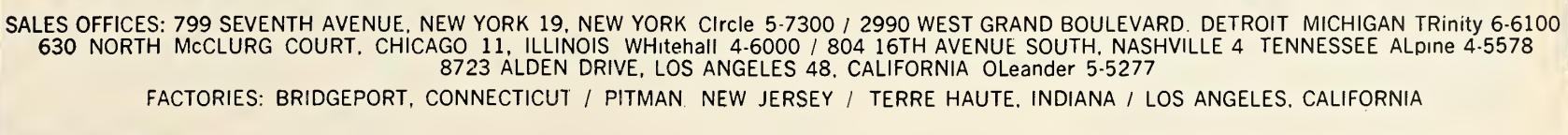
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# Columbia Record Productions

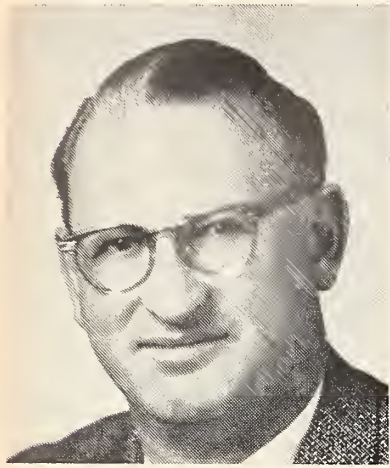
SALES OFFICES: 799 SEVENTH AVENUE, NEW YORK 19, NEW YORK Circle 5-7300 / 2990 WEST GRAND BOULEVARD, DETROIT MICHIGAN TRinity 6-6100  
630 NORTH McCLURG COURT, CHICAGO 11, ILLINOIS WHitehall 4-6000 / 804 16TH AVENUE SOUTH, NASHVILLE 4 TENNESSEE ALpine 4-5578  
8723 ALDEN DRIVE, LOS ANGELES 48, CALIFORNIA OLeander 5-5277

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## Self Examination of Prime Importance



by AMOS HEILICHER  
President of ARMADA

The record business has been good to most of us. We have grown and thrived; but by slow degrees in recent years the row has become more difficult to hoe. In plain talk, it has become more difficult for both the indie manufacturer and the indie distributor to make a profit. Both of these vital segments of the record business face a curious and drastic situation. They see a record business whose dollar volume increases annually—yet they—the indie distrib and indie manufacturer—find it rougher to maintain their own status in this evolving industry.

Assuredly, many of us have first hand knowledge of the fact that our industry's "growth" has been attended by chaos and pain.

The distributor finds many of his retail outlets drying up. The manufacturer finds he is increasingly hard-pressed to maintain his volume. He is engaged in a wildly competitive product race—hopefully spewing out recordings which he hopes will, buckshot fashion, hit their mark. More often, he succeeds in burdening his distributor, whose promotion efforts prove inadequate for the mass of material coming his way. Transshipping is rife; deals, seemingly, are endless.

And the consumer? As sales slacken the feeling grows that the consumer has reached the point where he doesn't know what a record should cost. The feeling is also growing that in many instances, he doesn't care too much. Apathy has overtaken him.

Surrounded with such conditions of anarchy and confusion, it is natural that one segment of the business should blame the other. We have all heard manufacturers speak bitterly of distributors, claiming that the latter "hold all the marbles while we take all the risks." Just as often the distributor berates his manufacturers, taking a dim view of his multitudinous sales programs, his frantic production schedule, his apparent willingness to cheapen his product by allowing it to be footballed.

That is our picture as we enter the summer sales doldrums, and we must study this picture carefully and without passion.

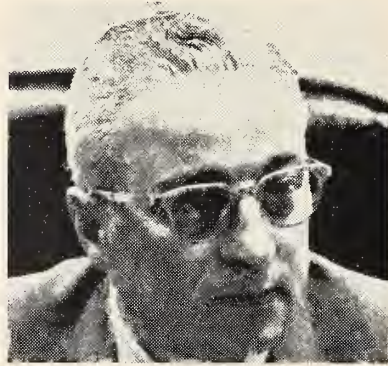
We may be certain of several points. Firstly, there will be no rapid short-cut to a sound, healthy business. Secondly, when several segments of the industry blame the other profusely, we may safely assume that total blame or total innocence lies with neither segment. The soul-searching in this ruggedly-individualistic industry has already begun, and surely many of us are aware of the rising crescendo to the effect that "We must clean up our own house."

Surely, I have heard this increasingly among my fellow distributors. I know that manufacturers, too, are taking closer inventory of their own sales and manufacturing philosophies. This is a good augury for the future, for a cure is often hastened by self-analysis.

We in ARMADA feel such a critical attitude of self-examination is of prime importance; but it must be buttressed and attended by a development of even greater significance: that is, a set of industry guide lines stemming from Federal government authority. It is for this reason that we, as an organization, have been pressing with all our strength for a trade conference under the aegis of the Federal Trade Commission. A set of practices and guides, derived from such a conference, could restore stability and define and clarify functions and areas of distribution.

As you know, ARMADA is also exploring other areas of governmental aid—notably via the Roosevelt Small Business Committee. We feel this governmental approach—through the FTC and the Roosevelt Committee, could lay the basis for a revitalized industry wherein the investment of the indie distrib and indie manufacturer could be maintained and safeguarded. Under such conditions, normal growth would then occur.

## Record Industry At Cross Roads of Its Very Existence



by JOHN KAPLAN  
Executive VP of ARMADA

Today as in no other time in its history the record industry stands at the very cross roads of its existence.

Let no one doubt that the industry will not only survive the problems it now faces, but that it will grow to heights unforeseen by even our most optimistic planners.

The certainty of this statement is borne out by those of you who are reading this article—the individual human components who make up our industry and whose vigor and vitality have made this business as big as it is and as big as it will grow to be.

There is a "point of resistance" beyond which no man will allow himself to be tread upon without fighting back. Since an "industry" is nothing more than a group of men bound together by a common denominator—in this instance the merchandising of recorded sound—it therefore follows that an industry can also reach a point of resistance. I firmly believe we have reached the depth of our problems and that the future can only

Granted that the developments outlined above will materialize, we foresee a sound future for the indie distributor and manufacturer, and the entire industry. Our faith in the essential product is unshaken, for who can deny the intrinsic appeal of recorded sound as the greatest value in home entertainment. From the standpoints of basic merit, engineering progress, creativity and overall glamour our industry is second to none.

We stand four-square on that proposition.

be in an upward direction.

A sign of the times is the encouraging fact that our industry's trade papers are filled these days with positive terms like "price stabilization," "ARMADA," "Roosevelt Small Business Committee," "RIAA," "Fair Trade Practices," "NARM" and "SORD." This indicates to me that we've finally gotten up enough guts to visit the doctor and we are taking the prescribed medicine on the road back to a sound, healthy business condition.

The major problems confronting our industry are well-known to all of you. However, it does occur to me that there are many situations not of a "headline nature" that if changed could strengthen the industry. Being a distributor, I guess it's only natural that I should see the biggest room for improvement at the manufacturer level. In all honesty, there's probably much a distributor could do to improve his activities, but since I hold the power of the pen at the moment I'd like to take the opportunity to speculate on some of the goals I would aim for if I were an independent manufacturer.

One of the first policies I would initiate would be to simplify my sales approach. The effect of this would be to allow the distributor to function in his natural role as a sales and merchandising agent. As it stands today the distributor and his sales force spend a good part of their time as "bookkeepers" trying to figure out the intricacies of existing sales programs. Some of the plans remind one of the old joke about the Chinese restaurant menu: "Take one from Column A and two from Column B" and so on.

Secondly, I would reduce the number of sales programs to a maximum of two a year—say a spring and a fall plan. There's a standing joke in our area which goes like this: "It's a quarter after three. X label should have a new sales plan in an hour!" Under these circumstances the effect of any sales plan is lost in the ensuing confusion. And what kind of confidence can a dealer—or for that matter, a consumer—have in a product whose price fluctuates daily?

I would also attempt to equip my field representatives with the power to expedite decisions on the spot. Most manufacturer policy seems to be to send their reps "into the battle without any ammunition in their guns." When a problem develops and "the trigger" had to be pulled, most of the time the rep's answer is: "I guess I'll have to check with the home office."

A distributor has to stand behind the decisions made by his sales and promotion staff—why should not the same policy work for the manufacturer? To make sure that it did, I would develop some sort of executive training program as that found in other industries. In this manner, the man representing my company in the field would be well-trained and acquainted with all aspects of company policy and procedure.

One last thing that I would attempt to do would be to release product judiciously. If there is one basic fault that led to our current problems it is overabundance of product. This created transshipping and wrecked the financial structure of distributors and dealers alike. A market can only absorb so much merchandise, and we've got the consumer so confused that he doesn't know where to invest his dollar. I suspect that in many instances he has just stopped buying rather than face the labyrinth of product and prices.

I am very much aware of the attendant problem of artists' contracts, but what sense does it make to put out five albums by a given artist at a cost of \$25,000 and have them sell a total of 10,000 copies, as opposed to one well-thought out album at a cost of \$5000 that would sell 50,000?

Well, I have had my say and I thank Cash Box for the opportunity. I hope to see you all in Miami at the ARMADA convention.

## thoughts on Harry Schwartz

### A Tribute



As ARMADA enters its fifth annual convention, it is proper that we pause at this moment and make note of a great loss and a tremendous heritage.

We will sadly miss the graciousness and guidance of the late Harry Schwartz.

But in another and very real sense, this convention is his testimonial; and what he stood for—ethical business dealings on the part of the distributor, the manufacturer and the dealer—remains an industry goal.

One word completely summed up his way of life: Integrity.

We as individuals, and collectively as an organization, are fortunate that we enjoyed his presence for so many years.

In a material world, what he represented was doubly precious.

As a charter member of ARMADA and as its treasurer since its inception, he gave of himself for the benefit of the entire record industry.

Let us consider his heritage—his belief in fair business practice—as a constant challenge; an aim towards which we may all strive.

Amos Heilicher  
President  
ARMADA

*Thanks*  
FOR THE NUMBER 1 HIT  
"It's My Party"

*Thanks* to all  
Radio Stations and Distributors for  
helping us decide which single to  
release from

LESLEY GORE'S HIT LP  
"I'll Cry If I Want To"

MG 20805 / SR 60805

**SHIPPING TODAY**  
"Judy's Turn to Cry"  
LESLEY GORE  
72143



America's First Family  
Of Fine Recordings

# Industry's Key Words Should Be: Quality and Originality—Not Price



by **JIM SCHWARTZ**  
Treasurer of ARMADA

My views on the current distribution picture have been stated quite emphatically in the past, and have been criticized by many in the record industry by both distributor and manufacturer, as being outmoded and unrealistic.

The record industry must be promoted to the public through proper channels based on *quality, originality, and performance*, rather than exposing only that merchandise that can be advertised at fantastic discount, non-profit prices. I still believe that a record distributor *should, and can* exist, if he performs his proper functions. These functions summed up are:

- Exposure of the product he represents to dealers, rack jobbers, and one stops.
- Promotion of the product through a promotional staff working with radio, TV, and retail outlets.
- A strong sales department that can sell and promote merchandise to the retail level.
- Facilities that can handle all these functions.

Actually, duties of a distributor are too numerous to mention, because it is an un-ending task of a continual effort to promote and sell product at a profit for himself, the manufacturer, and the retailer.

These functions, in reality, represent the basic principles of ARMADA, but the current situation is rapidly deteriorating into a jungle of cut-price, non-profit type of industry. If we, as distributors, must continually seek volume at any price to satisfy our manufacturer, or to keep our own dealers' business from trans-shippers, then there is not enough profit left to perform the functions of the distributor properly. Many manufacturers and distributors feel that the distributor must get into the rack jobber operation at all costs. *This is not the answer*, and I only wish I could get this point across before it is too late.

First of all, it is impossible to run a distributorship properly, with the added duties of a Rack Jobber. We should not be in the retail business. I repeat, *we must expose and promote our merchandise in our own territories*, and help create the sales that are needed. This can not be done if we are in the retail business.

Secondly, there are several distributors in every major market. What kind of a jungle would be created if each distributor in each of these major markets went into the rack operations? I can only see mass confusion and price destruction, with the only survivors being the financially sound operators that can buy better by "shopping around," "brow beating," and demanding "price consideration," by virtue of big volume. You can see that distribution functions are not necessitated.

Price will be the only consideration. This means that when new product is presented under these conditions, if the price isn't right, it may never be exposed to the public in certain areas. Performance and/or quality will mean nothing; only cut-prices will count! The public today is already losing

faith in the record industry. It can not understand how some non-record stores, such as drug stores, meat markets, etc., can sell hit LP's at less than half of what a regular record shop can sell it for.

If the public loses confidence in our industry, we may find ourselves with a dwindling demand for our product.

Trans-shipment is the greatest aid to drastic price cutting. Most distributors indulge in this legal practice of moving quantities of merchandise either forced on him by a manufacturer, or forced by his need for additional volume that has been taken away by trans-shipped merchandise coming into his territory. I have never heard of a distributor that has made his profit indulging in this practice. In fact, most of them have said, "I will stop if the others stop." Remember, if everyone would offer the same price to the retail outlets in their territory as they do elsewhere, there would be no need to trans-ship.

In presenting all these problems, can't it be seen by the leaders of our industry that we must get back to the sensible way of conducting business? This business has been good to many of us in the past, but if we have to sell out to our competition, sell out to our customers, or completely change our method of doing business by getting into the retail end to survive, then the future development of the record industry will be seriously impaired.

# ARMADA — Since The Structural Change of Last Year



by **PAUL ACKERMAN**  
Exec. Sec. of ARMADA

It is just about one year since ARMADA underwent a drastic reorganization and structural change. Originally created five years ago as an organization of indie manufacturers and distributors, it was altered so that it may now be considered primarily a distributor's organization. Only the latter have voting power and are classified as full members. Manufacturers—and other segments of the record industry—join as associate members. They have a voice in ARMADA's deliberations but no voting power.

What has been the result of this change in organizational structure and policy?

Initially, there was speculation that the change would weaken ARMADA; that manufacturers, lacking full membership, would lose interest. Some manufacturers, in fact, did display a measure of pique and dropped out.

However, many observers expressed the view that the newly-constituted ARMADA would have a stronger legal base inasmuch as the revamping did away with what some felt was a collusive situation.

This view gained increased acceptance, with the result that a substantial number of key manufacturers joined ARMADA as associate members—bringing the manufacturer segment to its strongest peak in the organization's history.

For instance, in approximately the last six to eight months, manufacturers who have joined include such labels as ABC-Paramount, Kapp, Liberty, Warners, Colpix, Monument, Hickory, Starday, Everest, Todd, etc. These, coupled with the already-existing membership of such labels as Atlantic, United Artists, Vanguard, Cadence, Chess, Vee Jay, Cameo-Parkway, Roulette, Reprise and others, constitutes a manufacturer roster of substance and stability.

The moral to be drawn from this development is clear and was forcefully indicated several months ago in Chicago during ARMADA's Board and Special Emergency Meeting: The indie manufacturer feels that he has much in common with the indie distributor; that the prosperity of one is dependent upon the prosperity of the other; that despite a measure of bickering implicit in the relationship, there is, of necessity, a larger measure of co-operation required if the industry is to go forward.

Having revamped its organizational structure, and having strengthened its manufacturer roster, ARMADA has recently taken another organizational step to pave the way for fruitful manufacturer-distributor liaison. This was achieved through the creation of the Manufacturers' Advisory Committee—an outgrowth of the last meeting in Chicago. At that session, a small group was appointed, including Ewart Abner Jr., of Vee Jay, Jerry Wexler of Atlantic, Jerry Raker of Colpix and John Sippel of Monument. It is to be expected that this committee, during the board meeting and present convention at the Eden Roc—will be broadened so that it is more representative of the total ARMADA manufacturer strength.

In recent months ARMADA has gained new distributor members—such as Davis Sales in Denver (Bill Davis), Mangold Distributing in Baltimore (Manny Goldberg), Andy Huffine in Seattle, Chips Distributing in Philadelphia, etc. But in this article we have stressed more the manufacturer segment inasmuch as this segment seemed to pose the greatest problem as a result of the ARMADA organizational change one year ago.

What is the future? Only a bold and somewhat foolish man, or a genius with extraordinary vision, can say. I take the view that the present chaotic conditions prevailing in our industry cannot continue indefinitely; that the changing marketing conditions and merchandising practices will slowly assume a pattern of normalcy; that the industry and agencies of the Federal government will likely have a hand in achieving this normalcy; that in the process of achieving this, some manufacturers and distributors may fall by the wayside, but many will persist and become prosperous.

The new ARMADA structure, and the organization's aims, should prove vital to securing this new stability.

## ROSA RECORD ONE-STOP ASSOCIATION FIRST ANNUAL CONVENTION JUNE 23-25, 1963 FOUNTAINBLEU HOTEL, MIAMI BEACH, FLA. SCHEDULE OF EVENTS

**SUNDAY, JUNE 23rd**  
12 Noon - 2:30—Registration, Fountainbleu Lobby  
3 P.M. - 5:30 P.M.—Regular Meeting, members only, Conference Room E  
7:30 P.M.—Cocktail Party—Sponsored by Liberty Records  
(Host: Herb Slotkin)

**MONDAY, JUNE 24th**  
9 A.M.—Business Session, Conference Room E—For ROSA members, record manufacturers, distributors and press.  
Welcoming address from ROSA president Irv Perlman Address from Bill Gallagher, vice-president of Columbia Records  
Round Table Discussion  
12 Noon - 2 P.M.—Luncheon—Louis Philippe Room  
Presentation of award to Robert F. Kennedy (by Sam Ricklin)

Presentation of award to Liberty Records and Robert Peard (by Lou Boorstein)  
2 P.M.—Business Session—Conference Room E  
Guest Speaker—Amos Heilicher, president, ARMADA  
Round Table Discussion  
3:30 P.M.—Conference Room E  
Guest Speaker—Ralph Berson, vice pres. Pickwick Records  
7:30 P.M.—Cocktail Party, Voltaire Room  
Sponsored by Roulette—Host: Jim O'Dwyer

**TUESDAY, JUNE 25th**  
9 A.M.—Business Session—Conference Room E  
ROSA Members, Manufacturers, Distributors, Press  
Report of ROSA Study—Stanley Stone  
Guest Speaker—Morris Levy, president Roulette Records  
Round Table Discussion  
12 Noon - 1:30 P.M.—Luncheon—Louis Philippe Room  
1:30 P.M.—Meeting of Regular Members

## ON THE EVE OF THE ARMADA CONVENTION



by **JULES MALAMUD**  
Executive Director of NARM  
Nat'l Assn. of Record Merchandisers

With the opening of the annual ARMADA Convention in Miami Beach, phonograph record industry attention is focused on the activity of the record distributors and manufacturers. The National Association of Record Merchandisers, Inc. (NARM) offers its fellow association its best wishes for a most rewarding and successful convention.

With our sincere good wishes, may we take this opportunity of extending some pre-convention advice? Recent ARMADA gatherings have been characterized by a kind of panic among the distributor members, a panic which yells that record distributors are finished—through; that distributing as a part of the record business is a thing of the past. In preaching this doctrine, the distributors of ARMADA are doing themselves a great disservice; they are  
(Continued on page 45)

**SHE'S  
GOING  
ALL  
THE  
WAY!**

**BRENDA**

by **THE CUPIIDS**

on KC 115



101 WEST 55th ST., NEW YORK 19, N.Y. PHONE 245-9129

# WHO SAYS STEREO RECORDS ARE IN SHORT SUPPLY?

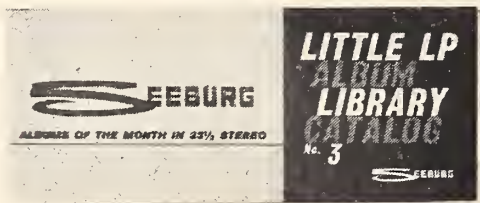
## ***NOT FOR OPERATORS OF SEEBURG PHONOGRAPHS!***

### **TODAY'S BIGGEST PACKAGE OF EARNING POWER!**



#### **Seeburg Little LP Album Stereo Record**

Full-color album cover, 3 miniatures, 5 title strips . . . and the unmatched album stereo record for high-profit 50¢ play. There are 343 of these album records in the newest Seeburg Little LP Catalog . . . and more coming all the time.



- 1 Seeburg has provided a steady flow of stereo singles to operators ever since 1960, when Seeburg alone pioneered the 33 $\frac{1}{3}$  stereo record.
- 2 Today, in cooperation with manufacturers of 43 record labels, Seeburg offers operators a stereo record with even greater earning power. This is the "Little LP" stereo album record. There are 343 in the newest Seeburg catalog. Many are by top artists not recorded on singles.
- 3 Next week, Seeburg will introduce another new international service to operators—"The Top-Earning 30." It is a weekly report of the 30 Little LP stereo album records that are actually earning the highest income in Seeburg locations around the world.
- 4 Read on the opposite page how you can get this list every week.

# To Music Operators, Record Manufacturers, Artists, and DJs:

For many years, the coin phonograph alone made the unknown record into a big hit.

Today, the public itself, through its record purchases, makes its own hits. So if you really want a phonograph to earn money, you program the music the public buys.

**1** Ever since Seeburg led the industry into stereo, back in 1958, we have been urging operators to program the music the public was buying for home play.

Again, in 1960, Seeburg virtually forced a reluctant and protesting industry to follow our adoption of the 33 $\frac{1}{3}$  stereo record. We actively championed the rising profit potential in 33 $\frac{1}{3}$  stereo. Right from the start, we offered built-in automatic intermix.

No other phonograph maker, at that time, pushed stereo in any form. None warned, as Seeburg did repeatedly, that increased industry prosperity lay in *adult music*.

To supply operators with adult music in stereo, Seeburg launched "Artist of the Week," a service still in operation. Every week it has offered operators new selections of 33 $\frac{1}{3}$  stereo records.

Despite published reports from here and there that operators were "not sold" on stereo—that locations "didn't care" what kind of music they got—Seeburg continued to promote stereo programming. We pushed stereo even further with our AY and DS phonographs.

**2** In the fall of 1962, Seeburg took a giant step forward by introducing a totally new concept in coin phonographs, the revolutionary LP Console. With it came an equally new combined remote selector and stereo speaker unit, the Stereo Consolette.

At the same time, we created a new kind of stereo album record, the 33 $\frac{1}{3}$  Little LP. This gave the operator the finest stereo of all. It offered the operator the greatest income potential of any record in the history of our business.

It did this by making possible a popular and profitable 50¢ play—and by really giving the customer music that is worth 50¢.

Certainly congratulations are due the leading record manufacturers who had the foresight to join Seeburg in develop-

ing the Little LP. They recognized, as we did, the need for *true album stereo programming*. Because, even then, the public was spending 85% of its phonograph record money for 33 $\frac{1}{3}$  albums.

To give operators this same music, for coin phonographs, the manufacturers of 43 labels are today participating in the Seeburg Little LP program:

ABC-PARAMOUNT	JAZZLAND
AMPHORA	KAPP
ARGO	KING
AUDIO FIDELITY	LIBERTY
BETHLEHEM	LONDON
CADENCE	MERCURY
CAPITOL	MGM
CHECKER	PHILIPS
CHESS	RCA VICTOR
COLUMBIA	REPRISE
COMMAND	RIVERSIDE
CORAL	ROULETTE
DECCA	SMASH
DOLTON	SUE
DOT	TICO
DUKE	TIME
EPIC	VEE-JAY
EVEREST	VERVE
GRAND AWARD	WARNER BROS.
HI	WASHINGTON
HORIZON	WORLD PACIFIC
IMPULSE	

Seeburg also salutes the artists whose Little LP albums in stereo are rolling up gross phonograph earnings to all-time-high levels. Regardless of whether their albums are on published "best-seller" lists or not, they are artists who are consistently making money for Seeburg operators:

Ann-Margret	Bobby Bland
Eddy Arnold	Frankie Carle
Chet Atkins	Percy Faith
Jan August	Maynard Ferguson
Brook Benton	Red Foley

Jan Garber	The Mills Brothers
Benny Goodman	Russ Morgan
Woody Herman	Webb Pierce
Lena Horne	Hank Thompson
Jonah Jones	Ernest Tubb
Wayne King	Jerry Vale
Guy Lombardo	Sarah Vaughan
Julie London	Dinah Washington
The Melachrino Strings	Kitty Wells

**3** Now Seeburg is taking another step forward to help make programming more profitable: A weekly report to operators of the 30 Little LP stereo albums that are pulling in the biggest grosses in Seeburg locations everywhere—

- 10 Top-earning pops Little LPs
- 10 Top-earning jazz/rhythm & blues Little LPs
- 10 Top-earning country & western Little LPs


This weekly list of "The Top-Earning 30" will be published in our regular ads to the industry and will also be available by mail.

Selection of the "Top-Earning 30" will not be based on reviews or on panel opinions, but only on how much money they actually earn in Seeburg phonograph locations, as reported to us by music operators across the country.

**4** To get your name on our mailing list for these free weekly reports, in advance of publication, mail the coupon below. We will keep you up to the minute on the whole stereo picture, and give you the latest additions to our constantly growing Seeburg Little LP Stereo Catalog.

*Joe Marsala*

Vice-President  
Music & Record Division

**MAIL TO** 

1500 North Dayton Street, Chicago 22, Illinois

---

Yes, put us on your free mailing list for the weekly advance report of THE TOP-EARNING 30 Little LP Stereo Album Records.  
Also send us a copy of the latest LITTLE LP STEREO ALBUM CATALOG.

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

C

ca\$hin' in  
on both  
crazes



# "Surfin' Hootenanny"



#962

by

# AL CASEY

## And The K-C-Ettes

Produced for Stacy Records

by Lee Hazlewood

 Took Off This Week and **SELLING BIG** in Los Angeles, San Francisco, Detroit, Miami and Cleveland

Distributed independently in your area  
In Canada: Quality Records Ltd.

DJ's  
Write:

**S T A C Y**  
1918 Prairie • Chicago 16



## 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  | <b>BREAKWATER/SCARLET O'HARA</b><br>Lawrence Welk (Dot 16488)      | 26 | <b>TEARS OF JOY</b><br>Chuck Jackson (Wand 138)                                 |
| 2  | <b>MARLENA/CANDY GIRL</b><br>Four Seasons (Vee Jay 539)            | 27 | <b>WE'RE ONLY YOUNG ONCE</b><br>Bunny Paul (Gordy 7071)                         |
| 3  | <b>SPRING</b><br>Birdlegs & Pauline (Vee Jay 510)                  | 28 | <b>HOT POTATOES</b><br>Rinky Dinks (Enjoy 1010)                                 |
| 4  | <b>SUMMERTIME</b><br>Chris Columbo Quintet (Strand 25056)          | 29 | <b>GUILTY</b><br>Jim Reeves (RCA Victor 8193)                                   |
| 5  | <b>DEVIL IN DISGUISE</b><br>Elvis Presley (RCA Victor 8188)        | 30 | <b>EYES</b><br>Earls (Old Town 1141)                                            |
| 6  | <b>FROM ME TO YOU/TWO SILHOUETTES</b><br>Del Shannon (Bigtop 3152) | 31 | <b>SOUL CITY</b><br>Pervis Herder (Jamie 1254)                                  |
| 7  | <b>SAD, SAD GIRL AND BOY</b><br>Impressions (ABC-Paramount 10431)  | 32 | <b>HOW DO YOU DO</b><br>Gerry & The Pacemakers (Laurie 3162)                    |
| 8  | <b>SCARLET O'HARA</b><br>Bobby Gregg (Epic 9601)                   | 33 | <b>SAME OLD SONG</b><br>Joe South (MGM 13145)                                   |
| 9  | <b>RIVER'S INVITATION</b><br>Percy Mayfield (Tangerine 931)        | 34 | <b>DAUGHTERS</b><br>Blenders (Witch 114)                                        |
| 10 | <b>MORE</b><br>Kai Winding (Verve 10295)                           | 35 | <b>A LONG VACATION</b><br>Rick Nelson (Imperial 5958)                           |
| 11 | <b>I'M THE BOSS</b><br>Burl Ives (Decca 31504)                     | 36 | <b>JANIE IS HER NAME</b><br>Roger Williams (Kapp 533)                           |
| 12 | <b>WILL POWER</b><br>Cookies (Demension 1012)                      | 37 | <b>ANTHONY &amp; CLEOPATRA</b><br>Ferrante & Teicher (United Artists 607)       |
| 13 | <b>LAND OF 1000 DANCES</b><br>Chris Kenner (Instant 3252)          | 38 | <b>LITTLE DANCIN' DOLL</b><br>Shelby Flint (Valiant 6031)                       |
| 14 | <b>YEH YEH/GET THE MONEY</b><br>Mongo Santamaria (Battle 226)      | 39 | <b>SOMEWHERE IN THE NIGHT</b><br>Terri Thornton (Dauntless 036)                 |
| 15 | <b>LONELY BOY, LONELY GUITAR</b><br>Duane Eddy (RCA Victor 8180)   | 40 | <b>MAKE THE WORLD GO AWAY</b><br>Timi Yuro (Liberty 55587)                      |
| 16 | <b>IT'S BEEN NICE</b><br>Everly Brothers (Warner Brothers 5362)    | 41 | <b>BAJA</b><br>Astronauts (RCA Victor 8194)                                     |
| 17 | <b>GET HIM</b><br>Exciters (United Artists 604)                    | 42 | <b>ANTHONY &amp; CLEOPATRA</b><br>Alex North (20th Fox 408)                     |
| 18 | <b>I KNOW, I KNOW</b><br>Pookie Hudson (Double L 711)              | 43 | <b>WHAT A FOOL I'VE BEEN</b><br>Carla Thomas (Atlantic 2189)                    |
| 19 | <b>LOVERS</b><br>Blendtones (Success 101)                          | 44 | <b>NINTH WAVE</b><br>Ventures (Dolton 78)                                       |
| 20 | <b>SANDS OF GOLD</b><br>Webb Pierce (Decca 31488)                  | 45 | <b>LEAVE ME ALONE</b><br>Baby Washington (Sue 790)                              |
| 21 | <b>THESE ARMS OF MINE</b><br>Otis Redding (Volt 103)               | 46 | <b>HOBO FLATS</b><br>Jimmy Smith (Verve 10238)                                  |
| 22 | <b>BLOWIN' IN THE WIND</b><br>Peter, Paul & Mary (WB 5368)         | 47 | <b>TRUE LOVE NEVER RUNS SMOOTH</b><br>Gene Pitney (Musicor 1032)                |
| 23 | <b>GOODBYE, MY LOVER, GOODBYE</b><br>Robert Mosley (Capitol 4961)  | 48 | <b>ROCKIN' CRICKETS</b><br>Rockin' Rebels (Swan 4140)                           |
| 24 | <b>TRUE LOVE</b><br>Richard Chaub (MGM 13148)                      | 49 | <b>MACK THE KNIFE</b><br>Erroll Garner (Reprise 20,179)                         |
| 25 | <b>I CRIED</b><br>Tana Montgomery (Try Me 28001)                   | 50 | <b>LOVE IS A ONCE IN A LIFETIME THING</b><br>Dick & Dee Dee (Warner Bros. 5364) |



FROM THE WALT DISNEY MOTION PICTURE

# THE SYLTIE SISTERS



SING

# SUMMER MAGIC

COLISEUM

45-2

AMERICAN *LONDON* CO.

WONDERLAND MUSIC CO. (BMI)

THE BEST TRIPLE-PLAY IN L. A.  
 PROMOTION  
 TO MERCHANDISING  
 TO SALES

# CALIFORNIA RECORD DISTRIBUTORS

LEADING THE  
 SOUTHERN CALIFORNIA  
 LEAGUE WITH THESE HITS!

PUSHOVER ETTA JAMES ARGO	LEAVE ME ALONE BABY WASHINGTON SUE	TOUGH TALK JAZZ CRUSADERS PACIFIC JAZZ
ZELAO VINCE GUARALDI FANTASY	LITTLE OLD LOVEMAKER BOBBY CRAWFORD DEL FI	MINOR CHANT JIMMY SMITH BLUE NOTE
DANCING HOLIDAY THE OLYMPICS TRI DISC	CRADLE ROCK HEARTBREAKERS DONNA	KEYS TO MY HEART THE TAFFYS FAIRMOUNT
ERNESTINE PATIENCE VALENTINE SAR	YOU'LL NEED ANOTHER FAVOR LITTLE JOHNNY TAYLOR GALAXY	HERE NOW CHARLES KYNARD WORLD-PACIFIC
WHEN A BOY FALLS IN LOVE MEL CARTER DERBY	CHITTLINS CON CARNE KENNY BURRELL BLUE NOTE	DAUGHTER THE BLENDERS WITCH
COTTONFIELDS ARTHUR LYMAN HI FI	SUMMER LOVE RITCHIE BARRETT CRACKERJACK	YOU'RE GONNA BE JEALOUS THE STARLETS SCARLETT
SANCTIFIED SAMBA JACK MC DUFF PRESTIGE	EXCUSE ME BABY MR. TEARS FOUR J	KEEP ON A LOVING CLETUS MARLAND GENEVA
GREATEST LOVER IN THE WORLD BO DIDDLEY CHECKER	KEEP ON DANCIN' THE AVANTIS ARGO	SINNER'S PRAYER LIGHTNIN' HOPKINS BLUESVILLE

*California Record Distributors*

3009 W. PICO BLVD., LOS ANGELES 6, CALIFORNIA  
 TEL. RE 18601

RALPH KAFFEL—PRESIDENT & GEN. MGR.

GIL BOGOS AND STAN BLY—PROMOTION

## ATTENDING ARMADA CONVENTION

## EDEN ROC HOTEL, MIAMI

# ALBUM PLANS

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

## ATLANTIC & ATCO

15% discount on 16 "oldies" LP's, 10 on Atlantic, 6 on Atco. Expires: June 28.

## CADENCE

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

## CAPITOL

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

## DECCA

Dealer program on country catalog (LP's & EP's), including 13 new releases. Details available from local branches. Expires: June 29.

## KING

King & Bethlehem LP's: buy-6-get-1-free; Audio Lab: buy-4-get-1-free; King EP's: buy-4-get-1-free. Expires: June 30.

## MERCURY

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

## MERCURY-WING

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

## NASHBORO

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

## ORIGINAL SOUND

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

## PRESTIGE

15% discount on the catalogs of the Prestige, Prestige Int'l, Tru-Sound, Near East and New Jazz lines; Expires: June 30; 15% discount on the Bluesville, Swingville, Lively Arts and Irish labels; Expires: July 31.

## REQUEST

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

## RIVERSIDE

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

## SELECT

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

## SMASH & FONTANA

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

## SONODOR

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

## STARDAY

"The Cavalcade of Country Comedy & Rural Humor Sale"—Dealers get two free comedy LP's for every 10 assorted LP's purchased, except samplers. Expires: June 30.

## TAMLA

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



BRAND NEW FROM

**BRENDA LEE**

**MY WHOLE WORLD IS FALLING DOWN**

C/W

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**31510**

*a hit on*



*naturally*

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CHANTAYS  
DOWNEY

**YOUR OLD LADY**  
ISLEY BROS.  
ATLANTIC

**TORQUAY**  
THE CHALLENGERS  
VAULT

**LITTLE LATIN LUPE LU**

**SWEET & LOVELY**  
APRIL STEVENS & NINO TEMPO  
ATCO

**RIGHTEOUS BROS.**  
MOONGLOW

**QUEEN OF MY HEART**  
RENE & RAY  
DONNA

**THESE ARMS OF MINE**  
OTIS REDDING  
VOLT

**SPLIT PERSONALITY**  
THE RESONICS  
UNITY

**BOSS RUMBLERS**  
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**LOVERS**  
BLENDTONES  
SUCCESS

**PARADISE**  
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# PLATTER SPINNER PATTY

Top show biz stars will be deejays this summer while WIND-Chicago radio personalities enjoy their vacations. Eddie Arnold, Mort Sahl, Frank Parker, Charles Farrell, Jack E. Leonard and four other stars will eschew for a week the usual summer stock and night club tribulations in favor of a modern, air conditioned radio studio. A different star each week for nine weeks, beginning June 23rd, will take over the three of four hour slots of the vacationing WIND platter spinners. They'll pick their own records and be strictly on their own furnishing the adlib chatter.

Ron Zimmerman, program director of WSPT-Stevens Point, Wisconsin, sez the outlet is planning to incorporate million selling hits into its Top 40 format and is in need of many past pop and rock hits, preferably from the 1957-1961 period.

Winding up KQV-Pittsburgh's year-long tribute to educators throughout the steel town area, Tri-State radio listeners . . . 1,088,959 to be exact . . . poured their votes into the station to name their choice as KQV's "Principal Of The Year." The station's invitation to listeners to select a Principal of the Year was a grand ending to the "Apple For The Teacher" salute in which KQV and A&P Super Markets saluted a different teacher daily and delivered two boxes of gold and silver foil wrapped apples to the classroom of the honored teacher. Throughout the school year, KQV received 3,000 cards, letters and petitions (some with as many as a thousand names) nominating teachers to be honored and giving reasons why.

Labels are missing a good bet if they are not servicing Jobie Martin, who spins 'em on WOKJ-Jackson, Mississippi. Deejay is on the air 35 hours with a morning show and late afternoon stanza as well as a Sunday slot. The outlet is going 50,000 watts in July. Jobie asks that records be sent to him at 3602 Main St., Jackson, Miss.

Sorry, but one of our scribes goofed. A recent column stated that Dave Diamond is the new program director of WIL-St. Louis. Actually, Dave is handling the 10AM to 1PM personality slot only.

In an unprecedented move, the music at this year's Boston Arts Festival will be supplied over the public address system by a radio station. Visitors to the twelfth annual festival will hear WXHR-FM-Boston, according to Merrill G. Smith, station manager. The first eleven Arts Festivals held every June in the Public Garden, have had music piped in via records played from a trailer on the festival grounds. This year, it was decided by Festival management to broadcast a radio station's programming, which is compatible with the theme of the Festival itself: a panorama of the fine and performing arts.

Roman chariots, the enactment of a typical evening at a "Grecian Orgy" and the symbolic burning of Rome comprised the KEX-Portland entry in the Merrykhana Parade last week. The parade was the kick-off event for Portland's Rose Festival Week. KEX hands and handmaidens were on deck (the deck of a flatbed truck) which was "magically" transformed for the festive occasion into a classical historic Greek-Roman setting.

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

Paul Compton, KHJ-Hollywood deejay, helps out beach goers with his twice daily 10:45 and 11:45 AM reports on surf conditions, temperatures and weather reports at the southern California beaches. Compton also broadcasts snow and ski conditions during the winter weather. . . . KHJ has been notified that it will be "immortalized" in bronze on a bronze plaque by the Orthopaedic Hospital of Los Angeles. The hospital will place the plaque outside the main building shortly and will honor those organizations which have helped it over the years by placing those names on the plaque.

KYW-Cleveland's all-night spinner, Tom Griffiths, has originated a contest designed to recognize and develop the talents of a teen-age musician from the Northern Ohio area. The winner, sponsored by the outlet and accompanied by Griffiths will participate in the Stan Kenton Music Clinic, August 4-10, at Michigan State University in East Lansing, Michigan. Griffiths has asked his teenage musician listeners to submit entries accompanied by a recommendation from their music instructor. Applicants must have been playing their instruments at least one year.

The move to make all-channel TV a reality next spring will get a big boost in Chicago at the 1963 Music Show, when FCC and electronic industry officials conduct a seminar to explain UHF and the legislation regulating it, which affects the entire TV industry. The meeting is sponsored by the Consumer Products division of the Electronic Industries Association. FCC Commissioner Robert E. Lee, chairman of the all-channel broadcasting committee will give the keynote address at the EIA-UHF clinic Monday, July 22, at 8:30 AM in the Palmer House Grand Ballroom.

A Growing Trend: a series of Wednesday night Hootenannies will be broadcast on WINS-New York beginning June 26 at 10:30 PM. The folk music concerts, featuring leading instrumental and vocal artists and hosted by Jim Gordon will be presented on the first half hour of "Program PM's" regular Wednesday night "On The Town" format.

When are the fish biting? This is a question fishermen have been asking since time immemorial and have been getting the same answer . . . who knows? Now KWKH-Shreveport has taken a position toward solving the problem. The solution to this perplexing problem was solved by KWKH program director Frank Page and Harlan Conway of the creative department. For years this station has aired a twice daily program telling fishermen the feeding times for fish, giving weather information, etc. Now . . . a program beamed directly to the fish . . . telling them when they will be hungry and at what time they might want a little snack. Fishermen and everyone are awaiting the results.

### VITAL STATISTICS

Martin S. Fliesler, previously veep of advertising and sales development of WOR-New York, has been given the green light as veep and general manager of KHJ-Hollywood . . . Tom Fulton is now continuity director of WFLA-Tampa . . . Dick Cook exits his program director and air spot on WSTS-Massena to take over the night niche on WDOT-Burlington, Vermont. . . . Bob Robin exits KOSA-Odesa for a four year hitch in the Air Force . . . Bill McCreary given the nod as night program manager of WWRL-New York. . . . Larry K. Justice is the new production director of WIBG-Philadelphia. Christopher King is now spinning 'em on KOGO-San Diego.



# TOP 100 Albums

MONAURAL

JUNE 29, 1963

TOP 50  
STEREO

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		DAYS OF WINE AND ROSES Andy Williams (Columbia CL 2015)	Columbia	1		SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine (ABC Paramount ABC 442)	ABC	68		AIN'T THAT A SHAME Four Seasons (VeeJay 1059)	VeeJay
2		MOVIN' Peter, Paul & Mary (Warner Bros. WB 1473)	Warner Bros.	32		BOBBY VEE MEETS THE VENTURES (Liberty LRP 7289)	Liberty	69		JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet (Riverside RM 444)	Riverside
3		SURFIN' U.S.A. Beach Boys (Capitol T 1890)	Capitol	37		WHERE DID EVERYONE GO? Nat "King" Cole (Capitol 1859)	Capitol	70		GENE PITNEY SINGS JUST FOR YOU (Musicor MM 2004)	Musicor
4		I WANNA BE AROUND Tony Bennett (Columbia CL 2000)	Columbia	38		I LOVE YOU BECAUSE Al Martino (Capitol T 1914)	Capitol	71		HAPPY BEAT Ray Conniff (Columbia CL 1949)	Columbia
5		WEST SIDE STORY Film Track (Columbia OL 5670)	Columbia	39		AWARD WINNING MOTION PICTURE HITS Connie Francis (MGM E 4048)	MGM	72		CLASSICAL ENCORES Montovani (London LL 3269)	London
6		LAWRENCE OF ARABIA Filmtrack (Colpix CP 514)	Colpix	40		JALOUSIE Arthur Fiedler (RCA Victor LPM 2661)	RCA Victor	73		WONDERLAND OF OPERA Andre Kostelanetz (Columbia CL 1995)	Columbia
7		KINGSTON TRIO #16 (Capitol T 1871)	Capitol	41		LIVIN' IT UP Bert Kaempfert (Decca DL 4374)	Decca	74		HOT PASTRAMI Dartells (Dot DLP 3922)	Dot
8		THE BARBRA STREISAND ALBUM (Columbia CL 2007)	Columbia	42		OLIVER Original B'way Cast (RCA Victor LMOD 2004)	RCA Victor	75		BROADWAY I LOVE YOU Sergio Franchi (RCA LM 2670)	RCA Victor
9		FIRST FAMILY VOL. II Vaughn Meader (Cadence CLP 3065)	Cadence	43		THINK ETHNIC Smothers Brothers (Mercury MG 20777)	Mercury	76		BLAME IT ON THE BOSSA NOVA Eydie Gorme (Columbia CL 2012)	Columbia
10		SURFING Ventures (Dolton BLP 2022)	Dolton	44		SHE LOVES ME Original B'way Cast (MGM E 4118-2)	MGM	77		END OF THE WORLD Julie London (Liberty LRP 3300)	Liberty
11		HOW THE WEST WAS WON Soundtrack (MGM 1 E 5)	MGM	45		SUKIYAKI Kyu Sakamoto (Capitol DT 10349)	Capitol	78		BACK AT THE CHICKEN SHACK Jimmy Smith (Blue Note 4117)	Blue Note
12		MOON RIVER Andy Williams (Columbia CL 1809)	Columbia	46		ROY ORBISON'S GREATEST HITS (Monument M 8000)	Monument	79		PAUL ANKA'S 21 GOLDEN HITS (RCA Victor LM 2691)	RCA Victor
13		BYE BYE BIRDIE Soundtrack (RCA Victor LS 01081)	RCA Victor	47		JAZZ SAMBA Stan Getz & Charlie Byrd (Verve V 8432)	Verve	80		THE MOTOR-TOWN REVUE Various Artists (Motown 609)	Motown
14		JOHNNY'S NEWEST HITS Johnny Mathis (Columbia CL 2016)	Columbia	48		RICHARD CHAMBERLAIN SINGS (MGM E 4088)	MGM	81		I COULD GO ON SINGING Judy Garland (Capitol W 1861)	Capitol
15		TELL TALL TALES New Christy Minstrels (Columbia CL 2017)	Columbia	49		VENTURES PLAY THE COUNTRY CLASSICS (Dolton BLP 2023)	Dolton	82		THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER Nat "King" Cole (Capitol T 1932)	Capitol
16		LATIN RENDEZVOUS Mantovani (London LL 3295)	London	50		BABY WORKOUT Jackie Wilson (Brunswick BL 54110)	Brunswick	83		THIS IS MY COUNTRY Robert Shaw (RCA Victor LM 2662)	RCA Victor
17		HOBO FLATS Jimmy Smith (Verve V 8544)	Verve	51		THEMES FOR YOUNG LOVERS Percy Faith (Columbia CL 2023)	Columbia	84		ALLEY CAT Bent Fabric (Atco 33-148)	Atco
18		GRAVY WALTZ Steve Allen (Dot DLP 3515)	Dot	52		OUR WINTER LOVE Felix Slatkin (Liberty LST 3287)	Liberty	85		THE NEW SOUND OF MAYNARD FERGUSON (Cameo 1046)	Cameo
19		PIPELINE Chantays (Dot DLP 3516)	Dot	53		UNIQUELY MANCINI Henry Mancini (RCA LM 2692)	RCA Victor	86		YES SIRREE Earl Grant (Decca DL 4405)	Decca
20		SUKIYAKA Billy Vaughn (Dot DLP 3523)	Dot	54		TEENAGE TRIANGLE Jimmy Darren, Shelley Fabares, Paul Petersen (Colpix SCP 444)	Colpix	87		COAST TO COAST Arthur Prysock (Oldtown 2005)	Oldtown
21		FOR YOUR SWEET LOVE Rick Nelson (Decca DL 4419)	Decca	55		THE CONCERT SINATRA Frank Sinatra (Reprise R 1009)	Reprise	88		UNITED STATES MARINE BAND (RCA Victor LPM 2687)	RCA Victor
22		PETER, PAUL & MARY (Warner Bros. WB 1449)	Warner Bros.	56		SINCERELY YOURS Robert Goulet (Columbia CL 1931)	Columbia	89		OLE! BOSSA NOVA Laurindo Almeida (Capitol T 1872)	Capitol
23		STREETS I HAVE WALKED Harry Belafonte (RCA 2695)	RCA Victor	57		LITTLE TOWN FLIRT Del Shannon (Bigtop 1038)	Bigtop	90		GEORGIA BROWN London (LL 3286)	London
24		IT HAPPENED AT THE WORLDS FAIR Elvis Presley (RCA Victor LPM 2697)	RCA Victor	58		FLY ME TO THE MOON Joe Harnell (Kapp KL 1318)	Kapp	91		END OF THE WORLD Skeeter Davis (RCA Victor LPM 2699)	RCA Victor
25		I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869)	Columbia	59		SINATRA-BASIE (Reprise R 1008)	Reprise	92		ERROLL GARNER ONE WORLD CONCERT (Reprise R 6081)	Reprise
26		THE WONDERFUL WORLD OF LOVE Robert Goulet (Columbia CL 1993)	Columbia	60		OUR WINTER LOVE Bill Pursell (Columbia CL 1992)	Columbia	93		JAMES BROWN AT THE APOLLO (King 826)	King
27		CLEOPATRA Filmtrack (20th Century Fox 5008)	20th Century Fox	61		SOUNDPOWER Marty Gold (RCA Victor LPM 2620)	RCA Victor	94		TO KILL A MOCKINGBIRD Elmer Bernstein (Ava A 20)	Ava
28		CASCADING VOICES Hugo & Luigi (RCA Victor LPM 2641)	RCA Victor	62		TWANG A COUNTRY SONG Duane Eddy (RCA LPM 2681)	RCA Victor	95		LOVE THEMES FROM CLEOPATRA Ferrante & Teicher (United Artists UAL 3290)	United Artists
29		STARDUST Boston Pops Orch. (RCA LM 2670)	RCA Victor	63		I'M A WOMAN Peggy Lee (Capitol T 1857)	Capitol	96		IT DON'T MAKE NO DIFFERENCE Dave Gardner (Capitol T 1867)	Capitol
30		OUR MAN IN HOLLYWOOD Henry Mancini (RCA Victor LPM 2604)	RCA Victor	64		HE'S SO FINE Chiffons (Laurie LLP 2018)	Laurie	97		MORE JOE HARNELL/MORE BOSSA NOVA POPS (Kapp KL 1325)	Kapp
31		JAZZ SAMBA ENCORE Stan Getz & Luis Bonfa (Verve V 8523)	Verve	65		STEVE & EYDIE AT THE MOVIES (Columbia CL 2021)	Columbia	98		RUBY BABY Dion (Columbia CL 2010)	Columbia
32		JOAN BAEZ IN CONCERT (Vanguard VRS 9112)	Vanguard	66		1962's GREATEST HITS Billy Vaughn (Dot DLP 3497)	Dot	99		JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio (Fantasy 3337)	Fantasy
33		HAIL THE CONQUERING NERO Peter Nero (RCA Victor LPM 2638)	RCA Victor	67				100		LITTLE BIRD Peter Jolly Trio (Ava A 22)	Ava
34		1963's EARLY HITS Lawrence Welk (Dot DLP 3510)	Dot								
35		BROADWAY—MY WAY Nancy Wilson (Capitol T 1828)	Capitol								

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS

Indicates Strong Upward Move

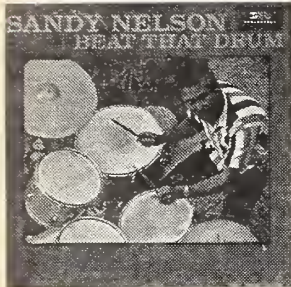
## POPULAR PICKS OF THE WEEK

PHILIPS



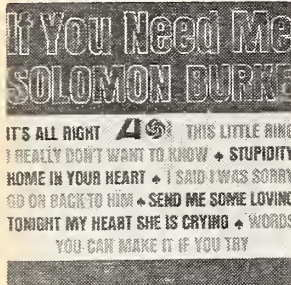
**"WE GO TOGETHER"—Paul & Paula—Philips PHS600-089**

Paul & Paula come up with a strong follow-up to their recent chart-rider "Paul & Paula Sing For Young Lovers," with this new Philips album tagged after their current single, "We Go Together." The young couple has been clicking with singles and LP's since their wax debut last year and this one should pull plenty of coin. Best bets here are the title tune, "Oh What A Love" and "Love Comes Once."



**"BEAT THAT DRUM"—Sandy Nelson—Imperial LP9231**

Sandy Nelson, who has made consistent appearance with his Imperial LP's aimed at a teen-angled beat, unleashes his percussive talents on this new entry. The drummer takes the solo spotlight on all the bands here on a bag of rhythmic tunes which include "Turf-Rider," "Lonesome Drums," "Diddley-Walk" and "A Drummin' Good Time." The set has that money-in-the-bank sound.



**"IF YOU NEED ME"—Solomon Burke—Atlantic 8085**

Solomon Burke cashes in on the sales acceptance of his blockbuster single, "If You Need Me," to tag this new LP romp on Atlantic. The chanter's gospel roots are much in evidence here as he expressively delivers these r&b tunes with verve and artistry. The songster's many fans will surely dig his rhythmic renditions of "This Little Ring," "Send Me Some Loving" and "I Really Don't Want To Know."



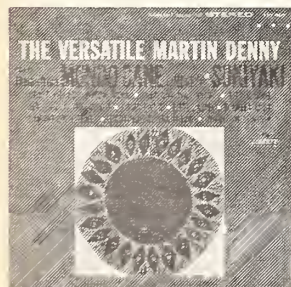
**"THE CRYSTALS SING THE GREATEST HITS VOL. 1"—Philles LP4003**

The Crystals, currently riding high on the best-seller lists with "Da Doo Ron Ron," include the biggie on this album outing geared for teenage listening and dancing. The larks recreate their own hits of recent months along with those by other artists. The kids will dig their swingin' versions of "He's A Rebel," "He's Sure The Boy I Love" and "Hot Pastrami." The disk is destined for multi-spins and sales.



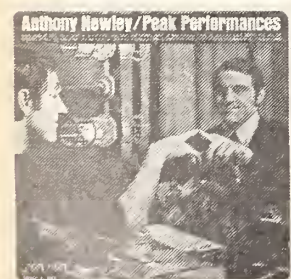
**"ON TOP OF SPAGHETTI"—Tom Glazer, Do-Re-Mi Children's Chorus—Kapp KL 1331**

Tom Glazer, who is currently pulling loads of loot with his runaway best-selling single of "On Top Of Spaghetti," tags this Kapp LP session after the hit and includes eleven other kid-oriented tunes. The chanter has a rich, feelingful voice aptly suited to the folk style material here. While backed by an ork and children's chorus Glazer offers fine renditions of "Puff (The Magic Dragon)," "Dunderbeck" and "A Capital Ship." Disk has enough built-in success ingredients to score quickly.



**"THE VERSATILE MARTIN DENNY"—Liberty LST7307**

Martin Denny adds to his growing catalog of successful Liberty LP's with this package of jazz-oriented tunes from the current crop of hits. This easy-listening, tasteful session should follow "Taste Of Honey" up the chartsville path. Slick sides here are "Theme From 'Mondo Cane' (More)," "Sukiyaki" and "Quiet Village Bossa Nova." A top-drawer disk.



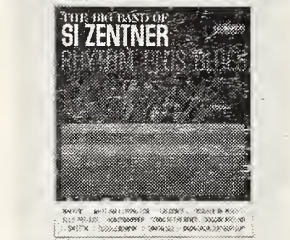
**"PEAK PERFORMANCES"—Anthony Newley—London LL3283**

Anthony Newley, who scored so successfully with his self-composed "What Kind Of Fool Am I" from his Broadway vehicle "Stop The World . . ." repeats the hit on this London LP. The talented singer-composer-actor runs the vocal gamut on this session with show tunes ("Once In A Lifetime"), romantic ballads ("All Or Nothing At All") and novelty tunes ("Pop Goes The Weasel"). Eye the disk for early sales action.



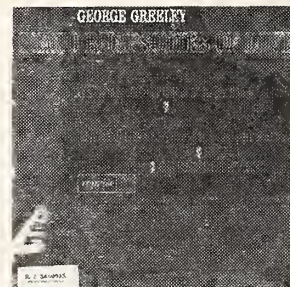
**"AS LONG AS HE NEEDS ME"—Anita Bryant—Columbia CL2035**

Anita Bryant sings twelve of the most played and performed ballads of the past few years on this Columbia album. The lark displays wide-range vocal charms on these tunes with emotional impact. The thrush is in superb voice as she renders "My Coloring Book," "This Is All I Ask" and "What Kind Of Fool Am I." The disk is her most exciting to date and has plenty of chart potential.



**"RHYTHM PLUS BLUES"—Si Zentner—Liberty LRP3290**

Si Zentner aims his big band sound at a dozen r&b oldies on this latest album outing for Liberty. With the accent of rhythm, the orkster-trombonist utilizes some top-flight arrangements, in his treatment of these r&b favorites. Included here are "Doggin' Around," "Going To The River" and "Trouble In Mind." The sides here are very danceable as well as easy on the ears.



**"PIANO RHAPSODIES OF LOVE"—George Greeley—Reprise R 6092**

George Greeley, who has earned many laurels for his romantic piano stylings in the past, showcases his commanding, distinctive keyboard approach on this initial LP outing for Reprise. Greeley's lyrical, free-flowing technique is firmly evidenced as he dishes-up first-rate readings of "Smile," "Clair De Lune" and "Greensleeves." Disk seems a natural for airplay.



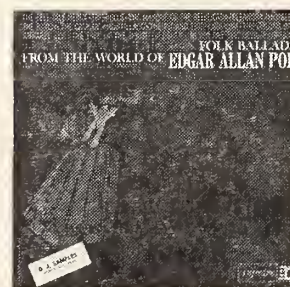
**"SHOW STOPPERS"—Katyna Ranieri—London LL3308**

Katyna Ranieri, who has been clicking in supper clubs throughout the country, unleashes a wide-range, expressive vocal talent on this program of melodic items from London. The lark sings in Italian and English with a feelingful delivery and an infectious quality of excitement. The thrush should win a host of new admirers with her renditions of "Al Di La," "A Tango Italiano" and "Tu Solamente Tu."



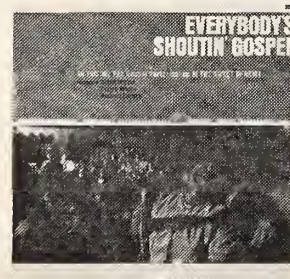
**"CALL ON ME"—Bobby Bland—Duke DLP77**

Bobby Bland, who recently struck paydirt with "Call On Me" and "That's The Way Love Is," tags this Duke album session after the biggies and includes ten other blues-oriented items. The material here is r&b, the rhythm is contagious, and the wailer's delivery is polished and professional. Other standout tracks are "Honky Tonk" and "Ain't It A Good Thing." Sales should zoom for the chanter.



**"FOLK BALLADS FROM THE WORLD OF EDGAR ALLAN POE"—Ivy League Trio—Reprise R 6087**

Here's an interesting pop-folk item in which the Ivy League Trio offers a tasteful musical excursion through some of the better-known tales of Edgar Allan Poe. Edna Lewis and John Habash have composed some authentic, moving textual and musical settings for the group's performance of the stories. Best bets here include "Eleanora," "The Masque Of The Red Death" and "The Bells." Set should appeal to a wide variety of record buyers.



**"EVERYBODY'S SHOUTIN' GOSPEL"—Herman Stevens Singers—Epic LN 24062**

The title of this new Epic album, cut live at Gotham's famed Sweet Chariot, aptly reflects all the current excitement in pop-gospel music. The group featured here, the Herman Stevens Singers, perfectly combines elements of jazz, r&b, and traditional gospel in feelingful, distinctive style. The group really swings as they offer top-flight readings of "Can't Sit Down," "When The Saints Go Marching In" and "Joshua Fit The Battle Of Jericho." An impressive performance.

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# THANK YOU

b/w

# STOP IT STANLEY

Fox 409

SEE YOU AT ARMADA IN THE  
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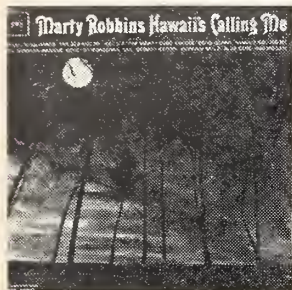


# ALBUM REVIEWS



### "UNTIL YOU'VE HEARD THE SHACKLEFORDS YOU AIN'T HEARD NOTHIN' YET"—Mercury SR 60806

The Shacklefords are a rousing new pop-folk group who successfully combine elements of traditional folk and country music in their distinctive style. The crew does not attempt to carbon-copy other groups but offers some compelling, listenable readings of "Mama Was A Cotton Picker," "Golden Bells" and their recent chart-rising single of "A Stranger In Your Town." Eye the package for rapid acceptance.



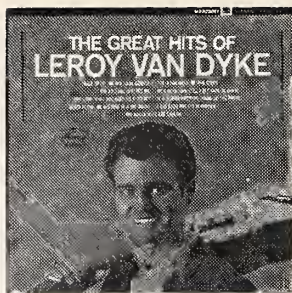
### "HAWAII'S CALLING ME"—Marty Robbins—Columbia CL 2040

Marty Robbins, who has made quite a name for himself with pop and country material, offers proof-positive of his versatility by rendering a delightful flock of Hawaiian evergreens. Although all the tunes here sung in an authentic style, the songster has not changed his deep, rich, feelingful style of singing. Among the best tracks here are "The Sea And Me," "The Night I Came Ashore" and "Blue Sand." All the artist's many fans should come out in droves for the set.



### "RELAX"—Nick Noble—Liberty LST 7302

In age of rock 'n roll, bossa nova, surfin', etc. Nick Noble is a refreshing throwback the while-back days of romantic, easy-going singing. The songster has rich, wide-range voice and a distinctive, professional style of phrasing. On this new Liberty set Noble offers a nifty program of sturdies with enough polish to please his many admirers. The chanter is in superb form on "More Than You Know," "Try A Little Tenderness" and "To Each His Own."



### "THE GREAT HITS OF LEROY VAN DYKE"—Mercury SR60802

Leroy Van Dyke launches this new Mercury LP session with his recent chart stand, "Walk On By," and follows it up with eleven other best-selling country items. The chanter's warm delivery and rich voice are aptly suited to these songs, all of which have made him a consistent country chart rider. Easy-listening bands are "Dim Dar Corner," "Auctioneer" and "If A Woman Answers."



### "OSCAR BROWN JR. TELLS IT LIKE IT IS!"—Columbia CL2025

Oscar Brown Jr. is equally at home with a pop ballad, a jazz-flavored blues tune and a folk song—and does all of them superbly on this new outing on Columbia. The actor-singer-composer has an emotion-packed voice and a feelingful delivery that makes each song he sings a delightful listening experience. Superb entries here are "A Young Girl," "If I Only Had" and "One Foot In The Gutter."



### "AT THE FICKLE PICKLE"—Campus Singers—Argo LPS 4023

Although, in recent months, a rash of new folk artist have come on the scene, but few if any of them are worthy of any special merit. The Campus Singers are a delightful exception. This duo has rousing, hard-driving pop-folk approach interlaced with ethnic traces and some funny Smothers Brothers-styled bits. On this, their premiere LP set the boys turn in outstanding renditions of "Sing Hallelujah," "The Hammer Song" and "Greenback Dollar." Performers to watch.



### "SUNSET SURF"—Jimmie Haskell—Capitol ST1915

Despite the plethora of surf albums on the market, more continue to come. This offering from Capitol ranks as one of the better entries in that it has more universal appeal and rich melody. Without standout arrangements by Jimmie Haskell and top-notch guitar picking by Glen Campbell, there is plenty of good listening in "Earl's Shorebreak," "Quigg Rides Again" and "Come September."

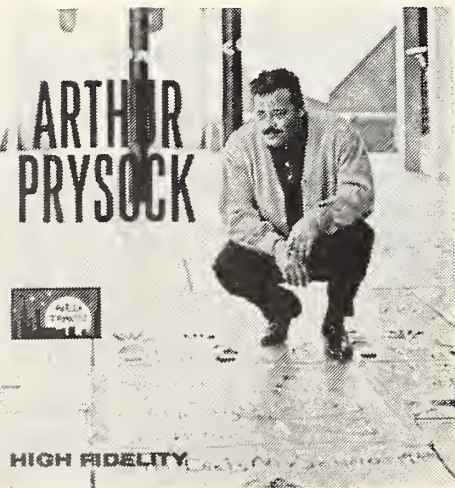
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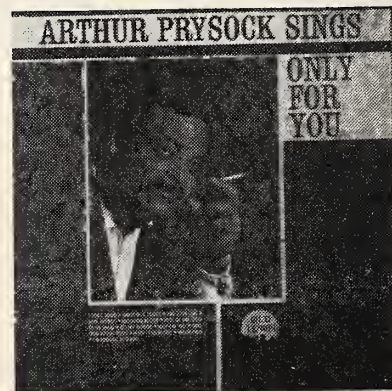


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# ROULETTE



# ALBUM REVIEWS



### "FREDDY MARTIN IN A SENTIMENTAL MOOD"—Capitol ST 1889

For over two decades Freddy Martin has been a mainstay of music of the easy-going, swingin' variety. On this new Capitol set the orchestra offers a delightful program of the standards most requested by his many fans. Bob Ballard has come up with some lush, romantic, lyrical arrangements with a warm, authentic flavor. The band shines on "In A Sentimental Mood," "Farewell Blues" and "Who's Sorry Now?" plus twenty-one others. Fine fare for either dancing or listening pleasure.

### AMERICANA

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"AMERICANA"—Leon Payne—Starday SLP236  
Leon Payne sings and plays a dozen original folk ballads on this Starday package geared for those who like their music home-spun and tongue-in-cheek. The songster, accompanying himself on a five-string banjo, is wittily charming on such tunes as "The Hole In The Wall," "Injun Joe" and "Michael Mulvaney." Country fans will surely want to add this one to their shelves.



"BOBO'S BEAT"—Willie Bobo—Roulette R 52097  
Willie Bobo, who launches his solo career with this set, is an exciting percussionist with a bold, fresh jazz style. Although most of his music is Spanish in origin, Bobo can not be placed in any clearly-delineated school of jazz. While backed by a subtle, swingin' combo the artist shines on "Bon Sueno," "Nova In Blue" and "Let Your Hair Down Blues." Loads of listening enjoyment here.



### "MANNY BLANC PLAYS JEWISH JAZZ"—Golden Crest CR 3090

Manny Blanc comes up with an interesting, fresh musical experiment on this jazz release from Golden Crest. The multi-talented musician has written a bevy of fine melodies which reflect the American Jewish culture. To these basic chromatic constructions, Blanc has added elements of the ancient semitic concepts and modern jazz. The mixture comes off as a highly-distinctive, listenable brand of melodic, bluesy jazz. The work is in top-notch form on "For 2¢ Plain," "Sexy Yenta" and "Swingin' Bagel."

## CLASSICAL



### CHOPIN: Polonaises—Gyorgy Cziffra—Philips PHS900-009

Gyorgy Cziffra plays six Chopin Polonaises sans orchestral backing on this excellent classical disk from Philips. The pianist faithfully recreates the moods in each of these pieces, from the somber in the C Sharp minor to the martial in the A Major No. 1. The popular A Flat Major, Opus 33 is brilliantly rendered by Cziffra with power and sensitivity. A standout classical offering.



### BEETHOVEN: Piano Sonatas No. 30 & 31, Ernst von Dohnanyi—Everest 6109

Here is the final performance by pianist Ernst von Dohnanyi who died a few days after this album was recorded by Everest. The pianist masterfully executes the E Major and A Flat Major sonatas, both of which are renowned for their graceful, free-flowing melody. Although the E Major is the greater repertoire opus, the A Flat Major stands as one of the composer's monumental works. Both of these works are played with authority and depth of feeling.

## JAZZ PICK OF THE WEEK



### "REEDS & DEEDS"—Roland Kirk—Mercury SR 60800

The multi-talented Roland Kirk (he plays manzello, flute, stritch, nose flute and tenor) unleashes his many instrumental talents full-blast on this new swingin' jazz entry from Mercury. Kirk's fresh distinctive style is effectively showcased on eight swingin' selections in which he gets ample room for improvisation. While backed by a small hard-driving combo the jazzman renders excellent renditions of "Reeds And Deeds," "Hay Ro" and "Waltz Of The Friends."

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# RECORD REVIEWS

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

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

## Pick of the Week

"(You're the) DEVIL IN DISGUISE" (2:17)

[Elvis Presley BMI-Giant, Baum, Kaye]

"PLEASE DON'T DRAG THAT STRING AROUND" (1:53)

[Elvis Presley BMI-Blackwell, Scott]

ELVIS PRESLEY (RCA Victor 8188)

Star rockster's next big Top 100 attraction is a strong romp sound on an item tagged "(You're the) Devil in Disguise," which tells of a femme fatale in angel's clothing. Should catch-on in short order. The familiar shuffle-beat sound of many Presley dates is heard on the underside.

"I WONDER" (2:55)

[Leeds ASCAP-Gant, Leveen]

"MY WHOLE WORLD IS FALLING DOWN" (1:52)

[Champion & Moss Rose BMI-Crutchfield, Anderson]

BRENDA LEE (Decca 31510)

Lark's long chain of Top 100 biggies will shortly have another link with either or both ends of her latest singles outing. "I Wonder" showcases the artist's mature-sounding way with a classy wistful, while "My Whole World is Falling Down," is a build-up rhythmic that deftly uses a romantic angle for the old "London Bridge (is Falling Down)" tune and storyline. Looks like two for the money for Brenda.

"TRUE LOVE NEVER RUNS SMOOTH" (2:30)

[Arch ASCAP-David, Bacharach]

"DONNA MEANS HEARTBREAK" (2:22)

[Arch ASCAP-David, Hampton]

GENE PITNEY (Musicor 1032)

Songster, who just completed a solid chart run thru "Mecca," can make it another successful journey with "True Love Never Runs Smooth." "Puff," can quickly duplicate that success with this new Bob Dylan-penned Warner Bros. release tagged "Blowin' In The Wind." The tune is a medium-paced sailor's lament sung with feeling and authority by the folk trio. Eye it for rapid acceptance. The flip, "Flora," is a hard-driving ballad which spotlights the group's fine guitar work.

"BLOWIN' IN THE WIND" (2:53) [M. Witmark & Sons ASCAP-Dylan]

"FLORA" (3:09) [Pepamar ASCAP-Stookey, Travers, Mezzetti]

PETER, PAUL & MARY (Warner Bros. 5368)

Peter, Paul and Mary, who skyrocketed up the charts last time out with "Puff," can quickly duplicate that success with this new Bob Dylan-penned Warner Bros. release tagged "Blowin' In The Wind." The tune is a medium-paced sailor's lament sung with feeling and authority by the folk trio. Eye it for rapid acceptance. The flip, "Flora," is a hard-driving ballad which spotlights the group's fine guitar work.

"HOW MANY TEARDROPS" (2:05) [Nom BMI-Rodell]

"YOU AND I (HAVE THE RIGHT TO CRY)" (2:30)

[RTD BMI-Kallman]

LOU CHRISTIE (Roulette 4504)

Christie, who now owns two back-to-back Roulette chart smashes in "A Gypsy Cried" and "Two Faces Have I," can make it three in-a-row with "How Many Teardrops." It's an attention-getting jumper that again features Lou's falsetto stylings. More of the same teen-appealing sounds on the chart-bound undercut, "You And I." Both sides, from the album bearing the artist's name, sport top notch Alan Lorber arrangements.

"DANCE, DANCE, DANCE" (2:36) [Patricia BMI-King]

"LET'S HAVE A PARTY" (2:50)

[Forst, Jon Ware BMI-Glover, Levy, Taylor]

JOEY DEE (Roulette 4503)

Dee, who's coming off the fun-filled chart-rocker, "Hot Pastrami And Mashed Potatoes," can head right back up the ladder with another hard-hitting Roulette stand. This one, "Dance, Dance, Dance" (from the LP of the same name), rocks with money-making glee from beginning to end. Tremendous choral-ork showcase supplied by Alan Lorber. The bright cha cha twist coupler's also from the LP.

"WILL POWER" (2:35) [Screen Gems, Columbia BMI-King, Goffin]

"I WANT A BOY FOR MY BIRTHDAY" (2:38)

[Colgems ASCAP-Bradford]

THE COOKIES (Dimension 1012)

The Cookies, who are now batting 1.000 as a result of their click "Chains" and "Don't Say Nothing Bad (About My Baby)" stands, can extend their 'hitting streak' with this new Dimension release. Side, already on the sales move, is a striking shuffle-rock-a-rhythmic tabbed "Will Power." Powerful stand that can be their biggest to date. The potent rock-a-cha-cha undercut also has a healthy chart outlook.

"DANCIN' HOLIDAY" (2:16)

[Marc-Jean Keymen BMI-Rogers, Zeld, Smith]

"DO THE SLAUSON SHUFFLE" (2:05)

[Marc-Jean Keymen BMI-Hammond, Lewis, Smith]

THE OLYMPICS (Tri-Disc 137)

The Olympics, who took a chart-making "Bounce" back to the Top 100 scene on the Tri-Disc bow, are sure to make it a repeat performance with "Dancin' Holiday." It's a contagious thumper (the melody's based on Liszt's Hungarian Rhapsody) that the fellas do up in ultra-commercial style. Group teaches the new dance step on the flip in top teen fashion.

## Pick of the Week

"SHE NEVER LOOKED BETTER" (2:38)

[Vanno ASCAP-Vance, Carr]

"BUT NOT THROUGH TEARS" (2:21)

[Vanno ASCAP-Florio, Wayne, Snyder]

THE PLAYMATES (ABC-Paramount 10468)

Songsters, a Top 100 factor for a number of teen-era years, should be adding another click date to their career with "She Never Looked Better," a robust-sounding session about a guy who would like to make-up double-quick with a former flame, who, having found another guy, will have none of it. Looks like a winner. Pretty light upbeat wistful on the flip portion.

"YOU GET UGLY" (2:20) [Jobete BMI-Gordy, Ossman]

"PA I NEED A CAR" (2:19) [Jobete BMI-Holland, Dozier, Gorman]

THE CONTOURS (Gordy 7019)

The songsters get back in their "Do You Love Me" groove—a major Top 100 sound recently—with a zany sock-rock blueser called "You Get Ugly." Plenty of upbeat vocal-instrumental know-how to put this portion on a high Top 100 plane. Blues humor is also the main ingredient of the shuffle-beat coupler.

"GONE" (2:03) [Daywin BMI-Johnston, Melcher]

"SHE THINKS I STILL CARE" (2:10)

[Glad, Jack BMI-Lipscomb, Duffy]

THE RIP CHORDS (Columbia 42812)

The Rip Chords, who just hit the bigtime with "Here I Stand," can do even bigger things with this Columbia offering. It's a rousing, 'pull-out-all-the-stops' weeper rocker, tabbed "Gone" (not the same as the years-back Ferlin Husky triumph), that sports a wild Terry Melcher-Bruce Johnston arrangement. Fellas do a 4 Seasons-type stomp job with last year's country giant (for George Jones) on the flip.

"ANSWER ME, MY LOVE" (2:05) [Bourne ASCAP-Winkler, Sigman]

"GEE" (1:46) [Patricia BMI-Watkins, Norton, Davis]

THE ROOMATES (Philips 40105)

The Roomates mark their return to waxdom with a powerhouse Philips debut that has that overnite smash feel. It's the hit old-timer, "Answer Me, My Love," that the crew revamps in top teen cha cha-twist manner. The kids are gonna flip over this one. One of the earliest rock 'n roll hits (by the Crows) makes an important up tempo return on the flip. Eye it also.

"LOLLIPOPS, LACE & LIPSTICK" (2:12) [Fame BMI-Hall, Quinn]

"MEAN OLE RIVER" (1:42) [Drury Lane Beak]

JIMMY GILREATH (Joy 278)

The warbler's last Joy offering, "Bands Of Gold," was a solid Top 100 entry. Dropping his first-name tag of James for the more informal Jimmy, the artist figures to make further Top 100 news with a charming folkish romantic called "Lollipops, Lace & Lipstick." Chief asset in the setting sound is a bright Salvation Army-like trumpet solo. There's a somewhat similar sound, though much more serious-minded-theme, on the flip side.

"CORDIALLY INVITED" (2:29)

[Lisa Ann ASCAP-Allen, Enston, Kane]

"SUMMERTIME (IS THE TIME FOR LOVE)" (2:05)

[Jonathan ASCAP-Lewis, McKeel]

THE MCGUIRE SISTERS (Reprise 20,197)

Femmes can have their biggest chart-rider in quite awhile with their first-time-out on Reprise session. It's a crying-towel, country-flavored lilter on which the gal's "Cordially Invited" to see her darling wed. However, don't overlook the other half, a bright teen twist'er tabbed "Summertime (Is The Time For Love)." First rate instrumental arrangement supplied by Ray Ellis with Murray Kane handling the vocal end.

"WAIT TIL' MY BOBBY GETS HOME" (2:20)

[Mother Bertha BMI-Spector, Greenwich, Barry]

"TAKE IT FROM ME" (2:00) [Mother Bertha BMI-Spector, Sands]

DARLENE LOVE (Philles 114)

With her first chart impression, "Today I Met The Boy (I'm Gonna Marry)," a strong one, the lark figures to initiate a string of clicks with "Wait Til' My Bobby Gets Home," a happy shuffle-beat affair by The Crystals, "Da-Doo-Ron-Ron." Beltin' format is designed for quick acceptance—which the cut will receive. Flip is a slow-beat item with effective thump bits in the setting.

"SAY I WON'T BE THERE" (2:45) [Chappell ASCAP-Springfield]

"LITTLE BOAT" (1:47) [Belinda BMI-Springfield, Westlake]

THE SPRINGFIELDS (Philips 40121)

The Springfields come thru with a potent follow-up stanza to their last chart click, "Island Of Dreams," in a new commercial Philips item tabbed "Say I Won't Be There." The tune based on the French kiddie song, "Au Clair de La Lune," is clever, lyrical pop-country affair with a catchy teen-oriented beat. The attractive coupler, "Little Boat," is a rousing, fast-moving, bluegrass-flavored ditty.



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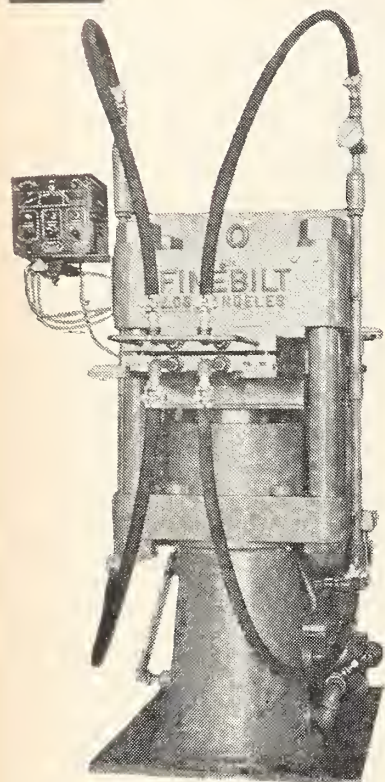


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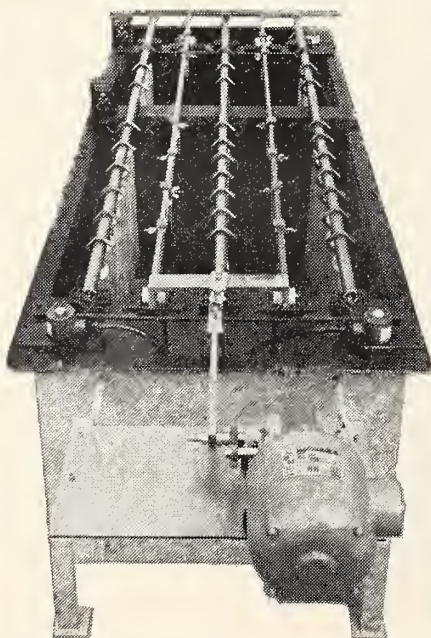
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## RECORD REVIEWS

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

## Pick of the Week

"LUCKY LIPS" (2:41) [Tiger BMI-Lieber, Stoller]

"THE NEXT TIME" (2:57)  
[Ross Jungnickel, Harms ASCAP-Kaye, Springer]

CLIFF RICHARD (Epic 9597)

English hit-maker Cliff Richard, who's already had Top 100 representation in this country, can again make the grade here with his Epic bow. It's the Lavern Baker click oldie, "Lucky Lips" (a current international hit for Cliff) that takes an inviting new rock-a-rhythmic approach. The tender coupler takes an easier shuffle-beat ballad ride.

"LOVER'S MEDLEY—THE MORE I SEE YOU, WHEN I FALL IN LOVE" (3:35)

[Bregman, Vocco, Conn & Northern ASCAP-Gordon, Warren, Young, Heyman]

"THE CAR HOP & THE HARD TOP" (2:58)  
[January BMI-Knee, Kusik]

MARCY JO & EDDIE RAMBEAU (Swan 4145)

The song duet has come up with local noise-makers before, and with the pair's tender handling of two all-time ballad greats, "The More I See You" and "When I Fall in Love," in effective counterpoint style, the team could do major chart business. Watch this touching track. Under cut is a fun item, of course.

"To-Ra" has what it takes to give Rex Allen another big two-market Mercury stand. See Country Reviews.

## 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.

"WA-PA-CHA" (2:10) [Hidle BMI—Barnum]

"THE RITUAL" (2:40) [Hidle BMI—Barnum]  
THE JAZZ TRIBE (Little Star 127)

The Jazz Tribe can be all over the charts in the weeks to come with their bow on the Fantasy-handled Little Star label. It's a refreshing, Latin dance step entry, tagged "Wa-Pa-Cha," from the "El Watusi"—"Watermelon Man" school. Artists continue the delightful doings on the flipdeck which is chock full of "Ritual" chants.

"TAKE IT FROM A GUY WHO KNOWS" (1:50)  
[Trio BMI—Greenwich, Powers]

"WHAT DO LITTLE GIRLS DREAM OF" (1:53)  
[Joy ASCAP—Barkan, Goehring]  
TIM CONSIDINE (Del-Fi 4212)

Considine, whose current acting credits list a leading role in the "My Three Sons" TV'er, can soon become a top disk attraction as a result of his Del-Fi debut. It's a captivating, rock-a-string cha cha romancer, tabbed "Take It From A Guy Who Knows," that the chorus-backed artist multi-tracks in coin-catching style. Backing's a charming, up tempo jumper that also merits a closer look.

"A MILLION DRUMS" (2:35) [T.M. BMI—Barry, Resnick]  
"CANDLE IN THE WIND" (2:13) [T.M. BMI—Barry, Resnick]  
TONY MITCHELL (Canadian-American 157)

All concerned with "A Million Drums" probably had Top 100 stars in their eyes when they came-up with this portion. Side is a potent, big-sounding rock display, with singer Mitchell furnishing an exciting over-dubbed vocal on the strong ditty and getting a highly colorful ork-chorus display. Smash potential here. Flip, previously released, is commanding, too.

"QUE SERA, SERA (Whatever Will Be, Will Be)" (2:50)  
[Artist ASCAP—Livingston, Evans]  
"DADDY, OOH LONG LEGS" (2:21)  
[Saturday ASCAP—Crewe, Keye]  
THE HIGH KEYES (Atco 6268)

The old flick hit, "Que Sera, Sera," is in for quite an exciting Latin-rock workout from the songsters and their back-up musicians. Approach owes some to click diskings by Ray Barreto ("El Watusi") and The Rocky Fellas ("Killer Joe"), and could go a long chart way. Solid speedy-beat touch on "Daddy, Ooh Long Legs." Big coin potential belongs to the "Que Sera, Sera" portion.

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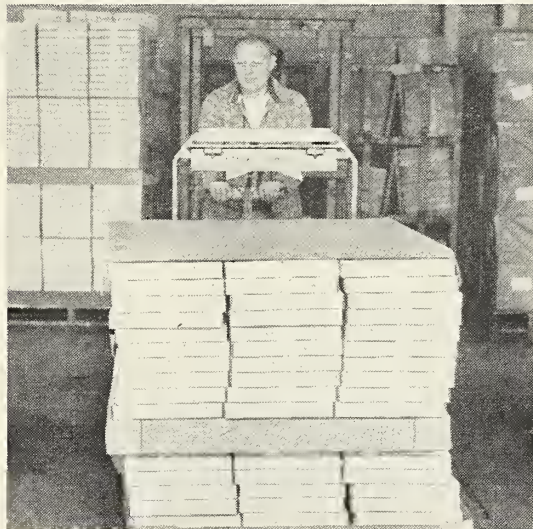
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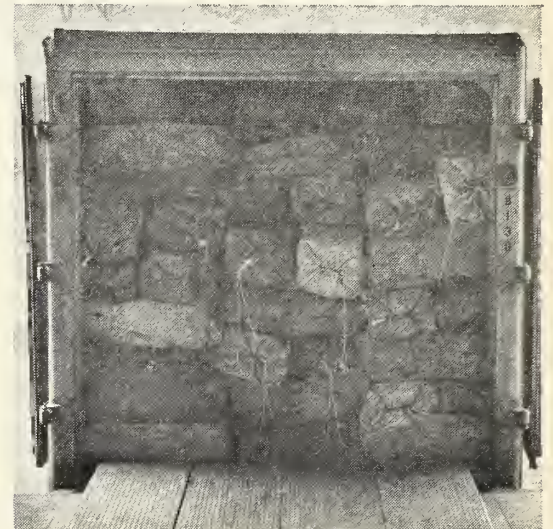
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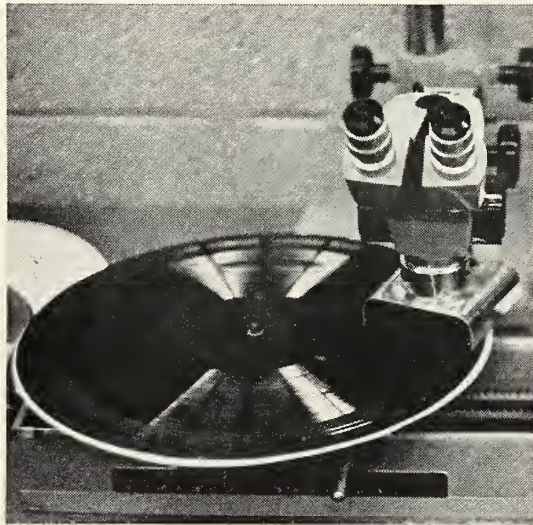
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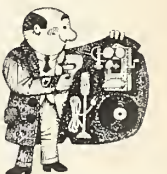
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# RECORD REVIEWS

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

## Best Bets

**COREY DENVER**  
(20th Century Fox 412)

● "JOHNNY RIVER" (2:12)  
[Horizon-Suebill BMI—Resnick, Fisher] Proper folkish spirit is shown by the songster and his back-up sound in this display of a Civil War theme, about a Confederate soldier who is killed saving the life of Gen. Robert E. Lee. Pro folk-pop entry.

(B) "JOHNNY RIVER THEME" (2:12) [Horizon-Suebill BMI—Resnick, Fisher] The attractive tune is spotlighted by the guitar-led combo, with some chorus comments.

**KANSAS CITY PLAYBOYS**  
(RSVP 117)

● "DANCING PARTY (Part 2)" (2:17) [RSVP-BMI—Flamingo] The Kansas City Playboys, who backed Wilbert Harrison on his "Kansas City" while back smash, strike out for themselves with this happy gospel, handclappin' rocker. Infectious rhythm here could send disk to hitsville.

● "DANCING PARTY" (Part 1)" (1:58) [RSVP-BMI—Flamingo] More of the same here with expanded lyrics and vocalizing.

**THE TRADEMARKS** (Jubal F-91)

● "BAHA-REE-BA! (Part 1)" (2:23) [Kelmar—BMI—Gillette, Moulton, Ericson] The instrumental group unleashes a hard-drivin' fast-paced rendition of this surf-type tune sparked by dramatic shouts of the title. A few spins should send it up the chartsville path.

(B+) "BAHA-REE-BA! (Part 2)" (2:22) [Kelmar—BMI—Gillette, Moulton, Ericson] The potency of the number is only slightly diminished on this end. Side could also get plenty of action.

**OTT STEPHENS** (Reprise 20, 196)

● "SOMEBODY LET THE GATES OF HEAVEN OPEN" (2:11) [Yonah BMI—Smith, Hughey] The chanter, who has hit previously in the country field, could break through as a pop artist with this potent, rhythmic, chorus-backed teen-oriented ballad. Deck has enough potential to garner some quick spins.

(B+) "DESPERATELY" (2:01) [Yonah BMI—Stephens, Hedden] Tender, slow-moving honky tonk-styled chorus-backed romancer essayed with loads of poise by the songster.

**ANITA GORDON** (RCA Victor 8201)

● "TOMMY" (2:31) [Al Gallico—BMI—McCarthy, McCarthy] The TV songstress comes up with an impressive first disk for the label with this rhythmic teen ballad bouncer. The Billy Strange arrangement is top-drawer featuring lark in talk-sing stint. Could be a winner.

(B+) "FUN HOUSE" (2:39) [Al Gallico—BMI—McCarthy] A happy-go-lucky novelty tune on the flip with sure-fire appeal for the early teens. Spintime could make it catch on.

**SANDY NELSON** (Imperial 5935)

● "HERE WE GO" (2:00)  
[Travis—BMI—Podolor] The versatile drummer could repeat his "Let There Be Drums" success with this surf-rocker spiced with a funky guitar. The teen dance crowd should find it a natural.

● "JUST BULL" (2:49) [Travis—BMI—Barnum] Nelson jumps on the "Bull Ring" bandwagon with this drummer's fiesta-val sparked by ceremonial brass. A potent entry.

**DONNIE ELBERT** (Cub 9125)

● "LOVE STEW" (2:18) [J. Little/Timie BMI—Carter, Shaw, Elbert, Cook] Elbert's effective falsetto vocal gimmick spotlights this good-sounding rhythmic romancer. Solo trumpet chore is included in the infectious blues-slanted combo support. Sure-handed upbeat rockin'. (B+) "DON'T CRY MY LOVE" (2:43) [J. Little/Timie BMI—Carter, Shaw, Elbert, Cook] Elbert is up to the semi-wailing requirements of the touching blueser. Generally distinctive deck.

**ANGEL MARTIN** (Ritz 17004)

● "OBJECT OF MY AFFECTION" (2:25) [Bourne ASCAP—Tomlin, Poe, Grier] Oldie retains its perennial charm in this affable rock-beat reading from the songstress and her genial combo-chanting femme chorus backing. A date teen-market jocks may take to in a big way.

(B) "PLEASE DON'T FORGET ME" (2:52) [Mignanelli] Serious ballad change of pace. Label's outlet is the London Group.

**THE PIXIES THREE** (Mercury 72130)

● "BIRTHDAY PARTY" (2:05) [Dandelion & Merjoda BMI—Madara, White] Gals and their musical support put the "happy" into a birthday party invite with polished rock vitality. With so many teen birthday themes around about the guy or gal who didn't show-up, it's refreshing to get one that means it.

(B) "OUR LOVE" (2:20) [Merjoda BMI—Cool] Pleasing teen softie blend by the chirps.

**DONALD JENKINS & THE DAY-LIGHTERS** (Cortland 109)

● "(Native Girl) ELEPHANT WALK" (2:41) [Colca BMI—Jenkins, Catron] Effective sly-beat entry, featuring the songster and his back-up sound doing a haunting jungle-type item (not the recent flick theme success). With sufficient exposure, side could do major chart business.

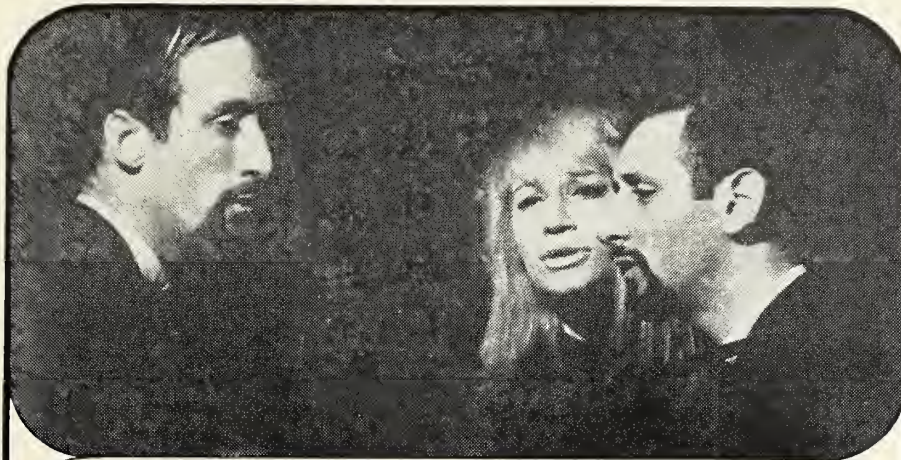
(B) "WANG DANG DULA" (1:50) [Colca BMI—Jenkins] Whacky chant-spotlighted romp.

**MERRY CLAYTON** (Capitol 4984)

● "MAGIC OF ROMANCE" (2:17) [T.M. BMI—Barry] Mighty catchy bluesy business from the thrush and her combo-femme chorus friends. Tune they do their stuff on is a treat for teen ears. Could make-the-grade.

● "IT'S IN HIS KISS" (2:02)  
[T.M. & Lyne BMI—Clark] Further tuneful doings from the performer and same setting. Deck was produced by Jack Nitzsche.





How many ears must one man have  
Before he can hear people cry?  
How many deaths will it take 'til he knows  
That too many people have died?  
The answer, my friend, is blowin' in the wind,  
The answer is blowin' in the wind.'

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*Peter, Paul and Mary*

SING

"Blowin' in the Wind"



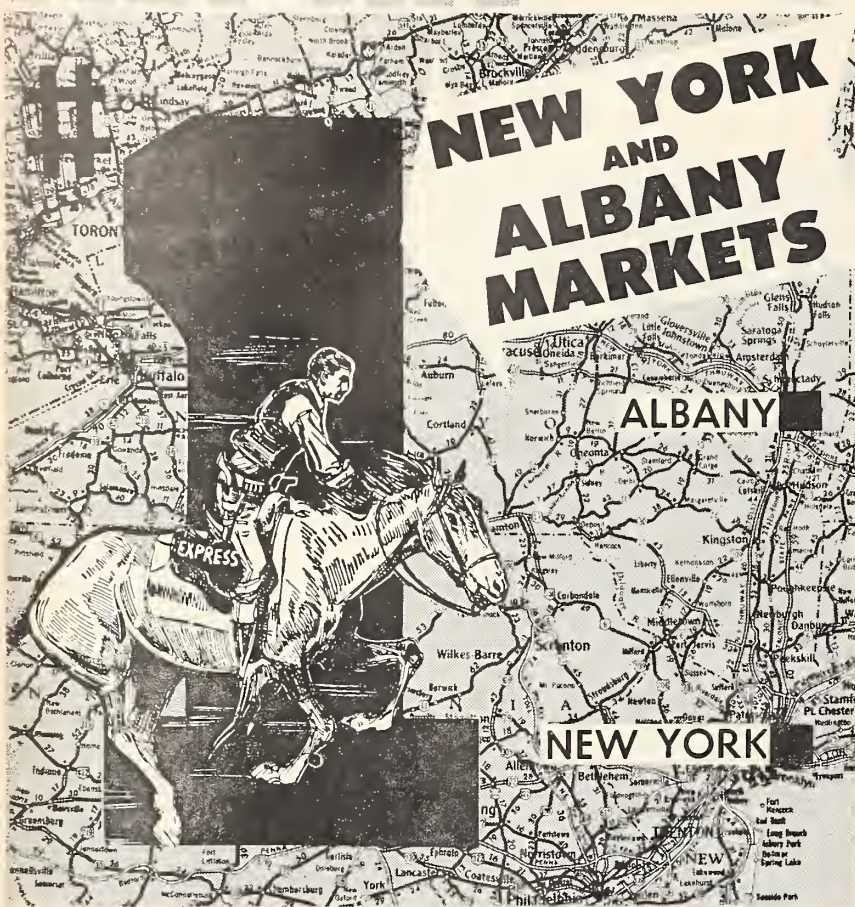
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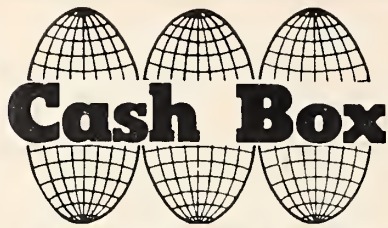
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## RECORD REVIEWS

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

### Best Bets

NANCY WILSON (Capitol 4991)

● "MY SWEET THING" (2:20)  
[Kacy BMI-Wilson, Edwards, Wilson] Label's standout LP stylist could move into the singles sales arena in a big way with this fine rhythmic blueser. Her combo accompaniment is a busy delight. Eye for important airplay.

(B) "TELL ME THE TRUTH"  
[Kacy BMI- ] Sensitive after-hours warbling, including a soulful organ sound in the setting.

THE RAMADAS (Philips 40117)

● "SUMMER STEADY" (2:21)  
[LeBill BMI-Ford] Kids are sure to get a kick-out of the tricky blend reading of a happy season-of-the-sun ditty. Session could be an important summertime teen attraction.

(B) "LONELY TEARS" (2:05)  
[LeBill BMI-Espy] Boys relate a sad teen-tale here.

THE THUNDERBOLTS (Dot 16496)

● "MARCH OF THE SPACEMEN" (2:20) [Gil BMI-Meek] This one, clefted by "Telstar" author Joe Meek, has that hit orbit sound. It's a fascinating instrumental with a steady foot-stomp-like beat. Keep close tabs on it.

(B+) "LOST PLANET" (2:57)  
[Gil BMI-K.&C. Ward] More of the same haunting sounds on this faster-paced affair.

THE ECHOES (Smash 1807)

● "A MILLION MILES FROM NOWHERE" (2:34) [Raleigh BMI-Petty] Song team recently revived "Bluebirds Over The Mountain" and got some local attention; boys turn once more to a teen oldie, and there's a solid chance that they may be Top 100 bound with their persuasive blend. Keep tabs on this track.

(B) "KEEP AN EYE ON HER" (2:05) [Raleigh BMI-Boyle, Morrissey, Jager] Brisk rock-a-cha stuff that doesn't come-off as well as the top-half.

THE RAMBLERS (Almont 300)

● "BIRDLAND BABY" (1:55)  
[Footlight BMI-Nastasi, Herbert] The new label being distributed by Canadian-American Records gets underway with a first-rate teen-dance-step sound. Lots of strong-sounding excitement that could happen.

(B) "POOR LITTLE OLE ME" (2:12) [Footlight BMI-Nastasi, Herbert] Too much school work keeps poor-little-ole-me away from teen fun, says this colorful cut.

FRANKIE AVALON (Chancellor 1139)

● "BEACH PARTY" (2:03) [Dijon BMI-Usher, Christian] The singer-actor is starred in a flick of the same name, with the main-title a naturally happy item about beach fun, including a reference to the surf'n' fad. Artist and his support sound supply the proper joyous rock feel. Could make noise.

(B) "DON'T STOP NOW" (2:04)  
[Adoration, Debmar & Harlene ASCAP-Marcucci, Faith] The flick also includes this wild twister.

PAUL HAMPTON (Battle 45919)

● "I'M IN LOVE WITH A BUNNY" (2:29) [Tod ASCAP-Hampton] Hampton, formerly on the Warner Bros. label, starts his new disk career with the Riverside Records' affiliate with a solid novelty pose, which resembles some of Ray Stevens' recent laff cuts. Fun rockin' here could make it.

(B) "BANDERA" (2:45) [Tod ASCAP-Hampton, Churchill] The vocalist gets down to more serious business in this well-done upbeat Latin-Nashville sickie with an ironic ending.

THE MAJORS (Imperial 5968)

● "ONE HAPPY ENDING" (2:15) [Travis & Rittenhouse BMI-Kusik, Meade] Tricky-sounding song team came through with a hit side, "A Wonderful Dream," several releases ago, and could return to the charts with this admittedly oldie-sounding, but nevertheless infectious attack. Eye it.

● "GET UP NOW" (2:10)  
[Travis & Rittenhouse BMI-Allen, Mead] Guys also move into position for a chart run with this partytime romp.

THE SOCIETY GIRLS (VeeJay 524)

● "S.P.C.L.G." (2:40) [Conrad-Small Acre BMI-Dodds] Title refers to the Society for the Prevention of Cruelty to Little Girls, a theme handled with all-out rock zest by the femme singing crew. Lots of solid-sounding fun.

(B+) "YOU BETTER STAY HOME" (2:31) [Conrad-Small Acre BMI-Dodds] Against a pretty south-of-the-border rock sound, gals do an attractive job on an appealing affectionate. Could get big spins. Malcolm Dodds arranged and conducted both ends.

DAVE BRUBECK QUARTET & ORCH. (Columbia 42804)

● "THREE TO GET READY" (2:52) [Derry BMI-Brubeck] Brubeck, who clicked last time out with "Bossanova U.S.A.," should quickly duplicate that success with this self-penned easy-going jazz stanza. Side features some tricky drum rolls and an exciting sax battle. Eye it.

(B+) "SUMMER SONG" (2:56)  
[Derry BMI-Brubeck] This time out the 88'er and crew offer a timely, free-flowing slow-moving ballad with the tenor sax taking the melodic lead.

JERRY REED & THE HULLY GIRLIES (Columbia 42808)

● "THE SHOCK" (2:07) [Lowery BMI-Reed] The Hully Girlies do a solid-sounding blues-type blend on a first-rate lost-love opus. Accompanying the femmes is a strong rock-a-string ork statement. Sounds like this are making the chart grade these days.

● "LET'S GET READY FOR THE SUMMER" (2:10)  
[Blackwood BMI-Thomas, Thomas] Gals display upbeat charm on the joyous ditty. Comments from the organ-led combo are noteworthy throughout. Also to be eyed.

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and Nelson are agreed...*

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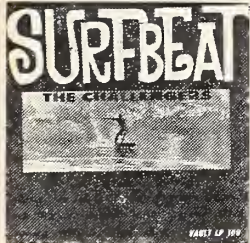
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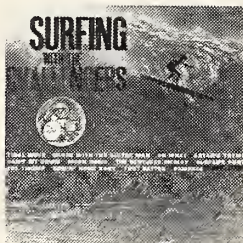
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# RECORD REVIEWS

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

**BILLY MO/WILL GLAHE**  
(London Int'l 10029)

(B+) "I'D RATHER BUY MYSELF A TYROLIAN HAT" (2:27) [Busse Musik (GEMA) ASCAP — Niessen, Wilden, Stelman] Singer Billy Mo has a big hit in Germany with this oom-pah-pah treat, and for English audiences he offers a rousing English-lyric vocal against a merry sound from the musicians. Might prove a left-field success here.

(B) "I'D RATHER BUY MYSELF A TYROLIAN HAT" (2:27) [Busse Musik (GEMA) ASCAP — Niessen, Wilden] Popular polka maestro Will Glahe directs a happy instrumental reading of the ditty.

**TOWN & COUNTRY BROTHERS**  
(Tahoe 2534)

(B+) "SANDY, SANDY" (2:20) [Albermarle & Wiley BMI — Daryll] Songsters offer an exciting blend on a strong folkish romancer about a GI who must leave his gal for overseas duty. The potent ork backdrop includes strong trumpet remarks. Could be a click for the London-handled label.

(B+) "LET HIM GO" (2:45) [Albermarle & Wiley BMI — Daryll] In this pretty Latinish pose, the guys make further solid-sounding teen-ballad sense.

**PEREZ PRADO (RCA Victor 8204)**

(B+) "KATANGA" (1:35) (Southern-ASCAP—Prado) Here's a vibrant Latin offering from the "Cherry Pink" orkster with a dominant Afro-Cuban theme sparked by shouts, cries and sans-lyric choral backdrop. The side seems destined for a load of sales and spins.

(B+) "TERESITA" (2:11) [Gil-BMI — Engracia] A happy-sounding Latin-Continental combo on this end with a pulsating cha cha beat. Geared more for dancing, the vocal is secondary.

**HANK LEVINE (Dolton 79)**

(B+) "SWINGIN' VILLAGE" (2:08) [Holly-Vine-BMI—Levine] The composer-orkster has a solid chart contender with this exciting instrumental with an Afro-Cuban "jungle" motif. Standout arrangement spotlights percussion and lyrical brass.

(B+) "TINGA TONGA" (2:02) [Holly-Vine-BMI — Levine] The jungle theme is carried over to this side with an added Latin flavor. Another possible noisemaker here.

**PETE FOUNTAIN (Coral 62365)**

(B+) "CASABLANCA" (2:00) [Marlboro-BMI — Sakelaridis] The clarinetist adds a Near-East flavor to this Dixieland swinger with a touch of blues. Fountain shines in the solo spotlight. Top-notch programming fare.

(B+) "LOST LOVE" (2:24) [Hilde & Eldorado-BMI—Barnum] A slow-paced, New Orleans blueser with interesting tempo changes. More fine clarinet solo work by leader.

**THE SUNSETTERS**  
(Heartbeat 5000)

(B+) "SUMMERTIME IN VENICE" (2:44) [Pickwick-Signan, Pinchi, Icini] Here's a very danceable, listenable version of the popular flick theme with a Three Suns approach that is a choice item for the juke box operators.

(B+) "MOONLIGHT COCKTAILS" (2:27) [Jewel-ASCAP — Gannon, Roberts] The old Glenn Miller biggie gets a fresh, updated treatment from the group on this end. Ops will also like this side.

**BILLY SILLS (Chairman 4404)**

(B+) "WHY DON'T YOU LOVE ME" (2:20) [Screen Gems-Columbia-BMI—Keller, Kolber] The chanter wails for his gal to love him against a thumping, fast paced ork-choral backdrop. Airtime could move this one out quickly.

(B) "(I KNOW) I'LL LOVE YOU MORE TOMORROW" (2:05) [Screen Gems-Columbia-BMI—Keller, Kolber] A plaintive, haunting ballad entry here with effective multiple-tracking.

**JERRY MURAD & GEORGE GOBEL**  
(Columbia 42696)

(B+) "AH-NAH-PAH-LAH-DEY" (2:48) [Gemini-ASCAP — Fort] Jerry Murad and the Harmonicats provide some smooth backing for a charming vocal by comic George Gobel. Tune is a nostalgic folk-ballad sounding entry about kids following an apple seller. Strong sales potential here.

(B+) "SWEETHEARTS OR STRANGERS" (2:21) [Peer Int'l-BMI—Davis, Wayne] The songster goes country on this end and gives out with some polished yodeling. Dual-market possibilities with this one.

**EASTIN WEST (Everest 2028)**

(B+) "LAZY WOMAN" (2:18) [4 Star Sales BMI—Mantz, Burgess] Good fun-blues results from the warbler, who tells the tale of a lazy wife who's making life pretty hard to bear for her hubby. An infectious sound from the combo backs-up. Could get some action.

(B) "RING TELEPHONE" (2:17) [Arrowhead BMI — Jackson, Baird, White] Busy teen blueser with a group of voices joining in on the warbler.

**THE IMPELLAS (All Boy 8509V)**

(B+) "CONTINENTAL WHIP" (2:20) [Three "A"—BMI — Davidson, Ramdell] The instrumental group comes up with an unusual amalgam of funky blues and boogie woogie with a middle-of-the-road rhythm geared for both dancing and listening. Jocks should dig it.

(B) "NEVER ON SUNDAY" (2:15) [Unart-BMI—Hadjaidakis] A straightforward, aptly orchestrated rendition of the film tune with guitars and brass taking a melodic lead. A pleasing item for ops and spinners.

**SAMMY SALVO (Hickory 1215)**

(B+) "THROW ME IN A CROWD OF GIRLS" (2:21) [Acuff-Rose-BMI—Loudermilk] The chanter smoothly pleads to be tossed into "a crowd of girls" on this lilting, up-tempo Loudermilk original. Side is sure-fire top 40 programming item with strong teen appeal.

(B+) "I'M BUILDING AN OCEAN" (2:16) [Acuff-Rose-BMI—Bondleaux, Bryant] The songster gives a slick, polished reading of this ballad weeper with top-drawer ork assist. Side also merits attention.

**SPERO PASTOS (Regina 279)**

(B+) "BLUE PRELUDE" (2:40) [World ASCAP—Jenkins] The fine legit warbler gets across the urban, low-down blues quality of the persuasive Gordon Jenkins perennial. An unbilled ork offers slick accompaniment. Well-worth good-music exposure.

(B) "SMALL IDEA" (2:20) [Leeds ASCAP—Roberts] An inviting adult affectionate is in appealing vocal hands here. Pretty romantic sound.

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## RECORD REVIEWS

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

PETER GARFIELD (Roma 211)

(B) "MELODY BLUE" (2:40)  
[Kulma ASCAP—Broderick]  
Backed by a smooth Sy Oliver band  
backdrop, singer Garfield does an ap-  
pealing legit vocal on a pretty  
moody. Fine dreamy sound for the  
dance floor.

(B) "BIG TIME" (2:02) [Peter  
Maurice ASCAP—Bart] Good  
slick swingin' on Lionel Bart's hard-  
boiled number. which has been cut  
before.

BOBBY YOUNG (Guyden 2087)

(B+) "ONLY GIRL FOR ME"  
(2:51) [Dandelion BMI—Cun-  
ningham, DiMuro] Fellas give-out  
with a polished, oldie-but-goodie  
bright-beat blend on the catchy af-  
fectionate. Always an attention-get-  
ting teen-market approach.

(B) "TO EACH HIS OWN"  
(2:35) [Paramount ASCAP—  
Livingston, Evans] Strictly teen blend  
on the lovely evergreen.

TI MATTISON (Enjoy 1012)

(B+) "DON'T MAKE ME CRY"  
(2:30) [Ebony—Bob—Dan  
BMI—Mattison] Singer Mattison tops  
a good blues attack about a guy who  
tells his chick that she can't go  
around this world as a solo act.  
Combo chore is infectious.

(B) "PLEASE DON'T" (2:40)  
[Ebony—Bob—Dan BMI—  
Mattison] Performer goes the basic  
blues-ballad route here.

LUCIUS LAWTON (Laurie 3176)

(B+) "PEOPLE SURE ACT  
FUNNY" (2:17) [Bob—Dan  
BMI—Turner, McDougal] The per-  
sonality changes that comes with  
coming into money is relayed with  
infectious blues charm by the vocalist  
and his back-up, a swingin', organ-  
led affair. An exciting romp that could  
mean big pop-blues coin.

(B) "I DON'T KNOW WHAT I'M  
GONNA DO" (2:11) [Pete  
BMI—Holloway, Elliott] Contagious  
medium-beat blues work.

GUITAR CRUSHER (King 5743)

(B) "BETTER DAYS AHEAD"  
(2:14) [Pandora BMI—Teat,  
Toombs] Reliable, mostly blues-mar-  
ket warbling by the songster, who  
states the chin-up item with a good  
deal of understanding. Musicians  
and femme chorus nicely support.

(B) "WEAK FOR YOUR LOVE"  
(2:50) [Pandora BMI—King,  
Barry] Performer also catches the  
tender qualities of this feelingful  
expression.

MIMI EVANS (Kapp 537)

(B+) "JIMMY'S EYES" (2:25)  
[Rosewood ASCAP—Good-  
man, Rosenblatt] The Jimmy moniker  
is the theme of yet another teen  
theme, this one about a girl's love  
for a blind boy who's sight is even-  
tually restored. It's understandingly  
essayed by the thrush, who is backed  
by an attractive combo-femme chorus  
sound.

(B) "FORGIVE & FORGET"  
(2:13) [Rosewood ASCAP—  
Goodman, Rosenblatt] Tender touch  
of the Nashville-Sound here.

THE ORIGINAL SOUNDTRACKS  
(Lawn 214)

(B) "COME ON LET'S GO"  
(2:30) [Kemo BMI—Valens]  
Crew revives the old hit by the late  
Ritchie Valens with good vocal-in-  
strumental zest. Teeners will be in-  
terested in the rock beltin' here.

(B) "FOOBA - WOOPA JOHN"  
(2:00) [Percom BMI—Leon-  
ard, Amato, Fetterly] Team keeps on  
the move in this busy, funky-beat  
attack.

MABLE JOHN (Tamla 54081)

(B+) "WHO WOULDN'T LOVE A  
MAN LIKE THAT" (2:45)  
[Fidelity BMI—Gordy, Davis, Gordy]  
Seems that a gal's guy is one to be  
proud of in this catchy blues offering  
from the songstress and her ac-  
companying combo-lark team sound.  
Pro upbeat blues romantic.

(B) "SAY YOU'LL NEVER LET  
ME GO" (2:21) [Jobete  
BMI—Paul] A nice, cozy-sounding  
blues affectionate.

CLARK TERRY (Cameo 262)

(B+) "MORE" (2:30) [E. B. Marks  
BMI—Ortolani, Oliviero]  
Clark Terry and crew come up with  
a top-flight cover of the oft-cut theme  
from "Mondo Cane." Side is rendered  
in a danceable bossa nova style with  
some effective bass backing sounds.

(B+) "THE GOOD LIFE" (2:15)  
[Paris ASCAP—Distel] This  
time the crew covers the Tony Ben-  
nett chart-rider with an especially  
tender, free-flowing arrangement.

HOLLAND-DOZIER (Motown 1045)

(B+) "WHAT GOES UP, MUST  
COME DOWN" (2:05) [Jobete  
BMI—Holland, Dozier, Holland] Hol-  
land and Dozier join forces on this  
slow-moving, shufflin' chorus-backed  
talkin' and singin' low-down blueser.  
Tune builds up to an effective full  
ork-backed, dramatic close, Airplay  
might be difficult here.

(B+) "COME ON HOME" (2:15)  
[Jobete BMI—Holland, Dozier,  
Holland] Medium-paced, raunchy  
tradition-oriented r&b instrumental  
stanza.

POPCORNS (Vee Jay 537)

(B+) "I LOVED YOU" (2:13)  
[Meteorin BMI—Francker,  
Weston] The Popcorns could create  
some fast excitement with this funky  
jazz-blues instrumental. Tune has an  
interesting melodic beat and boasts a  
top-notch rapidly-building organ  
backing. Watch it.

(B+) "PLUTO" (1:45) [Conrad  
BMI—Brung, Jerelius] More fine  
jazzy sounds. This one's an infectious  
low-key affair with a potent repeat-  
ing riff.

MAYNARD FERGUSON  
(Cameo 261)

(B+) "ANTHONY AND CLEO-  
PATRA" (2:35) [Robbins  
ASCAP—North] The trumpeter, who  
is currently clicking the album field,  
could break through as a singles  
artist with this top-notch reading of  
one of the tunes from the highly-  
touted "Cleopatra" flick. Deck should  
fare well with ops and deejays.

(B+) "THEME FROM 'NAKED  
CITY'" (2:38) [Gower BMI—  
May] On this end Ferguson dishes-up  
an easy-on-the-ears slow-moving soul-  
ful rendition of the TV theme.

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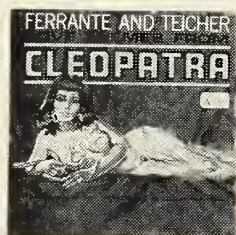


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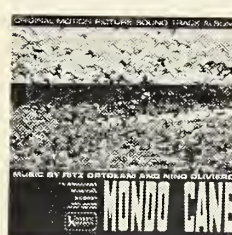
## CURRENT BLOCKBUSTERS!



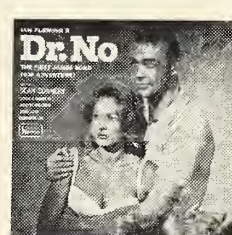
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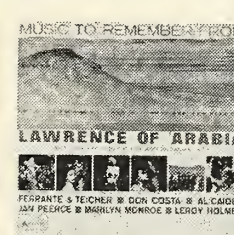
MM 2005 MS 3005 STEREO



UAL 4105 UAS 5105 STEREO



UAL 4108 UAS 5108 STEREO



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UAL 3287 UAS 6287 STEREO

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UAL 3292 UAS 6292 STEREO



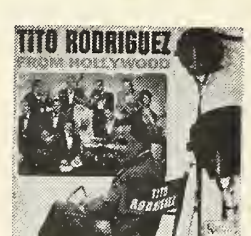
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**RECORD  
REVIEWS**

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

THE KIM SISTERS (Monument 818)

(B+) "LOVE STAR" (2:24) [Combine BMI—Walker] Larks appealingly survey a pretty looking-for-a-love number. Strings are included in the invitingly sympathetic backdrop. There's a nice easy-go, summery feel to this session.

(B) "(They Say) YOU CAN'T HAVE EVERYTHING" (2:05) [Combine BMI—Tanner] More emotional try by the gals.

DAVE GRUSIN (Epic 9602)

(B+) "IF YOU GOTTA MAKE A FOOL OF SOMEBODY" (2:31) [Good Songs BMI—Clark] The one-time click for James Ray works well as a jazz-styled blueser. Pianist Grusin heads the showing against a good-sounding rhythmic pattern from his combo backing. Could get lots of airtime.

(B) "A FELICIDADE" (2:56) [Ross Jungnickel ASCAP—Jobim] The pretty Bossa Nova tune is also good food for good-music deejay turntables.

YALE BENSON (Rode 301)

(B) "PLEASE DON'T TALK ABOUT ME (When I'm Gone)" (2:40) [Remick ASCAP—Stept, Clare] The ancient sentimental is done for the teen-trade in this bouncy, busy-beat stand. The warbler is featured with a male chorus. Label is located in Philly.

(B) "BEWILDERED" (2:35) [Aye Bee BMI—Dimuro, Cunningham] Guitar sound overpowers Benson's vocal, done with a deep echo effect.

DIANE EMOND (CRC Charter 8)

(B) "THE BEGINNING OF THE END" (2:10) [Sherman—Devorzon BMI—DeVorzon, Chandler] Lark is nicely multi-tracked against a fine Latin-rock ork-chorus setting. As the title indicates, a gal sees an eventual break-up with her flame. Polished plaintive showing for the teeners.

(B) "STEVE IS THE ONE" (2:06) [Michele BMI—Stanley] Live-ly stint about a chick who loves a guy in vein.

JOHNNY "K" WITH THE SINGIN' SWINGIN' EIGHT (London 9612)

(B) "LEMONADE" (1:58) [Syndicate ASCAP—Goodman] Teeners will enjoy the sunny nature of this cute summertime novelty romantic. Songster does his stuff in front of a cheerful ork-chorus stint. Reliable entry for hot-weather exposure.

(B) "COME CLOSER, MELINDA" (2:12) [Piccadilly BMI—Rain] Further joyful rockin'.

JAN BURNNETTE (Kapp 535)

(B) "THE BOY I USED TO KNOW" (2:36) [Concertone ASCAP—Schroeder, Conrad] Solid U.S. rock-sound know-how in this colorful plaintive display by the lark (over-dubbed) and her ork-chorus backdrop. Teeners on this side of the Atlantic will appreciate spins on the deck.

(B) "UNIMPORTANT THINGS" (2:15) [Herb Reis BMI—Romeo] Feelingful straight ballad warbling. Tune is touching.

MARY LUE & THE TEMPTees (Everlast 5024)

(B+) "HIPPIY DIPPY" (2:20) [Bob—Dan BMI—Robinson, Dunn, Cook] Gals warble with a carload of good rock cheer as they relay the happy lovey-dovey item. Kids will be glad deejays treated them to this track. Diskery is based in N.Y.

(B) "WOBBLE WOBBLE ONE MORE TIME" (2:15) [Bob—Dan BMI—Cook, Robinson] Wobble stuff with a pro-sounding approach.

CHAMP BUTLER (Gillette 637)

(B) "THERE'S AN ACHE IN MY HEART" (2:40) [Dolphin BMI—Sparks] The full-bodied, legit voice of the vet songster reacts nicely to the old-style romantic. He's backed by a good good-music ork sound.

(B) "MY HEART BELONGS TO A STRANGER" (2:25) [Dolphin BMI—Hiser, Crockett] A more rhythmic pose by the performer.

DIANE DIXON (Smash 1818)

(B+) "HEY JIMMY" (1:46) [Sure—Fire BMI—Walker] There's loads of good-nature to this snappy rock session about a gal who makes a direct appeal for a guy's affection. Charming business that could attract big coin.

(B) "A TEAR STAINED LETTER" (2:07) [Sure—Fire BMI—Perry] An easy bounce-beat plaintive.

DAVE KENNEDY (Cuca 1133)

(B) "ZOMBIE JAMBOREE" (2:28)—The popular calypso novelty is done with authentic-sounding spirit by singer Kennedy and The Ambassadors combo, a longtime attraction on the diskery. Engaging entry.

(B) "LONELY IS A WORD" (2:48)—Kennedy works in the manner of Presley in this medium-beat wistful.

JERRY WOODARD (Century Limited 603)

(B) "LONG TALL TEXAN" (2:06) [Adams & Ethridge BMI—Stegelbecki] Good rock-laff ditty is done with good gimmick-rock humor by the songster and his on-the-trail companions. Could be an active fun sound. Label is based in Jackson, Miss.

"YOU JUST WAIT" (2:00) [Dixiana Century Ltd BMI—Wallis] Another good-natured affair, including a "Mr. Bass Man" and other vocal tricks.

THE TWINKLES (Musicor 1031)

(B) "FAIRY TALES" (2:29) [January BMI—Dino] Fairy tales can come true, declares the young song crew in this tender-rock showing. Appealing softie that could be in for important airtime.

(B) "OH, LITTLE STAR" (2:07) [January BMI—Dino] Gals and their backing make a similar stand here.

BETTY LUTHER (All 504)

(B) "KISS ALICIA ANN" (2:32) [Work BMI—Sanders, Luther] There's an off-beat, folkish quality to this galloping issue from the lass and a guitar-led combo. Liberty Records is handling the session, which could come-up with action.

(B) "RED ROSES & VIOLETS" (2:27) [Work BMI—Luther, Sanders] Pretty item, also in a folk vein, is given a good teen-angled reading.



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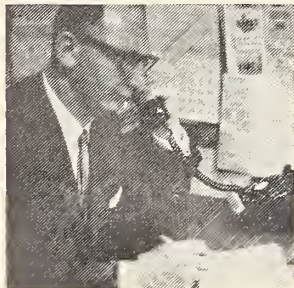
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# RECORD REVIEWS

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

JERRY WILLIAMS

(Moonglow 1001)  
(B+) "TWISTIN' PATRICIA"  
(1:57) [Ray Maxwell BMI—  
Maxwell] Familiar Mexican ditty  
known as "Aye Aye Aye" goes, as the  
title clearly indicates, teen-market,  
and singer Williams and his combo  
setting rock with lots of zest. Date is  
an import from Europe's Sonet label.  
(B) "WEDDING BELLS MAKE  
ME RUN" (2:19) [Ray Max-  
well BMI—Frogman, Akeson] Gal  
can't convince a fella that he should  
walk-down-the-aisle in this happy  
rock novelty.

THE FONTANE SISTERS

(Dot 16499)  
(B) "SUMMERTIME LOVE"  
(1:57) [Talisman ASCAP—  
Vaughn] Larks return to the wax  
wars with a sprightly rock-beat ac-  
count of a cute lovey-dovey about a  
gal who would like her summertime  
love to turn out to be a four-seasons  
affair. Catchy stuff for the hot  
weather months.  
(B) "TIPS OF MY FINGERS"  
(2:44) [Tree BMI—Ander-  
son] Team gets down to more serious  
business as they warmly convey the  
onetime country hit and current Roy  
Clark pop click. Feelingful Nashville-  
style session.

THE GRAND FENWICK PHILHAR-  
MONIC (United Artists 610)

(B) "MOUSE ON THE MOON"  
(2:10) [Unart BMI—Moes-  
ser] Ork is tied-in with the tiny, but  
politically astute country depicted  
in the satirical British flicks "The  
Mouse That Roared" and, now,  
"Mouse On The Moon." Deck is a  
catchy rinky-dink affair with a num-  
ber of humorous touches. Worth novel-  
ety spins.  
(B) "CARE FOR ME" (2:18)  
[United Artists ASCAP—  
Stillman, Gold] Similar jaunty atti-  
tude.

AL GARGONE (Laurie 3172)

(B+) "(Theme from) MOTHER  
COURAGE" (1:52) [Harms  
ASCAP—Dessau, Brecht] Fascinat-  
ing theme from the Bertold Bercht  
play—which recently played Broad-  
way—receives a commanding, rock-  
market approach from the Gargone  
musicians, who comprise a full ork.  
Could prove a left-field success.  
(B) "PASQUALE" (2:13) [Luris-  
tan ASCAP—Monte] Guitars  
have a mandolin manner in this some-  
times outright swingin' instrumental  
novelty.

BILLY ECKSTINE (Mercury 72128)

(B+) "(You Made Me Love You)  
DARLING WHY DID YOU?"  
(2:48) [J. Holly-J. Alexander Bren-  
nan-Holly, Brennan] Eckstine, as  
smooth a ballad artist as ever, makes  
a nice romantic a very good one in  
this fine wistful outing. String-loaded  
ork makes a subtle hint at a rock  
beat, but the side is definitely in the  
good-music camp. Big airplay possi-  
bilities.  
(B) "EVERYTHING I HAVE IS  
YOURS" (2:56) [Robbins  
ASCAP—Adamson, Lane] More sure-  
handed ballad finesse from Eckstine.  
Source of this attractive end is an  
LP, "The Golden Hits Of Billy Eck-  
stine."

LINDY ADAMS (Tri Disc 108)

(B+) "SURPRISE PARTY" (2:35)  
[Marc-Jean & Keymen BMI—  
Smith] Two surprise parties for a  
fella conflict with each other in this  
good-sounding sprightly-rock blueser  
featuring the lark and a full ork-  
chorus.  
(B) "A BIRD IN THE HAND"  
(2:28) [Mark-Jean & Keymen  
BMI—Smith, Regan] Busy blues  
rhythmic.

MICKEY ARMEN (Peek-A-Boo 1001)

(B) "CHEATING ON ME" (2:39)  
[Millie Ann BMI—Armeno]  
Armen offers a good relaxed-beat  
vocal on a capable teen plaintive.  
Femme chorus and combo nicely as-  
sist. Deck was produced by Tommy  
& Mickey of The Four Seasons. Disk-  
ery is based in Bloomfield, N.J., a  
subsid of the Collegiate label.  
(B) "TELL ME WHY" (2:26)  
[Millie Ann BMI—Armeno]  
Brighter teen romantic doings from  
the artist and his same back-up per-  
sonnel.

RAY AGEE (Shirley 123631)

(B+) "OPEN UP YOUR HEART"  
(2:31) [Carriage BMI—Agee]  
Ray Agee could have a fast noise-  
maker on his hands with this raun-  
chy, low-down, funky self-penned r&b  
weeper. Slow-paced tune, on a tradi-  
tional theme of heartbreak, is ren-  
dered with plenty of polish by the  
chanter.  
(B) "THE GAMBLE" (2:29)  
[Carriage BMI—Agee] This  
time out Agee offers a fine fast-mov-  
ing happy blueser with an interest-  
ing, danceable repeating riff.

THE DELLS (Argo 5442)

(B+) "IF IT AIN'T ONE THING  
IT'S ANOTHER" (2:55)  
[Chevis BMI—Allison, McGill] Lead  
voice is highly effective as he relates  
a blues tale about a fella who can't  
get the breaks, even to the point of  
having his bride appear at the altar.  
Storyline is presented with an excit-  
ing rock-a-string backdrop. Worth  
exposure.  
(B) "HI DIDDLEY DEE DUM  
DUM (It's A Good Good  
Feelin'" (2:20) [Chevis BMI—Dav-  
is, Walker, Staunton] This side, of  
course, presents an entirely different  
view of life. Fine blues-pop joy.

PATTI JEROME (Josie 908)

(B) "LAZY RIVER" (2:24)  
[Southern ASCAP—Carmi-  
chael, Arodin] This is a sly, busy-  
beat blues reading of the oldie,  
which recently got new chart atten-  
tion via a Si Zentner instrumental.  
It's got good-sounding rock dressing  
here.  
(B) "ONLY YOU" (2:25) [Wild-  
wood BMI—Ram, Rand]  
Rock-ballad reading of the old Plat-  
ters' hit.

DEAN RANDOLPH

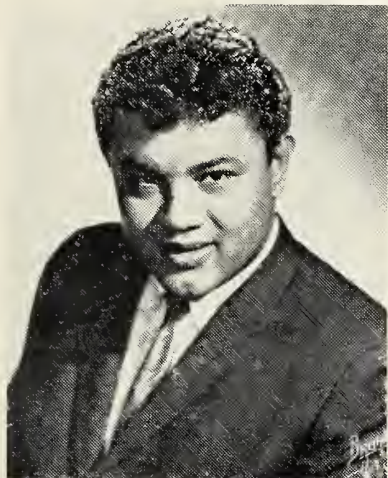
(Chancellor 1138)  
(B) "THE GIRL IN THE WHITE  
CONVERTIBLE" (2:14)  
[Contour BMI—Stephan] Tale of a  
funny drag race—between a gal in  
a white convertible and a fella in a  
small car—is the subject of this live-  
ly rockin' stint from the songster and  
his ork-chorus backdrop. OK summer-  
time doings.  
(B) "FALSE LOVE" (2:06)  
[Rebb ASCAP—Epstein, Cas-  
alnova] Familiar sentimental-rock  
survey.

TRACEY WILLIAMS (Dore 676)

(B+) "HE LOVES ME" (2:17)  
[Granson BMI—Sullivan,  
Jay] This is a teen softie about a  
chick who has a run-in with her con-  
science over whether she really has  
the love of boy, and at deck's end the  
title is beared out. Lark nice warble  
also includes an echo-like voice as her  
conscience.  
(B) "I ONLY CRY ONCE A DAY  
NOW" (2:22) [Meadowlark—  
ASCAP—Hunter] A hard-beat tale of  
a lost-love.

## BIOS

### Dee Irwin



Dee Irwin, who is currently riding the charts with "Swinging On A Star" (#31 on this week's chart) was born twenty-five years ago in New York City.

Dee made his performing debut at the age of twelve as the lead vocalist in his church choir. During his high school years, he played clarinet in the school orchestra, but he gained his greatest recognition as a vocalist.

When the artist isn't recording or playing night-club dates, he usually can be found at a piano creating original songs. He has written such tunes as "Everybody's Got A Dance To Do But Me" which was his first release on the Dimension label and "He Is The Boy" which was on the back side of Little Eva's "Locomotion."

### Johnny Cash



Johnny Cash, who is presently hitting in both the pop and country markets with "Ring Of Fire," was born on a farm near Kingsland, Arkansas. Johnny grew up with hard work and singing.

At twelve he was writing songs. During his high school years, he sang on radio station KLCN-Blytheville, Arkansas. At twenty-two, Johnny enlisted in the Air Force. Following his discharge he was making a poor living as an appliance salesman in Memphis when he met Luther Perkins, who played guitar, and Marshall Grant, who played bass. They immediately began getting together every night at home, diligently rehearsing even though no professional career was in sight.

Finally, Johnny and his "Tennessee Two" gathered enough courage to approach Sam Phillips of Sun Records for audition. Phillips was so impressed with the chanter that he immediately signed him to a recording contract. Then the Cash story turned rosy. In short order the artist came up with a host of hits including such biggies as "I Walk The Line" and "Ballad Of A Teen-Age Queen."

In 1958 Johnny switched to Columbia where he has successfully continued in his hit-making ways.

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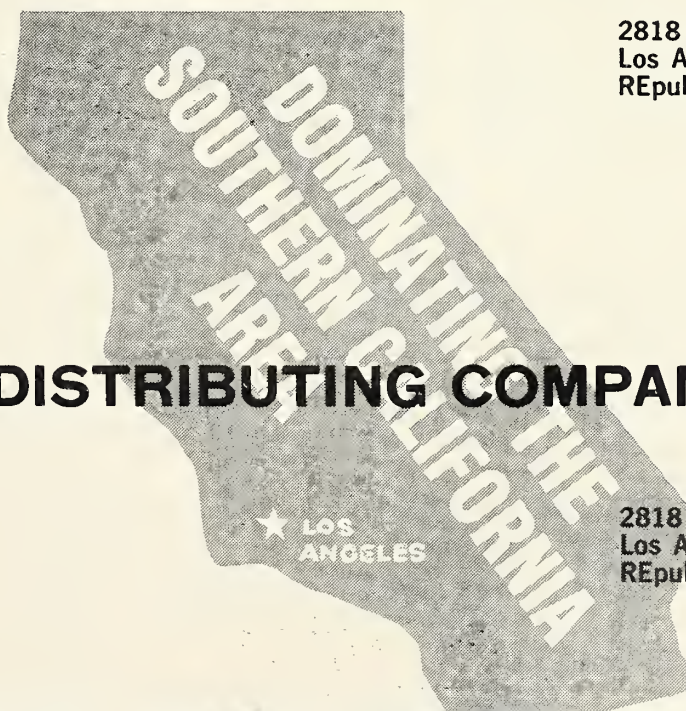
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**RECORD RAMBLINGS**

**NEW YORK:**

Cliff Richard, Britain's number one songster with two gold and 14 silver disks to his credit, makes his debut on the Epic label with a pair of sides tagged "Lucky Lips" and "The Next Time." The young chanter will soon be seen here in a new flick, "Summer Love," which is already a box-office smash in England and on the continent. . . . George Greeley, recently pacted to Reprise, is currently on a national promo tour on behalf of his just-released LP, "Piano Rhapsodies Of Love." The pianist is also musical director for "My Favorite Martian," a CBS TV'er making a Fall debut. . . . Actor-chanter Paul Hampton out with a new Battle single dubbed, "I'm In Love With A Bunny" (At the Playboy Club). . . . Bobby Vinton, scoring with "Blue On Blue" (Epic), will play the Steel Pier 7/7. . . . Anita Bryant will participate in "Music Under The Stars" with a 60 piece symphony orchestra in Memphis on 6/25. The lark has a new Columbia LP, "As Long As He Needs Me." . . . Tenor Charles K. L. Davis premieres on Colpix this week with an album called, "The Exciting Voice of Charles K. L. Davis." . . . Songstress Teri Thornton, holding forth nightly at the Bon Soir, has new Audio-Fidelity single and LP tagged "Somewhere In The Night," both of which are doing very well. . . . Jimmy Roselli has a new Lenox LP, "Showcase" that's getting plenty of airplay around the country—particularly one band called "Mala Femmina." . . . Screen Gems Music topper Donnie Kirschner sprained his back while on vacation in Conn.—he hit a soft ball 400 feet! . . . The Straight Ahead Rhythm Inc., very happy over initial spinner's reaction to Ronnie Baxter's

Agon release, "True Love Is a Stranger." Ronnie is headed for a Northeast promo tour. . . . Charles Koppelman, director of Screen Gems Columbia Music, buzzes that the firm has big plans for new talent find, Toni Wein, and that young Bobby Crawford's new deck, "Mrs. Smith, Please Wake Up Joan" (Del-Fi) looks like it's headed for the top of the heap. . . . Adrienne Lawner of the Connie Francis office sends along word that she is having a ball in Europe.

The very successful "The World Of Kurt Weill In Song" moved from the Howff Cabaret into much larger quarters at One Sheridan Square last week. A musical revue called "Rule, Britannia?" replaced the Weill show at the Howff. . . . Diane Dixon makes her debut on Smash with a release dubbed, "A Tear Stained Letter" b/w "Hey Jimmy." . . . Lonnie Kaufman writes that the Michael-Ann waxing of "Somebody Else Is Taking My Place" is beginning to break. Morty Wax tells us Vanguard is rushing out a new single by The Rooftop Singers. . . . Joe Petralia (Indie Record Promotion) buzzed that he and his assistant Pete Costa are moving their offices to Suite 267, the Park-Sheraton's long established "music room"—the phone number is still JU 6-6935. . . . RCA Victor's genial "Hipster," Elliot Horne, will have a book published by Simon & Schuster in Sept. Called "The Hictionary," the book covers everything from psychoanalysis to the "bomb" and is an expansion of the article which appeared in Life a few months ago. . . . West Coast record promoter Irwin Zucker jets into NY this week for a week of confabs with clients and contacts. He'll be stopping (Cont'd on pg. 45)

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(Cont'd from pg. 44)  
 at the Park-Sheraton. . . . Bill Dar-  
 nel says that Cleveland is reacting in  
 solid sales fashion to the Comet (a  
 Herald label subsid) disking of  
 "Scratch" by the Camelots, an instru-  
 mental crew. . . . Budd Hellawell up  
 to tell us that sales and spins are first  
 rate on "Cordially Invited" by the Mc-  
 Guire Sisters (Reprise), "I'm The  
 Boss" by Burl Ives (Decca), and  
 "Even Tan" by Paul Evans (Kapp).  
 . . . Dion, out with a new deck tagged  
 "Be Careful Of Stones That You  
 Throw," recently taped his first Steve  
 Allen show and is preparing for his  
 summer stock debut in "Wish You  
 Were Here." . . . Elvis Presley joins  
 the Jordanaires on his new Victor re-  
 lease "Devil In Disguise" b/w "Please

three-month tour of the Orient. The  
 group completed a Capitol recording  
 chore before taking off. . . . Sir Rec-  
 ords is negotiating with Henry Ford  
 II to record a two-pocket LP on The  
 Story of Capitalism. The format calls  
 for Ford to tell the story to his chil-  
 dren. . . . A wildly enthusiastic first-  
 nite audience was on hand to greet  
 songster Lonnie Sattin for his Living  
 Room opening last week (17). On  
 hand to voice their approval were  
 Roy Hamilton, Nipsy Russell, Damita  
 Jo and Biddy Wood and Marv and  
 Trudy Schlacter of Scepter Records,  
 Lonnie's label affiliation. . . . Mac  
 Wolfson is excited over two new re-  
 leases on the Amy-Mala labels. The  
 Mala single is tagged "Stay" by  
 Porgy & Monarchs, and under the



CLIFF RICHARD



ANITA BRYANT



CHARLES K. L. DAVIS

Don't Drag That String Around."  
 Anita Gordon debuts on Victor with  
 a teen-angled tune called "Tommy"  
 and a fun side tagged "Fun House."  
 . . . Sid Prosen infos that Cliff Rivers  
 will do a promo p.a. tour on behalf  
 of his Thanks waxing of "True Lips."  
 . . . Kapp's Denny Ganim wires that  
 "Saturday Sunshine" by Bert Bacha-  
 rach is creating impact in Detroit. . . .  
 Maynard Ferguson, who has a chart  
 rider with his premier Cameo LP,  
 "The New Sounds of Maynard Fergu-  
 son," did a one-week stint at the Met-  
 ropole last week. . . . The Four Ami-  
 gos have just completed a soundtrack  
 assignment for the new Elvis Presley  
 flick, "Fun In Acapulco," due for Sept.  
 release, and have embarked on a

Amy banner is "Play Me A Sad  
 Song" by Dottie Daniels. . . . Sunny  
 Gale (Riverside) into the Macambo,  
 Montreal, Canada for a two-week en-  
 gagement. . . . Steve Harris of Mal-  
 vern Distrib buzzed that the Prince  
 Lasha Quintet will play opposite  
 Dizzy Gillespie at Birdland 7/8. The  
 quintet has a new LP tagged, "The  
 Cry" on Contemporary. . . . Jerry  
 Love, the Gotham promo rep for Re-  
 prise, sez the "Trini Lopez At PJ's"  
 LP and single, "La Bamaba" both look  
 as big as he is—and he's 6'5" "The  
 Jolly Green Giant." Also that Erroll  
 Garner's "One World Concert" LP  
 and "Mack The Knife" single are get-  
 ting plenty of action.

(Cont'd on pg. 46)

## MALAMUD — ON EVE OF ARMADA MEET

(Cont'd from pg. 12)

themselves discrediting their impor-  
 tant role in the phonograph record  
 industry. They are reciting the  
 Mourner's Prayer but the patient is  
 not dead.

What has been the hysterical an-  
 swer to the panic?—Become rack job-  
 bers. ARMADA, the distributors' as-  
 sociation, promises to teach the dying  
 distributors how to become rack job-  
 bers. What could possibly be accom-  
 plished by such an approach? The  
 end of ARMADA, and perhaps,  
 an increased growth and further  
 strengthening of NARM.

In my opinion, there is only one  
 way that the ARMADA Convention  
 can achieve the greatest value for  
 its membership. It must abandon the  
 negative attitude which has charac-  
 terized its last few meetings, and  
 adopt a positive point of view. It  
 must abandon the inclination to pub-  
 licly yearn for the "good old days,"  
 and to face up to the problems which  
 exist in the phonograph record in-  
 dustry today. Who says the "good old  
 days" were so good, when a handful  
 of distributors got rich from a hand-  
 ful of manufacturers? This record  
 industry of ours has grown; because  
 it has grown, the number and types  
 of record distributors in each area  
 have grown; the number and types  
 of record manufacturers have grown;  
 and the number and types of retail  
 outlets have grown. With growth  
 comes problems. They will not go  
 away merely by calling them evil, not  
 by lamenting what they have done  
 to the business.

Let us examine some of the changes  
 in all three levels of the record in-  
 dustry: manufacturing, retail outlets,  
 and distribution. The old 78 record,  
 produced by a handful of well-es-  
 tablished record companies, was the fore-  
 runner of what we have today—an  
 album market at every price level,  
 from the highest quality, artist-  
 oriented, prestige album; through the  
 standard popular price range pop  
 and classical product; down to the

economy, budget, low-priced (almost  
 single record priced) bargain LP,  
 produced by hundreds of companies,  
 large and small, established and fly-  
 by-night. This, of course, in addition  
 to the thousands of 45's, put out each  
 year on hundreds of labels, many un-  
 heard of before and after the single  
 appears. All this product is being sold  
 in the thousands of retail outlets in  
 the nation—in decreasing amounts  
 every year in the traditional specialty  
 record store, and in increasing  
 amounts in the supermarkets, drug  
 stores, variety stores, and discount  
 houses. Why should this be? Ba-  
 sically, I think, because the consumer  
 is different. The record connoisseur  
 who shops the specialty record store  
 has become less significant as a re-  
 tail sales factor, and the man on the  
 street who is more likely to shop for  
 his records in the mass merchandis-  
 ing outlet, at the same time as he  
 does his other shopping, has become  
 the far greater, more significant  
 sales factor, to the record industry as  
 a whole. In fact, wide-spread dis-  
 counting, across the board discounting  
 on all types of record product, has  
 brought some of the more selective  
 record buyers, who were formerly  
 specialty store customers, into the  
 mass merchandising outlets, too. Of  
 course, there is still, and always will  
 be, just as there are specialty record  
 stores which will survive and prosper,  
 the connoisseur who wants the in-  
 dividualized service such a store  
 gives him. But the bulk of the busi-  
 ness comes from the public, the con-  
 sumers who are Madison Avenue in-  
 fluenced, television oriented, and price  
 conscious.

As a result of the changes in the  
 type of record product manufactured  
 and offered for sale, and in the  
 changes in number and variety of  
 phonograph record consumers and  
 the type of outlets which they pa-  
 tronize, it was inevitable that the  
 phonograph record distribution pic-

(Cont'd on pg. 47)

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# RECORD RAMBLINGS

(Cont'd from pg. 45)

Bob Kornheiser at Atlantic infos that distributor reaction to "Baby I Dig Love" by Rudy Lewis is very enthusiastic. Bob also said that Bob Crewe reports the deejays really dig the Shepherd Sisters' "The Greatest Lover" and "Que Sera" by the High Keys. . . . The Jive Bombers, currently appearing at the Lighthouse, have a new Middletone single dubbed "Any Time" and "Days Of Wine And Roses." . . . A musical version of Mark Twain's "The Man That Corrupted Hadleyburg" is among the stage offerings this summer from the Summer Theater Workshop of Barnard College-Columbia University at its Minor Latham Playhouse. Last summer the group put on Rodgers & Hart's "The Boys From Syracuse," a current off-B'way smash. . . . Paul Robinson, nat'l sales & promo mgr for IPG, making promo rounds in Wash., D.C.-Baltimore area with Eddie Biscoe of Schwartz Bros., called in to tell us that "Poco Loco" by L. B. Wilson on Vivid is happening nationally, and that early reaction to "There He Goes" by the Velvelettes (IPG) and "Stood Up" by Larry Lee (Genius) is excellent. . . . The word from London this week per Sam Trofe is that "War Requiem" by Benjamin Britten and The London Symphony Orchestra and Chorus should set some new sales records for classical disks. Phil Wesen also buzzed that Ace Cannon's waxing of Cottonfields on the Hi label (London group) is showing steady sales increases. . . . From Epic, Billy James infos that Adam Wade, who has a new deck tagged, "Theme From Irma La Douce," recently taped the Hy Gardner show.

CHICAGO:

Sammy Kaplan, freelance promo man in the midwest, advised that Kitty Kallen's "We'll Cross That Bridge" (RCA-Victor) is real big in Detroit. Also high on Sammy's hit roster are "The Greatest Lover" by The Shepherd Sisters (Atlantic), a "battle" winner on Lee Allen's WXYZ show; and "Teach Me Mama" by The Cray-Ons (Counsel). . . . Erwin Barg boasts a topnotcher in the new Paul Anka side "Hello Jim" which debuted on the CB chart last week and is gaining fast in Chi. . . . Before "hiking" out to Fort Leonard Wood for a brief army tour RCA-Victor's Irv Brusso extolled three new RCA decks: Elvis Presley's "You're The Devil In Disguise," "Tommy" by Anita Gordon and a Latin tantalizer "Kataga" by Perez Prado. . . . Slingerland Drum Co and Avedis Zildjian Co are co-hosting a cocktail party 7/22, in conjunction with the 62nd annual Music Show, and will feature entertainment by Dick Long & ork spotlighting Gene Krupa on drums. . . . Promo man Ralph Cox is concentrating on albums "James Brown At The Apollo," "The Polka Ambassadors" (King) and the Hawkshaw Hawkins-Cowboy Copas "In Memory" package. . . . Jimmy Mathis, climbing fast with "Every Step Of The Way" (Columbia), will do three shows at McCormick Place 7/19-20, with Don Costa conducting. . . . A happy fella these days is Stacy Records prexy Jim Gaylord who's enjoying "gratifying response" to the latest Al Casey effort "Surfin' Hootenanny." . . . Sig Sakowicz (WGN-WTAQ) hies out to Guantanamo Bay, Cuba 7/7 for a week to tape Navy

(Cont'd on pg. 47)

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(Cont'd from pg. 46)

and Marine personnel interviews for airing on his radio shows. . . . Barney Fields is reporting all sorts of action here with "Wipeout" by The Surfaris (Dot). . . . Center of excitement at Big Town is the Four Seasons' potential two-sider "Marlena" b/w "Candy Girl" (Vee-Jay) and hitmaker Gene Pitney's latest effort: "True Love Never Runs Smooth" (Musicor). . . . Songster Major Lance, whose current Okeh deck "Monkey Time" sparked local interest in the dance of the same name, and WVON's Rodney Jones conducted a dance contest at Budland last week. . . . The Vikings III folk group wrapped up an engagement at the swank Emerald Beach in Nassau,

7/6 for a Palmer House date. Thrush's current coupling is "Well Cross That Bridge" b/w "I'll Teach You How To Cry." . . . Jim Lounsbury taped a Hammond, Ind. record hop for viewing on his Danceville USA TV'er (WBKB). Guest star lineup included Ral Donner, Ray Stevens, Dick Biondi, the Five Du-Tones, Joe Dowell, Barbara Lewis, the Four Seasons, Jimmie Clanton and Oscar Brown. . . . Ernie and Bill Leaner of United Record Dist. are concentratin' on newies "Don't Say Goodnight And Mean Goodby" by The Shirelles (Scepter), "Bit Of Soul" by McKinley Mitchell (One-derful) and "Will I Do" by Harvey & Ann (Harvey). . . . Mark Murphy, who scored with "Fly Me To The Moon" (Riverside), is wowin' 'em at



DIANE DIXON



BOBBY PICKETT



PAUL HAMPTON

Bahamas and headed for some p.a.'s in the Fort Lauderdale area. . . . Barbra Streisand, clicking big on the national album charts, made her local nitery debut at Mister Kelly's. . . . Midwest-Mercury's Marley Waak points up the steady progress of Brook Benton's "My True Confession," Ray Stevens' "Harry The Hairy Ape," Lesley Gore's LP bow "I'll Cry If I Want To" and "Quincy Jones Plays Hip Hits" (LP). . . . Among the hot items Pete Wright is pluggin' are Henry Mancini's "Banzai Pipeline," Perry Como's "Don't You Forget It," Wayne Newton's "Danke Schoen" and Fred Astaire's "It Happens Every Spring" (AVA). Pete's setting up shots for Kitty Kallen who comes in

the Playboy. . . . Garmisa Dist.'s hot ones include "Connie" by Tommy Sands (ABC) and both sides of Brian Hyland's latest "I'm Afraid To Go Home" b/w "Save Your Heart For Me." . . . New staffers at Potter Dist. are Dick Kaufman, to handle pop promo, and Frank Witcher who'll represent the Success label in this area. John Muse was upped to promotion manager. Recordwise, Potter's goin' great guns with "Cannonball's Bossa Nova," the new Cannonball Adderley package (Riverside), "That's My Baby" by Gwen Richardson (CB) and "Junior" by The Candles (Nike). Latter group just completed a socko tour through St. Louis, Cleve and Cinicy. (Cont'd on pg. 48)

### MALAMUD - ON EVE OF ARMADA MEET

(Cont'd from pg. 45)

ture must diversify—and diversify it did. In the past ten years, the traditional old line phonograph record distributors were joined by service distributors, or rack jobbers. These phonograph record service distributors provided certain types of retail outlets a kind of distribution most aptly described by their name—they became wholesale distributors of phonograph records, and provided a service or services which the old-line distributors were not geared to offer. In view of the diversification in the types of record distribution with the advent and growth of the rack jobber, what is ARMADA's position—what is the position of the traditionally-aligned phonograph record distributor?

In order to maintain their properly earned place in the structure of the phonograph record industry, the distributors must be absolutely realistic. They must, at their convention, recognize that certain situations exist, and that they must find ways of living with the situations, not hoping to scare them away with black magic. They know that transshipping has been increasing over the years, and has now reached insurmountable proportions. Having distributors make glowing speeches on the convention floor on the evils of transshipping, has never stopped the same distributors from negotiating some very interesting deals involving transshipping, in their hotel rooms that night. Instead of these "holier than thou" speeches, would it not be more sensible to admit that transshipping is here to stay, is inevitable in a business which is no longer local or even territorial, but a business which sees a buyer in one city giving purchase orders for a chain of stores in ten or twenty states. Admit that transshipping is here to stay,

and use the time in learning how to live with it. Instead of making futile speeches condemning current price structures and wide-spread discounting, which is too much a part of the national merchandising picture to be stopped now—use the time to discuss measures for living with discounters, for counteracting their "price only" policy. Instead of telling the distributors they are doomed and that they must learn how to be rack jobbers to stay in business, teach them how to properly service their growing rack jobber accounts, how to readjust their structure and cooperate with their manufacturers to get the most out of the rack jobber business available to them. It has been said, "There are none so blind as those who will not see." ARMADA will be doing its membership an unforgivable disservice if it continues allowing its distributors to blind themselves to the changes in the phonograph record business, which they must see, and live with, if they are to exist.

As with every other consumer product, a most important characteristic of the phonograph record is its rate of mobility from the manufacturer to the consumer. The record distributor, as he meets in Miami Beach this week with his fellow distributors and manufacturers, should determine that the most efficient route between manufacturer and consumer, in all the multiple avenues of wholesale record distribution as they exist today, can best be accomplished by active cooperation among the record manufacturer, the manufacturer's distributor, and the record rack merchandiser. With the clear-cut acceptance by the convention of an attitude of cooperation and understanding among these segments of the phonograph record industry, the first real step will have been made in the direction of constructive industry unity.

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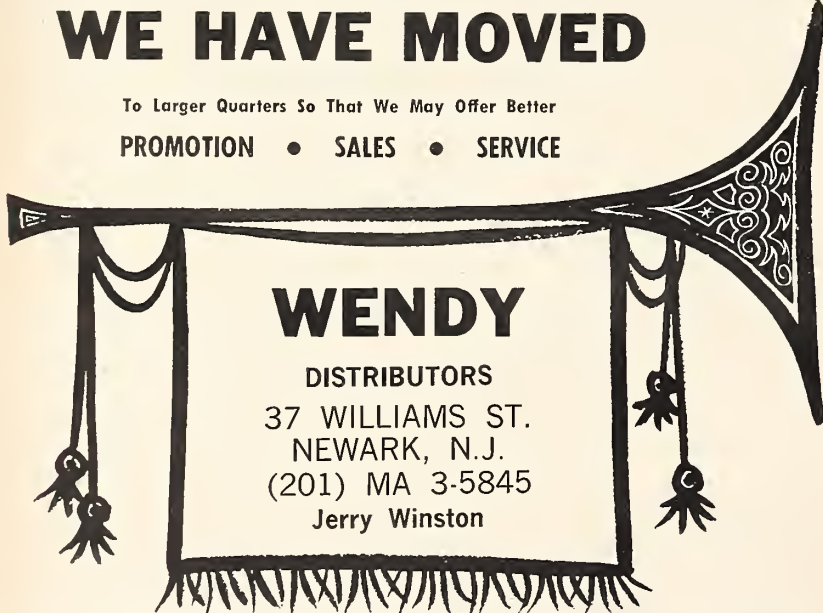
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By order of the U.S. District Court Southern District of Florida, said assets of Pan American Distributing Corp. Inc. A.K.A. Record Service Co. Inc. located at 3401 N.W. 36th St. Miami, Florida will be offered for sale in parcel or bulk free of and/or subject to liens at public action to the highest and best bidder for cash on Friday, June 28, 1963 at 2:00 PM, 2nd floor, U.S. Federal Building, 300 N.E. 1st Ave., Miami, Florida. Said assets consist of records & accessories, plant equipment, office furniture & air conditioners. Over \$650,000 at wholesale, of clean merchandise. Inspection will be held from 9:00 AM till noon & from 1:00 PM till 4:00 PM, Wed. & Thurs., June 26 & 27, 1963 on said premises. Said sale is subject to confirmation by the court. For information call from 9:00 AM to 5:00 PM. 635-4702, Mel Stavros, Receiver Space Trustee, U.S. DISTRICT COURT.



## RECORD RAMBLINGS

(Cont'd from pg. 47)

... Summit's Bill McCloud is pluggin' away on "Blowin' In The Wind" by Peter, Paul & Mary, "Please Don't Talk To The Lifeguard" by Andrea Carroll, "My First Day Alone" by The Cascades and "Monkey Time" by Major Lance (Okeh). . . . A newbie to watch from Stacy Records is "Run Johnny Run" by Lloyd McNeil. . . . Harvey Goldstein notes that "Good-night My Love" by The Fleetwoods, "Be True To Yourself" by Bobby Vee, "Surf City" by Jan & Dean and "Make The World Go Away" by Timi Yuro are among the sizzlin' singles at Liberty Dist.

### HOLLYWOOD:

Bill (Jose Jimenez) Dana will tape his sixth album for Kapp Records at the Interlude before an invited audience on July 8 and 9. Title of the new platter is "Jose In Hollywood." . . . Stan Pat, formerly with RCA-Victor opening his independent promotion firm in Hollywood. . . . Fred Smith, TriDisc Records on a national tour with the new Olympics release "Dancing Holiday." . . . Flip Records has re-issued "Death Of An Angel" by Donald Woods, and deck looks like it could go to the top again. . . . The National Association of Radio Announcers has set their national convention for the Ambassador Hotel, Los Angeles, August 22 thru August 25. . . . Nat King Cole has set Ted Heath's band to back up his concert tour of England and Scotland starting July 13. This will mark Cole's first reunion with Heath since 1956 when the orchestra leader toured this country with the singer. . . . Palomar Records hosted a party at "The Party" for the opening of singer Don Randi.

... Arlen Records, the Coast label that started "Hot Pastrami" by The Dartells, is touting another find, Roy Vance, debuting with "Heaven, That's What You Are." . . . Liberty recording artist Jackie DeShannon who just returned from a Dallas appearance with Bobby Vee, has departed for Hawaii and a series of one-nighters. . . . Epic recording star, Bobby Vinton has been signed by Cain Park Theatre, Cleveland to star in "Music Man." Show will be first presentation in theatre's new policy of headlining top teen talent in summer stock outings. . . . Patti Page has been presented with a gold record by Felix Snyder, High Commissioner of refugees for the United Nations for her contribution to the millionth sale of the album "All Star Festival." Frankie Laine has been set to headline two pops concerts in New Orleans July twelfth and thirteenth. . . . Bobby Pickett, Garpax recording artist, has been signed for dramatic role by producer Gene Rodenberry as guest star in "The Lieutenants" series at MGM. . . . Nancy Sinatra was guest star on Dick Clark's "American Bandstand" June 21. The Reprise Records singer, currently riding the airwaves with "Cruel War." . . . George Sidney has signed to direct "Viva Las Vegas" which will co-star Ann-Margret and Elvis Presley. RCA Victor has the inside track on the film's sound track album. . . . Composer George Duning and Lyricist Mack David have teamed to write several tunes. . . . Capitol's Mike Borchetta reports heavy play on "Tips Of My Fingers" by Roy Clark. . . . Johnny Crawford prepping his starring role in the movie "Indian Paint," on location in Texas. . . .

(Cont'd on pg. 49)

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Chet Kajeski, President



(Cont'd from pg. 48)

Marilyn Burroughs will make her night-club debut July 17 at Ye Little Club in Beverly Hills. . . . The entire staff of KFVB disc jockeys participated in the all-night graduation festivities at Disneyland. . . . Bobby Lile debuts on Al Kavelin's Marsh label with "Storybook Love," already in hit brackets at KAFY, Bakersfield. . . . Jack Nye and His orchestra currently appearing in the Cinegrill of the Hollywood Roosevelt Hotel for an indefinite stand. . . . Steve Riggio reports upsurge in Coast play on pianist Jack LaForge's latest, "Blues On Velvet," on the Regina label. . . . Jimmy Griffin, Reprise Records discovery, will be spotlighted June 28th at the Cow Palace in San Francisco when the Bay

is their stringest album offering to date. . . . Harry Fink (A&L Distrib) notes that things are buzzing in his bailiwick with "Swingin' On A Star" by Big Dee Irwin, "Old Smokey Locomotion" by Little Eva and the new waxing by the Cookies, "Will Power." . . . Ed Cotlar, Chips Distrib promo man, recently did his best job of promoting—he became engaged to Gail Miller, designer for Soowal Knitting Mills. . . . Matty "The Humdinger" Singer foned that ABC-Par. has busy sides with "Without Love" by Ray Charles, "I'm Afraid To Go Home" by Brian Hyland, "Kiss and Run" by Tommy Roe, and "Tears In My Eyes" by the Fasinations. Matty sez local reaction is tremendous on Roberta Sherwood's "Somebody Bigger Than



JIMMY ROSELLI



TERI THORNTON



RONNIE BAXTER

City dj's present their annual hop. . . . Mike Shepherd of Pacific Distributing going all out on "Come Go With Me," latest Laurie wax by Dion. It was lifted from an LP.

**HERE AND THERE:**

PHILADELPHIA—Bobby Rydell will make his first appearance in behalf of his Columbia film "Bye Bye Birdie" at the premier here this week (27) at the Goldman Theater. Stage and screen personalities will attend a reception at the Sheridan Hotel for the Cameo-Parkway singer-actor. . . . Ted Kelleam writes that the Columbia clicks in his area this week are "Feelin' No Pain" by the Del Satins, "Hopeless" by Andy Williams, "Green, Green" by the New Christy Minstrels. . . . Herman Kaplan, nat'l sales mgr. for Cameo-Parkway buzzes that the Dovells new LP, "You Can't Sit Down"

You and I." . . . Bob Heller pens that promo gal, Chris, of Boss Records was in town to promote "Part Of A Fool" by Little Bobby. Bob also mentioned that his distrib will handle the Wayne Boling waxing of "Please Cry" (Spot) . . . Marna Musicant writes from Chancellor that former promo gal Barbara Cartassi leaves soon for Wash., D. C., to train for a foreign secretarial post in the consulate in Johannesburg, South Africa, and that another promo gal, Marti Jewel, is now Mrs. Franklin Moore and recently gave birth to a baby boy. Marni sez the diskery is very excited about the new Frankie Avalon release, "Beach Party." NASHVILLE—Bobby Lewis, who has written and recorded a tune called "Sandra Kay" for Saber Records, visited here on behalf of the disk. The songster appeared on several major radio and TV shows.

**TOP 100 ARTISTS**

(See Top 100 titles and labels)

Anderson, Bill	13
Anka, Paul	95
Basie, Count	91
Bare, Bobby	52
Barretto, Ray	71
Beach Boys	29, 30
Bennett, Tony	25
Benton, Brook	51, 87
Big Dee Irwin	31
Bob B. Soxx & Blue Jeans	65
Burke, Solomon	42
Brown, James	33
Cannon, Ace	97
Carroll, Ronnie	82
Carter, Mel	100
Cash, Johnny	46
Chamberlain, Richard	94
Charles, Ray	55, 57
Checker, Chubby	28
Chiffons	7
Christi, Lou	20
Clark, Roy	77
Classics	49
Como, Perry	61
Cooke, Sam	35
Cole, "Nat King"	14
Cupids	88
Crystals	11
Darin, Bobby	18
De Shannon, Jackie	86
Dion	72, 74
Domino, Fats	90
Dovells	8
Drifters	81
Dudley, Dave	66
Essex	5
5 Du-Tones	60
Fleetwoods	68
Four Pennies	93
Foxx, Inez	80
Francis, Connie	16
Gaye, Marvin	27
Glazer, Tom	19
Glencoves	76
Gore, Lesley	2
Gorme, Eydie	58

Hamilton IV, George	67
Harris, Rolf	15
Hyland, Brian	100
James, Etta	50
Jan & Dean	9
Kilgore, Theola	37
King, Ben E	84
Lawrence, Steve	36
Lee, Brenda	39
Lewis, Barbara	4
Little Eva	53
Little Peggy March	43, 62
Little Stevie Wonder	45
Lucas, Matt	56
MacArthur, James	96
Mack, Lonnie	10
Maharis, George	88
Mancini, Henry	99
Martha & Vandellas	21
Martino, Al	12
Mathis, Johnny	41
Moore, Bob	75
Nelson, Rick	17, 98
New Christy Minstrels	78
Orbison, Ray	24
Orlons	32
Page, Patti	82
Paul & Paula	23
Peterson, Ray	73
Pickett, Wilson	42
Randy & Rainbows	69
Rocky Fellers	83
Routers	59
Ruby & Romantics	22
Rydell, Bobby	34
Sakamoto, Kyu	1
Sharp, Dee Dee	79
Shirelles	44
Sinatra, Frank	92
Soul, Jimmy	26
St. Romain, Kirby	63
Stevens, Ray	47
Surfaris	64
Troy, Doris	40
Tymes	6
Vee, Bobby	54, 100
Vinton, Bobby	3
Wells, Mary	70
Williams, Andy	48
Wilson, Jackie & Linda Hopkins	38
Wray, Link	85

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

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OF STONES  
THAT YOU  
THROW”**

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**“HOPELESS”**  
ANDY WILLIAMS

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**“SAY  
WONDERFUL  
THINGS”**

PATTI PAGE

4-42791

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KNIGHT”**

JOHNNY  
WILLIAMS  
& HIS ORCH.

4-42777

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WIL, St. Louis



**RADIO ACTIVE  
CHART**

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JUNE 19TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
33%	Rock Me In The Cradle Of Love—	Dee Dee Sharp—	Cameo	33%
31%	Will Power—	Cookies—	Dimension	31%
30%	Green, Green—	New Christy Minstrels—	Columbia	30%
28%	No One—	Ray Charles—	ABC Paramount	76%
28%	Little Dancing Doll—	Shelly Flint—	Valiant	52%
27%	Fingertips (Pt. 2)—	Little Stevie Wonder—	Tamla	63%
26%	I Love You (Don't You Forget It)—	Perry Como—	RCA Victor	26%
26%	I Will Love You—	Richard Chamberlain—	MGM	48%
25%	Be Careful Of Stones That You Throw—	Dion—	Columbia	25%
24%	Hopeless—	Andy Williams—	Columbia	90%
24%	Surfin' Hootenanny—	Al Casey—	Stacey	24%
23%	My True Confession—	Brook Benton—	Mercury	77%
22%	When A Boy Falls In Love—	Mel Carter—	Derby	54%
21%	Blowing In The Wind—	Peter, Paul & Mary—	Warner Bros.	21%
20%	Like The Big Guys Do—	Rocky Fellers—	Scepter	50%
20%	Wipe Out—	Surfaris—	Dot	20%
19%	Hello Jim—	Paul Anka—	RCA Victor	48%
18%	Danke Schoen—	Wayne Newton—	Decca	18%
17%	Soul City—	Pervis Herder—	Jamie	17%
17%	Detroit City—	Bobby Bare—	RCA Victor	95%
16%	More—	Kai Winding Orchestra—	Verve	16%
16%	Just One Look—	Doris Troy—	Atlantic	97%
16%	Don't Say Goodnight And Mean Goodbye—	Shirelles—	Scepter	76%
15%	Judy's Turn To Cry—	Leslie Gore—	Mercury	15%
14%	Denise—	Randy & Rainbows—	Rust	23%
14%	Surf City—	Jan & Dean—	Liberty	90%
13%	Make The World Go Away—	Timi Yuro—	Liberty	13%
12%	I (Who Have Nothing)—	Ben E. King—	Atco	19%
11%	Till Then—	Classics—	Musicnote	47%
11%	Don't Let The Sun Catch You Crying—	Steve Alaimo—	Checker	11%
11%	While It Lasted—	Esther Phillips—	Lenox	30%

**LESS THAN 10% BUT MORE THAN 5%**

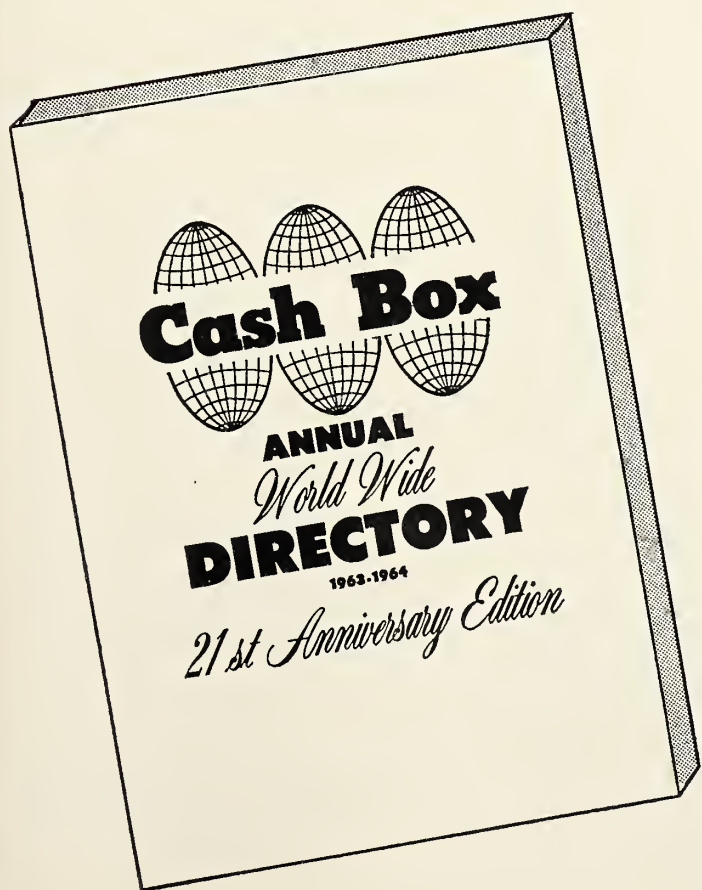
	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Summer's Comin'		Tips Of My Fingers		River's Invitation	
Kirby St. Romoin (Inette)	76%	Roy Clark (Capitol)	8%	Percy Moyfield (Tongerine)	7%
Here Comes Roggedy Ann		Abilene		Hootenanny	
Allen Reynolds (RCA Victor)	9%	George Homilton IV (RCA Victor)	8%	Glencoves (Select)	80%
Summertime Night		Love Is A Once In A Lifetime Thing		Morleno	
Hoppy Tones (Colpix)	9%	Dick & Dee Dee (Worner Bros.)	8%	Four Seasons (Vee Joy)	6%
Eosier Soid Thon Done		Lo Bombo		Condy Girl	
Essex (Roulette)	70%	Trini Lopez (Reprise)	7%	Four Seasons (Vee Joy)	6%
Poco Loco		The Minute You're Gone		From Me To You	
L. B. Wilson (Vivid)	9%	Sonny James (Capitol)	7%	Del Shonnon (Bigtop)	41%
Memphis		Horry The Hoiry Ape		Doncin' Holiday	
Lonnie Mock (Froternity)	82%	Roy Stevens (Mercury)	63%	Olympics (Tri-Disc)	35%

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# JUKE BOX OPS' RECORD GUIDE

## ACTIVE with OPS

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

### TENDER

Diane Renay (Atco 6262)

### THE BEGINNING OF TIME

Ben E. King (Atco 6267)

### YEH-YEH

Mongo Santamaria (Battle 226)

### FROM ME TO YOU

Del Shannon (Bigtop 3152)

### CHITTLINS CON CARNE

Kenny Burrell (Blue Note 1885)

### ALLENTOWN JAIL

Lettermen (Capitol 4976)

### MEXICAN MARKET DAY

Ray Anthony (Capitol)

### GOODBYE, MY LOVER, GOODBYE

Robert Mosley (Capitol 4961)

### SUMMIT RIDGE DRIVE

Johnny Beecher (Charter 56)

### HERE'S WHERE I CAME IN

Aretha Franklin (Columbia 42796)

### ANDY WILLIAMS (5 PACK)

(Columbia JM-5)

### HAPPY DAYS ARE HERE AGAIN

Barbra Streisand (Columbia 42631)

### DANKE SCHOEN

Bert Kaempfert (Decca 31498)

### I'M THE BOSS

Burl Ives (Decca 31504)

### JAILER, BRING ME WATER

Johnny Thunder (Diamond 137)

### BREAKWATER

### SCARLET O'HARA

Lawrence Welk (Dot 16488)

### MONSOON

Chantays (Dot 16492)

### I KNOW, I KNOW

Pookie Hudson (Double L 711)

### SCARLET O'HARA

Bobby Gregg (Epic 9601)

### WE'RE ONLY YOUNG ONCE

Bunny Paul (Gordy 7071)

### ISLE OF CAPRI

Fats Domino (Imperial 5959)

### RUSTY WARREN SINGS

(Jubilee EP-45-2049)

### KNOCKERS UP (EP)

Rusty Warren (Jubilee JMG 2029)

### WHAT MAKES LITTLE GIRLS CRY

Victorians (Liberty 55574)

### MAKE THE WORLD GO AWAY

Timi Yuro (Liberty 55587)

### CANADIAN SUNSET BOSSA NOVA

Eddie Heywood (Liberty 55575)

### TRUE LOVE

Richard Chamberlain (MGM 13148)

### SAME OLD SONG

Joe South (MGM 13145)

### EYES

Earls (Old Town 1141)

### SWEET & LOVELY/MACK THE KNIFE

Erroll Garner (Reprise 20179)

### LA BAMBA

Trini Lopez (Reprise 20190)

### DEVIL IN DISGUISE

Elvis Presley (RCA Victor 8188)

### SOULVILLE

Dinah Washington (Roulette 4490)

### THE LAST MINUTE

Jimmy McGriff (Sue 786)

### ANTHONY & CLEOPATRA

Ferrante & Teicher (United Artists 607)

### GET HIM

Exciters (United Artists 604)

### JUST GOT SOME

Willie Mabon (USA 735)

### MARLENA/CANDY GIRL

Four Seasons (VeeJay 539)

### LOVE IS A ONCE IN A LIFETIME

THING  
Dick & Deedee (Warner Bros. 5364)

### IT'S BEEN NICE (GOODNIGHT)

Everly Bros. (Warner Bros. 5362)

## NEW ADDITIONS to TOP 100

### 74—BE CAREFUL OF STONES THAT YOU THROW

Dion (Columbia 42810)

### 78—GREEN, GREEN

New Christy Minstrels (Columbia 42805)

### 79—ROCK ME IN THE CRADLE OF LOVE

Dee Dee Sharp (Cameo 260)

### 84—I (WHO HAVE NOTHING)

Ben E. King (Atco 6267)

### 91—I CAN'T STOP LOVING YOU

Count Basie (Reprise 20170)

### 93—MY BLOCK

Four Pennies (Rust 5071)

### 94—I WILL LOVE YOU

Richard Chamberlain (MGM 13148)

### 97—COTTONFIELDS

Ace Cannon (Hi 2065)

### 98—GYPSY WOMAN

Rick Nelson (Decca 31495)

### 100—WHEN A BOY FALLS IN LOVE

Mel Carter (Derby 1003)

### 100—A LETTER FROM BETTY

Bobby Vee (Liberty 55581)

## AIMED at OPS

"RAMBLIN' ROSE"/"ROSES ARE RED"—Sammy Kaye Orch.—Decca 25604  
"SUMMERTIME IN VENICE"/"MOONLIGHT COCKTAILS"—Sunsetters—  
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## MY BLOCK THE FOUR PENNIES

RUST 5071



# TOP 50 IN R&B LOCATIONS

	Pos.	Last Week
1	HELLO STRANGER	1
	Barbara Lewis (Atlantic 2184)	
2	EASIER SAID THAN DONE	8
	Essex (Roulette 4494)	
3	ONE FINE DAY	3
	Chiffons (Laurie 3179)	
4	DA DOO RON RON	2
	Crystals (Phillies 112)	
5	PRIDE AND JOY	7
	Marvin Gaye (Tamla 54079)	
6	YOU CAN'T SIT DOWN	3
	Dovells (Parkway 867)	
7	THE LOVE OF MY MAN	5
	Theola Kilgore (Serock 2004)	
8	YOUR OLD STANDBY	13
	Mary Wells (Motown 1042)	
9	SHAKE A TAIL FEATHER	10
	5 Dutones (One-Derful 4815)	
10	IF YOU NEED ME	6
	Solomon Burke (Atco 2185)	
	Wilson Pickett (Double L 713)	
11	NOT ME	22
	Orlons (Cameo 257)	
12	ANOTHER SATURDAY NIGHT	9
	Sam Cooke (RCA Victor 8164)	
13	SWINGIN' ON A STAR	35
	Big Dee Irwin (Dimension 1010)	
14	MY SUMMER LOVE	18
	Ruby & Romantics (Kapp 525)	
15	FINGERTIPS	39
	Little Stevie Wonder (Tamla 54080)	
16	IF YOU WANNA BE HAPPY	11
	Jimmy Soul (SPQR 3305)	
17	BIRDLAND	17
	Chubby Checker (Parkway 873)	
18	SHAKE A HAND	14
	Jackie Wilson & Linda Hopkins (Brunswick 55243)	
19	THOSE LAZY, HAZY CRAZY DAYS OF SUMMER	12
	Nat "King" Cole (Capitol 4965)	
20	OLD SMOKEY LOCOMOTION	24
	Little Eva (Dimension 1011)	
21	HOT PASTRAMI	15
	Dartells (Dot 16453)	
22	EVERY STEP OF THE WAY	25
	Johnny Mathis (Columbia 42799)	

23	DON'T SAY GOODNIGHT AND MEAN GOODBYE	30
	Shirelles (Scepter 1255)	
24	Ray Charles (ABC Paramount 10435)	
25	TAKE THESE CHAINS FROM MY HEART	16
	Rocky Fellers (Scepter 1254)	32
26	LIKE THE BIG GUYS DO	
	NOT TO YOUNG TO GET MARRIED	20
	Bobb B. Soxx & Blue Jeans (Phillies 113)	38
27	JUST ONE LOOK	
	Doris Troy (Atlantic 2188)	36
28	MY TRUE CONFESSIONS	
	Brook Benton (Mercury 72135)	23
29	KILLER JOE	
	Rocky Fellers (Scepter 1246)	27
30	COME AND GET THESE MEMORIES	
	Martha & Vandellas (Gordy 7014)	34
31	RAT RACE	
	Drifters (Atlantic 2191)	37
32	BRENDA	
	Cupids (KC 115)	41
33	NO ONE	
	Ray Charles (ABC Paramount 10453)	28
34	FOOLISH LITTLE GIRL	
	Shirelles (Scepter 1248)	40
35	RIVERS INVITATION	
	Percy Mayfield (Tangerine T31)	29
36	BABY WORKOUT	
	Jackie Wilson (Brunswick 55239)	19
37	A LOVE SHE CAN COUNT ON	
	Miracles (Tamla 54078)	21
38	HOT PASTRAMI AND MASHED POTATOES	
	Joey Dee & Starlites (Roulette 4488)	45
39	MOCKINGBIRD	
	Inez Foxx (Symbol 919)	—
40	ROCK ME IN THE CRADLE OF LOVE	
	Dee Dee Sharp (Cameo 260)	31
41	THERE GOES (MY HEART AGAIN)	
	Fats Domino (ABC-Paramount 10444)	44
42	TENDER YEARS	
	Brook Benton (Mercury 72135)	—
43	I (WHO HAVE NOTHING)	
	Ben E. King (Atco 6267)	48
44	I CAN'T STOP LOVING YOU	
	Count Basie (Reprise 20,170)	26
45	AIN'T THAT A SHAME	
	4 Seasons (Vee Jay 512)	33
46	PIPELINE	
	Chantays (Dot 16440)	—
47	TILL THEN	
	Classics (Musicnote 1116)	49
48	YOU'LL NEED ANOTHER FAVOR	
	Johnny Taylor (Galaxy 718)	43
49	PRISONER OF LOVE	
	James Brown (King 5739)	46
50	PUSHOVER	
	Etta James (Argo 5437)	

## JOHNNY KAPLAN'S SON, HOWARD JAY HAS HIS SAY

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ARMADA MEMBERS  
FROM MY DAD,  
THE VICE-PRESIDENT



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#Q 100

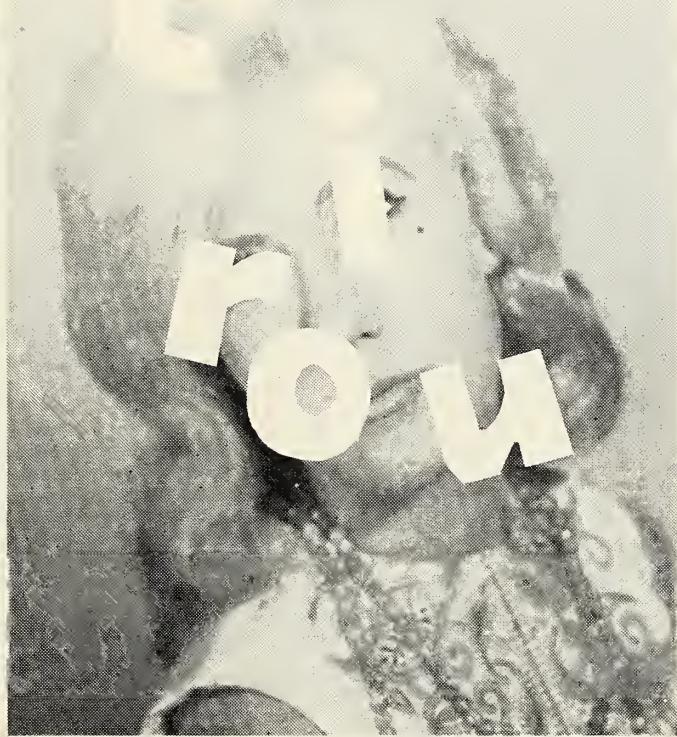
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## "WIPEOUT"

SURFARIS ..... Dot 16479

## "GOODNIGHT MY LOVE"

FLEETWOODS ..... Dolton 75

## "COME GO WITH ME"

DION ..... Laurie 3171

## "BE CAREFUL OF STONES THAT YOU THROW"

DION ..... Columbia 42810

## "HOOTENANNY"

GLENCOVES ..... Select 724

## "GREEN, GREEN"

NEW CHRISTY MINSTRELS ..... Columbia 42805

## "ROCK ME IN THE CRADLE OF LOVE"

DEE DEE SHARP ..... Cameo 260

## "MOCKINGBIRD"

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## Murray Expands Sue Artist Roster



NEW YORK—Juggy Murray (behind desk), prexy of Sue Records, recently expanded his label's stable by signing several new artists to recording contracts. Sitting (left to right) around the desk are Ray Bryant, who has an LP called "Groove House," Ernestine Anderson, who cut an album tagged "New Sounds Of Ernestine Anderson," and an instrumental combo, Julie and Jack, whose offering is tabbed "Things With Strings." All of the new albums will be released within the next few weeks.

## Col's Kapralik: Disk Biz Has No Regional Barriers

HOLLYWOOD—Dave Kapralik, director of pop artists and repertoire for Columbia Records is applying his theory of breaking down regional barriers. The New York-based exec was in Hollywood last week (17) on a coordinating visit with the local A&R department as part of his policy of visiting the Coast office to bring the two A&R staffs closer together. The West Coast A&R operation is headed by Irving Townsend, Columbia's west coast operations vice president.

Kapralik believes that geographical boundaries should not exist in the record industry. "Too many things happen quickly in the music business today," Kapralik says, "to think of regional trends. We must align our thinking and movements on both coasts to take advantage of breaking trends and developing talents."

In recent months, Columbia's A&R men have been flying cross-country, with East Coast-based producers using the Sunset Boulevard studio and the Hollywood producers utilizing the New York facilities, thus keeping in touch with their artists and eliminating unnecessary delays in waiting for the performers to return to their home bases before recording them.

## Ed Newmark Joins IPG As 1st Staff Producer

NEW YORK—Ed Newmark has become the first staff producer to join Independent Producers Group, Inc., this city, according to Sid Parnes, veep and general manager.

Newmark, who recently left as A&R producer for the Harmon label, will combine the usual functions of an indie producer. He'll be responsible for the selection of his own artists and material, the making of the record and the promotion of the final product.

Parnes pointed out that each staff producer will be "an entity within himself and will not be involved in any way with the product of other OPG producers, whether they be exclusive or non-exclusive."

Newmark's first product for IPG is "Ooh Ooh" by Joey E. Ross, featured on the "Car 54, Where are You?" TV'er.

## Indie Master Firm Cutting Foreign Hits In English

NEW YORK — Straight Ahead Rhythms, Inc., an indie producing firm here, plans a novel service for foreign publishers. Firm, according to Gene Grace, topper, will produce English versions of foreign hits for sale or lease to American labels. Firm, which has been producing for two New York-based labels, Agon & Dragon, cut 12 masters during May. Dates include "Chicken Back Part 1" by The Gay Jays (Agon), "True Love Is a Stranger" by Ronnie Baxter (Agon) and "Don't Go" by Joe DeLuca (Dragon).

## Mercury Memorial LP On Pope John

NEW YORK—Mercury Records has released an LP containing material from a specially recorded collection of tapes presenting the highpoints in the reign of the late Pope John XXIII.

The tapes of Pope John speaking represent the first time a total presentation of life in the Vatican State in recordings has been authorized by the State of Vatican City.

Titled simply "Pope John XXIII," the album presents a chronicle of the Pontiff's brief reign, including his voice recorded during his election and coronation, his closing address to the Second Ecumenical Council, a public audience, a canonization ceremony, and one of his last appearances at the window of the Papal Palace to bless the people in St. Peter's Square.

The album is narrated by Father O'Donnell, chief announcer for Vatican Radio, who provides brief translations (the Pontiff speaks in Latin, French and Italian in the album) and explanations of the events portrayed.

Produced under the direction of Harold Lawrence, musical director of Mercury's classical division, the album is composed of tapes selected from "The Sounds of The Vatican" (Martin Haley Productions), a sound portrait of the State of Vatican City and one of the most extensive efforts in recording history.

The excerpts included in the Mercury album were recorded during a period ranging from early December, 1962, to February, 1963, except for the election and coronation segments, which were recorded by Vatican Radio in 1958.

Included in the album is what is perhaps one of the most moving moments in the Pope's entire reign, which took place during a general audience in late January of this year.

Large groups of South American pilgrims appeared at the Sala Clementina, and many of them could not be accommodated. Their disappointment was intense, and sensing this, His Holiness went out of his way to meet them and give them an informal audience of their own.

## Visitor From S. Africa



NEW YORK—Dan Hill, recording director of the Gramophone Record Company, Ltd., of Johannesburg, South Africa (CBS affiliate in that country) returns to his home office this week after a four week stay in America. Hill had visited with the Columbia people in the U.S. to examine recording techniques and studio advances made in this country during recent years.

## Pitching-In & Helping Out



TROY—Never let it be said that today's stars don't serve the tastes of the public. Here are chanters Freddie Cannon and Bobby Vinton along with WTRY-Troy deejay Stan Roberts waiting on four high school girls who won dinner with the stars in a station contest. Standing (left to right) in the above pic are Cannon, Vinton and Roberts.

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NO ONE  
 RAY CHARLES ABC  
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CAN'T GET USED TO LOSING YOU  
 ANDY WILLIAMS COLUMBIA  
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SAY WONDERFUL THINGS  
 PATTI PAGE COLUMBIA  
 RONNIE CARROLL PHILIPS  
 Hill & Range Songs, Inc.

PLEASE DON'T DRAG THAT STRING  
 AROUND  
 ELVIS PRESLEY RCA VICTOR  
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I ALMOST LOST MY MIND  
 JERRY BUTLER VEE JAY  
 St. Louis Music Corp.

IT'S BEEN NICE  
 EVERLY BROTHERS WARNER BROS.  
 Rumbalero Music, Inc.

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### Golden Fingers



NEW YORK—Million-dollar grossers are no strangers to Ferrante and Teicher, United Artists Records piano duo, currently assaulting the charts with album from "Cleopatra." In the above pic a smiling Art Talmadge, UA prexy, presents Lou Teicher (left) and Art Ferrante (right) with gold records for their "West Side Story" and "Tonight" albums.

### Battle's "Spaghetti" LP With Glazer Bows \$1.98 Line

NEW YORK—Battle Records, the Riverside label's affiliate, gets a new \$1.98 LP line, tagged the "6600" series, underway with the release of "On Top Of Spaghetti" by folkster Tom Glazer, who is doing big Top 100 business with a Kapp singles outing on the title song.

Battle's version of the tune is a "live" concert reading, and also features a kiddie chorus, heard on other tracks. Diskery, formed a year ago, has made its biggest sales impression so far with "Watermelon Man," a singles date by Mongo Santamaria.

### K/C Names 3 New Distributors

HOLLYWOOD—K/C Records, the Nat King Cole diskery, has named the following new distributors: Cleve-Disc Distributing, Cleveland; Record Merchandising, Los Angeles; and Heilicher Bros., Minneapolis.

### "I" Is Breaking Out

NEW YORK—Atco Records personnel, considered a literate lot, may sound ungrammatical when they refer to the chart action on the new Ben E. King single, but all should be forgiven. When they say "I Is Breaking Out" they mean the title of the deck, subtitled (Who Have Everything). Situation parallels the effective (and correct) use of the singular, "The Birds Is Coming," in ads for the Alfred Hitchcock thriller. The King deck makes its first appearance on the Top 100 this week in the number 84 slot.

### "Bravo" For Connie



NEW YORK—Connie Francis, who is currently riding the charts with "If My Pillow Could Talk" on MGM, is shown above receiving an award from Bravo, a leading German publication. Mr. Kreiner of the magazine made the presentation.

### Debbie Reynolds To Dot

NEW YORK—Debbie Reynolds has joined the host of big-name talent on Reprise Records. She'll cut her first sides for the label in Aug. Under the pack, worked out by Mo Ostin, Reprise veep, and Irving Briskin for the artist's indie company, Harman Productions, the performer will participate in Reprise's repertory releases on the musical theatre currently being coordinated by Morris Stoloff. She previously cut for Dot Records, and, before that, for MGM, where she had her biggest success, "Tammy."

### Al Kasha To Produce For WB

BURBANK, CALIF.—Al Kasha has inked a production agreement with Warner Bros. Records. Under terms of the non-exclusive pact, Kasha, who recently left his post as an A&R producer at Columbia Records, will select material and produce singles for WB. This will involve artists currently under contract to the label as well as new talent Kasha is expected to bring to the WB roster.

"Through our agreement with Kasha," said Mike Maitland, WB prexy, "we hope to continue to develop new artists as well as release product to keep up with the trends in the industry."

While at Columbia, Kasha produced click sides by Steve Lawrence and Eydie Gorme. Previously, he cut a number of other successful dates, including many hit sides for Jackie Wilson. He is also a clefter.

### Surf Laff From Capitol

HOLLYWOOD—"My Son The Surf-Nut," called the first humor album to use the popular surfing theme, is being rushed out by Capitol Records.

Written and produced by Jack Marshall, the LP is evenly divided between dialogs and music. One side is devoted to imaginary interviews with colorful beach characters, such as "The Hodad Of The Year," "The World's Richest Surfer," "The Teen-Age Surfing Vampire," and so on. The other consists of "The Battle Of The Surf-Nut Bands," with such groups as "Frank N. Stein and the Abominable Surf-Men" and "The Dingleton Trio" playing such numbers as "The Monster Surfer" and "Some Gremmie Stole My Hair Bleach."

The album rounds out a bevy of Capitol surfing LP's, which include two albums by the Beach Boys, "Surfin' Safari" and "Surfin' U.S.A.," two Dick Dale albums, "Surfers' Choice" and "King Of The Surf Guitars," and another new June release, "John Severson Presents Sunset Surf."

### Teen Favorite



AKRON—Matt Lucas (second from right), currently riding the charts with "I'm Movin' On" on Smash, brings a happy smile to the face of Warren Duffy (right) program director of WHLO-Akron, who points out the chanter's deck drew the hundreds of teens in the background attending a station show featuring Lucas. Emil Hocovitz (left) local promo man and Alan Mink, midwest regional manager for Smash, who holds the platter, agree the songster is 'smash' with the teens.

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b/w      b/w

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## L.A. NARAS To Elect New Governors

HOLLYWOOD—Los Angeles chapter voting members of NARAS, the disk awards association, will elect 21 new members to its board of governors to replace incumbents whose terms expire next month. Ballots are expected to go out this week (24).

Members will elect two governors for each membership classification (three for classical). Candidates are: vocalists & singers: Clark Burroughs, Evangeline Carmichael, Bill Cole, Marilyn King, Salli Terri; leaders & conductors: Allyn Ferguson, Jerry Fielding, Bob Florence, Rene Hall, Jimmie Haskell; A&R men & producers: Charles "Bud" Dant, Jackie Mills, Dave Pell, Neely Plumb, Irving Townsend; songwriters & composers: James W. Alexander, Alan Bergman, Mack David, Barry DeVorzon, Jerry Livingston; studio engineers: Hugh Davies, Bob Doherty, James Malloy, Thorne Nogar; instrumentalists & musicians: Harry Betts, Red Callender, Dong Fagerquist, Justin Gordon, Eleanor Slatkin; arrangers: Perry Botkin, Jr., Ralph Carmichael, Ernie Freeman, Jack Marshall; directors & literary editors: Stan Cornyn, Allen LaVinger, Harry Pack, Jim Silke; spoken word, comedy, etc: Bill Dana, June Foray, Marilyn Keith, Sid Kuller; classical: Carmen Dragon, Vernon Duke Ernest Gold, Bronislaw Kaper, Ed Lustergarten, Kurt Reher.

## URC Opens Vegas Studio

LAS VEGAS — United Recording Corp. of Nevada, newly formed subsidiary of URSC in Hollywood, has opened its new Las Vegas studio at 3143 Industrial Road.

## 20th C-F Tapes Go Through Bel Canto

NEW YORK—20th Century-Fox Records has completed arrangements with Bel Canto for the distribution of the label's catalog on pre-recorded tape with Bel Canto set to immediately release the "Cleopatra" soundtrack and the track from "The Longest Day."

In line with the release pattern of the "Cleopatra" soundtrack, Norman Weiser, vice-president of the label, stated that Bel Canto had agreed to a "substantial" advance payment for the tape distribution rights and that Bel Canto would follow-up the release of the two soundtracks with other catalog product in the immediate future.

Weiser said the label was looking forward to tape sales on "Cleo" in a sales pattern similar to the strong acceptance of the LP, which has gone over the 300,000 ordered mark. It's 8 on the stereo chart, 27 on the mono chart.

## Cancel Chi Charity Lunch

CHICAGO—"The Baseball Celebrity Day" luncheon set for this week (24) to benefit the Combined Jewish Appeal here has been cancelled. Leading White Sox and Yankee ballplayers were to appear in a father-and-son program.

According to Milt Saltstone, local distrib who is chairman of the CJA amusement division, the committee decided to drop the luncheon because of the number of boys who will be out of town for the summer months and in camp. "We feel that it would not be a success if both the fathers and sons were not there," he said.

In place of the luncheon, the division plans to hold a general fund-raising campaign throughout the Chicago area.

## Laurie Tags Murray Singer To Head Special Projects

NEW YORK—Murray Singer has been named director of special projects at Laurie Records. In announcing the appointment, Eddie Mathews, general manager of the currently hot diskery, said that the post was necessary in the label's efforts to "enlarge and expand and keep abreast of the current trends, changes and distribution problems."

Singer, a 15-year disk industry vet, will keep in close contact with leading rack-jobbers and one-stops in the U.S. He is credited with being responsible for the Bethlehem jazz line, including the discovery of Chris Connors and Bernard Pfeiffer.

Laurie and its Rust affiliate are currently doing big chart action on "One Fine Day" by The Chiffons and "Come Go With Me" by Dion, both on Laurie, and "Denise" by Randy & The Rainbows and "My Block" by The Four Pennies, both on Rust.

## Decca Inks Clarke Of "Virginians"

NEW YORK — Decca Records has added Gary Clarke, featured on the NBC TV'er, "The Virginians," to its stable of exclusive pactees. Artist, who was inked by Bud Dant, the label's west coast A&R head, will start his Decca career with a singles release during the first week of July. Clarke has played the role of "Steve" on the TV'er since its debut in May, 1962.

## Sher To Frisco

SAN FRANCISCO—After six years with Mutual Distributors in Boston, Gerry Sher has been transferred to the San Francisco branch, Stone Distributors, of the George & Lee Hartstone distrib set-ups. He'll head the west coast outlet's promo dept.

A HIT!

## CLOWN TOWN

B/W

## ENTER LAUGHING

Words & Music by Gladys Shelley

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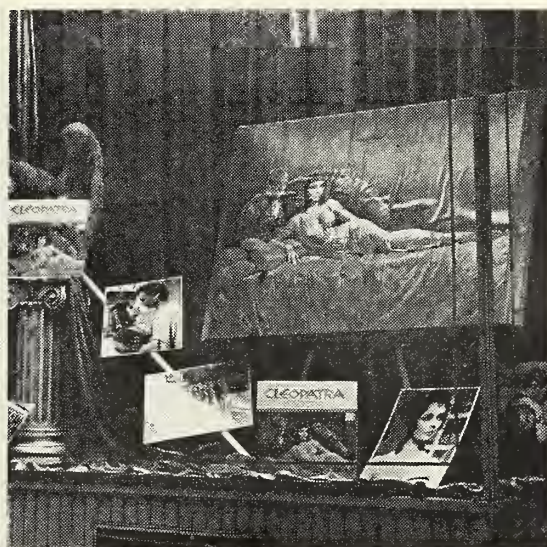
- FA2396 New Lost City Ramblers, v. 1
- FA2397 New Lost City Ramblers, v. 2
- FA2398 New Lost City Ramblers, v. 3
- FA2399 New Lost City Ramblers, v. 4
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## Eye-Catching Window Displays Help Spark Sales Of "Cleo" LP



NEW YORK—Part of the huge success of the "Cleopatra" soundtrack can be attributed to more than 2,000 dealer window displays across the country spotlighting the highly-touted 20th Century Fox-flick and album. The soundtrack, which is now approaching the 350,000 sales mark, recently received added impetus when the film opened in several key situations. The left pic in the above strip shows the Korvette window in New York while the Sam Goody (New York) flick-disk tie-in is highlighted in the right shot.

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**Victor's "Cleopatra"**



NEW YORK—RCA Victor A&R executives Hugo and Luigi look over the recently-released Victor album of the "Cleopatra" score as arranged and conducted by Riz Ortolani with the Rome Sound Stage Orchestra. Pictured (left to right) are Hugo Peretti, Riz Ortolani and Luigi Creatore.

**Summer Sked For Victor Disk Plants**

NEW YORK—Vacation schedules for RCA manufacturing plants—including the record division—have been announced. The record plant in Indianapolis will have a shutdown period beginning June 30, with restricted receiving operations (the tape division's vacation period is July 14-21 with a complete shut down of receiving operations during that period). The Rockaway, N.J. plant will be closed from July 14-21 with restricted receiving operations. There's no summer shut-down of the Hollywood plant and receiving operations will be normal.

**Buzz Curtis Into Indie Promo Arena**

PHILADELPHIA—Buzz Curtis, vet Philly distrib man, has moved into the indie promo field in this city. He will headquarter at 2201 Brynmawr Ave. Curtis was formerly with Mainline Dist. and Universal Dist.

**BARRY MANN  
IS ON**



with  
**"GRADUATION TIME"**  
B/W  
**"JOHNNY SURFBOARD"**  
CP 691

**Col's MAP Debuts 22 Products For '64**

NEW YORK — Masterwork Audio Products, designed and sold by Columbia Records Sales Corp., premiered its 22 new products for '64 at recent regional distributor meetings in New York and Chicago.

Kenneth Glancy, vice president of CRSC, reported that initial reaction to the 1964 Masterwork line was "overwhelmingly enthusiastic." Glancy reported that orders were "beyond all original projected sales figures, with certain models more than doubling preliminary expectations."

J. J. Harris, national sales manager of Masterwork Audio Products, listed the highlights of the 1964 line. Masterwork model No. M-1716 is a deluxe stereo automatic portable, featuring an all-transistorized amplifier and solid state circuitry handwired and the Garrard AT-6 changer. The instrument is encased in two matching burnt-olive "Samsonite" luggage cases whose total combined weight is only 32 lbs.

Among the console models are models M-4060, M-4070 and M-4080. These self-contained stereo consoles feature AM-FM-FM stereo, handwired components, Garrard AT-6 changers, handcrafted cabinets of solid wood and wood veneers, together with other features. The M-4060 and M-4070 boast contemporary cabinet exteriors, and the M-4080 offers an authentic Italian Provincial cabinet.

Another major product is the new American made transistor clock radio (M-3005), in one-half the size of the standard clock radio—the unit is 6 3/4" wide, 3" high and 3 1/2" deep. Another new radio singled out in the 1964 Masterwork line is the deluxe all-wood table model with AM-FM-FM stereo, M-3020. The decorator styled unit features two 6 1/2" concert tone speakers. The two speaker enclosures can be placed up to 20 feet apart for stereo separation, and supplement the matching receiver unit which has a 10-tube handwired chassis.

Among the new portable tape recorders was the deluxe model M-700 which offers up to four hours' playing time with 7" reels, though all size reels can be used. A three-speed direct drive operation, the unit boasts a 6" speaker and all accessories including a dynamic microphone.

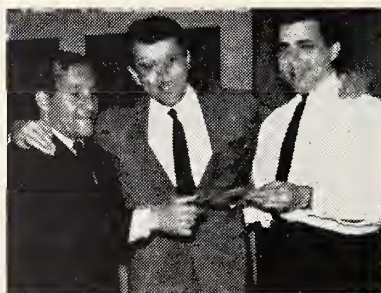
**Boston Pops To Premiere Commissioned Milhaud Opus**

BOSTON—"A Frenchman in New York," a new work by contemporary French composer Darius Milhaud, commissioned by RCA Victor Records, will be given its world premiere this Tuesday (25) in Boston's Symphony Hall by the Boston Pops Orchestra, Arthur Fiedler conducting.

The work, about 21 minutes in length, details Milhaud's impressions of the American metropolis in much the same way that "An American in Paris" reflected George Gershwin's views of the French capital.

Immediately following the premiere performance, Fiedler and the Boston Pops will record the new composition as well as the companion Gershwin work for Victor.

**3 Men On A Record**



NEW YORK—International singing star Emilio Pericoli recently stopped up to the Cash Box editorial offices to promote his Warner Bros. deck of "Uno Per Tutte." Standing (left to right) in the above pic are Marvin Deane, the label's east coast promo manager, Pericoli and CB editor Ira Howard.

**Checkin' The Music**



NEW YORK—Going over the music during a playback of "Theme From Irma La Douce (Look Again)," Epic wax artists Adam Wade (left) and George Maharis register smiles of pleasure. Wade cut the theme for the diskery last week, while his label-mate Maharis, who is currently clicking with "Where Can You Go," stopped in to visit.

**Salesmen Are Up With The Lark, Survey Finds**

CHICAGO—To prove that traveling salesmen are a hard working, dedicated group of men, O'Hare Inn, this city, surveyed its staff of telephone operators on the wake-up hours of the thousands of salesmen who use O'Hare Inn as their Chicago headquarters.

Dan Pavis, O'Hare Inn manager, reports that the most popular arising time for salesman is 6:30 a.m.

Over 50 per cent of the 400 overnight guests at O'Hare Inn leave wake-up calls of 6:30 or before and only 15 per cent leave calls for later than 7.

"Wives may have to resort to trickery to get their husbands awake at home, but when they're on the road, they're up and at 'em early," says Pavis.

And only a handful leave instructions for a second follow-up call to insure their being thoroughly awakened, he adds.

**A McElhiney Does A McElhiney A Sales Favor**

NEW YORK—George McElhiney, a record customer, walked into the Framingham, Massachusetts branch store of Jordan-Marsh recently and glanced through an LP catalog and came upon an album put out by MGM Records entitled "Instrumental Golden Giants" by Bill McElhiney.

He became intrigued with the fact that he had the same last name as the MGM recording artist and asked the sales clerk to play the album for him.

As the album was being played over the P.A. system, other customers in the store became interested in the music and in a short space of ten minutes five copies of the album were sold. Jordan-Marsh continued to play the album over the P.A. system and was able to sell a total of 23 albums during the day. George McElhiney (customer) was still interested in finding out if Bill McElhiney (artist) and he were still related so he telephoned the artist in Nashville to tell him how much he enjoyed the album and to see if they were related.

After a lengthy telephone conversation, they could not trace their lineage, but both McElhineys were quite amused over the incident and the interest it created for the MGM album.

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(Part 1)

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*Watch This One Climb*

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(And Throw Away The Key)

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ENJOY 1016

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## Expect Home Entertainment Product Sales To Reach \$25 Billion In '63

CHICAGO—Sales of home entertainment electronic products will reach \$2.5 billion, an increase over last year's mark of \$2.4 billion, it was reported here last week at the annual meet of the Electronic Industries Association.

Phono sales are expected to move upward to 5.1 million units sold, worth \$408 million, from last year's 5 million units at \$385 million. Sales of radios, including auto sets, are expected to approximate last year's level, reaching 19.1 million units valued at \$385 million.

Report was given to the convention by Morris Sobin, chairman of EIA's consumer products division and president of the electric radio and TV division of Lear-Siegler, Inc.

## 4-Way Promo Set For "The Great Escape"

NEW YORK—Columbia, Capitol, United Artists and Warner Brothers have announced their mutual participation in a national music promotion campaign with UA films to back the domestic openings in July of the Mirisch-Alpha release, "The Great Escape."

Set for issue this month are three singles of the "Great Escape March" by Mitch Miller, Jimmy Haskell and the Kirby Stone Four. The United Artists soundtrack album, with score by Elmer Bernstein, will also be released this month.

The promotion will include an intensive music campaign on radio and TV and in music and disk shops.

Included as part of the all-out promo campaign will be a Mitch Miller "sing along" trailer in color to be used extensively in theaters to cross-plug the film. It will also be the basis for a series of TV spot announcements.

## Can-Am's New Label: Almont

NEW YORK — Canadian-American Records is distributing a new diskery called Almont. First showing on the market for the label is a singles release, "Birdland Baby" and "Poor Little Ole Me" by The Ramblers, a vocal attraction. C-A's Bernie Lawrence is setting up distribution for Almont, with most markets already set.

## Fancy Travelin'



NEW YORK—Flanked by two stewardesses maestro Sammy Spear, proudly displays his new London LP, "Sammy Spear Plays A Little Traveling Music For Jackie Gleason," as he alights at Idlewild Airport after completing some speeded-up traveling of his own. The musician, accompanied by Ed Kissack and Walt Maquire of the label, recently accomplished a whirlwind deejay and press tour of Chicago, Baltimore, Philadelphia, Washington and Boston to promote the album.

## Mahalia Jackson Attacks Pop-Gospel Sound

NEW YORK—Mahalia Jackson, the gospel singer, has condemned the "pop-gospel" movement in no uncertain terms.

At a press conference in Hollywood last week, the most famous of all gospel artists termed the performance of gospel music in niteries as "down right blasphemy" and castigated those "opportunists" who are trying to make a musical fad out of gospel music.

At least two clubs in New York provide such music. These are "The Sweet Chariot," which presents only gospel acts against the background of gospel gimmick decor, and Trude Heller's, a Greenwich Village cabaret.

Her own label affiliation, Columbia Records, has a deal with The Sweet Chariot whereby the label is cutting "live" at the nitery (label and its affiliate, Epic, have already debuted initial LP's from the club).

The artist decided to voice her opinion after receiving word that a Hollywood club, Bourbon Street, was planning to follow in the footsteps of The Sweet Chariot.

"The word of God is too precious to be so degraded by presenting it in a night club," she declared.

"Gospel is glorified and sanctified music and I don't ever recall anyone trying to degrade it as are the people selling it as pop gospel," she said.

## Vinton's "Blue On Blue" LP Issued By Epic

NEW YORK—Epic Records has announced the release of a new Bobby Vinton LP tagged after his current hit single, "Blue On Blue."

Leonard Levy, label exec, said the new issue by Vinton has more universal appeal in that the material is geared for adult and teen acceptance. The album theme is completely blue with "Blue Skies," "Blue Moon" etc.

## MGR Bows Brasselle LP

NEW YORK—Actor-singer Keefe Brasselle warbles dixie music in a new LP just released by Merry-Go-Round Records, an affiliate of New York's Ford label. Tagged "Keefe Brasselle Sings Dixie," the album is being offered at a 15% discount during June and July, with a 20% discount on cash sales. LP will be released in Canada by Sparton Records. MGR has distributors in all areas except Boston, N. Carolina and Louisiana.

## NARM's Mid-Year Meet: July 31-Aug. 2 In Chi

NEW YORK—NARM, the rack-jobber association, has set its annual mid-year gathering for July 31-Aug. 2 at the Edgewater Beach Hotel in Chicago.

As in all mid-year NARM gatherings since their inception in 1961, a highlight will be person-to-person sales meets between labels and rack-jobbers, the basis of which is to preview fall & winter LP merchandise.

The change in date from early Sept., as in previous years, was made, an announcement said, for the purpose of enhancing the value of the sales conferences by providing for a more timely presentation of the manufacturers' fall and Holiday product.

An opening luncheon will be held on Wed. (31) for both regular (rack-jobber) and associate (label) members. The person-to-person meets will begin immediately following the opening luncheon, and will continue all day Thurs. (1) and until Noon on Fri. (2).

The regular membership will have its first opportunity to meet as a group—on Wed. (31) at 9 am—since the annual NARM convention in San Francisco last March. In addition to this first meeting, a second evaluation session will be held at a Fri. luncheon, following the close of the person-to-person conferences.

Co-chairman of the confab are Harold Goldman of Rak Sales, St. Louis, and James J. Tiedjens, Musical Isle Record, Milwaukee.

## "Cleo" Talk



DETROIT—John B. Ford (left), chairman of the board of the Detroit Symphony Orchestra, Alex North (center), composer of the score for 20th Century-Fox's "Cleopatra" and Walter Poole, associate conductor of the orchestra, study the music prior to its world premiere live performance in Detroit last week.

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## Meader Forms Firm To Handle All Activities

NEW YORK—All of comic Vaughn Meader's disk and other entertainment business efforts will now go through Vaughn Meader Enterprises, Inc., which the performer has just established here. Buddy Allen, Meader's personal manager, will direct the operation of the new firm as secretary.

Meader, who just inked a deal with MGM Records after scoring big with two "First Family" LP's on Cadence, has set a number of p.a. stints after a month's stay, beginning July 17, in Germany, where he'll be vacationing with his wife, Vera Heller, a native of the country.

He branches out into the legit play area with the starring role in "The Tender Trap," which starts an engagement Aug. 26 at the Lakewood Playhouse in Skowhegan, Maine, his homestate. With an appearance in Houston from Sept. 2-15, he'll initiate a new p.a. format, which includes skits also featuring Bucky Searles and Donna Jean Young.

TV-wise, Meader has been booked for a future appearances on Goodson & Todman's "To Tell the Truth" and "Match Game."

## Jackie & Linda Team On Pop-Gospel Album

NEW YORK—Jackie Wilson & Linda Hopkins, already team with singles success "Shake a Hand," hop on the pop-gospel bandwagon with a new LP from Brunswick tagged after the hit singles. Both do a collection of familiar spirituals, including "Swing Low Sweet Chariot," "Down by the Riverside," "Everytime I Feel the Spirit," "Dry Bones," "He's Got the Whole World in His Hands."

## Dot's Boone EP Sells At Singles Price

NEW YORK—Dot Records is charging the regular singles price for an EP featuring Pat Boone in four songs from "The Main Attraction," the upcoming flick in which he co-stars with Nancy Kwan. Tunes include the title-song, previously released as a single, "Amore Baciarmi," "Si Si Si" and "Gondoli Gondola."

## Joe Davis Nixes Distribs On New Singles Releases, Sells Direct To One-Stops, Ops, Dealers

NEW YORK—With the exception of the New York area, Joe Davis will be selling a singles release sans distribs.

Davis, who believes that "very few distributors are of any real value to a record manufacturer," is selling the date, "Be Faithful" sung by Dean Barlow & The Crickets on his Beacon label, direct to one-stops, dealers and operators. Davis' lone distrib is Portem Distributors in New York.

Davis says that by selling direct he's "eliminating the middle man's profit, such as the distributor who cashes in on the record and uses the records to transship around the country—and most of all delay payments to the smaller manufacturer."

Disk is being sold at 40¢ a record, payment to be made direct to Davis, based in New York, on the tenth less 2%. After the first order, the re-order will be sent providing payment for the first order is made. No second order will be filled until payment for the first order is made. All shipments will be sent prepaid, without cost to the buyer, says Davis. And for cash payment with order (cash, check or money-order), each disk goes at 35¢. Davis will send free copies of the deck to deejays named by customers.

## Promotion—Mangold Style



MANNY GOLDBERG

BALTIMORE—Manny Goldberg of Mangold Distributors, this city, and his promotion man Ed "Beard" Kalicka have been running the gamut of promo activities to stimulate business.

The firm issues its own plug sheet in addition to a publication called "The Platter Chatter," which helps everyone keep abreast of all-label happenings in the Balt.-Wash. market.

Innovations made by necessity include the use of a helicopter to ferry artists to and from two TV shows which are on the air within an hour of each other, one in Baltimore and the other in Washington.

Creating excitement is also part of the salesmen's days work by use of in-store promotions and displays, all part of the increased promotional activities at Mangold.

## Miami Benefit Date



MIAMI—"Thanks from the City of Miami" is what Mercury's Ray Stevens (center) heard from Howard Berger (left), municipal representative, as Jerry Goodwin of WQAM looks on approvingly. The key to the city was presented to Ray in front of Miami's Torch Of Friendship, as a gesture of thanks for the chanter's coming to Miami to perform his chart-riding "Harry The Hairy Ape" to help raise money for Variety Children's Hospital.

## Debbie To Reprise

NEW YORK—On page 56 of this issue, a headline declares: "Debbie Reynolds to Dot." Actually, as the body copy notes, the performer has moved from the Dot label to Reprise Records.

## Anderson To Cleve-Disk As Cincy Area Head

CLEVELAND—Bob Anderson, vet distrib sales man in the Cincinnati area, has joined the staff of Cleve-Disc Distributors, this city, as regional area manager for Cincinnati.

Godfrey Dickey, the outlet's general manager, said the appointment sets the stage for the hiring of a promotion man and a sales assistant in that area to report directly to Anderson.

Anderson will be responsible for the promotion and distribution of the labels now being represented by Cleve-Disc for the Cincy-Indianapolis area, including Liberty, 20th Century Fox, many labels in the London Group, and the various IPG (Independent Group) labels.

Cleve-Disc is part of the George & Lee Hartstone distrib family.

## WB Sees PP&M's "Blowin' " A Message Song Success

NEW YORK—When Harold Rome wrote "Sing Me a Song of Social Significance" back in the 30's, he didn't expect it to become a hit. He was right.

But, Peter, Paul & Mary, the Warner Bros. label's big folk attraction, could have a big item with a folk tune, "Blowin' in the Wind," a sailor's lament with lyrics with social significance. In fact, the label feels the deck is moving because of its anti-war message for today's cold-war world. By presstime, the diskery said it had sold 120,000 copies to distribs and was "breaking wide open." Side is 22 on this week's Looking Ahead.

## New OS LP Promo

HOLLYWOOD—Original Sound Records has a new LP program. Beginning this week (25), the label is offering its catalog on a buy-10-get-1-free basis. LP's are 100% exchangeable. No expiration date has been set.

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# COUNTRY TOP 50



# COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
<b>1</b> ACT NATURALLY <i>Buck Owens (Capitol 4937)</i>	1	<b>26</b> HEAD OVER HEELS <i>Don Gibson (RCA Victor 8144)</i>	25
<b>2</b> WE MUST HAVE BEEN OUT OF OUR MINDS <i>George Jones &amp; Melba Montgomery (United Artists 575)</i>	2	<b>27</b> GOODBYE KISSES <i>Cowboy Copas (Starday 621)</i>	24
<b>3</b> SWEET DREAMS <i>Patsy Cline (Decca 31483)</i>	4	<b>28</b> THE YELLOW BANDANA <i>Faron Young (Mercury 72085)</i>	26
<b>4</b> RING OF FIRE <i>Johnny Cash (Columbia 42788)</i>	8	<b>29</b> PLEASE TALK TO MY HEART <i>Country Johnny Mathis (United Artists 536)</i>	28
<b>5</b> LONESOME 7-7203 <i>Hawkshaw Hawkins (King 5712)</i>	3	<b>30</b> LOCK, STOCK AND TEARDROPS <i>Roger Miller (RCA Victor 8175)</i>	35
<b>6</b> THE MAN WHO ROBBED THE BANK AT SANTA FE <i>Hank Snow (RCA Victor 8151)</i>	5	<b>31</b> TWO OUT OF THREE <i>Bob Gallion (Hickory 1207)</i>	27
<b>7</b> YOUR MOTHER'S PRAYER <i>Buddy Cagle (Capitol 4923)</i>	9	<b>32</b> NIGHT TRAIN TO MEMPHIS <i>Grandpa Jones (Monument 811)</i>	33
<b>8</b> ABILENE <i>George Hamilton IV (RCA Victor 8181)</i>	14	<b>33</b> A HEARTACHE FOR A KEEPSAKE <i>Kitty Wells (Decca 31561)</i>	37
<b>9</b> SIX DAYS ON THE ROAD <i>Dave Dudley (Golden Wing 3020)</i>	11	<b>34</b> THE ONLY GIRL I CAN'T FORGET <i>Del Reeves (Reprise 20158)</i>	30
<b>10</b> MY FATHER'S VOICE <i>Judy Lynn (United Artists 571)</i>	6	<b>35</b> DETROIT CITY <i>Bobby Bare (RCA Victor 8183)</i>	39
<b>11</b> OLD SHOWBOAT <i>Stonewall Jackson (Columbia 42765)</i>	12	<b>36</b> PEARL PEARL PEARL <i>Lester Flatt &amp; Earl Scruggs (Columbia 42755)</i>	31
<b>12</b> SANDS OF GOLD <i>Webb Pierce (Decca 31488)</i>	15	<b>37</b> SNOW WHITE CLOUD <i>Frank Taylor (Parkway 869)</i>	43
<b>13</b> NIGHTMARE <i>Faron Young (Mercury 72114)</i>	17	<b>38</b> GUILTY <i>Jim Reeves (RCA Victor 8193)</i>	—
<b>14</b> TALK BACK TREMBLING LIPS <i>Ernest Ashworth (Hickory 1214)</i>	20	<b>39</b> NO SIGNS OF LONELINESS HERE <i>Marty Robbins (Columbia 42658)</i>	34
<b>15</b> NOBODY'S DARLIN' <i>Webb Pierce (Decca 31488)</i>	16	<b>40</b> LOVING ARMS <i>Carl &amp; Pearl Butler (Columbia 42778)</i>	44
<b>16</b> I'M SAVING MY LOVE <i>Skeeter Davis (RCA Victor 8176)</i>	7	<b>41</b> DON'T CALL ME FROM A HONKY TONK <i>Johnny &amp; Jonie Masby (Columbia 42668)</i>	36
<b>17</b> CRAZY ARMS <i>Marion Worth (Columbia 42703)</i>	21	<b>42</b> AS CLOSE AS I'LL EVER BE <i>Ferlin Husky (Capitol 4977)</i>	—
<b>18</b> ROLL MUDDY RIVER <i>Wilburn Bros. (Decca 31464)</i>	10	<b>43</b> LOOSE LIPS <i>Earl Scott (Mercury 72110)</i>	47
<b>19</b> IN THE SHADOWS OF THE WINE <i>Porter Wagoner (RCA Victor 8178)</i>	18	<b>44</b> WE HAVEN'T A MOMENT <i>Wanda Jackson (Capitol 4973)</i>	—
<b>20</b> THE OTHER WOMAN <i>Loretta Lynn (Decca 31471)</i>	13	<b>45</b> MY BABY'S NOT THERE <i>Porter Wagoner (RCA Victor 8178)</i>	—
<b>21</b> YESTERDAY'S MEMORIES <i>Eddy Arnold (RCA Victor 8161)</i> <i>Hank Cochran (Gaylord 6426)</i>	19	<b>46</b> THE MINUTE YOU'RE GONE <i>Sonny James (Capitol 4969)</i>	19
<b>22</b> TAKE A LETTER MISS GRAY <i>Justin Tubb (Groove 0017)</i>	22	<b>47</b> IF I COULD COME BACK <i>Webb Pierce (Decca 31451)</i>	40
<b>23</b> WALK ME TO THE DOOR <i>Ray Price (Columbia 42658)</i>	29	<b>48</b> TIPS OF MY FINGERS <i>Roy Clark (Capitol 4956)</i>	—
<b>24</b> DOWN TO THE RIVER <i>Rose Maddox (Capitol 4975)</i>	32	<b>49</b> JUST OVER THE LINE <i>Penny Jay (Decca 31489)</i>	46
<b>25</b> STILL <i>Bill Anderson (Decca 31458)</i>	23	<b>50</b> BUILDING A BRIDGE <i>Claude King (Columbia 42782)</i>	41

An estimated 20,000 people paid homage recently to Lester Flatt in his home town of Sparta, Tennessee. The throng also put forth some mighty high praise for Lester's partner, Earl Scruggs. "Lester Flatt Day" actually began several months ago when the Sparta Rotary Club decided that it was about time that somebody did something to show Lester how much Sparta thinks of him. Activities began with a luncheon at which all of Sparta's civic and fraternal organizations presented Lester with special citations and Earl was made an honorary citizen of the county. The luncheon was followed by a parade which drew the estimated 20,000 people, after which Flatt and Scruggs were given more citations, topped off with Mayor Wilford Mills presentation of the key to the city for Lester. The parade was made up of about 70 units, including marching bands, horseback riding groups, commercial floats, clowns, motorcycle riding teams and three different versions of "The Beverly Hillbillies," the famed TV'er for which Flatt and Scruggs played the original music.

If any deejays missed out on the mailing of "Guilty," Jim Reeves' newest Victor click, they can write on station letterhead to the writer for a copy of the deck. Send your requests to Alex Zanetis, Wells-Phillips Bldg., Flora, Illinois.

Mary Moore, prexy of the Buck Owens fan club, sends along word that the club has moved to new quarters. All mail should now be sent to 1017 Quander Road, Alexandria, Va.

Jimmy Avants, who spins country sounds on WTTTC-Towanda, Pa., sends out a desperate s.o.s. for country-gospel-bluegrass singles and albums. Jimmy sez he has a large country audience but his library is almost empty.

Larry Daniels, program director of KUZZ-Bakersfield, California, sez that due to the tremendous upsurge of interest in the folk and bluegrass fields, the station has included in their daily programming schedule one full hour every day of folk and bluegrass music. Larry also notes that the response has already been overwhelmingly favorable and it is now their thought to try an on-the-air promotion.

The Atlanta International Speedway not only known to racing fans, but now to Grand Ole Opry fans, turned out in force to the tune of 5,000 payees on June 15th to see Marty Robbins, Ernest Tubb, Skeeter Davis, Bill Anderson, the Junior Carolina Cloggers, Stringbean, Carl and Pearl Butler, Mel Tillis, Tompall and the Glaser Brothers, plus many more on the gigantic show booked by the Speedway and packaged by Hubert Long Talent.

Leroy Van Dyke is working busy schedule of personals and club dates these days. Last week the songster played Odessa, Texas; Hobbs, New Mexico; Window Rock, Arizona; Pampa, Texas; and Pueblo, Colorado.

Vet country music man Jimmy Key has left his position as executive administrator of Curtis Artist's Productions. Jimmy sez he will announce his new plans around July 1.

Joseph Sturgeon, who spins the country sounds on WEAW-Evanston, sends along word that he's debuting a new show and can use all the wax that he can get.

Buck Owens and the Buckaroos currently playing a string of key one-ners. The chanter and gang recently performed in Houston, Marietta, Jefferson, Washington and Roanoke.

Walt Breeland sez he has deejay

copies available of "Most Of All" by Gordon Terry, "I Won't Come In" by Gene Davis and "Still Risin'" by Tex Williams. Interested spinners should write to Walt at 8618 Anacortes, Houston 17, Texas.

Little Richie Johnson of Belen, New Mexico, is real excited about all the air play on Faron Young's "I've Just Come To Say Goodbye," Kenny Roberts' "Cheer Up" and Earl Scott's "Loose Lips." Johnson has also signed Warren Robbe, Carlton Rose and Don Bach to exclusive management contracts.

Pamper's promotion manager, Wayland "Stubby" Stubblefield, just returned to Nashville last week after a six weeks' tour through the mid-west, west and southwest. He travelled over 6,000 miles through Missouri, Kansas, Oklahoma, Colorado, Utah, Nevada, California, Arizona, New Mexico, Texas and Louisiana.

Victor's Jim Reeves is currently on an overseas concert tour and playing dates in Ireland and England. When he returns to the U.S. next week the chanter will take some time off restin' up in the Music City with his wife Mary.

Curly Erwin is now spinning 'em on CFRY-Portage La Prairie, Manitoba. Curly infos that the outlet has recently increased their power and are now programming 41 hours of country music weekly. Deejay sez he would appreciate both old and new country platters.

Deejay copies of the new English version of "Sukiyaki" by Clyde Beavers on Tempwood V label are still available. Interested spinners should write to the songster at 726-16th Ave. So., Nashville, Tennessee.

Leon McAuliffe and the Cimarron Boys are currently real busy working dates in the Lone Star State. Last week the gang appeared in San Angelo, Beeville, Houston and Navasota.

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Odessa, Texas	June 20
Houston, Texas	June 21
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Minneapolis, Minnesota	June 24-June 29
Texas	July 1
New Mexico	July 2, 3, 4
Hawaii	July 11-July 21

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# COUNTRY D.J. REGIONAL RECORD REPORTS

WLDY  
Cornell, Wisc.

1. Roll Muddy River (Wilburn Bros.)
2. Pearl Pearl Pearl (Flatt & Scruggs)
3. Cold And Lonely (Kitty Wells)
4. Rev. Mr. Black (Kingston Trio)
5. Still (Bill Anderson)
6. Ring Of Fire (Johnny Cash)
7. Sands Of Gold (Webb Pierce)
8. The Other Woman (Loretta Lynn)
9. Goodbye Kisses (Cowboy Copas)
10. Six Days On The Road (Dave Dudley)

JIM THOMPSON  
WPAQ  
Mt. Airy, N. C.

1. Don't Call Me From A Honky Tonk (J & J Mosby)
2. Still (Bill Anderson)
3. Act Naturally (Buck Owens)
4. Roll Muddy River (Wilburn Bros.)
5. The Man Who Robbed The Bank (Hank Snow)
6. Old Showboat (Stonewall Jackson)
7. Your Mother's Prayer (Buddy Cagle)
8. Don't Tempt Me (Connie Hall)
9. Pearl Pearl Pearl (Flatt & Scruggs)
10. Down To The River (Rose Maddox)

WBIW  
Bedford, Ind.

1. The Man Who Robbed The Bank (Hank Snow)
2. Still (Bill Anderson)
3. I'm Saving My Love (Skeeter Davis)
4. Pearl Pearl Pearl (Flatt & Scruggs)
5. Sweet Dreams (Patsy Cline)
6. Act Naturally (Buck Owens)
7. Lonesome 7-7203 (Hawkshaw Hawkins)
8. Ring Of Fire (Johnny Cash)
9. Don't Call Me From A Honky Tonk (J. & J Mosby)
10. Head Over Heels (Don Gibson)

MIKE HOYER  
KMA  
Shenandoah, Iowa

1. Lonesome 7-7203 (Hawkshaw Hawkins)
2. Take A Letter Miss Gray (Justin Tubb)
3. Six Days On The Road (Dave Dudley)
4. Act Naturally (Buck Owens)
5. Beyond My Heart (George Morgan)
6. Head Over Heels (Don Gibson)
7. Goodbye Kisses (Cowboy Copas)
8. Still (Bill Anderson)
9. Five Foot Deep In Teardrops (Tex Williams)
10. Don't Call Me From A Honky Tonk (J & J Mosby)

DICK TAYLOR  
CHED  
Edmonton, Ont., Can.

1. Lonesome 7-7203 (Hawkshaw Hawkins)
2. Act Naturally (Buck Owens)
3. Sweet Dreams (Patsy Cline)
4. Head Over Heels In Love (Don Gibson)
5. Still (Bill Anderson)
6. Roll Muddy River (Wilburn Bros.)
7. Night Train To Memphis (Grandpa Jones)
8. I Am (Merle Kilgore)
9. Pearl Pearl Pearl (Flatt & Scruggs)
10. Crazy Arms (Marion Worth)

DON RAMSAY  
CJIC  
Sault Ste. Marie, Mich.

1. Lonesome 7-7203 (Hawkshaw Hawkins)
2. Happy To Be Unhappy (Gary Buck)
3. Crazy Arms (Marion Worth)
4. Yellow Bandana (Faron Young)
5. Leaving On Your Mind (Patsy Cline)
6. Act Naturally (Buck Owens)
7. Roll On Muddy River (Wilburn Bros.)
8. My Baby's Not Here In Town To-Night (Porter Wagoner)
9. Sweet Dreams (Patsy Cline)
10. Pearl Pearl Pearl (Lester Flatt & Earl Scruggs)

CHUCK BROWN  
WJWS  
South Hills, Va.

1. Night Train To Memphis (Grandpa Jones)
2. Nightmare (Faron Young)
3. Loving Arms (Carl Butler & Pearl)
4. Nobody's Darlin' But Mine (Webb Pierce)
5. The Other Woman (Loretta Lynn)
6. Yesterday's Memories (Eddy Arnold)
7. We Haven't A Moment To Lose (Wanda Jackson)
8. Mr. Juke Box (Ernest Tubb)
9. Abilene (George Hamilton IV)
10. Talk Back Trembling Lips (Ernest Ashworth)

WGUN  
Atlanta, Ga.

1. Two Out Of Three (Bob Gallion)
2. Still (Bill Anderson)
3. Act Naturally (Buck Owens)
4. Is This Me (George Hamilton)
5. Is This Me (Jim Reeves)
6. Sands Of Gold (Webb Pierce)
7. Walk Me To The Door (Ray Price)
8. Old Showboat (Stonewall Jackson)
9. Mr. Juke Box (Ernest Tubb)
10. You Hurt Me (Ferlin Husky)



# COUNTRY REVIEWS

B+ very good C+ fair  
B good C mediocre

## THE CASH BOX BULLSEYE



"WE'RE THE TALK OF THE TOWN" (2:02)  
[Bluebook BMI—Owens, Weber]

"SWEETHEARTS IN HEAVEN" (2:48) [Pamper BMI—Owens]

BUCK OWENS & ROSE MADDOX (Capitol 4992)

Buck Owens, who is currently hitting big with "Act Naturally," and Rose Maddox, who is climbing up the charts with "Down To The River," join forces on this ultra-commercial Capitol item tagged "We're The Talk Of The Town." The tune is a lively, uptempo, bluegrass-styled hill-billy romancer with a contagious listenable melody. On the flip, "Sweethearts In Heaven," the duo offers a pretty, sentimental, slow-moving, tear-jerker with some top-notch moving lyrics.

"TO-RA" (1:57) [Tronic BMI—Hill, Pierce]

"SILVER SPOON, LONELY ME" (2:47) [Todd BMI—Null]

REX ALLEN (Mercury 72137)

Rex Allen, who clicked in twin-market fashion with "Don't Go Near The Indians" a short while back, can easily duplicate that success with this bright new Mercury novelty tagged "To-Ra." The tune is a rollicking, happy-go-lucky, chorus-backed off-beat ditty with a delightful, listenable melody. The flip, "Silver Spoon, Lonely Me," is a tender, shuffle-beat tradition-styled country tear-jerker eased with loads of poise by the songster. Also merits a close look.

"ANGELS LIKE YOU" (2:45)

[Troy BMI—Bandy]  
FREDDIE HART  
(Columbia 42769)

"MARY ANN" (2:23)

[Ludlow BMI—Barbeau, Lomax]

The vet Columbia hit-maker hasn't scored in quite a while but he has enough things going for him with this double-header entry to reach the charts in no time flat. One side here, "Angels Like You," is a medium-paced, shuffle-beat chorus-backed weeper with a warm south-of-the-border flavor. The other end, "Mary Ann," is a first-rate, moving rendition of the folk sturdie. Eye 'em both for rapid sales.

"DIVORCE ME C.O.D." (1:48) [American BMI—Travis, Stone]

"DARK AS A DUNGEON" (3:10) [American BMI—Travis]

GREEN RIVER BOYS (Capitol 4990)

The Green River Boys have scored in the past and they can reach the charts again with this bright new Capitol outing tagged "Divorce Me C. O. D." The boys, featuring Glen Campbell, unleash their potent vocal and instrumental full-blast on this rousing, uptempo, fast-moving happy novelty. Deck could break rapidly. On the attractive coupler, "Dark As A Dungeon" the gang dishes-up a top-notch reading of the Merle Travis-penned folk standard.

The Springfields seem to be headed toward the dual-market route with their new Philips release. (See pop reviews.)

DAVE RICH (Decca 31513)

(B+) "I WANT TO KNOW YOU LORD" [Window BMI—Rich]  
If this top-flight country-religious deck is any indication of his talents, newcomer Dave Rich has a rosy future indeed. The songster has a rich baritone voice and sensitive, commanding delivery. Could happen.

(B+) "THE GREAT SPECKLED BIRD" [P. D.] Shuffle-beat reading of the oldie with a warm country flavor.

BILL BROCK (Liberty 55593)

(B+) "HARDTIMES" (2:10) [Moss-Rose BMI—Brock] Newcomer Bill Brock could cause quite a stir with this hard-driving teaming-up with the Clansmen. The tune is an infectious folk ballad which tells a traditional story of heartbreak.

(B) "IF YOU'RE AFRAID TO TELL HIM I WILL" (2:47) [Moss-Rose BMI—Brock] This time out the songster offers a tender, slow-moving country tear-jerker.

ARTHUR 'GUITAR BOOGIE' SMITH (Starday 634)

(B+) "MASTER OF THE GAME" (2:30) [Starday BMI—Smith, Thomson] The vet country songster comes on real strong on this rousing, extremely fast-moving chorus-backed novelty with some fine advice for all golfers. Deeja's should come out in droves for the side.

(B+) "TRAVELIN' BLUES" (2:15) [Starday BMI—Smith] Slow-moving, raunchy, instrumental country-folk blueser.

BILLY FRIZZELL (Arlen 1015)

(B) "OUT OF A CLEAR BLUE SKY" (2:20) Goins BMI — Frizzell, Adams] Lefty Frizzell's brother, Billy, makes his wax debut on this high-spirited, uptempo, hard-driving country lament. The chanter's wide range vocal talents and professional phrasing are an extra plus here.

(B) "OH FOOLISH ME" (2:10) [Goins BMI—Adams, Frizzell] On this side Frizzell renders a pretty bluegrass-styled tear-jerker with a spinnable sound.

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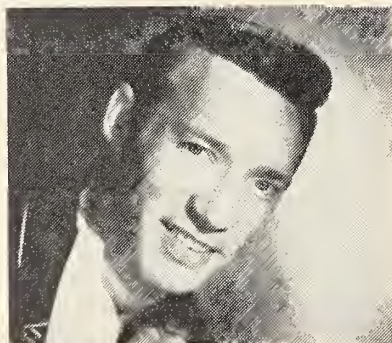
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TALKED OF SONG  
OF THE YEAR!

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TREMBLING  
LIPS**  
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CAGLE**



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# CASH BOX TOP 100'S PUBLISHERS

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



# HOLLAND

ABILENE ..... 67	LIKE THE BIG GUYS DO ..... 83
(Acuff-Rose—BMI)	(Chapter—BMI)
*A LETTER FROM BETTY ..... 100	LOSING YOU ..... 39
(Roosevelt—BMI)	(B.N.P.—ASCAP)
ANOTHER SATURDAY NIGHT ... 35	LOVE OF MY MAN ..... 37
(Kags—BMI)	(Sylvia—BMI)
BANZAI PIPELINE ..... 99	MEMPHIS ..... 10
(Southdale—ASCAP)	(Arc—BMI)
*BE CAREFUL OF STONES THAT YOU THROW ..... 74	MOCKINGBIRD ..... 80
(Acuff-Rose—BMI)	(Saturn—BMI)
BE TRUE TO YOURSELF ..... 54	*MY BLOCK ..... 93
(U.S. Songs—ASCAP)	(Radcliffe & Spencer, January—BMI)
BIRDLAND ..... 28	MY SUMMER LOVE ..... 22
(Woodcrest—BMI)	(Rosewood—ASCAP)
BLUE ONE BLUE ..... 3	MY TRUE CONFESSION ..... 51
(Famous—ASCAP)	(Lowery—BMI)
BRENDA ..... 88	NEEDLES AND PINS ..... 86
(Sweck—BMI)	(Metric—BMI)
COME AND GET THESE MEMORIES ..... 21	NO ONE ..... 55
(Jobete—BMI)	(Hill & Range—BMI)
COME BLOW YOUR HORN ..... 92	NOT ME ..... 32
(Maraville—ASCAP)	(Rock, Masters—BMI)
COME GO WITH ME ..... 72	NOT TOO YOUNG TO GET MARRIED ..... 65
(Gil & Febe—BMI)	(Mother Bertha, Trio—BMI)
COTTONFIELDS ..... 97	OLD SMOKY LOCOMOTION ..... 53
(Jee—BMI)	(Screen Gems—Columbia—BMI)
DA DOO RON RON ..... 11	ON TOP OF SPAGHETTI ..... 19
(Mother Bertha & Trio—BMI)	(Songs—ASCAP)
DENISE ..... 69	ONE FINE DAY ..... 7
(Bright Tunes—BMI)	(Screen Gems, Columbia—BMI)
DETROIT CITY ..... 52	POOR LITTLE RICH GIRL ..... 36
(Cedarwood—BMI)	(Screen Gems—Columbia—BMI)
DON'T SAY GOODNIGHT AND MEAN GOODBYE ..... 44	PRIDE AND JOY ..... 27
(Maggie—BMI)	(Jobete—BMI)
DON'T TRY TO FIGHT IT BABY ..... 58	PRISONER OF LOVE ..... 33
(Screen Gems—Columbia BMI)	(Mayfair, Shewin—ASCAP)
EASIER SAID THAN DONE ..... 5	PUSHOVER ..... 50
(Nom—BMI)	(Chevils, Salaam—BMI)
18 YELLOW ROSES ..... 18	RAT RACE ..... 81
(T.M.—BMI)	(Trio—Cottillion—BMI)
EL WATUSI ..... 71	RING OF FIRE ..... 46
(Little Dipper—BMI)	(Painted Desert—BMI)
EVERY STEP OF THE WAY ..... 41	*ROCK ME IN THE CRADLE OF LOVE ..... 79
(Paullne—ASCAP)	(Kalmann—ASCAP)
FALLING ..... 24	SAY WONDERFUL THINGS ..... 82
(Acuff-Rose—BMI)	(Hill & Range—BMI)
FINGERTIPS ..... 45	SHAKE A HAND ..... 38
(Jobete—BMI)	(Merrimac—BMI)
FIRST QUARREL ..... 23	SHAKE A TAIL FEATHER ..... 60
(LeBill, Marbill—BMI)	(Vapac—BMI)
GIVE US YOUR BLESSING ..... 73	SHUT DOWN ..... 29
(Trio—BMI)	(Sea of Tunes—BMI)
GOOD LIFE, THE ..... 25	SIX DAYS ON THE ROAD ..... 66
(Paris—ASCAP)	(Newkys,)
GOODNIGHT MY LOVE ..... 68	SO MUCH IN LOVE ..... 6
(House of Fortune, Quintet—BMI)	(Cameo—Parkway—BMI)
*GREEN, GREEN ..... 78	STILL ..... 13
(New Christy—BMI)	(Moss Rose—BMI)
*GYPSY WOMAN ..... 98	STING RAY ..... 59
(Dorall—BMI)	(Wrist, House of Joseph—BMI)
HARRY THE HAIRY APE ..... 47	STRING ALONG ..... 17
(Lowery—BMI)	(Blue Grass—BMI)
HELLO JIM ..... 95	SURF CITY ..... 9
(Spanka—BMI)	(Screen Gems, Columbia—BMI)
HELLO STRANGER ..... 4	SUKIYAKI ..... 1
(McLaughlin—BMI)	(Beechwood—BMI)
HOOTENANNY ..... 76	SUMMER'S COMIN' ..... 63
(Joy—ASCAP)	(Tobi-Ann, Inette BMI)
HOPELESS ..... 48	SURFIN' U.S.A. .... 30
(Brenner—BMI)	(Arc—BMI)
*I (WHO HAVE NOTHING) ..... 84	SWINGIN' ON A STAR ..... 31
(Milky-Way, Trio, Cottillion—BMI)	(Burke, Van Heusen—ASCAP)
*I CAN'T STOP LOVING YOU ..... 91	TEN COMMANDMENTS OF LOVE ..... 96
(Acuff-Rose—BMI)	(Arc—BMI)
IF MY PILLOW COULD TALK ... 16	TENDER YEARS ..... 87
(Merna—BMI)	(South Coast—BMI)
IF YOU NEED ME ..... 42	THERE GOES (My Heart Again) ... 90
(Cottillon—BMI)	(Anatole—BMI)
IF YOU WANT TO BE HAPPY ... 26	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER ..... 14
(Rock Masters—BMI)	(Comet—ASCAP)
(I LOVE YOU) DON'T YOU FORGET IT ..... 61	TIE ME KANGAROO DOWN, SPORT ..... 15
(Northridge—ASCAP)	(Beechwood—BMI)
I LOVE YOU BECAUSE ..... 12	TILL THEN ..... 49
(Fred Rose—BMI)	(Pickwick—ASCAP)
I'M AFRAID TO GO HOME ..... 56	TIPS OF MY FINGERS ..... 77
(Pogo—BMI)	(Tree—BMI)
I'M MOVIN' ON ..... 56	TWO FACES HAVE I ..... 20
(Hill & Range—BMI)	(Painted Desert RTD—BMI)
IT'S MY PARTY ..... 2	*WHEN A BOY FALLS IN LOVE .. 100
(Arch—ASCAP)	(Kags—BMI)
I WILL FOLLOW HIM (CHARIOT) ..... 62	WHERE CAN YOU GO ..... 89
(Leeds ASCAP)	(Blackwood—BMI)
*I WILL LOVE YOU ..... 94	WILDWOOD DAYS ..... 34
(DeVorzon—BMI)	(Kalmann—ASCAP)
I WISH I WERE A PRINCESS ..... 43	WIPEOUT ..... 64
(Atrium—ASCAP)	(Miraleste & Robinhood—BMI)
JACK THE RIPPER ..... 85	WITHOUT LOVE ..... 57
(Andval, Floretine—BMI)	(Suffolk, P.M.P.C.—BMI)
JUST ONE LOOK ..... 40	YOU CAN'T SIT DOWN ..... 8
(Premier—BMI)	(Dasher—BMI)
KENTUCKY ..... 75	YOUR OLD STANDBY ..... 70
(Advanced—ASCAP)	(Jobete—BMI)

The Cycnus-label, since May 1963 represented by L.C. Phonogram in Holland, offers two LP's with musical anthologies. The Italian clavichordist Luciano Sgrizzi performs an "Anthology of Italian Harpsichord Music from the 18th Century," and the Danish organist Jørgen Hansen plays an "Anthology of Organ Music—The Sweelinck School." Earlier released Cycnus LP's were received with highest praise for both artistic and technical merits in the Dutch musical press.

Simultaneously with the release in Holland of Warner's thriller "Whatever Happened to Baby Jane," premiered here in a prominent Amsterdam movie-theatre, comes the issue of the song by Bette Davis and Debbie Burton on a London single. The latter sings on flip-side: "I've Written A Letter To Daddy," also featured in the movie.

Phonogram released LP-collections of the greatest hits by The Platters and by Miss Patti Page during the Fifties, both on the Mercury-label, Otto Vriegenberg reported. Platters-LP offers a dozen of their best-sold singles, and is entitled "Remember When." Patti's album, "Greatest Hits," features such successes like "Tennessee Waltz," "Doggie In The Window," "I Went To Your Wedding" and "Let Me Go, Lover."

Country & Western fans in Holland have a new hero in America's George Jones, outstanding singer of Mercury's recording artists. Jones, recognized as one of the best contemporaries since balladeers like Jimmie Rodgers and Hank Williams, sings "I Love You Because" and "Revenooer Man" on a new single release.

New talent on the Dutch Decca-label, John Ros reported, is South-African born (with Hungarian blood from father's side) Ilonka Biluska. The 18 year old girl vocalist sings "Singapore" and "Jij Bent Heel Mijn Leven," the Dutch rendition of German hit "Lass Mein Herz Nicht Weinen." A new group on Decca is The Cowboy Combo, featuring singers Ria Valk and Bert Visser, accompanied by the earlier recorded Chic & Co. They perform "Zevenduizend Koeien" (Seven Thousand Cows) and "Als Ik Een Cowboy Was" (If I Were A Cowboy), Dutch translations of German hits.

New Jazz-LPs presented by Phonogram are "Essence" on Fontana by the progressive Don Ellis ensemble, the famous mid-fifties recordings by the Cannonball Adderley Quintet under the title "Jubilation" on Mercury, and the exciting, fascinating big band of Gil Evans on Fontana: "Great Jazz Standards."

Danish publisher Mr. Mork, coming from Paris, made a stop in Amsterdam in order to convince himself of the big results, Editions Altona obtained on his winning Eurovision-title "Dansevise." Mork was very much impressed by the beautiful recording of songstress Corry Brokken on the Philips-label and also appreciated the recording of The Cousins on Palette. On the other hand Mork heard rumours about the Dutch composition by guitar-player Eddy Christiani entitled "Wild Geese" and recorded by "The Jumping Jewels." He was happy to find this number in the catalogs of Editions Altona and flew back to Copenhagen with this number in his luggage.

Wim van Vught of Altona reports heavy activities on the Japanese title "Sukiyaki," which is going to be an overnight success in Holland. Local recordings are made in the meantime by L.C. Phonogram by Indonesian-born girl Wanda as well as by Bovema and MMP-Productions.

Capitol-Holland (Basart N.V.) has the rights of the American hit song "Those Lazy, Hazy, Crazy Days Of Summer," an original German copyright. Dutch recordings are expected soon. English teenage-star Helen Shapiro came out on the Columbia label with two brand new songs, recorded in Nashville: "Woe Is Me" and "No Trespassing." Both selections are handled by Basart. The Dutch broadcastings organized a Radio Song Contest for Dutch authors. After a severe selection the song "Astrologisch," written by Gerrit den Braber and Joop Stokkermans turned out to be number 1. Basart layed hands on the publishing rights of "Astrologisch."

Ray Charles, having packed them in at concerts in The Hague and Amsterdam last month, has received instantaneous acclaim on his ABC Paramount repertory, heavily promoted during the concerts and released by Artone on Single, EP as well as LP. "Take These Chains From My Heart" continues to score considerable activity. On account thereof Artone will release "Bye Bye Love" on Single shortly. Fats Domino's first deck for ABC Paramount, rush-released by Artone, is taking off already.

Artone, very pleased with the announcement of Chubby Checker's hopping over to this country to do two shows on Aug. 4. Expecting these to become one of the really big events of the past years, Artone will start public relations work to get the most advantage from Checker's p.a. A special release has been made already of "The Chubby Checker Show," a 10' LP including his big ones.

Greetje Mona has been front-page news recently as she might replace Artone artist Mieke Bos in Artone's top vocal-duo The Selvera's, since Mieke Bos wants to establish herself as a soloist. Artone's A & R Producer Lion Swaab scheduled the first recording session with Mieke already. Mieke has also been given the female lead-part in the forthcoming Dutch version of the Hit Musical "The Sound Of Music," produced by René Sleswijk. Theo Uden Masman, leader of one of Europe's oldest dance-orchestras "The Ramblers," announced that Greetje Mona (Palette) also will be the definite replacement in the band's vocal department.

## Holland's Best Sellers

This Week	Last Week	
1.	(1)	Buona Notte Bambino (Rocco Granata/CNR, Angelo Biondi/Artone) (Uitgeverij J. Portengen/Haarlem).
2.	(2)	Lucky Lips (Cliff Richard/Columbia) (Belinda/Amsterdam).
3.	(3)	Blume Von Tahiti (Gert Timmerman/Telfunken) (Holland Music/Amsterdam).
4.	(4)	Ritme Van De Regen (Rhythm Of The Rain)/Voor Sonja Doe Ik Alles (Rob De Nijs/Philips) (Chappell/Amsterdam).
5.	(5)	Junge Komm Bald Wieder (Freddy/Polydor) (Editions Altona/Amsterdam).
6.	(6)	Blame It On The Bossa Nova (Eydie Gorme/CBS) (Ed. Nevins-Kirshner/Brussels; sole-agency: Ed. Altona/Amsterdam).
7.	(7)	Wini-Wini (Die Tahita Tamourés/Polydor) (Uitgeverij J. Portengen/Haarlem).
8.	(8)	Das Leben Kann Schön Sein/Cimeroni (Anneke Grönloh/Philips) (Benelux Music/Weert, Editions Altona/Amsterdam).
9.	(9)	Summer Holiday (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
10.	(10)	Sag 'Mir Wo Die Blumen Sind (Marlene Dietrich/HMV) (Les Ed. Int. Basart/Amsterdam).



# AUSTRALIA

We are well into our winter season now and sales seem to have taken their customary slide. There are many good records around but the first touch of winter seems to have the effect of keeping many customers indoors. Actually it is the time of the year when record companies should be making solid sales drives because records are ideal home entertainment and during the next few months people will be spending a lot more time in their homes. It is felt the record industry should give some thought to getting together (at association level) to plan seasonal advertising campaigns to acclaim the unique and tremendous entertainment value of records in the home. There is no doubt that records provide "the entertainment you want when you want it" (with thanks to RCA) and more value should be taken by the trade from this fact. No other entertainment medium can match the outstanding consumer advantages of records and perhaps a national press advertising campaign (small to begin with) could serve to boost sales. Countless thousands of Australian homes (many of them with record players) just aren't record conscious and a well planned advertising campaign could perhaps change things.

Over the past couple of years there has been a tremendous lift in the amount of air time given to records of local origin. However, a recent national listening survey discloses that the new local product is not getting anything like the amount of exposure that is offered newly released American records which come to us with strong overseas ratings. The check showed that new singles with overseas hit ratings drew from 15% to 20% more spins than a new local product released at the same time—this gives the imported disk a big edge on the Australian. Disks like "From Me To You" (England): "Falling" (U.S.A.) and "How Do You Do It" (England) are all the subject of tremendous airplay here due, to a large degree, to their overseas action and a record like "I'm Building Castles In The Air" (a fine local side by Digger Revell) which was available for airplay about the same time, is being well programmed all over—but not to the extent of the overseas titles. The Cash Box does not wish to "knock" the mighty increase in air time which has been allocated to the local product over the past few years (more power to the stations and D-Js who are constantly programming local discs) but we are merely pointing out a problem which still exists in relation to new discs by many local stars. The Cash Box Office in Australia will welcome any comments and suggestions you may have regarding this matter.

Acuff-Rose looks set for continued "top of the tree" business with the new Roy Orbison song "Falling," which should carry on the Orbison of "a hit every time" in Australia.

Perry Como's new release for RCA "(I Love You) Don't You Forget It" is shaping like a forthcoming chart rider here. To add to its attraction, the local RCA people have packed the new Como single in a four-color jacket.

After a long wait—(apparently while clearing contractual obligations) the Kyu Sakamoto single of "Sukiyaka" has now been released here by the EMI group on its HMV label. It's a real "hottie" in America and seems likely to repeat this success here. Other newies from EMI are "Prisoner Of Love" by James Brown (from King Records of USA); "Just Walking In The Rain" c/w "San Francisco Mama" by Jerry Wallace and "Wipe Out" by The Surfaris.

Following on the tremendous local sales of the single "Pipeline" by The Chantays, EMI has now released the package of the same title on the London label.

June release albums from Australian Record Company include "Ruby Baby" by Dion; "Blame It On The Bossa Nova"—Eddie Gormé; "My Son The Celebrity" by Allan Sherman; "Classical Guitar" a local production by Jose Luis Gonzales; "Just Turn Me Loose" by George Maharis; the original soundtrack set from "Gypsy" and "The Happy Beat" by Ray Conniff.

RCA has again proved to be hot off the mark with their releases; already they have rushed out the package "Paul Anka's 21 Golden Hits," which has only recently been issued in the United States.

The first single on the Atlantic label has been launched through the Festival group. Mel Tormé is the chosen star and his record carries "Gravy Waltz" c/w "My Gal's Back In Town." Tormé is really on a solid comeback trail with this release together with his current click "Cast Your Fate To The Wind."

There are reports to the effect that Tony Bennett will soon be visiting Australia for a season at a leading hotel in Sydney. Confirmation of this could not be obtained at the time of writing. Bennett is the type of star who could do well with Australian audiences as he has a style that has always been popular here and he has a whole string of past hits to his credit over the years dating back to records like "Cold Cold Heart," "Because Of You," etc.

Wonderful to see that Jay Justin's big local national click "Proud Of You" is now being released all over the world. This record has been a big success in Australia and is the type of product that should be a worldwide hit. On this same subject—all the trade here is delighted with the American success of the Rolf Harris novelty "Tie Me Kangaroo Down Sport;" this was a huge smash here a couple of years back. The Pat Boone record is now collecting a fair amount of airplay here—Pat makes the mistake of using the word "abas" instead of "abos" which is an abbreviation of the word aborigines (of Australia).

It must surely be to the credit of the fine promotion effort by Philips Records of Australia that "Tamouré" by Bill Justis got off the ground here in a really big way before it hit the high spots overseas. The disk is a big breakout from coast to coast and should enjoy a long chart run.

Music publishers Boosey & Hawkes doing great business at the moment with some strong hits including "The Good Life," "String Along," "Surfin' U.S.A.," "Baby Workout," "Over The Mountain," "The Young Years," "Don't Let Me Cross Over," "Love Is A Ball," "Back In Baby's Arms" and "Our Winter Love."

Decca single of the theme from the English-produced television comedy series "Steppe And Sone" by Alexander Murray Smith is doing strong business over sales counters and the trend should continue as the TV show is one of the most popular on local outlets.

John Emmerson, professional manager of Allans Music, reports strong sales response to "I Love You Because" (Acuff-Rose), which is having a new lease of life as a result of the new single click by Al Martino. The song was first published here in 1950 and has been in steady demand ever since then. John also reports a very consistent sales run on "Puff The Magic Dragon," which has been doing well all over Australia.

Frank Gifford of the program department of Station 3AW (Melbourne) reports enormous listener response to the new Saturday night session "Telephone Top 60," which runs from 8-11 p.m. Phone requests start coming in at 7:30 and the session is filled in no time at all—the session is hosted by Bill Passick.



# MEXICO

Enrique Lebendiger, head of Fermato do Brasil, music publisher and record producer in Brazil, came to México to arrange an affiliate here for his record company and publishing, which probably will be named here Fermata de Mexico. Enrique is one of the most enthusiastic promoters of the Bossa Nova rhythm and in a press interview explained all about this type of music.

Mariano Rivera Conde, vice-president and international A&R man from RCA Victor, began a new promotion tour, beginning in Colombia last week. On the 26th, he will be in Trinidad and the first of July will arrive in Puerto Rico. He returns to Mexico on July 6.

Mario Freidberg, Disco Importadora general manager, is entering the music publishing business with his own firm named Mexi-Music. Several foreign companies have signed with him.

The new Palmolive TV show is broadcasting now with a new artist line-up composed of Julissa, Los Vocalistas, Chucho Salinas and Cobitos with guests and orchestra. Music and comedy are combined in this show.

After a successful appearance at the Terrazza Cassino for ten days, Benny Goodman, his sextet and his vocalist Carol Sloane left town for the United States, but Benny promised to return here by the first week of September, when our Fifth Jazz Festival will start. Goodman is recognized by the Mexican people as one of the greatest musicians of the 20th Century and Carol Sloane got raves for her voice and style.

Enrique Guzmán, the most popular young Mexican singer, may perform for one week in Spain. It is possible that before the contract is signed, Enrique will do a short season in theaters here.

It is only a rumor but it may be true that Dick Chamberlain (Dr. Kildare) will be in Mexico in two more weeks to perform in theaters and TV, accompanied by a combo.

A new spectacular TV series will start very soon with Sergio Corona, Virma\* Gonzales and the Leo Acosta orchestra, with scores written by Pancho Córdova.

CBS advertising manager Héctor Mejía, created a new system named "continuous promotion" for CBS artists. This new system, which starts very soon, will promote constantly every CBS artist with the importance they have at the moment. At this time, the mechanics are secret. Héctor Mejía is a respected designer who worked 9 years in San Francisco and two years with Walt Disney. Recently, he designed several covers for CBS with kiddie themes.

Velvet Records, the Cuban recording company that some time ago began to record in Venezuela, moved to offices in Mexico City and will bring in almost all its artists. The executives of this label are Jose Pajé and Antonio León.

The Señorial night club closed doors for an indefinite time after losing around 250,000 dollars. Though this cabaret featured several international artists like Sammy Davis Jr., Gloria Lasso, Nat King Cole, Harry James, The Four Aces, The Rodney Show and many others, including the most famous Mexican artists. The last big star who performed in this night club was Agostinho Dos Santos, who signed contract to continue working at the reopened night club Los Globos.

## Mexico's Best Sellers

1. Llego Borracho El Borracho—Jose Alfredo Jiménez (RCA). Lalo Gonzalez "Piporro" (Musart). Charro Avitia (Orfeon). Kay Perez (Orfeon), (EMMI).
2. De Mil Maneras—Sonora Santanera (CBS). (EMMI).
3. El Del Traje Negro—Olimpo Cárdenas (Orfeon).
4. Al Di La (Mas Allá)—Emilio Pericoli (Warner Bros.). Luis Arcazar (Musart). Marco Antonio Muñoz (RCA). Lucho Gatica (Musart). (EMMI).
5. Camina Derechito (Walk Right In)—Oscar Madrigal (Gamma). Hnas. Jiménez (Orfeon). Los Locos del Ritmo (CBS). (PHAM).
6. Celos De Ti (Jealous of You)—Enrique Guzmán (CBS).
7. Carita De Palo—Sonora Santanera (CBS).
8. Cosas (Things)—Oscar Madrigal (Gamma). (ADARIS MUSIC).
9. Media Vuelta—Javier Solís (CBS).
10. El Indio Artista—Acerina (Orfeon).

## Australia's Best Sellers

1. Tamouré (Bill Justis—Philips)
  2. If You Wanna Be Happy (Jimmy Soul—HMV) Castle Music
  3. I Love You Because (Al Martino—Capitol) Acuff-Rose
  4. How Do You Do It (Gerry & The Pacemakers—Parlophone) Leeds Music
  5. Proud Of You (Jay Justin—HMV) Castle Music
  6. It's My Party (Leslie Gore—Philips) Tu-Con Music
  7. Summer Holiday (Cliff Richard—Columbia) Allan's Music
  8. I Will Follow Him (Little Peggy March—RCA) Leeds Music
  9. Jezebel (Rob E.G.—Festival) Aberbach/Connelly
  10. Blame It On The Bossa Nova (Eddie Gormé—CBS) Tu-Con Music
- \*Locally Produced Records.

### Cocktails For Edoardo



ROME—RCA Italiana recently hosted a cocktail party for Edoardo Vianello on the occasion of the release of his initial LP in their Rome studios. Standing (left to right) in the above pic are songster Nico Fidenco, Giuseppe Ornato, general manager of RCA Italiana, and Vianello.

### Klein Exits RCA



LONDON—Vet English music man, Arnold Klein, has resigned his post as artists and record promotion director for RCA in Europe. The popular exec is shown above at a recent Decca reception at which he announced his plans.





# GREAT BRITAIN

EMI Records Ltd. has acquired the exclusive rights to material from the Buena Vista and Disneyland labels, which will be issued on HMV. The announcement follows meetings between L. G. Wood, managing director of EMI Records Ltd. and James A. Johnson, executive vice president of Walt Disney Music Co. Inc. First releases are scheduled for July and will include an LP from the new Disney film "Summer Magic" starring Hayley Mills and Burl Ives. EMI is planning a special HMV-Disneyland series of recordings by famous and well-loved Disney characters which will later include releases in association with the new Disney animated film "The Sword and The Stone." Roy Squires of EMI's licensed repertoire department will be responsible for selection of repertoire and liaison with the Disney Organization will be through John Miller.

Agreement has been reached for the release of Transatlantic Records highly successful LP, "Songs of Love, Lust and Loose Living" in United States on the London label.

Following the success of such folk artists as Joan Baez, The Weavers and Odetta, whose Vanguard disks are issued here on Fontana, the label has signed a new British folk group from Liverpool The Spinners. No strangers to the world of show business, the group has already appeared on American TV with Pete Seeger. The first album under their three-year contract is scheduled for pre-Christmas release.

Two more groups, also from Liverpool, The Mersey Beats and Earl Preston and the T.T.s are cutting tracks for release on Fontana in the near future. In the meantime on the same label Wayne Fontana and The Mind Benders have waxed "Hello Josephine."

With the original London cast LP of Leonard Bernstein's "On The Town" just released the next major show LP's to be issued by CBS will be from "Camelot" including the Broadway Cast LP, a jazz version by Andre Previn and an orchestral version by Percy Faith. The impressive CBS lineup also includes the latest Johnny Mathis LP, "Johnny's Newest Hits"; the long awaited double album "Brubeck At Carnegie Hall"; Andy Williams LP "Can't Get Used To Losing You" (tagged after his best selling single now in the British charts for the 10th week); and the first Steve Lawrence-Eydie Gorme album, "Steve And Eydie At The Movies."

Another husband and wife team currently cutting its first LP together, this time for release on Philips, Ronnie Carroll and Millicent Martin. Entitled "Mr. And Mrs." the disk, due in September, marks the couple's most successful year to date. While Ronnie represented Britain in the Eurovision Song Contest with "Say Wonderful Things" Millie was hitting the TV jackpot in the BBC's controversial "That Was The Week That Was."

"First Quarrell," the third single by Paul and Paula now high in the American charts, is released here at the end of the month on Philips. The duo are currently in the British charts with "Young Lovers"—both titles published by the Tin Pan Alley group.

Top British actor Paul Scofield has just recorded "Hamlet" for trans-Atlantic release on the Caedmon label. American release is likely to coincide with the actor's forthcoming Broadway season in "King Lear."

New Mercury releases are being planned by Philips to follow its take over of the label on January 1, 1964.

Vera Lynn just back from the Blokker Festival in Holland where she sang "Land Of Hope And Glory"—the number which won her a Gold Disk and sold over 100,000 copies in the Netherlands. Vera has just cut a new LP for release here on the HMV label.

It is understood that publisher Harry Lewis of Marlyn Music is considering several take over offers for his company.

"I Saw Her Standing There" from The Beatles LP "Please Please Me" published by Dick James has been recorded in France by top teen star Johnny Hallyday for Philips. In France, the number is published by Tulsa Music.

The Beatles also wrote "There's A Place" recorded for Baton Productions by Bobby Sansom and released by Oriole. Another Baton Production "If You Don't Want Me To Know," written by Kenny Lynch and Tom Springfield, and recorded by Rey Anton is also released on Oriole. Publisher is Klynch Music.

George Margrave, deputy general manager of Pye Records, currently in New York for administrative discussions with the company's American representative Irving Chezar and attorneys Orenstein & Arrow.

Arnold Klein, director of Artists and Record Promotion for RCA in Europe, based for the last six years in London, is going on extended leave. After a tour of Great Britain he will return to New York where he is expected to announce his future plans.

A reception was held recently at the Astor Club for RCA country & western star Jim Reeves, who is currently touring American bases in London.

Australian singer Rolf Harris, currently in the States promoting his fast climbing hit "Tie Me Kangaroo Down Sport" released on Epic, also presented the company with his latest single penned by Galt McDermot, "I Know a Man." Disk is released here on Columbia and published by Robbins Music.

Fellow Australian Dorothy Baker, who arrived in Britain a few months ago, has her first release on the Parlophone label—a Mitch Murray composition—"Try To Be Nice To Me," which again is published by Robbins.

The European premiere of MGM's "Wonderful World Of The Brothers Grimm" at the Coliseum, London on July 15 will be attended by H.R.H. Princess Margaret and Lord Snowdon. Score by Leigh Harline is published by Robbins Music. Record releases include the Soundtrack LP on MGM and The Theme has been waxed by Tony Hatch (Pye), Lawrence Welk (London) and David Rose (MGM).

A few years ago, The Fleet Street And Tin Pan Alley Darts Team was formed, made up of journalists and show business personalities, the idea being to raise money for charity. Their latest venture is a recording of "Big Nose Kate" with Acker Bilk playing clarinet. Pye Records, which issued the disk has paid the highest royalty fee ever and all proceeds including the publishing rights which are held by Francis Day & Hunter, are being donated to three children's charities.

Quickies: The Springfields will be resident guests in four half-hour TV Dick Emery Shows transmitted fortnightly by the BBC. . . . Pete Jay And The Jay Walkers appearing at Olympia Paris for one week commencing September 15 followed by a week's cabaret in Stockholm. . . . "You Can Never Stop Me Loving You" recorded by here by Kenny Lynch (HMV) published by Klynch Music is to be recorded by Johnny Tillotson and published in the States by Ridge Music. . . . New group The Rolling Stones booked for "Thank Your Lucky Stars" July 13. . . . New Tom Springfield composition "Angie" recorded by The Swinging Blue Jeans" on HMV. . . . Title also chosen as debut disk for Gregory Philips on Pye. . . . New Petula Clark disk "Valentino" penned by Pye A & R manager Tony Hatch published by Wellbeck Music.

## Great Britain's Best Sellers

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

### Great Britain Top Ten LP's

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

### Great Britain Top Ten EP's

- (2) Frank Ifield Hits—Frank Ifield (Columbia)
- (1) Holiday Carnival — Cliff Richard (Columbia)
- (6) Kid Galahad—Elvis Presley (RCA)
- (3) Dance On With The Shadows—The Shadows) (Columbia)
- (4) Just For Fun—Bobby Vee (Liberty)
- (—) Out Of The Shadows—The Shadows (Columbia)
- (5) Billy Fury And The Tornados—Billy Fury (Decca)
- (10) More Frank Ifield Hits — Frank Ifield (Columbia)
- (9) On The Air—The Spotnicks (Oriole)
- (—) Telstar — The Tornados (Decca)



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# GERMANY

The biggest social and musical event of the year for the music trade took place from the 13-16 June in Baden-Baden as the German answer to San Remo, etc., the German Popular Music Festival was held. The event started on Thursday evening with a supper and meeting attended by hundreds of artists, composers, publishers, record industry personalities and press people. Over a fine cold supper and wine toast for the new year, the industry met once again. During the evening, the first Golden Spatz awards were given for the most performances by bands in 1962 to the composers of the three top songs. Although all songs are eligible, German composers took all 3 places as Karl Goetz and Kurt Hertha took first place with their song "Tanze Mit Mir In Den Morgen" (Dance With Me In The Morning) published by Melodie Der Welt and sung by Gerhard Wendland on Philips records. The "silver" award went to Heinz Gietz and Hans Bradtke for the song "Zuckerpuppe" (Sugar Doll) published by Hans Gerig Music and sung by American Bill Ramsey on Polydor, and the "bronze" award went to Christian Bruhn and George Buschor for the song "Zwei Kleine Italiener" (2 Little Italians) sung by Conny on Electrola.

Friday was a free day for the guests, but rehearsals were held for the main show that was presented on Saturday. On Saturday evening, the festival finals were held and presented on a 2 hour international TV show which saw Danish teenager Gitte take first place for the song "Ich Will Inen Cowboy Als Mann" (I want a Cowboy for My Husband) written by Rudy Von Den Dovenmuhle and Nils Nobach, published by Minerva Music and recorded on Columbia (Electrola) records. Second place went to Anita Traversi for the song "Ob In Bombay, Ob In Rio" (Whether on Bombay or in Rio), which she recorded for Ariola Records and third prize went to Gerhard Wendland for the song "Lach Doch, Wenn's Zum Weinen Nicht Ganz Reicht" (Laugh, If It's Not Enough to Cry) recorded on Philips. The festival was well handled this year and went very smoothly.

This was the third annual Pop Festival to be held in Baden-Baden and the event will continue to be a yearly presentation. The "Infra-test" (to be compared with Hooper or Nielsen) rating for the last two festivals was plus 4 which is a sensational success. The last two winners of the festivals were "Bailando A Dos" played by Alfred Hauser and his orchestra, which is still a much requested Tango and last year "Zwei Kleine Italiener" from Conny took first place and went on to sell over 1 million records in Europe. Last year's festival also had over 6 other songs in the finals which went on to become best sellers.

Here's how the winners were chosen. There were 600 points in all. Eighteen songs were chosen from the over 250 compositions sent in to the festival jury from German composers. All of the songs were new and had not been recorded. The German record producers then sat together and every major firm took a few of the songs and recorded them with top artists. The songs were then played by German radio in a special program and "Infra-Test" chose the 12 final tunes to be presented. The radio listeners test was valued at 200 points divided between the 12 finalist songs. The audience in the hall for the broadcast were given voting cards and 200 of the cards were chosen at random to vote for the top tune—a value of 200 more points and finally, the 10 radio stations in Germany invited 20 people—5 between the ages of 15-20, 5 between the ages of 25-30, 5 between 35-40 and 5 experts from the music or radio business to listen to the broadcast and vote. Of the 600 votes, the winning song took 96 votes and second place received 66 votes. Third place took 62 votes, and the rest were divided between the other tunes. Although the winning song will not represent Germany at the "Eurovision" contest, it is expected that in future years, that will be the case. Much discontent has been voiced over the selection of the German "Eurovision" entry in 1963 and next year the winner of the German Pop Music Festival will probably be sent to represent Germany. A fine festival was held this year and much fun was had by all present.

The program was also enhanced by the presentation of a show featuring Bill Ramsey, Carmela Corren, Sacha Distel, Lys Assia, Nana Mouskouri, Mr. Acker Bilk and the Hiller Girls with the special attraction, Marlene Dietrich. The artists performing in the show included the "Eurovision" winner Grethe Ingmann, Rainer Bertram and Ann-Louise Hanson, Gerd Boettcher, Gitte, Friedel Hensch and the Cyprys, Rene Kollo, Leo Leandros, Lolita, Billy Mo, Illo Schieder, Anita Traversi, and Gerhard Wendland.

That's the report on the German Pop Music Festival for 1963. Back in the business world, the report for the sale of records for the first quarter of 1963 are in and the singles business took a nosedive during that period and the LP business zoomed up. Here's how things stacked up, in comparison to 1962.

Category	1963 Sales		1962 Sales		% Gain or Loss over past year
	First Three Months	First Three Months	First Three Months	First Three Months	
SINGLES	7,116,704	8,628,223			-17.5%
TOTAL LPS	1,484,118	942,651			+57.4%

Actually, the 12" LP was the only category to increase, as the EP and the 10" LP also decreased in popularity. Stereo did well. We'll print a complete chart with all of the tendencies of sales in the music business in Germany in next week's column. Until then, that's it for this week in Germany.

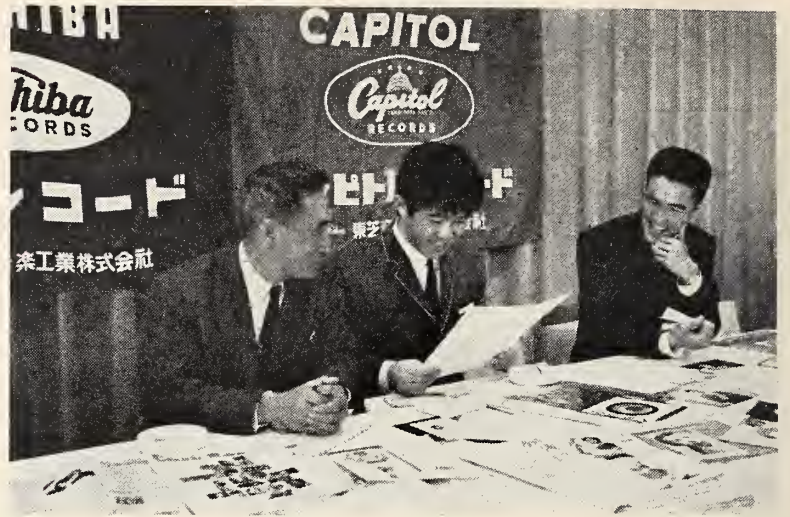
## Germany's Best Sellers

This Week	Last Week	No. Weeks In Charts	Song
1.	1.	7.	Schuld War Nur Der Bossa Nova (Blame It On The Bossa Nova)—Manuela—Telefunken—Peter Meisel/Intro Meisel/Maraton
2.	3.	6.	*7000 Rinder (7000 Cattle)—Peter Hinnen—Ariola—Peter Meisel/Maraton
3.	—	1.	*Barcarole In Der Nacht (Barcarole in the Night)—Connie Francis—MGM—Francon/Schneider
4.	2.	8.	*Wenn Ich Ein Cowboy Waer (If I was A Cowboy)—Martin Lauer—Polydor—Hans Gerig
5.	—	1.	Kiss Me Quick — Elvis Presley/Udo Jurgens — RCA/Vogue—Aberbach
6.	4.	14.	*Wini-Wini—The Tahiti Tamoures—Polydor-Gerd Hammerling/ Peter Meisel/Nero
7.	6.	9.	*Er Macht Mich Krank, Der Mondschein An Der Donau (The Moonlight On the Danube Makes Me Sick)—Gus Backus—Polydor—Hans Gerig
8.	6.	7.	*Meine Braut, Die Kann Das Besser (My Bride Can Do That Better)—Gerd Boettcher—Decca—Rolf Budde
9.	7.	2.	*Wir Koennten Freunde Sein (We Could Be Friends)—Sacha Distel—Polydor—Hans Gerig
10.	—	1.	Zwei Blaue Vergissmeinnicht (Say Wonderful Things To Me)—Rex Gildo—Electrola—Accord

\* Original German Copyright



# JAPAN



Celebrating the big success of Sukiyaki in America, number 1 in Cash Box Top 100, Toshiba Records, distributor of the Capitol label in Japan, held a Sukiyaki Party here on June 7 inviting many music concerns and reporters. Seen in the photo are Noriichiro Ishizaka (left), director of Toshiba Records, Kyu Sakamoto (middle), the singer of "Sukiyaki," (original title "Ue o Muite Aruko"), and Rokusuke Ei, right the lyric writer.

To follow on the heels of this smash, Toshiba Record is recording at the request of Capitol, "Shina no Yoru," sung by the same singer. As "Shina no Yoru" was composed by Nobuyuki Takeoka, exclusive composer to Nippon Columbia Records, which controls the distribution rights to this song, Toshiba made a deal with Columbia, approving of the release of "Sukiyaki" from Pye Records, England, recorded by Kenny Paul, which Columbia wanted to issue here.

Nippon Gramophon's top songstress Sachiko Nishida started her first one-woman show at Nichigeki Theater in Tokyo on June 10. She is presenting a number of her recent hits, including "Akashiya no Amega Yamutoki," for which she was honored with the Record Grand Prize of last year.

At the stage performances of Count Basie, now on Koseinenkin Hall, is Chiemi Eri, Nippon King Records' No. 1 songstress, who joined Basie on June 8 and sang some of her favorite numbers, while Jimmy Witherspoon, the Basie singer, sang with a Japanese band, Sharps and Flats, which also joined Basie performances in Tokyo.

The second group of Rodgers and Norman Dancers arrived here to join the Toho Musical Show "13 Dancers From Broadway," to be staged as a July program.

## Japan's Best Sellers

### INTERNATIONAL:

Week This	Week Last	Song
1.	(1)	Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Michiyo Azusa & Yasuo Tanabe (King); Elaine & Derek (Pye)—Sub-Publisher/Shinko
2.	(2)	Follow The Boys — Connie Francis (MGM); Mieko Hirota (Toshiba); Bonnie Iida (Columbia); Michiyo Azusa (King); Hiroko Ono (Victor)—Sub-Publisher/Shinko
3.	(4)	Concerto Disperado — Nini Rosso (Globe); Toshio Kimoto (King); Yasushi Suzuki (Columbia); Shigeru Katsumi (Toshiba)—Sub-Publisher/OMP
4.	(5)	Rhythm of The Rain—Cascades (Warner Bros.)—Sub-Publisher/Folster
5.	(3)	Mr. Bass Man—Johnny Cymbal (Kapp)
6.	(10)	Beach Time — Rodger Smith (Warner Bros.); Makiko Hata (Toshiba); Aiko Ito (Victor)—Sub-Publisher/Shinko
7.	(6)	I'm Gonna Be Warm This Winter—Connie Francis (MGM); Mieko Hirota (Toshiba); Ririko Sawa (Teichiku)—Sub-Publisher/Shinko
8.	(7)	Young Ones—Cliff Richard (Odeon); Masayuki Hori (King)—Sub-Publisher/Aberbach
9.	(—)	Let's Turkey Trot—Little Eva (London); Yukari Ito (King)—Sub-Publisher/Taiyo
10.	(9)	Bobby's Girl—Marcie Blane (London); Susan Maughn (Philips); Mari Umeki (Toshiba); Yukari Ito (King); Kumiko Goto (Columbia)—Sub-Publisher/Shinko

### LP BEST SELLER:

Week This	Week Last	Song
1.	(1)	All Star Festival—U.N.
2.	(2)	Sinatra-Basie—Reprise
3.	(3)	Ray Charles Story Vol. 1—Atlantic
4.	(4)	Connie Francis Italian Hits—MGM
5.	(5)	Girls Girls Girls—Victor

### LOCAL:

Week This	Week Last	Song
1.	(1)	Shimasodachi—Yukiji Asaoka (Toshiba)
2.	(2)	I'm Gonna Be Warm This Winter—Mieko Hirota (Toshiba)
3.	(3)	Maikohan—Yukio Hashi (Victor)
4.	(4)	Akai Hankachi—Yujiro Ishihara (Teichiku)
5.	(5)	Shussekaido—Midori Hatakeyama (Columbia)
6.	(6)	Ciao—The Peanuts (King)
7.	(7)	Koi no Vacande—The Peanuts (King)
8.	(8)	Hondara Bushi—Crazy Cats (King)
9.	(9)	Wakai Kimi Wakai Boku—Kiyohiko Matsunaga (Toshiba)
10.	(10)	Tsun-Tsun Bushi—Q. Sakamoto (Toshiba)



# BRAZIL

Enrique Lebendiger, head of Fermata Organization, went to Mexico, carrying with him the tape of an album that Mexican dealers are asking for urgently: "Bossa Nova" with Pedrinho Mattar and his rhythm group. This album, which we mentioned a few weeks ago, according to Lebendiger's opinion, will raise a new wave of "Bossa Nova" in North America, beginning in Mexico, to spread later to the United States.

Speaking about Bossa Nova, the Brazilian public hailed a new Kapp album pressed here by Continental Records (Gravações Eletricas S/A), with the pianist, arranger and band-leader Joe Harnell. The LP, entitled "Fly Me To The Moon," is really wonderful and our rhythm is presented properly, with a special balance one doesn't often find in any other American record of Brazilian rhythms.

Fermata Publishing house will release very soon in Brazil the great German hit "Wini-Wini." The plans concerning the promotion of that song includes several records to be cut by Brazilian artists.

Vee-Jay Records will be represented in Brazil. This news Cash Box got directly from Enrique Lebendiger, who told us that Fermata Records will press Vee-Jay hits in our country, beginning in the very near future. The public is waiting anxiously for the first releases.

The retail stores in Sao Paulo are worried about the "frightening" decrease of sales observed in recent weeks. The fact is due to the economic crisis in all industrial and commercial activities, a temporary situation created by the restrictive measures adopted by the Brazilian Government in order to reformulate all Brazilian Economic policy.

Musidisc pressed under Command Label, "Something Wonderful," with The Ray Charles Singers reading some classical American pops, such as: "Misty," "East Of The Sun," "Paradise," "For All We Know," "My Ideal" and others.

RGE Records recently released two albums. The first one, with Pocho (Ruben Perez) at the piano with rhythm accompaniment, entitled "Um Pocho De Sucesso," with the top chart riders of the last months, including "Afrikaan Beat," "Baby Sitting Boogie," "Hava Nagila," "Limbo Rock," "Al Di La," etc. The other LP, "Matilda," brings for the first time in an LP the instrumental group, The String-A-Longs. In Brazil, The Jet Blacks are in the same style of The String-A-Longs and are in evidence, as you can see by the charts below.

Johan Dalgas Frisch, responsible for the success of "Cantos De Aves Do Brasil" (Voices of Brazilian Birds) and "Vozes Da Selva Brasileira" (Voices of Brazilian Jungle), produced another LP for Copacabana Records, this one entitled "Vozes Da Amazonia" (Voices From the Amazon), on which has been recorded for the first time, the voices of the Uirapurú, a very rare bird of our Amazonian Jungle.

## Brazil's Best Sellers

- \*Tudo De Mim—Altemar Dutra—(Odeon)
- Afrikaan Beat—Bert Kaempfert (Polydor); Orquestra Brasileira de Espetáculos (CBS); Mario Gennari Filho (Odeon); Os 3 Tons (Polydor) (Published by Fermata)
- Que Será De Ti—Moacyr Franco (Copacabana); Trio Cristal (RGE) (Published by Fermata)
- Boogie Do Bebe—(Baby Sitting Boogie)—Tony Campello (Odeon); Ralf Bendix (Odeon) (Published by Vitale)
- Al Di Lá — Emilio Pericoli (Warner Bros.—Odeon); Tony Dallara (Mocambo); Marco Aurelio (Copacabana)
- \*Esta Noite Eu Queria Que O Mundo Acabasse—Silvinho (Philips)
- Apache—The Jet Black's (Chantecler); Mario Gennari Filho (Odeon) (Published by Fermata)
- O Passo Di Elefantinho (Baby Elephant Walk)—Trio Esperança (Odeon); Lawrence Welk (Dot-RGE); Henry Mancini (RCA); Waldir Azevedo (Continental)
- Making Believe—Ray Charles (Polydor)
- \*E O Tempo Passou—Miltinho—(RGE)
- Return To Sender—Elvis Presley (RCA); Demetrius (Continental) (Published by Aberbach)
- Caterina—Perry Como (RCA); Carlos Gonzaga (RCA)
- Hava Nagila—Chubby Checker (Parkway-Fermata); Aliza Kashi (Mocambo); Les Baxter (Capitol) (Published by Fermata)
- \*Amor Sincero—Silvinho (Philips)
- \*Nao Diga A Ninguem—Leila Silva (Chantecler); Xixa (Audio-Fidelity) \*Brazilian Music

## Argentina's Best Sellers

- Blame It On The Bossa Nova (Aldon-Fermata) Eydie Gorme (CBS); Lawrence Welk (Music Hall); Juan Ramon (Disc Jockey); Romana (Odeon Pops)
- \*Puente Pexoa (Lagos) Los Trovadores del Norte (CBS); Antonio Tormo (Disc Jockey); Julio Molina Cabral (Music Hall); Ramona Galarza (Odeon); Los Quilla Huasi, Horacio Guarany, Gasparin (Philips); Farias Cabanillas, Miguel Codaglio (RCA)
- Amor (Love) (Spanka-Fermata) Paul Anka (RCA); Juan Ramon (Disc Jockey); Rocky Pontoni (Music Hall)
- \*Camelia (Fermata) Palito Ortega (RCA); Los Flamantes (Odeon Pops)
- Vacaciones En Hawaii Waldir Azevedo (Disc Jockey); Milo (CBS)
- Que Se Mueran Los Feos (Pham-Edami) Los Pick Up (Music Hall); Luis Aguilar (Polydor); Luciano Galleguillos (Odeon)
- \*Regalito (Lagos) Rodolfo Zapata (Music Hall); Horacio Guarany (Philips)
- Ruby Baby (Tiger-Aberbach-Fermata) Dion (CBS); Martin Rey (Ariel)
- Boss Guitar (Shapiro-Korn) Duane Eddy (RCA); Los Dukes (Music Hall)
- Mantequilla Los Locos del Ritmo (CBS)
- Princesa Princesa (Princess Princess) Johnny Tillotson (Cadence-Microfon)
- \*Coqueta (Korn) Johnny Tedesco (RCA)
- Me Siento Feliz (That Happy Feeling) Bert Kaempfert (Polydor)
- Et Manteinant (Smart) Gilbert Beaud, Gelu, Lucho Gatica (Odeon); Raul Lave (RCA); Los Abriles (Philips); Los Cinco Latinos (CBS)
- \*Frente Al Mar (Neumann) Mariano Mores (Odeon); Argentino Ledesma (Odeon); Anibal Troilo (RCA); Jose Basso (Music Hall)
- Pastel Cortado (Cutie Pie) (Ridge-Europa) Johnny Tillotson (Cadence-Microfon)
- El Pescador Los Wawancó (Odeon Pops)
- She's Not You (Presley-Fermata) Elvis Presley (RCA)
- Swingin' Safari Bert Kaempfert (Polydor); Billy Vaughn (Music Hall)
- La Bamba Chubby Checker (Fermata); Rosamel Araya (Disc Jockey); The Tokens (RCA)
- Zero Zero Lawrence Welk (Music Hall)

\*Local Products



# ARGENTINA

Luis Calvo, formerly executive director of Sicomercio S.A., has been promoted to vice-president of this company, after the exit of Luis Arriola Sirvent, diskery, and no other big changes are being expected, it was informed.

Fermata Publishers reports about new versions obtained for the tunes controlled by the organization: Marty Cosens (RCA) has cut its local product "Cariñosa" (penned by Ben Molar and the Duo Dinamico); there are also versions by Roberto Yanes (CBS), Rocky Pontoni (Music Hall), Juan Ramon (Disc Jockey) and the Duo Dinamico (Odeon). "Cariñosa" is currently among the best selling tunes in Spain, and Fermata hopes to hit the charts in Argentina, too. Tony Vilar (CBS) has cut "Mira como me Balanceo" (Guarda come Dondolo), in Spanish, while Jackie, also for CBS, recorded "Hava Nagela" and "La Bamba." Juan Ramon has also cut the latter song. The pubbery has inked to rights to two new tunes: Brazilian hit "Nossos Momentos," written by Luiz Antonio, and local product "Aqui esta el Tamoure," thus entering the Tamoure field.

These are the tunes contained in the tenth volume of the "Explosivos" series, just released by RCA: "Boss Guitar" by Duane Eddy; "Skookian" and "Love" by Paul Anka; "Days of Wine and Roses," Henry Mancini; "Waiting for Never" and "Alice in Wonderland," Neil Sedaka; "Frente al Mar," Anibal Troilo; "Mr. Bassman" by Nicky Jones, and others. The record is sold at 399 pesos (\$2.48), that is, slightly more than other "promotional" LP's (sold at 339), but is offered with a very interesting double jacket. Evidently, this album has strong sales potential.

Lucio Milena has just renewed his contract with CBS Records, as musical arranger and orchestra director. Thus he will continue to background waxings by CBS artists like Los Cinco Latinos and Tony Vilar. Osvaldo Fresedo, tango orchestra director, has finished the recording of a new album, which will be titled "Tango Mio." Fresedo will soon start performing in "Show de CAP," the TV'er aired simultaneously by Channels 7 and 13. Jackie and Los Ciclones have returned from a one-day visit to Montevideo, Uruguay, where they performed on TV Channel 4, as guest artists. Their latest single is "South Street" and "Let's Limbo Some More." Tony Vilar, who has recently returned from a trip to Chile, has cut "Mira Como Me Balanceo," theme from "Il Sorpasso," the Vittorio Gassman flick, and "Tanto Amor." Los Trovadores del Norte, very good folk music group, have finished their first album, which will be released in July.

News from Odeon: Mariano Mores has cut two more tunes from the "Buenos Aires de Seda y de Perca" musical play: "Llueve en mi Alma" (It Rains in My Soul) and "Nada mas que el Amor" (Only Love). The recording was made with a 30-piece orchestra. Other Odeon releases are "Blame it on the Bossa Nova" and "Yo No Se," by newly inked artist Romana Farres (previously recorded for Disc Jockey), "Loop de Lop" by Richard Anthony and Johnny Thunder, and "Non Costa Niente" and Vedrai che Passera" (both sung in Spanish by recently launched artist Maribel Marcel).

Julio Korn Publishers reports that "Bienvenido Amor," one of its local products, has been inked by Souvini-Zerboni Publishers of Italy for publishing in that country. "El Ladron," another local copyright, has been given to Editions SEMI for sub-edition in France. JK is now working hard on its new promotional idea: 45 and 33 rpm records containing local tunes recorded in Buenos Aires by artists inked by the pubbery, for better sales power to publishers in other countries and recording companies. JK plans to sell the tapes to all those interested in releasing them in other countries, and mainly the Spanish speaking ones.

Ricardo Castelblanco of Edami is now working on "Mi Caprichito," a tune with very nice possibilities; there is no local version yet, but the Mexican waxing by La Sonora Santanera with Sonia Lopez has been very well received. "Cuando Crilla la Luna" is also a very interesting feature, and Castelblanco supposes it will continue the success of "Cuando Calienta El Sol." The pubbery is also promoting "Amor Mon Amour My Love," which placed second in the last San Remo Festival. The tune has been cut by Hugo Marcel (CBS) and other versions are expected. There is also a local product: "Sangre y Razon," penned by Walter Ordoñez and Dante Amicarelli, cut by Horacio Molina (RCA), Elena Medrano (Flamingo), Osvaldo Fresedo (CBS) and Pepe Reyes (Odeon Pops).

Ariel Records has released the main theme from "Lawrence of Arabia," the big flick hit, by Bernie Leighton, with arrangements by Don Costa, b/w by "The Wonderful World We Live In." According to the diskery, the record has been very well received. Ariel has also the album with the soundtrack of the film, recorded originally by Colpix.

More news from Music Hall: Rodolfo Zapata (who's hitting the charts with "Regalito") has returned from his tour of several northern provinces, and is now performing on Radio Belgrano. Stella Dizzy, a young Italian lark, is currently in Buenos Aires, performing on "Escala Musical," the Channel 13 TV'er, and dance parties. Stella will stay about two weeks in this city.

Disc Jockey Records is releasing the first album under the new arrangement with Disques Vega of France. The title is "Bossa Nova-Tamoure" and the artists are Los Maniseros and Les Tamoures. DJ has recently put to sale a new waxing by Antonio Tormo: "Zamba de los Emiliozzi," devoted to car-riders brothers Emiliozzi, and "El Manchao." Antonio Tormo has also sold very well his version of "Puente Pexoa."

Roberto Lambertucci has prepared the Spanish lyrics for "Days of Wine and Roses," another flick theme of big interest. Besides the Andy Williams (CBS) and Henry Mancini (RCA) versions, there are new recordings by Pat Boone (released by Music Hall) and now Luis Ramiro. Besides, Raul Lavie has been singing the tune on TV on the Club del Clan program.

Surco (United Artists representative in Argentina) has put to sale a new album of the Ultra Audio series: "Latin Brass" by Nick Perito with orchestra. The diskery has also the "Lawrence of Arabia" recording made by Ferrante and Teicher, and "Half Heaven Half Heartache" by Gene Pitney. There are also some local recordings: "Una Lagrima" by folk group Los Nocheros de Anta and "Balsa de Recuerdos" by Waldo Belloso and his group.

## Brazil's Top Ten LP's

- Afrikaan Beat—Bert Kaempfert (Polydor)
- Nico Fidenco—Nico Fidenco (RCA)
- \*Orgao . . . Samba . . . Percussao—André Penazzi (Audio-Fidelity)
- \*Eu . . . Miltinho—Miltinho (RGE)
- \*Na Voz De Nelson Gonçalves—Nelson Gonçalves (RCA)
- \*S Voice—Ray Conniff Singers (CBS)
- Show Docura—Moacyr Franco (Copacabana)
- \*Ed Lincoln—Ed Lincoln (Musidisc)
- O Candelabro Italiano—Various Artists (Odeon)
- Modern Sounds Vol. II—Ray Charles (Polydor)

\*Brazilian Music



# CANADA

London's Keith Ashdown a recent Cash Box visitor, in advance of Mantovani's Ottawa appearance. Keith set up extended promo bits with broadcasters in The Capital to coincide with the maestro's concert stand. As a matter of fact, Keith went to some of the most elaborate extremes, promotion-wise, to put over the Mantovani concert, and consequently his many and varied London albums. Stations across the country participated in similar promotions set up by the hard-working London man.

Ted Daigle's brand new London release is now available. Two very commercial sides, both of them written by Carl Perkins, highlight Daigle's first London outing. "When Today Is A Long Time Ago" and "Tennessee," are the sides. Label is picking the former, but both are getting a good deal of air exposure. Ted is host of a daily four hour segment on Ottawa's CKOY. He's more than willing to supply voice tracks and/or deejay copies of his disc. Those interested can contact him, or their nearest London distrib.

George Struth is concentrating the big Quality promotion guns on the new disk by a Hamiltonian, Ron McLeod, "The Cigarette Song." Deejays have been mailed pens, styled after cigarettes. Many an unsuspecting deejay has tried to light up the ball point.

Reg Ayres sends hit signals from Quality's Winnipeg H.Q. Reg is flippin' over action on several hot items this week. "One Fine Day" by The Chiffons is getting numerous chart picks across the Canadian west. "Memphis" by Lonnie Mack looks like the outstanding instrumental waxing of the early Summer, while Big Dee Irwin's "Swingin' On A Star" is also off and running. "Shake A Tail Feather" by The Du Tones is getting considerable air time in Winnipeg over CKY, says Reg, while "Wipe Out" by The Surfaris is a strong starter. "The Cigarette Song" by Ron McLeod is beginning to show definite hit signs in the Mid Western Metropolis. Album-wise, "Sukiyaki" by Billy Vaughn seems to be the outstanding release thus far, for the Summer months, reports Reg.

The best kept secret in Toronto for quite a spell was the tribute planned by Radio-TV-PR people for Whitey Haines on the occasion of his switch from Capitol Records to BMI Canada Ltd.'s Toronto H.Q. Whitey currently has a flock of good "made in Canada" tunes on the go. "The Lonely Man" on Brunswick by talented Montrealer Marty Hill, is doing very well in many Canadian centers, and according to Marty, is beginning to happen in several U.S. markets. Also getting the full treatment from Whitey is the tune penned by Toronto's Johnny Cowell. "These Are The Young Years," on RCA Victor by Floyd Cramer, has enjoyed considerable exposure and sales success across North America. "Run Run Run" by Orval Prophet is a steady seller in Canada and did very well regionally in the U.S. Orval, by the way, was scheduled to play a Brooklyn, N.Y. night spot for an extended engagement, but encountered difficulty getting permission from the U.S. Immigration People to work in that Country, resulting in the cancellation of the Brooklyn date. With so many good Canadian disks cropping up these days, Whitey will be a busy fellow at his new BMI post. The good wishes of the trade at large in Canada are extended to the popular executive in his new capacity.

Dick Cook has relocated in Burlington, Vermont, WDOT. The popular spinner was formerly associated with a Massena, New York outlet. He was a great friend, while there, to Canadian record artists and promoters, and indicates in a note to CB that he will welcome items from Canadian artists and producers. He especially mentions his station's lack of Bobby Curtola sides—Basil Hurdon, Bill Fisher please note—and the new release by Prophet. Dick reports that the big sound in Vermont's "Queen City," is "Kelly" by Del Shannon. Dick will handle the evening slot on WDOT, billed as "The Night Mavor."

Jonah Jones was a CB visitor. The trumpeter was appearing at an Ottawa Club and made the deejay rounds with Capitol's Dick Riendeay and Marcel LaForge. He proved to be a very interesting person, and his shows were sell-outs. Dick indicated that his Capitol LP's, always strong items in the label's catalog, enjoyed increased popularity in the Ottawa area as a result of the artist's P.A. Dick and his people will be busily filling orders on a new Pathe single, shortly. "Sana Toi, M'Amie" by Adamo has been very much in demand in The Quebec City area, says Dick. The artist is currently very popular in Europe, and bids fair to duplicate this popularity with the French Canadian market through his Pathe releases.

Recent visitor to CKSL-London's John Hart on his C & W segment was Columbia star, Claude King. Claude was in the area on a one-niter.

Bruce Patenaude indicates that CFMO-FM in Canada's Capital, will begin stereo, Multiplex, FM broadcasting, Friday, July 5. The station will introduce its new procedure with an entire "Stereo Weekend." All programs during that weekend will be broadcast in stereo over the Ottawa outlet. To promote the new facility, the station plans elaborate displays at Lansdowne Park in Ottawa; and the new Royal Bank Building in the heart of the City's downtown area. The promotion displays will culminate with an especially elaborate display at the forthcoming Central Canada Exhibition. By the time the Ex rolls around, CFMO will have increased daily on-air hours of stereo transmission to twelve, with a target date of just after Christmas for stereo transmission of their entire schedule on a regular basis.

New Canadian talent appearing on a brand new Sparton release is the Fernwood Trio, from Oshawa, Ontario. The two sides done for Sparton by the new group are: "Gloryland" and "Pick A Bale Of Cotton." They have just completed a very successful tour of Western Canada, and plan shortly to travel coast to coast. The two sides mentioned above are culled from the group's first album set for release in early July. Jim Corbett and Harold Pounds have really been beating the promo drums on behalf of the trio and their debut disc.

CFGM, Richmond Hill has just debuted its all C & W music policy in the Toronto area.

Larry Lee's great Tamarac debut, "Stood Up," is a definite break out in several Canadian markets and has been picked up by Bob Crewe's new Genius Label for the U.S. distribution. Stan Klees, Tamarac topper, tells Cash Box that the Lee disk, first under his new Tamarac banner, is a solid Canadian seller, and is expected to happen very large Stateside.

Outstanding reaction noted in several areas on three great new Decca packages. Red Roberts is very enthusiastic over the latest LP outing on the label by Earl Grant. He's getting some good air play over the Bill Lee air segments on Ottawa's CKOY. Also doing a big album business with Decca is the two-disk set by the late Patsy Cline. "The Patsy Cline Story" is beginning to show strongly in numerous markets, reports Red. The Bill Anderson Decca package is happening with both country and pop spinners, just as the artist's singles have done in the recent past. Including such dual market biggies as: "From A Jack To A King," "The Reverend Mr. Black," "Take These Chains From My Heart," "Little Band Of Gold" and the smash single, "Still" will make this an outstanding programming and sales item.

Biggie of all the Antony and Cleopatra waxings available seems to be, at this writing anyway, the Ferrante and Teicher waxing of the movie theme on U.A. Also a big item for Phil Rose's Apex Division at Compo is the newie by



# SCANDINAVIA

## DENMARK

German singer Peter Kraus ended his stay at the famous restaurant Kystens Perle outside Copenhagen, and was replaced by Norwegian singer Ann-Kristin Molvig as the top billed attraction.

Holger Faellessanger did very well with his first RCA Victor record in Denmark and has now had his second single for the same label released.

Heidi Brühl, German Philips artist, recently in Denmark for p.a.'s Nordisk Polyphon A/S (NPA) rushed out her latest recording, "Was der Wind Erzählt" and "Okay, Monsieur" on the market. The Adlon nightclub in Copenhagen contracted Lisa Linn during first half of June and NPA released her Danish version of "The Best Things In Life Are Free"/"Walkin' My Baby Back Home" on Philips.

Maria Callas in Denmark for concerts, her first Danish tour. SGA (the EMI Danish company) has rushed out a special list of Callas records available. SGA has also released the MGM LP with the soundtrack from the film "King of Kings," scheduled to open at the Rialto in Copenhagen soon. French singer Josephine Baker contracted to the Tivoli in Copenhagen during June. SGA has released her "J'ai deux amours" on an EP. SGA has also released an LP to celebrate the 80th birthday of Danish actress Clara Pontoppidan. Gitte has made a new record to follow up her recent success with "We Wanna Go Fishin'" on HMV.

## FINLAND

The UNO record "All Star Festival" has now sold more than 12,000 copies in Finland. Los Paraguayos, who appears on the record, are now doing very well during their present tour in Finland.

Osmo Ruuskanen of Musik-Frazer back from a week's biz talks in Stockholm. He told Cash Box that "Hey Paula" is doing very well and might appear on the charts soon either with Paul & Paula or the Finnish version with Marion Rung and Johnny Forsell, both on Philips. The actress-singer Tamara Lund sings in Russian on her recent Fontana record "Katjusha." Newcomers Ulla & Tina on Decca has made their record debut with a Finnish version of the German "Wini Wini," and the popular group The Sounds is now on charts with not less than two of their recordings, both being old Finnish songs.

## NORWAY

Paul and Paula on Philips entered the charts in Norway with "Young Lovers" this week. Their "Hey Paula" is also still on the charts in Norway.

Wenche Myhre has made a Norwegian version of "We Wanna Go Fishin'" for Triola. On same label, handled by Egil Monn Iversen A/S, there's the LP "Norway In Popular Songs," including instrumental version of pop songs of yesterday and today, mainly Norwegian copyrights. The 12" mono has been made with an eye on foreign tourists.

Swedish singer Birgitta Bäck made a record in Norwegian for Iversen & Frogh A/S when she appeared at the Hotel Viking in Oslo recently. Newcomer Reidar Christensen debuts on HMV with two cowboy & western songs (of Norwegian origin).

## SWEDEN

Börje Ekberg of Metronome in Germany for the German Song Festival at Baden-Baden. British singer Emile Ford, now touring Sweden, just made a record including "Should I" in Stockholm recently.

American group, The Prophets now in Sweden where they are touring with Karusell star Lill-Babs. Karusell group The Spotnicks is touring Sweden until Midsummer when they start a three week tour in France and Spain. Once again, the group has trouble with the military authorities who want the drummer Ove Johansson to do his military service. He has been replaced by a British drummer, Derek Skinner, who will tour with the band in France and Spain.

British Oriole is soon releasing a single with Karusell artists Little Gerhard and The Chicks.

Gunnar Bergström, head of Sonet Grammofon AB reports to Cash Box that the Italian label Durium will be handled by Sonet in Sweden for the future.

Ehrlingförlagen including the publishing houses Thore Ehrling Musik AB, Nils-Georgs Musikförlags AB and Edition Sylvain AB leaves their old office at Nybrogatan 39 and moves to Linnégatan 9-11, Stockholm O, Thore Ehrling, head of the organization, told Cash Box.

Yvonne Norrman, recording for Rekord Records, has been contracted for her first recording in Germany, it's reported.

With Cliff Richard at the top of the Swedish charts with his Columbia recording "Lucky Lips," he is also topping the charts in Denmark, Norway and Sweden with the same record at the same time, something that only Elvis Presley has managed to do before.

## Denmark's Best Sellers

- |     |     |     |                                                                                                          |
|-----|-----|-----|----------------------------------------------------------------------------------------------------------|
| 1.  | 2.  | 4.  | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB                                             |
| 2.  | 3.  | 6.  | Blame It On The Bossa Nova (Eydie Gorme/CBS) No Publisher                                                |
| 3.  | 7.  | 5.  | Say Wonderful Things (Ronnie Carroll/Philips) Imudico A/S                                                |
| 4.  | 1.  | 13. | Hey Paula (Paul & Paula/Philips) Multitone A/S                                                           |
| 5.  | 4.  | 10. | From A Jack To A King (Ned Miller/Karusell) Palace Music                                                 |
| 6.  | 5.  | 5.  | Sag Mir Wo Die Blumen Sind (Where Have All The Flowers Gone) Marlene Dietrich/HMV) Mörks Musikförlag     |
| 7.  | 6.  | 10. | Tell Him (Billie Davis/Decca) Robert Mellin (Scandinavia) AB                                             |
| 8.  | 9.  | 9.  | Pepino—Den Italienske Mus (Pepino—The Italian Mouse) (Raquel Rastenni/Sonet) Stockholms Musikproduktion  |
| 9.  | 9.  | 11. | Han Skal I Glas Og Ramme (Skip To My Lou) (Grethe Klitgaard/Tono) (Nat "King" Cole/Capitol) Sweden Music |
| 10. | 10. | 14. | A Summer Holiday (Cliff Richard/Columbia) Decapo Musikforlag                                             |

## "The Best in Scandinavia . . . Bens"

### CANADA (cont'd)

Shelby Flint, "Little Dancing Doll" on Warners will be a strong Summer sales item. Hal Ross, is sporting a wide grin currently over the success story of "Easier Said Than Done" by The Essex. Together with "The Lonely Man" by Marty Hill and "Two Faces Have I," on Roulette by Lou Christie, Hal is doing a lot of drum beating on Kirby St. Romain's exciting stanza on Apex, "Summer's Comin'." At Compo it's "Comin'" for sure and looks like a swingin' sales season.



# ITALY

Wagner's "Siegfried", whose first complete recording was released in Italy by Decca at the end of March, proved to be one of the most important events in the history of the records here. The number of complete sets (stereo and mono) sold in the first four or five weeks surpassed any expectation.

Decca has announced that a similar reaction is now waited for the two first LP's recorded for this company very recently in London by the great Russian pianist Vladimir Ashkenazy, whose decision to leave Russia and live in London some few weeks ago got the attention of the whole world. He has chosen for his debut under Decca label two of the most famous piano concertos: Piano concerto no. 3 in D Minor by Rachmaninoff (conducted by Anatole Fistoulari) and Tchaikovsky's Piano concerto no. 1 (conducted by Lorin Maazel).

The two records by Ashkenazy will be released in Italy during the first week of June: at the same time, Decca will release the long awaited Britten's War Requiem conducted by the Composer and sung by Galina Vishnevskaya, Dietrich Fischer Dieskau and Peter Pears as well as the two records set: "Command Performance" where Joan Sutherland sings, among many many others, some marvelous arias never recorded before from Bellini's "Beatrice Di Tenda," Verdi's "I Mannadieri" and Luisa Miller, Rossini's "La Cambiale Di Matrimonio," etc.

EMI Italiana has just presented on the market a new LP released by Franck Pourcel leading his great orchestra, the pop French artist devotes himself to his big passion: classical music. In this album, Pourcel is the good interpreter of musics of Chopin, De Falla, Brahms, Granados, Prokofiev, Debussy, Sibelius, Bizet, Gounod, and Rossini.

Other news given by EMI Italiana concerns another wellknown French artist, Richard Anthony, who will be in Rome on June 26th to record his first Italian TV performance. For the occasion, EMI Italiana has just released an album containing some of his best hits like "J'Entends Siffler Le Train" and "Donne Moi Ma Chance."

Among the latest Italian releases of EMI are two LP's on which are brought together all the EMI Italian best sellers of the present year. It is sufficient to list such names like Sergio Bruni, Tony Renis, Luciano Virgili, Nicola Arigliano, Pino Donaggio, and many others. Both albums are entitled "Souvenir D'Italie."

Reporting once again about the great battle conducted in the record field by all the Italian disk producers for the summer's "hits to be," the trade anticipates the latest Tony Renis' release entitled "Bikini E Tamoure'." Cash Box had the pleasure to listen to the new disk, and it will actually increase the probabilities of the Tamoure' to be the new dance craze on Italian beaches during the season. EMI people are sure that the composition, published by Celentano's firm Italian Yank, will be among the best sellers of the summer. The title is coupled on the single with "8 and 1/2" another good performance derived from the background music of the successful Fellini film, of the same name.

The first release of Fats Domino for EMI Italiana includes a new version of his old hit "There Goes My Heart Again" backed with "Can't Go On Without You."

The recital of Edoardo Vianello at the new RCA Studios in Rome was one of the most outstanding events of the week. Vianello presented a show in which he covered his artistic career, presenting all the tunes penned by him. The recital served to introduce the issue of his first LP, just released by RCA, on which are brought together all the recent hits of the pop talents.

Edoardo also presented four new songs, "Abbronzatissima" (which in the opinion of the RCA people will renew the success of last summer's Vianello hit, "Pinne Fucile Ed Occhiali"), "Cicerone," "Prego Il Signore," and "I Watussi." An enthusiastic reaction by all present in the big studio welcomed this last composition, which is derived from an old and wellknown pop song. Another good shot for this summer season is in the gun of this RCA talent, who has given also a good demonstration of his ability as a "showman."

Many press representatives, stars of the song and all RCA staff, were present to the evening which was concluded with a cocktail party during which Vianello was feted.

Cash Box received the outstanding news concerning another pop talent of the RCA cast, Sergio Endrigo, who left bachelorhood to marry a young and pretty student. The marriage was celebrated in Spoleto (a little medieval town in Central Italy).

Giuseppe Ornato, general manager of RCA Italiana, informed that some of the top pop artists of RCA, will take part in the Ezio Radaelli contest, "Il Cantagiro," of which we wrote last week. The RCA group includes Nico Fidenco, Edoardo Vianello, Anna Maria, Donatella Moretti and Michele, who recently entered the RCA family. Giuseppe Ornato told Cash Box that the Cantagiro is, in his opinion, one of the most interesting events of the musical year in Italy.

On the occasion of the presentation on our TV screens of the Melodramma's Festival, devoted to one of the most famous Italian composers, Leoncavallo, Fonit/Cetra released a single containing two of the best Leoncavallo romances, performed on TV by its talents Claudio Villa and Milva. The first one "Matinata" recorded by Claudio, is backed with "Serenata Francese," grooved by Milva. Villa is continuing to travel around the world. Immediately after his return from his tour in Romania, Belgium, and Canada, the top Cetra Records talent is leaving for Japan, where he will bow in Tokyo, Osaka, Kioto, Hiroshima, and many other important cities of that country.

Milva will take part to a new radio program called "Due Amici Una Canzone" (Two Friends, One Song) organized by our sole broadcasting company along with the State French Radio RTF. The song presented on this program is the result of cooperation between some well known French and Italian composers and lyric writers. The song presented by Milva is "Se Credi" (If You Believe) penned by Calabrese and Giraud. After, Milva will leave musical activity for a period of rest, awaiting the birth of her first baby. She is, in any case, well represented on the record stage by her last recording "Mamaluk."

Goffrey Kruger and wife Rene visited Milan for a two-fold purpose. Firstly, Kruger (who is president of the English indie company Ember Records) discussed plans for extensive distribution of his catalog and exposure of Ember's artists with Minchin, head of EMI Italiana, and also with Giuseppe Giannini of CGD and Golla of Cetra. In addition, Kruger is also head of the Florida Music Group of publishing companies which includes Gloucester Music and Budd Music, and he negotiated with Ladislao Sugar, prexy of Messaggerie Musicali, for representation of mood background material and film and TV scores for Italy. Thanks to this negotiation, the British jazz firm, London's famous Flamingo Jazz Club, the biggest in Europe, which is handled by Kruger too, is to get publishing outlets in Italy. Kruger arrived in Italy following visits to Ember's distributors in Holland, Belgium, Germany and Switzerland. Now he is traveling to France for meetings in Cannes and Paris. In Paris, he will stay at the George V Hotel. He will meet Pathe Marconi, Eddie Barclay, Ralph Marbot and Disques Festival.

## Italy's Best Sellers

This Week	Last Week	Weeks on Chart	Title	Artist	Label
1.	1.	9.	*Grazie Prego Scusi/Il Tangaccio:	Adriano Celentano/Clara	Published by Ariston/Italian Yank-Ricordi/Italian Yank
2.	2.	4.	*Il Ballo Del Mattone:	Rita Pavone/RCA, Giancarlo Silvi/Durium.	Published by Curci
3.	4.	13.	Quelli Della Mia Eta' (Tous Les Garcons Et Les Filles):	Francoise Hardy/Saar, Catherine Spaak/Ricordi.	Published by Leonardi
4.	5.	15.	Baci (Things):	Remo Germani/Saar, Tullio Gallo/Phonogram.	Published by Aberbach
5.	7.	6.	*I Tuoi Capricci:	Neil Sedaka/RCA.	Published by RCA Italiana
6.	3.	15.	*Come Te Non C'E' Nessuno (Nobody Is Like You):	Rita Pavone/RCA.	Published by RCA Italiana
7.	6.	14.	Piango Per Te (Crying In The Wind):	Paul Anka/RCA.	Published by Curci
8.	—	1.	*A New Orleans:	Adriano Celentano/Saar.	Published by Leonardi
9.	—	1.	*Stesso Mare Stessa Spiaggia (Same Sea Same Beach):	Mina/Italdisc.	Published by Southern
10.	—	1.	Quando Brilla La Luna: Los Marcellos Ferial/Durium	Los Hermanos Rigual/RCA.	Published by Southern

\* Denotes Original Italian Numbers

### ITALY (cont'd)

Kruger informed that another Buddy Kaye hit "Tia Juana Ball" has just been released in Italy by EMI Italiana, under the label Stateside, performed by Larry Moon.

Twenty one new Italian songs will be presented to the Italian public during the first evening of the International Song Festival of Pesaro. The winning composition will represent our country in successive evenings in which Belgium, France, Germany, Yugoslavia, Luxembourg, Spain, Holland and Switzerland will also take part. Cash Box received the list of foreign artists who will take part in the contest, and, excluding Britta Martell, who represents Germany, all the other singers are completely unknown, and this will not help the success of this event.

Surprising news from Phonogram: label has announced the release in Italy of an album containing twelve songs interpreted by Brigitte Bardot. The French film star is also making her debut on the Italian record scene. The record which shows a splendid picture of the star is getting strong sales reaction, Phonogram reports.

## On Tour For The Summer



BRUSSELS—The successful Paraguayan group, Digno Garcia and his Carios, (who are now living in Belgium) left Brussels recently for an extended European tour. The artists will return in September for a series of TV appearances and club dates. The group is currently putting their hopes in their recently-released Palette single of "Noche."

## Norway's Best Sellers

1.	1.	4	Lucky Lips (Cliff Richard/Columbia)	Belinda (Scandinavia) AB
2.	5.	2.	De Tusen Sjøars Land (Ray Adams/Fontana)	Musikk-Huset A/S
3.	2.	12.	From A Jack To A King (Ned Miller/Karusell)	Palace Music
4.	4.	8.	Kiss Me Quick (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
5.	3.	8.	Blame It On The Bossa Nova (Eydie Gorme/CBS)	No Publisher
6.	7.	15.	A Summer Holiday (Cliff Richard/Columbia)	Musikk-Huset A/S
7.	6.	4.	Nobody's Darling But Mine (Frank Ifield/Columbia)	Southern Music AB
8.	10.	14.	Hey Paula (Paul & Paula/Philips)	Edition Lyche
9.	9.	9.	Singel Og Sand (Olkabilamo/Philips)	Edition Lyche
10.	—	1.	Young Lovers (Paul & Paula/Philips)	

## Sweden's Best Sellers

1.	4.	2.	Lucky Lips (Cliff Richard/Columbia)	Belinda (Scandinavia) AB
2.	7.	2.	Sandy (Dion/Stateside)	No Publisher
3.	8.	2.	In Dreams (Roy Orbison/London)	No Publisher
4.	10.	2.	I Will Follow Him (Little Peggy March/RCA Victor)	No Publisher
5.	1.	7.	How Do You Do It (Gerry & The Pacemakers/Columbia)	Sonora Musikförlags AB
6.	3.	7.	Cupboard Love (John Leyton/HMV)	Muskförlages Essex
7.	2.	8.	Amapola (The Spotnicks/Karusell)	No Publisher
8.	—	1.	From Me To You (The Beatles/Parlophone)	Sonora Musikförlags AB
9.	—	1.	Se Mig I Ogonen, Alskling (Schau Mir Nochmal In Die Augen) (Anna-Lena/Metronome)	Thore Ehrhling Musik AB
10.	6.	5.	Rhythm Of The Rain (The Cascades-Warner Bros.)	Thore Ehrhling Musik AB



## Another Peak Export Year

# Where Do The Gains Come From?

In a business which has grown with each passing year to a record \$30 million in 1962 and an expected \$32 million in 1963, it is not unreasonable to ask where the gains in coin machine volume come from. We might add, "Where can we expect to see the greatest gains during the coming year?" The first answer is a little easier to pinpoint, once you study the market volume. The second solution may not come as easy. Forecasts have never appealed to us from either end—whether it's tomorrow's business barometer or today's weather forecast. The coin machine and vending business is too unpredictable. As for the weather, we still look at the sky before donning a raincoat. So let's forget for the moment where we can expect the greatest gains in the future. The gains being made today are important too, and a bit more factual.

Probably the single most important factor in the perennial increase in dollar volume is the actual cost of the machines, for with all the increase it is a fact that the number of machines declined while the volume in dollars for this past quarter increased by more than \$1 million compared with 1962's first three months.

The average cost of a juke box shipped from the USA rose from \$551 to \$577, which doesn't say that these are the actual selling prices of course, but when the average goes up one can assume that the quality of the equipment has improved—demand for new and late model equipment is the reason.

Second, the reason for increased juke box and games shipments lies in the rising level of living in Europe, a factor which has supported the growth of the American export market, for without Europe there would be little or no market to speak of. The growth of the record industry, the impact of American music on the European, and the simultaneous breaking of hits here and abroad, has helped the juke box share greatly in the success of popular music. Games on the other hand have fared well with lifting of restrictions in some areas, and the universal appeal of the pingame, something that strikes us as incongruous when you realize that the country which gave birth to this amusement device is working overtime to limit its growth. Europe will remain a major market for development of the pingame sale by the American manufacturer and of course the exporters, hence a reason to expect continued success here.

Finally, a major factor in the continued growth is the common denominator—language of the trade. We do not speak of the native tongue but of the understanding between buyer and seller that when one asks for a reconditioned late model bingo at a certain price he gets what he asks for. No longer is the export market the dumping grounds. The professional exporters have steadied the market and the coin machine has indeed become universal.

For those who earn income from the export market, tomorrow will bring continued profits. The demand for high quality music and games is likely to continue. Vending needs time but here again, the potential is bright, if slow. Coin machine markets not living up to potential—even in Europe—may open next week for all we know. One in particular—Spain—may remove restrictions on limits and when this happens another outlet will then be developed. Competition from overseas factories doesn't appear to be serious. Tomorrow is something else again.

But as each year ticks off, we become more aware of one underlying reason for the success of the export market. That reason is quality equipment, at a price. This uneven balance of trade may not hold true for cameras, or appliances, or other products which flood the US market. But it's true for the juke box and the amusement machine, and this is likely to be the case for some time to come.

## Chi CJA Lunch June 24 Cancelled

CHICAGO—The "Baseball Celebrity Day" Luncheon, sponsored by the Combined Jewish Appeal, Monday, June 24th at 12 noon in the Governor's Mansion of the Country Store Restaurant, 17 South Wabash Avenue, has been cancelled.

The luncheon which was to feature leading White Sox and Yankee ball players, was going to a Father and Son's program, and was to include free gifts for all.

According to Milton T. Salstone, 405 Palos Road, Glencoe, Chairman of the CJA Amusement Division, "The committee has decided to cancel this luncheon, because of the number of boys who will be out of town for the summer months and in camp. We feel that it would not be a success if both the Fathers and Sons were not there."

In place of the luncheon, the division will hold a general solicitation campaign throughout Chicagoland.

## R. H. Belam Moves

NEW YORK—Officials of the R. H. Belam Company here advised the trade last week that effective July 1st the new address of the exporting company will be 51 Madison Avenue, New York 10, N. Y. The firm's telephone number—MU 9-5633—remains the same. Belam is a leading exporter of coin machine and vending equipment. Vic Haim is president of the firm, Morris Nahum is Sales Director.

# Rock-Ola, Wurlitzer Agree To Exhibit At MOA Convention, Expect Move To Spur Participation By Amusement, Record Companies

## ■ Rock-Ola, Wurlitzer Reps Issue Joint Statement

CHICAGO—The following statement was issued to *Cash Box* at press time by heads of the Rock-Ola Manufacturing Corporation and The Wurlitzer Company: Rock-Ola Manufacturing Corp. and The Wurlitzer Co. have announced the decision to participate in the 1963 MOA Convention to be held at the Morrison Hotel in Chicago. On Wednesday, June 19, a meeting between officials of the Music Operators of America and phonograph manufacturers' representatives, brought about final agreement on rules governing the conduct of the show and the decision to participate was made by Rock-Ola and Wurlitzer.

## ■ First Time All Mfrs. Will Be On Hand Since 1959

CHICAGO—News that Rock-Ola and Wurlitzer had joined Seeburg and Rowe AC among the exhibitors to be on hand at the Music Operators of America Convention in September was flashed around the world last week as all four major phonograph factories agreed to support MOA at the Convention for the first time since 1959. Rowe AC Services, formerly AMI, Inc., never left the MOA Convention. The other three companies did refrain from participating in the annual trade show following the poor attendance figure at the Chicago-based Convention in April 1959. 1960 offered no improvement in attendance and while attempts to stimulate interest and attendance were made in 1961 when the show moved to Miami, it was to take more than the sunny climes of Miami Beach to put a healthy complexion on the face of the coin machine industry's national association.

Last year's Chicago meeting was slightly better but it was unanimously

agreed that attendance was not much improved. The three phonograph manufacturers had continued to stay away from the Convention and in turn distributor and operator attendance and overall exhibitor participation declined.

With the election of new leadership at MOA following the MOA Convention in '62 and the resignation of Managing Director Ed Ratajack, coinman Harry Snodgrass stepped into the leadership seat and George Miller, former president agreed to step down. Snodgrass and the MOA Board interview applicants for the post of Managing Director to fill Ratajack's shoes and Bob Blundred, present dynamic MOA manager was chosen.

Since December 1962 MOA has traveled the long, uphill road to its present position today where all four major phonograph manufacturers have offered complete support of MOA and the new leadership.

Recent accounts have indicated that local association support in the form of membership applications and finance have been received from around the country. Seeburg broke the ice with its announcement two months ago to return to the Convention. Last month Rowe AC who never left the support of MOA returned once again, officially. Last week's announcement followed meetings between Rock-Ola and Wurlitzer representatives in Chicago where spokesmen report that both sides agreed as to the general conduct of the Convention.

The conduct was described earlier as positioning of booths, playing of records simultaneously by the phono exhibitors and record exhibitors, and the outline of meetings which are to take place.

The move by Rock-Ola and Wurlitzer, which brought all four phono manufacturers together for the first time since 1959 was expected to initiate action on the part of the four major record companies—RCA Victor, Columbia, Capitol and Decca, as well as many independent record firms—to also exhibit this year. Most of the labels had dropped out when the juke box manufacturers left. Attendance by all four phono factories will spur attendance by the approximately 200 distributing firms in the U.S. and also several thousand operators who in turn are expected to attend.

The MOA Convention is scheduled to be held September 4-6 at Chicago's Morrison Hotel. Immediately following the MOA show the NAMA (National Automatic Merchandising Association) Convention will begin in the same city. NAMA attracted 7,500 coin machine and vending representatives two years ago when it last held a convention in Chicago. The scheduling of the MOA show just before NAMA was expected to stimulate even greater attendance than that which was expected by the attendance of all four factories. MOA officials stated that several amusement machine firms have also agreed to exhibit, but in view of the importance of having the phono firms on hand, no official word was made. All major amusement machine factories are expected to exhibit, however.

## London Flips Over "Go Cart" Pin As Mar-Matic Ltd. Leads Export Sales



CLAYTON NEMEROFF

CHICAGO—Among the new amusement pingames exported to Europe by the J. H. Keeney & Company, Inc., none have so sparked the game spirit of Englishmen as the firm's newest, the action paced "Go Cart" pingame reports Maurice Sykes, managing director of Mar-Matic Sales Ltd., London. Orders from the Continent for the new machines are beating all previous expectations, according to the company official. Mar-Matic is the London representative for J. H. Keeney's products. The English firm distributes its products all over the Continent. The report of the increase in export sales, already reflected in domestic sales, was received here by Clayton Nemeroff, Keeney sales manager. Production orders for the "Go Cart" had to be increased twice in the last month in order to fill distributor requests, according to Nemeroff.

The new pinball game is patterned after karting, the popular sport in the United States of racing small motorized carts on small racetracks. The fast moving mobile sport has caught on the continent as well as here. The European, a long time racing enthusiast, is evidently finding the J. H. Keeney pinball game, a miniaturized version of the sport, a thrilling challenge too, further reported Sykes.

The new game's servicing features are an added plus in selling the machines abroad, it was pointed out. The "Go Cart's" long-wear cabinet has an all steel front door with slug ejectors, plus the new playboard lock release and front molding locking bar unit, eliminating screws and molding bolts. With hardwood game board surface, the cabinet comes with polished chrome sides, side rails and front rail.

The export version of the Keeney game, like its domestic counterpart is a three or five ball (adjustable) pingame, using one-replayable ball. The ball is put back into action immediately after it has completed one play by means of an automatic ball life, states the firm.

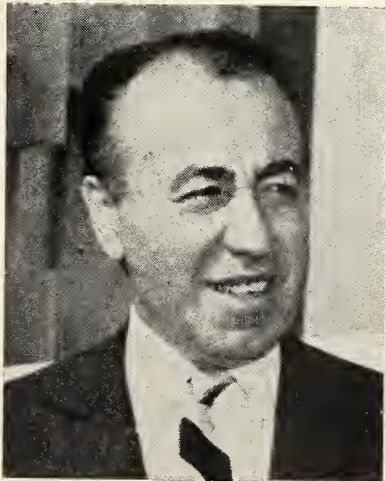
Discussing future export plans, Nemeroff explained that new-amusement pingames with the action and ingenuity of "Go Cart" are already in various stages of planning and on the drawing boards of the J. H. Keeney & Co., in Chicago.

## Wurlitzer Vacations From July 19 To Aug. 12

NORTH TONAWANDA, N. Y.—The Wurlitzer Company announced last week that the firm's North Tonawanda plant will be closed for vacation July 19 to August 12. There will be no shipments from the North Tonawanda factory during this period. Distributors were requested to check inventory now and to order requirements immediately. Notice was sent to Wurlitzer distributors and sales representatives around the world.

## Mondial's European Distributor Network Revised To Broaden Scope

### ■ Fesjian Returns From Month-Long Trip



SUREN D. FESJIAN

NEW YORK—Suren Fesjian, President of Mondial Commercial Corporation, leading factory representatives for new coin-operated amusement machines, returned to this country following a one-month tour of his official distributors throughout Europe and cited the bright future for the coin machine export business, especially in the European countries.

He stated that he sees the greatest growth in the field of amusement and

said that representatives of many of the foreign countries advised that the trend is toward the "legal" game. Following bans and restrictions in certain countries, Fesjian was informed that coin firms favor the amusement versus the gambling-type equipment. Mondial specializes in pingames, shuffles and similar equipment.

According to the export executive, one of the reasons for Mondial's success in the field is the manner in which the firm's European distributors are serviced. Each official distributor receives equipment 'open account' while Mondial introduces a new model throughout the Continent. Payment is made by distributors after shipment is received but meanwhile there is no delay in "breaking" the new game across Europe.

Mondial's recent changes in its distribution methods have enhanced sales of equipment. Official distributors now total more than two dozen and are located in eight vital markets thereby enabling the exporter to cover the largest and most lucrative export territory in the most efficient manner. In countries where the size warrants several distributors, additional outlets are signed. Numbers of distributors range from one to as many as ten.

Mondial's Sales Director Aspet Varten will embark on a European trip June 28 for one month during which time the Mondial sales head will appoint additional distributors in present markets and analyze new markets for the firm.



# FIRST QUARTERLY COIN EXPORT VOLUME REPORT

## Phonographs

COUNTRY	1st QUARTER VOLUME (Jan.-Mar. 1963)	
	No. of Units	Dollar Volume
<b>NO. and CENTRAL AMERICA</b>		
Bahamas	12	\$ 6,743
Barbados	—	—
Bermuda	—	—
British Honduras	5	3,724
Canada	115	84,425
Costa Rica	19	14,746
Dom. Rep.	162	50,253
El Salvador	2	1,606
Fr. West Indies	5	1,750
Guatemala	—	—
Haiti	—	—
Honduras	—	—
Iceland	—	—
Jamaica	40	14,590
J.w. Ww. Is.	4	925
Mexico	42	22,823
Neth. Antilles	21	12,016
Nicaragua	—	—
Panama	41	32,787
Trinidad	—	—
<b>TOTAL</b>	<b>468</b>	<b>\$ 246,388</b>
<b>SOUTH AMERICA</b>		
Argentina	—	—
Bolivia	—	—
Br. Guiana	3	1,891
Chile	—	—
Columbia	—	—
Ecuador	—	—
Peru	15	13,214
Surinam	—	—
Uruguay	15	1,674
Venezuela	44	32,075
<b>TOTAL</b>	<b>77</b>	<b>\$ 48,854</b>
<b>EUROPE</b>		
Austria	33	\$ 24,895
Azores	—	—
Belgium	2273	1,308,025
Cyprus	8	6,012
Denmark	13	9,752
Finland	180	137,891
France	206	162,657
Greece	105	33,764
Ireland	—	—
Italy	60	50,097
Malta	—	—
Netherlands	111	73,027
Norway	13	9,336
Portugal	—	—
Spain	—	—
Sweden	37	29,849
Switzerland	166	138,413
Trieste	—	—
Turkey	2	212
United Kingdom	188	110,049
West Germany	1533	883,813
Yugoslavia	25	20,234
<b>TOTAL</b>	<b>4953</b>	<b>\$ 2,998,026</b>
<b>ASIA</b>		
Arabia	—	\$ —
Ceylon	—	—
Fed. Malaya	7	4,480
Hong Kong	3	2,357
India	—	—
Iran	4	1,160
Israel	—	—
Jordan	—	—
Japan	578	218,447
Korean Rep.	9	2,251
Kuwait	6	3,764
Lebanon	6	1,580
Nansei Is.	301	143,310
Pakistan	—	—
Philippine Rep.	47	15,875
Singapore	3	900
Syria	—	—
Taiwan	—	—
Thailand	—	—
Vietnam	2	1,326
<b>TOTAL</b>	<b>966</b>	<b>\$ 395,450</b>
<b>AUSTRALIA</b>		
Australia	92	\$ 47,658
New Zealand	8	1,685
T. Pac. Is.	—	—
Fr. Pac. Is.	—	—
<b>TOTAL</b>	<b>100</b>	<b>\$ 49,343</b>
<b>AFRICA</b>		
Algeria	—	\$ —
Br. East Africa	2	590
Canary Is.	—	—
Egypt	—	—
Ethiopia	—	—
Fr. Somaliland	—	—
Ghana	—	—
Liberia	17	3,515
Libya	—	—
Morocco	—	—
Mozambique	—	—
O. W. Africa	—	—
Rep. Congo	—	—
Rhod. NY	—	—
Som. Rep.	—	—
Tunisia	—	—
Un. So. Africa	—	—
<b>TOTAL</b>	<b>19</b>	<b>\$ 4,105</b>
<b>GRAND TOTAL</b>	<b>6583</b>	<b>\$ 3,742,166</b>

## Amusement Machines

COUNTRY	1st QUARTER VOLUME (Jan.-Mar. 1963)	
	No. of Units	Dollar Volume
<b>NO. and CENTRAL AMERICA</b>		
Bahamas	—	\$ —
Barbados	—	—
Bermuda	43	17,661
British Honduras	—	—
Canada	436	135,047
Costa Rica	—	—
Dom. Rep.	2	590
El Salvador	—	—
Fr. West Indies	—	—
Guatemala	—	—
Haiti	11	1100
Honduras	—	—
Iceland	—	—
Jamaica	—	—
J.w. Ww. Is.	—	—
Mexico	8	1,800
Neth. Antilles	—	—
Nicaragua	—	—
Panama	56	16,697
Trinidad	—	—
<b>TOTAL</b>	<b>556</b>	<b>\$ 172,895</b>
<b>SOUTH AMERICA</b>		
Argentina	69	\$ 21,984
Bolivia	—	—
Br. Guiana	1	996
Chile	45	20,190
Columbia	—	—
Ecuador	—	—
Peru	6	2,017
Surinam	—	—
Uruguay	100	14,620
Venezuela	257	108,601
<b>TOTAL</b>	<b>478</b>	<b>\$ 168,408</b>
<b>EUROPE</b>		
Austria	29	\$ 7,534
Azores	6	5,200
Belgium	2008	668,977
Cyprus	8	1,450
Denmark	272	65,120
Finland	76	31,622
France	1992	1,043,977
Greece	128	20,417
Ireland	12	7,940
Italy	305	191,099
Malta	—	—
Netherlands	57	8,051
Norway	—	—
Portugal	9	4,000
Spain	24	2,036
Sweden	179	80,678
Switzerland	446	215,235
Trieste	—	—
Turkey	—	—
United Kingdom	1712	559,234
West Germany	1240	490,531
Yugoslavia	—	—
<b>TOTAL</b>	<b>8503</b>	<b>\$ 3,403,101</b>
<b>ASIA</b>		
Arabia	—	\$ —
Ceylon	—	—
Fed. Malaya	20	3,000
Hong Kong	—	—
India	—	—
Iran	28	3,200
Israel	—	—
Jordan	—	—
Japan	285	96,366
Korean Rep.	12	5,200
Kuwait	—	—
Lebanon	—	—
Nansei Is.	9	9,621
Pakistan	—	—
Philippine Rep.	32	13,304
Singapore	—	—
Syria	—	—
Taiwan	—	—
Thailand	—	—
Vietnam	—	—
<b>TOTAL</b>	<b>386</b>	<b>\$ 130,691</b>
<b>AUSTRALIA</b>		
Australia	115	\$ 35,558
New Zealand	—	—
T. Pac. Is.	—	—
Fr. Pac. Is.	1	650
<b>TOTAL</b>	<b>116</b>	<b>\$ 36,208</b>
<b>AFRICA</b>		
Algeria	—	\$ —
Br. East Africa	—	—
Canary Is.	4	780
Egypt	—	—
Ethiopia	—	—
Fr. Somaliland	—	—
Ghana	—	—
Liberia	2	420
Libya	—	—
Morocco	—	—
Mozambique	8	540
O. W. Africa	—	—
Rep. Congo	—	—
Rhod. NY	6	3,000
Som. Rep.	—	—
Tunisia	—	—
Un. So. Africa	3	1,854
<b>TOTAL</b>	<b>23</b>	<b>\$ 6,594</b>
<b>GRAND TOTAL</b>	<b>10062</b>	<b>\$ 3,917,897</b>



# MACHINE — 1963



## Vending Machines

COUNTRY	1st QUARTER VOLUME (Jan.-Mar. 1963)	
	No. of Units	Dollar Volume
<b>NO. and CENTRAL AMERICA</b>		
Bahamas	110	\$ 5,557
Barbados	22	2,046
Bermuda	—	—
British Honduras	—	—
Canada	492	203,600
Costa Rica	—	—
Dom. Rep.	82	1,212
El Salvador	—	—
Fr. West Indies	—	—
Guatemala	—	—
Haiti	—	—
Honduras	—	—
Iceland	—	—
Jamaica	—	—
Lw. Wv. Is.	—	—
Mexico	100	15,380
Neth. Antilles	—	—
Nicaragua	1	980
Panama	2	880
Trinidad	2	1,060
<b>TOTAL</b>	<b>811</b>	<b>\$ 230,715</b>
<b>SOUTH AMERICA</b>		
Argentina	—	—
Bolivia	—	—
Br. Guiana	—	—
Chile	—	—
Columbia	—	—
Ecuador	—	—
Peru	—	—
Surinam	—	—
Uruguay	1	680
Venezuela	2	1,100
<b>TOTAL</b>	<b>3</b>	<b>\$ 1,780</b>
<b>EUROPE</b>		
Austria	24	\$ 8,434
Azores	—	—
Belgium	438	111,241
Cyprus	—	—
Denmark	2	602
Finland	90	58,250
France	71	12,787
Greece	—	—
Ireland	4	862
Italy	39	11,737
Malta	—	—
Netherlands	34	12,531
Norway	15	1,885
Portugal	—	—
Spain	—	—
Sweden	189	23,430
Switzerland	145	35,494
Trieste	—	—
Turkey	—	—
United Kingdom	340	101,030
West Germany	549	152,784
Yugoslavia	—	—
<b>TOTAL</b>	<b>1940</b>	<b>\$ 531,067</b>
<b>ASIA</b>		
Arabia	—	—
Ceylon	—	—
Fed. Malaya	—	—
Hong Kong	—	—
India	—	—
Iran	—	—
Israel	—	—
Jordan	—	—
Japan	90	122,299
Korean Rep.	—	—
Kuwait	—	—
Lebanon	—	—
Nansei Is.	30	10,627
Pakistan	—	—
Philippine Rep.	21	4,800
Singapore	—	—
Syria	—	—
Taiwan	—	—
Thailand	264	3,961
Vietnam	—	—
<b>TOTAL</b>	<b>405</b>	<b>\$ 141,687</b>
<b>AUSTRALIA</b>		
Australia	74	\$ 16,041
New Zealand	—	—
T. Pac. Is.	—	—
Fr. Pac. Is.	—	—
<b>TOTAL</b>	<b>74</b>	<b>\$ 16,041</b>
<b>AFRICA</b>		
Algeria	—	—
Br. East Africa	—	—
Canary Is.	—	—
Egypt	—	—
Ethiopia	—	—
Fr. Somaliland	—	—
Ghana	—	—
Liberia	8	720
Libya	—	—
Morocco	—	—
Mozambique	—	—
O. W. Africa	—	—
Rep. Congo	—	—
Rhod. NY	—	—
Som. Rep.	—	—
Tunisia	—	—
Un. So. Africa	20	500
<b>TOTAL</b>	<b>28</b>	<b>\$ 1,220</b>
<b>GRAND TOTAL</b>	<b>3261</b>	<b>\$ 922,510</b>

All Statistics Based On U. S. Dept. Comm rec Reports



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July 6 issue

Tape-Athon Corp.

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**Bally**  
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IN  
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EVERYWHERE

**IMPORTERS ATTENTION!**

We have good, used BOWLERS &  
SHUFFLE ALLEYS

WE SHIP EVERYWHERE

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Our Experience in Exporting of  
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Clip this ad to your order  
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**WICO**

World's Largest Distributor of  
Coin Machine Parts & Supplies  
2901-13 N. Pulaski Rd., Chicago 41, Ill.

# ANALYSIS OF 1963 FIRST QUARTERLY COIN MACHINE EXPORT VOLUME REPORT

## GENERAL

At the risk of sounding repetitious, 1963 should be the greatest export year the coin machine industry has ever seen, in terms of volume. At this time last year—analysing the 1962 first quarter returns, we predicted a \$28 million year. December 31st saw the last of \$30 million dollars in equipment go to foreign lands from US suppliers. Well sir, look for \$32 million this year if the first quarter returns are any criteria, for the first quarter total hit \$8.5 million.

Phonos and games did exceedingly well. Vending was a big disappointment but only in the eyes of those who are specializing in the merchandise machines and those who look lovingly as though at a child and expect it to excel as do the others—in this case music and games. In the case of vending, only time will help the food machines make progress in countries where they are just not accepted. Vending overseas presents as many if not more problems than it once did here and the least of these problems is not custom and tradition. The pace is slower and citing just one problem in one country, see our special report on the vending show in this issue on Japan, where it is still considered impolite to eat while standing. So it will take more than the efficient American coffee vendor to break down barriers in foreign countries. They live an altogether different life. Juke boxes and games are something else, thank goodness.

## PHONOGRAPHS

Would you agree that 6,583 juke boxes is a lot of machines? That's what was shipped from the US during the first three months of the year and at a cost to the overseas buyers of \$3.7 million, an increase of \$1 million over this period last year, when 5000 machines were shipped. If you take the increase in machines and divide it into the increase in dollars you begin to see that the demand for late model equipment is still on the rise and the sale of brand new machines is definitely at an all time high.

In North-Central America, the total number of machines dipped 10% but the prices were up 12%, another barometer of late model quality. The Dominican Republic wasn't a factor this time last year but it zoomed from nothing to 162 machines during the first 3 months and the price was \$50 thousand.

South America fared badly with little action to speak of. Europe gained almost \$1 million based on the 1000 machine increase, Belgium led the pack with 2273 machines, Western Germany running second with 1533 units. Cyprus came on the list with a small purchase of phonographs and again in the games dept. Britain was steady, France increased, Greece matched its previous figure, Italy climbed to 60 units, Switzerland took the same 166 machines and Yugoslavia joined the juke box users (with much publicity we might add) by buying 25 machines for \$20 thousand.

The reason Asia's total doubled was Japan, who bought 578 machines valued at \$218 thousand. With the exception of the Nansei Islands, the action was rather quiet.

The Aussies matched last year's volume with 100 and the Canary Islands made the columns with a small purchase. The juke box continued to score throughout the world and some of the noise came from foreign manufacturers who persist in trying to sell their wares to US operators but without success. Perhaps the Cinebox will pave the way.

## AMUSEMENT

The number of amusement machines shipped to foreign lands was almost identical with the previous year's quarter and again the dollar volume picked up an extra \$800 thousand so you can assume that there were some shiny new bingos in with those vintage Grandma machines from the arcade houses. The dollar figure in fact just missed tapping the \$4 million mark and that's progress. North America fell off in units and dollars, So. America picked up to \$168 thousand, Asia was about constant, Australia up slightly, Africa dipped and was low to begin with but the big user—Europe—came slamming home with a resounding \$3.4 million, representing almost all of the gain for the world.

Last year France came winging in with \$1 million in games and did it again this year with a little more. Belgium climbed from half-a-million to \$660 thousand, the Swiss dipped slightly, Western Germany more than doubled its intake to reach half-a-million, and the UK, big games users, stepped from \$375 thousand to \$559 thousand, and it wasn't all slots, according to the experts.

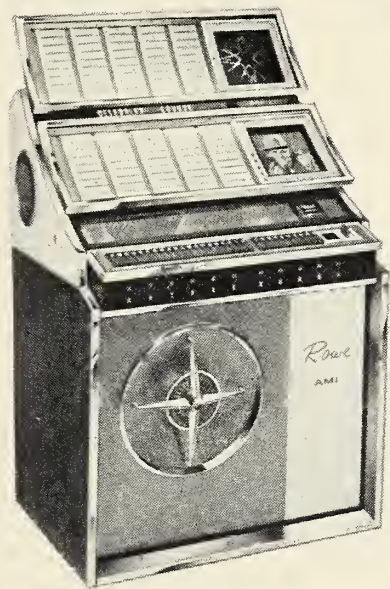
## VENDING

About one-third of the vending volume went down the drain when you compare last year's quarter which was optimistic with this year's first three-month report which is not so good. The action dipped to below the \$1 million mark and that's not much to split up. Number of machines dropped to 3261, a handful. And the reasons as mentioned before are many. For one thing your dealing in food and drink and the US had its own problems along these lines not too many years back. And with all the success in vending today, how many automatic restaurants do you see, and how many hot food installations are operating to peak efficiency and profit. So we cannot criticize. In the meantime, exhibitions such as the one covered in this issue which profiles the Tokyo Fair help to spread the gospel around the world. There are many problems and it's a long range investment. But once the US develops the vending machine to the point where it is accepted by the foreigner, you can look for unlimited growth. But in the meantime, it's the music-games business that gets the biggest play.

North America, and that's Canada of course, dropped to a smattering of 492 machines during the Jan-March period. So, America almost didn't show up at all, and in Europe the increases were clearly in Belgium, France and the UK, a nation where vending might see the greatest growth. However, dips were registered in the Netherlands, Sweden, Switzerland and West Germany. The Continental totals dipped about one-third, which is heavy.

Japan carried Asia and bought 90 machines for \$122 thousand. Here's the country on the Continent with the greatest potential but again, the progress is slow. But who is to mock the \$12 million potential for '63 when just ten years ago the music-games business wasn't doing too much more.

# 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**

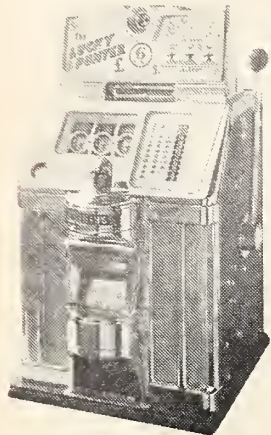
18 South Michigan Avenue, Chicago 3, Ill.

*Rowe sets the standards in vending equipment,  
bill changers, music systems*

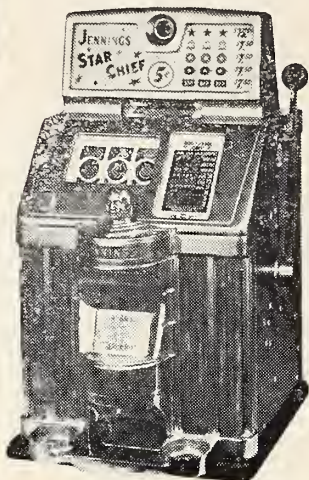
# JENNINGS

QUALITY FOR OVER 50 YEARS

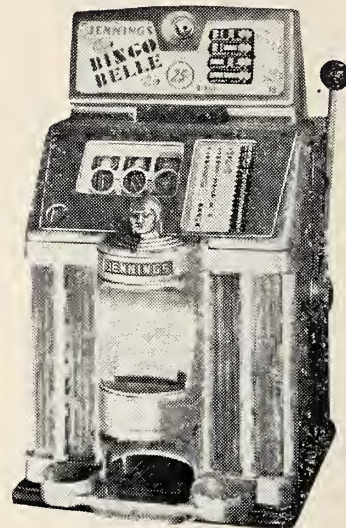
# The WORLD'S Finest



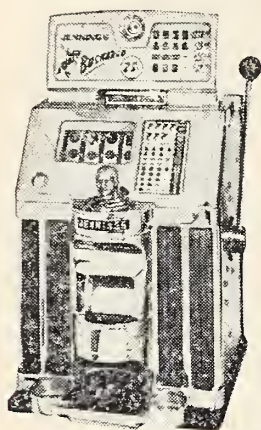
LUCKY PUNTER



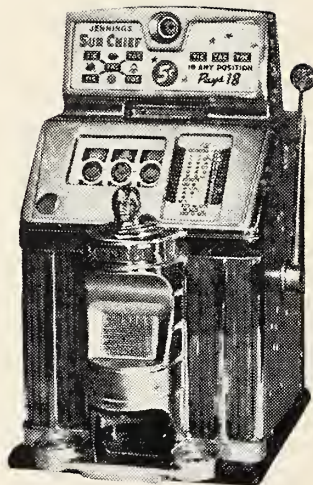
STAR CHIEF



BINGO BELLE



BUCKAROO



SUN CHIEF  
TIC-TAC-TOE

**Mar-Matic Sales Ltd.**

31-35 Kirby Street  
Hatton Garden  
London E.C. 1, England

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Ireland Island  
Bermuda

**Mar-Matic Sales Inc.**

1009 East Baltimore Street  
Baltimore 2, Maryland

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. . . . Export Financing**

**Now Shipping**

Phonographs      Pinball Games      Arcade Equipment  
                         Shuffle Alleys      Bowlers

**Write for Confidential Distributors Bulletin**

We are in the position to mail you our complete inventory we have on hand of several hundred machines each month. These machines are taken in trade on new equipment that we would quote you special prices on in as-is condition.

Write for this Confidential Distributor's Bulletin today.

## AMCO MUSIC & VENDING, INC.

6403 East Slauson Avenue  
Los Angeles 22, California

Cable Address: Amcoventry, Los Angeles

## American Syndicate Transforms Isle Of Man Into Gambling Casino

### ■ Largest Fruit Installation In Great Britain

LONDON—The largest assembly of fruit machines ever to be housed and operated under one roof within the British Isles can now be found in Douglas, Isle of Man, where an American syndicate has transformed the Castle Mona Hotel into a vast, Las Vegas style Casino.

The Castle Mona has been adapted for gaming as a temporary headquarters while a new multi-million dollar Casino is being built near by.

Plans for introducing large scale gambling to the Isle of Man were first put forward several years ago by members of the Manx Government as part of a plan to attract more visitors to the island in an effort to offset the fast diminishing tourist trade.

Strategically placed in the Irish sea, midway between England and Ireland, the new Casino is only 70 minutes flying time from London and due to the island's unique Manx laws can offer gambling facilities impossible to find elsewhere in the British Isles.

For instance, there is no limit to the permissible number of fruit machines allowed and already some 150 have been installed and distributed throughout the halls and in the five gaming rooms set aside for Roulette, Black-Jack and Chemin-de-fer.

Jennings and Keeney have secured the sole concession for fruit and payout machines installed at Castle Mona which are being supplied by Mar-Matic Sales Ltd., sole concessionaires for both firms in Europe. Most of the fruits are sixpenny play but in the gaming rooms there are also a number of shilling and two shilling machines for which tokens have to be purchased.

During normal licensing hours the Casino is open to the general public

but entry into the gaming rooms, where a special drinking license has been granted between 11 P.M. and 5 A.M., is limited to members only. Facilities for immediate membership are available either on a yearly basis at £1 or for 28 days at 10/-.

Besides Roulette, Black Jack and Chemin-de-fer gamblers will find such Trans-Atlantic innovations as Dice and Crap games and American style Bingo. The Casino opened early in June with a champagne party for several hundred specially invited guests.

### Old Pingames Never Die

### Active's Parts Used In Prize-Winning Art

PHILADELPHIA — Several months ago an art student wandered into the Active Amusement Machine Company here in search of parts for the construction of an art exhibit. Active's head Joe Ash referred the student to the service department where a motor and some used parts were turned over to the artist.

The result was revealed last week in a letter to Ash, which stated that the design which was submitted by the student won first prize in Basic Design in the Temple University Student Show. The Dean of the School wrote that the award ". . . signifies the faculty's belief that you are doing distinguished work. . . ."

Said the student to Ash, "I am sure the junked pinball motor and the relays and switches which you gave me were a factor in my success. If you're interested in seeing the machine I constructed I'd be flattered to show it to you." At press time, Ash had not yet seen the machine.

# KEENEY

## NEW Blue Spot



- Hold & Draw
- Double-Up
- Triple-Up

Plus the  
**BLUE SPOT  
SYMBOLS**

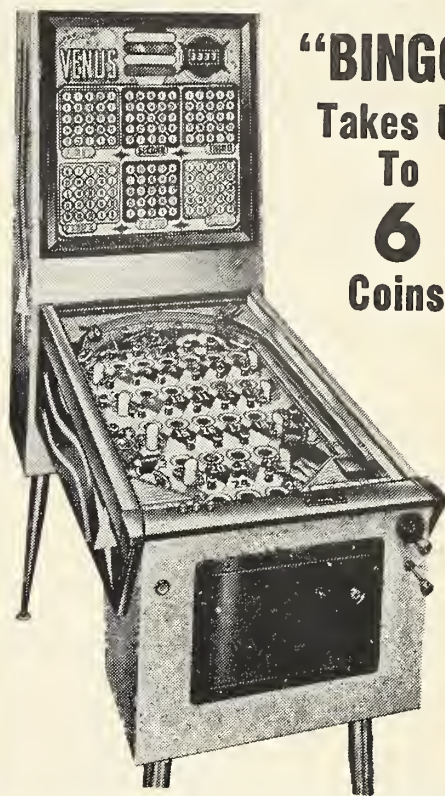
# Go-Cart

*Exciting  
Player  
Appeal*



# VENUS

**"BINGO"**  
Takes Up  
To  
**6**  
Coins



**Mar-Matic Sales Ltd.**

31-35 Kirby Street  
Hatton Garden, London E.C. 1, England

**General Sales Co., Ltd.**

Ireland Island, Bermuda

**Mar-Matic Sales Co., Inc.**

1009 E. Baltimore Street  
Baltimore 2, Md.

## S.C. Ops Hear Tax Official On Licensing



**OPS HEAR TAX POINTERS:** James W. McGrath, Administrative Assistant to the South Carolina Tax Commission addressed coinmen at meeting.

**COLUMBIA**—The South Carolina Coin Operators Association held its regular quarterly meeting at the Varsity Restaurant, Columbia, S. C. on Sunday, June 16th, with excellent representation by member operators as well as non-members, several of which joined the Assn. following the meeting and others committed themselves as intending to join presently.

The guest speaker was James W. McGrath, who is Administrative Assistant of the S. C. Tax Commission. He made an excellent and timely address geared basically to operator-tax commission relations in respect to machine licensing and general operating practices, and expressed definite approval of the aims and purpose of the association, particularly in the field of Public Relations.

### FIRST QUARTER TOTALS

	Machines	Dollars
PHONOGRAPHS	6,583	\$3,742,166
AMUSEMENT	10,062	3,917,897
VENDING	3,261	922,510
<b>TOTALS</b>	<b>19,906</b>	<b>\$8,582,573</b>

From the Four Corners of the Globe  
the Coin Machine Industry  
depends upon

# BELAM FOR EXPORT

**PHONOGRAPHS**

(Seeburg, Wurlitzer, Rock Ola, AMI)

**BALLY BINGOS, BOWLERS, SHUFFLES**

**GOTTLIEB PINBALL MACHINES**

**FRUIT MACHINES**

(Mills, Jennings)

and for **CIGARETTE MACHINES, CANDY VENDORS,  
BOTTLE VENDORS, ICE CREAM VENDORS or any-  
thing in Vending contact our Vending Division:**  
**BELAMEX VENDING INTERNATIONAL, INC.**

**R.H. BELAM COMPANY, INC.**



23 EAST 26th STREET, NEW YORK 10, N.Y. MU 9-5622-4-5

Cable Address  
"BELAMEX" NEW YORK

Note: New address effective July 1st—51 MADISON AVE., NEW YORK 10, N.Y.

*In Both Export  
and Domestic  
Markets, our  
good Reputation  
has been Established  
for over  
Twenty-Seven years.*

Write: for our equipment List-Priced, As-is,  
or Completely Reconditioned.

# S HAFER MUSIC COMPANY

849 North High St., Columbus 15, Ohio.  
Phone (614) 294-4614

## ATLAS EXPORT VALUES!

Bally SPINNER (4-Player) .....	WRITE
Bally CROSS COUNTRY .....	WRITE
Bally CLUB BOWLER .....	\$225
Bally TABLE HOCKEY .....	245
Williams CARAVELLE—4-Player .....	225
USED POOL TABLES	
Slate Tops—in good shape—AS IS .....	\$150



Terms: 1/3 Dep., Bal. C.O.D.  
or Sight Draft  
Cable: "ATMUSIC"—Chicago

**ATLAS MUSIC COMPANY**

Serving the  
Industry for  
Over 30 Years

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

## ATTENTION, COIN MACHINE BUYERS AROUND THE WORLD !!!!!!!!!!!!!

Eli Ross Distributors, newly appointed Rock-Olo factory distributor in the State of Florida, and leading amusement machine lines for Chicago factories, will make available to all inquirers, a complete list of all types of inventory, complete with prices, for the export market, upon receipt of your letter or cable. Contact us today for first choice of wide selection of inventory ready for immediate shipment to the export coin machine markets.

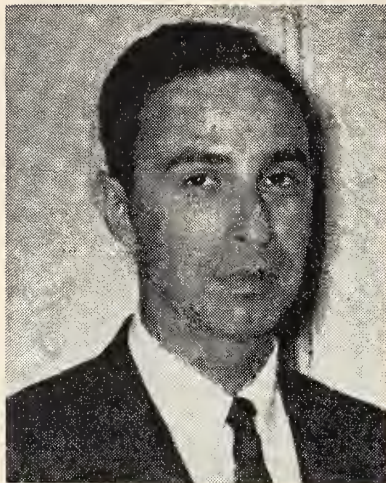
### ELI ROSS DISTRIBUTORS

852 N.W. 71st STREET  
MIAMI, FLORIDA

TEL: 757-8436

## 'Square Head' Has Add-A-Ball and Tic-Tac-Toe

### ■ New Gottlieb Game Shipped This Week



CHICAGO—Two outstanding factors were stressed by Alvin Gottlieb, D. Gottlieb & Company, when he announced the introduction, last week, of Gottlieb's "Square Head" single-player pinball amusement game. These features are: (1) The game offers the operators and players Gottlieb's "Add-A-Ball" and (2) It features a "Tic-Tac-Toe" play and scoring motif.

He said: "When our 'Add-A-Ball' idea was first introduced it was very enthusiastically hailed by the trade in the United States and overseas. Now, when you pair it up with the exciting 'Tic-Tac-Toe' play idea—you've got a winner in every sense of the word."

Gottlieb said that "Square Head"

has already proven itself to be a big money maker, and profit producer, in several random test locations over the past weeks.

"We've always been a way ahead in all areas of designing and creativity in mechanical excellence, as well as in cabinet innovations, in our factory. This far-sighted planning has been the prime reason for D. Gottlieb & Co's. number one position in the development and manufacture of coin-operated pinball amusement games for over 35 years. And, that is the reason for the great demand over the years in the resale of our equipment all over the world."

Another Gottlieb innovation he mentioned is the fact that a new "TILT" feature allows the player to continue on in the game even after he has committed a "tilt."

Naturally, "Square Head" has the "Tic-Tac-Toe" game for playing and scoring. When a player completes a line of "X's" or "O's" he lights the rollovers and holes on the playfield for additional balls to play.

This novel, exciting feature, according to Gottlieb, re-sets after each ball goes out of play. A new design allows either the "X" or "O" to appear in the center of each square to eliminate any confusion. In other words, it is actual "Tic-Tac-Toe" play.

Four rapid-action pop bumpers offer fascinating 'staccato' play on the playfield, Gottlieb added. The two holes (at either side of the playfield) score up to 500 points when they are lit.

There are two flippers (at the bottom) located to give players the best possible skill shooting opportunities. High scores give additional balls to the players.

## Rosen Sales Reps To Europe For 60 Days

PHILADELPHIA—Two representatives of David Rosen Inc. will leave for Europe this week on a 60-day tour which will take them into approximately twenty European cities. The representatives—Lewis and Elliot Rosen—sons of the President of the firm, David Rosen, will leave NYC June 25 for Shannon and return to Philadelphia on August 27. Following is the itinerary: June 25 depart NYC arrive Shannon; June 26 arrive Dublin; June 10 arrive Glasgow; July 2 arrive London; July 8 arrive Brussels; July 10 arrive Antwerp; July 12 arrive Rotterdam; July 14 arrive Amsterdam; July 16 leave on tour of Germany for 5 days; July 21 arrive Vienna; July 25 arrive Zurich; July 27 arrive Milan; July 29 arrive Venice; July 31 arrive Florence; August 2 arrive Rome; August 6 arrive

Naples; August 10 arrive Genoa; August 12 arrive Nice; August 17 arrive Paris; August 22 arrive London; August 25 arrive Dublin; August 27 arrive Idlewild.

The two men will call on many of Rosen's export customers while in Europe. David Rosen Inc. exports all types of coin-operated equipment to Europe and to countries around the world. The firm is the exclusive Rowe AC Services distributor, and also represents the following amusement machine lines: Chicago Coin, Williams, All-Tech, Midway, Auto-Photo, Irving Kaye, Nix-Pix Locks, and more than one dozen record companies. The firm is currently spearheading a promotional campaign which is intended to establish the publicized "Cinebox" movie-music machine throughout Pennsylvania.

Exclusive Chicago Area  
Distributors for WUR'ITZER  
PHONOGRAPHS and PARTS

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LATEST CATALOG  
64 PAGES—Fully Illustrated

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COIN MACHINE EXCHANGE, INC

## CROSSE DUNHAM & CO.

HAS

FLIPPERS

MUSIC

FOR EXPORT

BINGOS

FRUIT MACHINES  
CROSSE DUNHAM & CO.

350 GREENDALE ROAD, YORK, PENNSYLVANIA  
CABLE: CROSSDUNHAM TELEPHONE: 85124

# Juke Box-Advertising Idea To Break In 300 London Teenage Locations

■ 7 Second Spots At 91¢  
Per Week Per Machine

LONDON—Juke Box advertising, in the form of 7-second sound spots is to be introduced to Great Britain on September 1st, this year in 300 selected top teenage cafe sites in the London I.T.V. Area. England will, therefore, become the first market in the world to take advantage of the immense promotional opportunities offered in this exciting new medium.

The London Area has been chosen according to reports, because it has 25% of all boys and girls in the 16-24 age bracket; because new ideas tend to be more readily accepted in London than anywhere else in the country; because the available income per head in the London area is greater than in any other part of the British Isles (i.e. Higher wages and lower unemployment figures); and because of the fact that advertisers appreciate that London is the country's richest market, and are therefore unlikely to restrict their advertising appropriation in this area.

The firm behind this far-sighted idea, which has attracted a good deal of world-wide interest is J. B. Marketing Limited of 35 Soho Square London W.1. who have the exclusive exploitation rights for the British Commonwealth of the Injectomatic Tape Reproducer specially designed for this purpose.

J. B. Marketing also have the exploitation rights for those other areas regarded as being under British influence, and in South Africa, North Central and South America.

The Injectomatic Tape Reproducer is the result of several years research and development by the joint patentees who manufacture the device in Austria.

The device enables sound advertising to be played between record plays on juke boxes. J. B. Marketing in England have decided that the advertisements should be of 7-second duration, which coincides with the minimum interval estimated at 9-second between plays. The sound level of the commercials is controlled independently, and supplementary loudspeakers are added where required to extend coverage to all parts of the location.

Ronald Ratcliffe, Marketing Director for J. B. Marketing Limited, told Neville Marten, Cash Box Europe Director, that initially the Company is concentrating on the teenage market with 300 top teenage locations in the London I.T.V. Area. However the scheme will be extended to other parts of the country, and consideration is being given for the introduction of the idea to juke boxes sited in licensed premises.

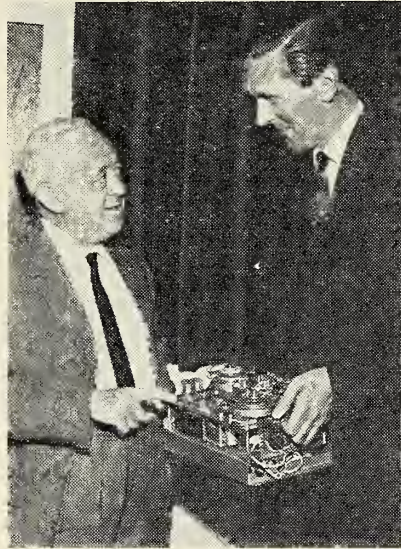
J. B. Marketing are convinced that the introduction of this new advertising medium offers a highly effective way of reaching the free-spending teenage market which has a national total of over 6 million potential customers. Until now this market has been difficult and expensive to isolate. The new medium offers advertisers strong marketing potential.

A tape of commercials recorded by leading national advertisers has been running in test locations and there

are indications that the audience has been intensely interested. Criticism has so far been nil from site owners and audience alike. This is because the commercials are both interesting and appealing, according to reports.

The advertisement reaches the teenager in his own language and his own environment. The Company has decided to accommodate 20 advertisers only, each of whom through the basic purchase will be entitled to 3 variations of message—the tape contains a total of 60 commercials.

The cost to the advertiser of getting his message across in 300 sites for six months is, allowing for a development discount, £2,600 (\$7,280.00) which is 6/8d (91¢) per week per site. Marplan Limited, the British member of Communications Affiliate, Inc., is carrying out a research program for J. B. Marketing in order to further define the audience and effectiveness of this new medium.



Philipp Marx, Managing Director (Left) and Ronald Ratcliffe, Marketing Director, J. B. Marketing Ltd with the Injectomatic Tape Reproducer which presents advertising messages between record plays on Juke Boxes.

## EXPORT SPECIALS



AVAILABLE NOW!

### GOTTLIEB

- Around the World
- Atlas
- Mademoiselle
- Merry Go Round
- Oklahoma
- Sweet Sioux
- Texan
- Liberty Belle
- Seven Seas
- Universe
- Contest
- Whirlwind

### WILLIAMS

- Kismet
- Valiant
- Serenade
- Magic Clock
- Metro
- Highways
- Three Coins
- Reserve
- Darts
- Jungle

### PHONOS

- Seeburg B-C-R-K-V-VI
- Wurlitzer 2100-2150-2200-2300-2500
- Rock-Ola 1455-1454-1448-1458

### MISCELLANEOUS

- United Jumbo Bowlers
- United Bonus Bowlers
- Bally Challenger Bowlers
- Williams Vanguard Guns
- Williams Crusader Guns
- Williams Titan Guns
- Williams Space Glider Guns
- Midway Shooting Galleries
- Genco State Fairs
- United Pirate Guns
- Keeney 2 Gun Fun
- Bally Spinners

## DOMESTIC SPECIALS



### SHUFFLES

- Atlas
- Dual
- Big Bonus
- Zenith
- Sunny
- Surefire
- 3-Way
- Line Up
- Del Club

- United Astro Shuffle
- United Capri Bowler
- Williams Skill Pool
- Midway Rifle Range
- Fischer Pool Tables
- Midway Target Gallery—\$245
- Midway 2 Plyr. Gallery—\$295
- Bally Spinners—\$265
- New Williams Major Leagues
- New Midway Sluggers
- Pro Golfers

# Empire International



Call-Write-Cable for Prices  
Cable EMCOMACH

DIVISION OF  
EMPIRE COIN MACHINE EXCHANGE, INC.

CHICAGO: 1012 N. Milwaukee  
DETROIT: 7743 Puritan

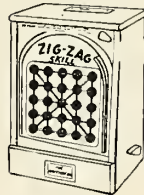
EVERGLADE 4-2600  
DIAMOND 1-5800

Domestic Distributors for: • ROCK-OLA • UNITED  
• WILLIAMS • MIDWAY • Pool Tables by FISHER

### ZIG-ZAG

#### Counter Game

5-ball play. 14-54-10¢ play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinets.



\$49.50

#### SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.

\$169.50

#### SPECIALS! POOL SUPPLIES

5-Oz. Bumper Pool Balls (10) . \$ 9.00  
2 1/8" Balls, 1-15 w/Cue Ball .. 12.50  
2 1/4" Balls, 1-15 w/Cue Ball .. 14.00  
48" Cues ..... \$ 1.50 ea.  
52" Cues ... \$1.95 ea.; 25 1.50 ea.  
57" Cues ..... \$2.95 ea.; 32.00 dz.  
Plastic Triangles, 2 1/4" .... 1.00

We carry complete line of Pool Supplies—Write for list.

#### PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg & A.M.I. Write for literature.

1/3 Deposit, Balance C.O.D. or S.D.

#### MARVEL Manufacturing Co.

2847 W. Fullerton Ave.  
Chicago 47, Ill.  
Phone: Dickens 2-2424



JOE ASH SAYS:

Active's  
The  
Largest  
GOTTLIEB

DISTRIBUTOR IN THE COUNTRY!

Exclusive Distributors for Gottlieb and Rock-Ola in Eastern Penna., So. Jersey and Delaware.

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**Top Selling Little LP Reports, Based On  
Actual Plays, Available From Seeburg**

CHICAGO—Joe Marsala, Vice-President of Seeburg's Music & Record Division, announced last week that Seeburg is making available to music operators a new programming aid designed to assist operators in the programming of the Little LP Stereo Albums which are available for sale through Seeburg distributors.

A weekly report to operators of the 30 Little LP Stereo Albums that receive the largest grosses on Seeburg machines in locations everywhere will be made available. The thirty top earners will be broken down into three categories: pop tunes, jazz/rhythm & blues, and country & western. The

listing will be published in regular weekly advertisements but operators may receive an advance list by writing to Seeburg in Chicago.

Marsala stated that selection of the "Top Earning 30" records will not be based on record reviews or on panel opinions. "We are interested only in how much money they actually earn in Seeburg phonographs, as reported to us by the operators of these same machines," said Marsala.

To get your name on the Seeburg mailing list for advance reports, plus regular mailing on new releases, operators were asked to write to the factory in Chicago, at 1500 North Dayton Street.

Memorandum

**From: HARRY SNODGRASS, MOA Pres.**

**To: ALL PHONOGRAPH MFRS.**

**Message: "THANKS"**

Following is a statement from J. Harry Snodgrass, president of Music Operators of America (MOA), made last week when he was informed that Rock-Ola and Wurlitzer announced their intentions to exhibit during the forthcoming MOA Convention, September 4 thru 6, in the Morrison Hotel:

Snodgrass stated: "I am gratified to know that the Wurlitzer Company and Rock-Ola Manufacturing Corporation will exhibit at the 1963 MOA Convention. This means that every one of the phonograph manufacturers will display their lines in one place for the first time in several years.

"I have been further advised that each manufacturer will also help the association promote operator attendance for the convention by means of direct mail and in their trade magazine advertising.

"Such assistance, to me, is just another indication that the manufacturers want a sound, healthy association for the industry. That such an organization for operators can only result in help to the manufacturers, as well.

"I would, at this time, like to publicly thank each of the phonograph manufacturers for their vote of confidence, and for their total participation in the forthcoming convention."

Shalom!

**Gisser Finds Export A Challenge,  
But There's Luck and A Few Surprises**

CLEVELAND — Morris Gisser meets many coin machine representatives from foreign lands in the course of the exporting business conducted by Cleveland Coin Machine International but last week two visitors from Buenos Aires helped bring about the following story.

No one in the office at the time the Argentinian visitors arrived could speak Spanish and a rush call was put through to the firm's forwarder who was nearby. The shipper served as interpreter between Gisser and the coinmen from Buenos Aires until the party left for a local restaurant for lunch. The forwarder couldn't join them but Gisser was saved once again through the native tongue of a waiter who worked in the eatery. "Ordering was no problem because the coin machine representatives order, of all

things, a Spanish Omelot!," said Gisser. After hours of conversation interpreted by more than one dual-speaking bystander Gisser was surprised upon leaving to hear one of the visitors counter his practiced "Hasta La Vista" with a "Shalom!"

The dazed coinman returned to his Cleveland offices however and managed to continue serving the other export firms who make up the wide realm of customers serviced by Cleveland Coin International. The exporter believes in concentrating on developing several individuals in widely scattered ports such as Okinawa and Thailand, rather than fight the competitive battle in Europe and similar heavy business areas.

"In any port," concluded Gisser, "we find the business a challenging one."

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**Former TV Producer  
Named VP-Genl. Mgr.  
Of 'Cinebox' Firm**



M. S. 'Mickey' GREENMAN

HICKSVILLE, N.Y.—M. S. "Mickey" Greenman has resigned as manager of United Press Movietone News to become vice-president and general manager of Cinevision Corporation of America, a subsidiary of Estey Electronics, Inc., it was announced last week by Stanley Green, president of Estey.

Cinevision Corporation holds the exclusive United States rights to 'Cinebox,' the new entertainment medium being introduced in the United States. The 'Cinebox' is a motion picture jukebox, which holds 40 three-minute color sound films.

As operating head of Cinevision, Greenman will direct the distribution of the Cinebox through all marketing channels and in addition will coordinate production and supply of films for the machine.

Greenman has a broad background in communications, having served in the news service, radio, television, and magazine fields.

In 1959, as president of Newspix,

**'Cinebox' Premiere  
June 26 In NYC**

NEW YORK—The highly publicized 'Cinebox' movie-music machine which has been on test in several areas here will be premiered officially to the trade during a reception scheduled for Wednesday, June 26, at Toots Shor's Restaurant. Stanley Green, President of Cinevision Corporation of America, a subsidiary of Estey Electronic Corporation, was expected back from Europe last week following a trip on which he was to negotiate deals for fifty films for eventual use on the coin-operated machine.

Inc., he produced sports and special events shows for television, including the 10-game Notre Dame football schedule.

He joined United Press International in 1938 and for 14 years was a broadcast news editor, processing news for UPI radio and television subscribers. Later he was associated with Cowles Magazines Inc., as a sports editor and managing editor. Subsequently he became an independent television producer.

He rejoined UPI in 1960 to organize and manage its commercial film division, an activity he continued to head while managing United Press Movietone News.

A native of New York City, he attended Boston University and was graduated from New York University with an A.B. degree in 1941. He is a member of the Overseas Press Club of America.



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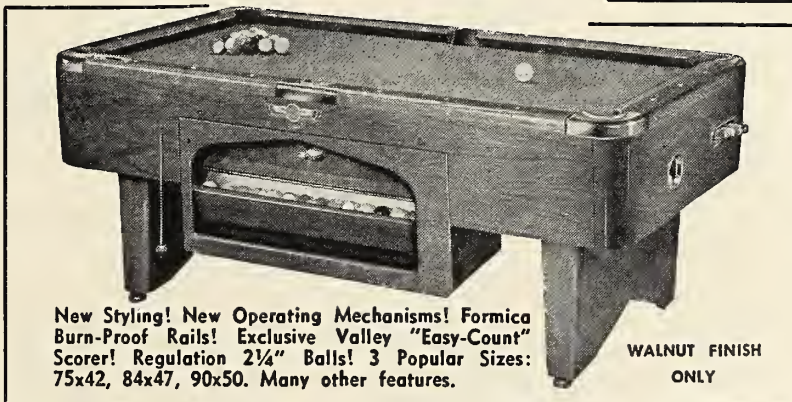
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LEWIS ROSEN

June 26 thru August 25



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June 30	Glasgow	July 12	Rotterdam	July 27	Milan	August 10	Genoa
July 2	London	July 14	Amsterdam	July 29	Venice	August 12	Nice
July 8	Brussels	July 21	Vienna	July 31	Florence	August 17	Paris
		July 23	Zurich	August 2	Rome	August 22	London

### MUSIC

	Each
5 AMI E 80's	\$ 75.00
9 AMI E 120's	95.00
10 AMI G 200's	195.00
2 AMI K 100A	495.00
2 AMI K 120	595.00
2 AMI K 200	595.00
1 AMI J 120	495.00
2 AMI J 200	495.00
2 AMI Lyric	545.00
3 AMI Continental I 200	595.00

### SHUFFLES

	Each
1 ABC Bally	\$ 95.00
1 Bally Blue Ribbon	50.00
1 United Chief	50.00
2 CC Explorers	95.00
1 United Imperial	75.00
1 Bally Jet	95.00
1 Bally Jumbo	95.00
1 Bally King Pin	95.00
2 United Leagues	75.00
2 United Handicap	100.00
2 United Cyclone	100.00
3 CC Championship	125.00
1 UN Eagle	150.00
2 UN Atlas	175.00
15 CC Rebound Shuffle	50.00
14 CC Rocket Shuffle	75.00
1 Magic Ball	75.00
3 United Regulation	125.00
1 Select-A-Play	100.00
2 UN Shooting Star	75.00
1 UN Super Bonus	95.00
1 UN Team	95.00
2 Bally Victory	50.00
1 Bonus Score	95.00
1 Congress Shuffle	75.00
1 Keeney Diamond	75.00
1 Feature Shuffle	75.00
1 Fireball	95.00
1 Triple Strike	100.00
2 Red Pin	295.00
1 Bowl Master	375.00

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5 Midget Movies	75.00
1 Basketball Champ	75.00
1 Bar A Score	75.00
2 Play Football	75.00
1 Striking Power	75.00
1 3D Viewer	75.00
1 CC Crane	95.00
3 Foot Vibrator	95.00
3 Zodiac Horoscope	75.00
5 U Seat It	95.00
4 Williams Crane	95.00
10 Gypsy Grandma, with stand	150.00
1 Genco Super Basketball	150.00
3 Jumbo Super Hockey	150.00
1 Set Shot Basketball	150.00
2 CC Jet Pilot	195.00
4 Space Age	195.00
4 Genco Horoscope	245.00
5 Williams Road Racer	375.00
3 CC Pro Basketball	445.00
3 CC All Star Goalie	445.00
5 New Williams Voice O Graph	1500.00
10 #9 Auto Photo Reconditioned, like new	1000.00

### KIDDIE RIDES

2 Tanks	\$125.00
1 Midway Racing Car	195.00
1 Donald Duck	195.00
1 Sports Car	195.00
3 Seesaws	195.00
1 Rocket Patrol	195.00
2 Rocket Ships	195.00
4 Ocean Liners	195.00
1 Sea Skate Boat	195.00
2 Reindeers	195.00
1 Jr. Auto Test with film	195.00
4 Space Ships	225.00
3 Super Camera	225.00
3 Merry Go Round	245.00
2 Lancer Horses	245.00
1 Round the World Trainer	245.00
2 Auto Test with film	295.00
1 Trigger Horse	295.00
1 Choo Choo	295.00
2 Test Pilot with film	295.00
1 Pony Horse	295.00
1 Toonerville Trolley	345.00
5 Fire Engine, with manikin	395.00
5 Cap'tol Turnpike Cruisers	695.00



## Eastern Flashes

The 'Cinebox' will make its debut here on Wednesday, June 26, when Stanley Green and his Estey Electronic Corporation execs host a party at Toots Shor's emporium. Green was in Europe last week, was expected to negotiate for the production of 50 films, which will answer many questions as to where the movies will come from, and also announced the appointment of a VP and Genl. Mgr. in charge of films—Mickey Greenman. With Ed Ratajack appointing distributors, tests on the machine coming off satisfactorily, and Dave Rosen's program in Philly, it could be an important night in the history of the business.

Al Simon was expected to display the US Billiards' 6-pocket model following the success of the new manufacturing firm's bumper model the previous week. Meanwhile, the distributing end of the business gets attention as ChiCoin's "Riot Gun" is released.

Myron Sugerman, Runyon International's prexy, hitting the export sales markets hard with inventory. Barney Sugerman was out of town on business and was expected in Chicago later in the week. He's due back early this week.

Joe Ash filled a request by a college kid in Philly for some old motors, wires, switches, etc. and the end result won an art award at Temple University. No kidding!

Gottlieb's "Square Head" is shipped with all distribs present and accounted for.

Tiny Weintraub registering a broad grin when asked if his up and coming Cigarette Merchandisers Association weekend outing planned for the Laurels June 28-30 will be a success. (Natch).

Abe Lipsky making headway with Smokeshop's new 'Starlite' series as sales chief Art Brier plans to make road calls soon. Spoke with Maury Sykes in Bermuda and he said he had to hold the phone a moment while he dried himself off following a dip in the local ocean. Kidding of course, Maury is working night and day turning out cabinets for the Keeney equipment which in turn finds its way around the world. The Jennings lines also get their share of attention as Maury keeps the London outlet—Mar-Matic Ltd.—buzzing with equipment.

Asbet Varten, Mondial's sales head, embarks for Europe June 28 to visit with the firm's network of distributors.

Vic Haim and Morris Nahum advise that the new offices of R. H. Belam Company will be located at 51 Madison Avenue effective July 1st.

Our old friend Arnold Silverman, on the phone from the coast, tells us he loves the climate and also the sales on Seeburg music. The AMCO Music & Vending firm is selling Gottlieb, Williams, Keeney and Fischer equipment as well and the latest Williams "Skill Pool" is getting more than the usual amount of attention.

Si Redd's Cinch Shine Vender is turning up all over the New England area. Ditto the firm's coffee vending machines. Si is doing a great promotion job on these machines.

Too bad the Chicago Combined Jewish Appeal had to be cancelled because of the conflict in kid's vacation dates. The appearance of that many baseball stars would have turned the affair into a sensation. The Wurlitzer Company will close for vacation July 19-August 12. A. D. Palmer was in town earlier in the week before departing for Chicago. . . . Exports of coin machines are expected to total \$32 million this year.

Dave Rosen's sons, Lewis and Elliot, will spend 60-days in Europe calling on export accounts and enjoying themselves. Dave can't go. "Too busy," states the man who is working to put the 'Cinebox' movie-music machine on the map.

The crew at Mike Munves is busy trying to service the domestic arcade business, the export customers, and at the same time keep Dale's new "Desert Gun" moving. The new Southland "Speedway" game is also on display. . . . The Seeburg factory in Chicago will send you a top selling list of Little LP's based on juke box plays, if you write for it. No charge. Should help you pick your disks.

New equipment along the avenue and in the distributor branches in Jersey and Connecticut includes the new Williams "Skillpool" out in Runyon's Springfield outlet and the word from most markets is that the game is one of the factory's best. . . . Irving Kaye's pool tables, with new design features are also available through Runyon's outlets. . . . Chicago Coin's "Riot Gun" of course was released last week and the factory's pushing production to meet arcade demands. . . . United's "Capri" big-ball bowler was shipped and joins the "Astro" shuffle and the "Rumpus" on the factory production lines. . . . Keeney's "Go-Cart" is making noise as is the firm's export lines. . . . American Shuffleboard is shipping the 'Imperial' and the 'Electra' pool tables. . . . Fischer pool table line is still selling well nationally. . . . Johnny Frantz has three counter games going. . . . Gottlieb's "Square Head" has an add-a-ball feature. . . . Midway's "Rifle Range" is getting good reviews. . . . Valley's pool table line trying to keep up with the orders. . . . and with all the hoopla these days about record programming, you can look for increased machine sales and increased collections on juke boxes, providing the ops take heed to the words of the manufacturers; "Program properly and you'll make money!"

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# Chicago Chatter

The Chicago International Trade Fair opened to the public last Wednesday, June 19 (running thru July 7).

Rock-Ola's George Hincker infos that practically all hands are on "deck" at the huge Rock-Ola plant, but exec vice president Edward G. Doris, who's on vacation, is havin' a fine time. Hugh Gorman returned last week. We hear charges of "PRO" leveled at Hugh, who—during his recent holiday had the unmitigated 'gall' to post a hole-in-one on a par 3 (110 yard) hole. Hugh (the dog!) swears he's only an amateur—and a duffer, at that.

A pre-convention preliminary meeting chaired by Lou Casola and Bob Blundred, of MOA, was held last Wednesday, June 19, in the Morrison Hotel. Also in attendance were A. D. Palmer, of th Wurlitzer Company; Tom Herrick, of the Seeburg Corp.; Fred Pollak, for Rowe AC Services; and Les Rieck, of Rock-Ola Mfg. Corp. Major issues involving the exhibiting and other convention matters were discussed. Most points, Blundred said, were resolved to the general satisfaction of everyone in attendance. A. D. Palmer was expected to remain in the city for a few days before returning to Tonawanda, New York. The results? Rock-Ola and Wurlitzer join Rowe AC and Seeburg at the MOA Show!

First Coin's Joe Kline, Sam Kolber and Fred Kline were hosts last week to Senor Adolfo M. De Braekeleer, and Senor Roberto, from Buenos Aires, Argentina. Sam Kolber reports excellent export business. The only rub is the difficulty to acquire enough good, used coin machine equipment to fill the export orders that are piling up at First Coin.

Chicago Coin's Mort Secore dashed out to Cincinnati briefly last week. With him on this trip was his aide Julie Pollack. . . . Herb Perkins, Purveyor Distribs, jetted out to the West Coast last week on business. Herb sez export business is booming at Purveyor.

During a brief visit with Dave Gottlieb, Alvin Gottlieb and Judd Weinberg we were informed that Gottlieb's "Square Head" Add-A-Ball pinball amusement game (with a new "Tic-Tac-Toe" idea) is now on the production lines for immediate shipment. Nate Gottlieb advised that production will be considerably stepped up for rush shipping of orders to Gottlieb's distributors prior to the plant's closing for vacation shortly.

Production at Williams Electronic Mfg. Corp. is humming along full speed ahead for orders on Williams "Skillpool" and "Major League" baseball amusement games. Prexy Sam Stern and Vice prexy Art Weinand are keeping an eye on production and shipping to see that all orders are shipped before the Williams plant shutters for the annual summer vacation, from June 28 thru July 15.

Dean McMurdie, executive vice prexy of Rowe AC Services, and vice president Fred Pollak returned last week from a whirlwind jet tour to the West Coast on business. . . . Gil Kitt, owner of Empire Coin Machine Exchange, and general sales manager Joe Robbins reports that a terrific second half year is expected in export business thru Empire International, the firm's exporting subsidiary. The big problem these days is keeping a large enough inventory of equipment for the foreign shipments. Gil and Joe greeted visitors last week from South America.

At press time (last Wednesday) a heavily attended service school session was in progress at World Wide Distribs, hosted by Nate Feinstein, Irv Ovitz, Fred Skor, Harold Schwartz and Howie Freer.

There was lots of action at the Seeburg plant last week. Genial Dan Collins, manager of Seeburg's eastern division, visited the factory. Vice prexy Tom Herrick headed to the East Coast on business. And Ed Cleland returned from a trip through the sunny southland. Stanley Jarocki advised that Stuart Auer, vice prexy in charge of West Coast operations for Seeburg, is back on his feet after a brief convalescence after major surgery. He just returned from a short trip to Hawaii.

Herb Oettinger, Bill DeSelm, Ray Riehl and Roy Kraehmer are keeping tabs on United Mfg's. production to make sure enough United bowlers and shuffle alleys are ready for shipment prior to the factory's closing for vacation, on July 8. . . . Fantastic reports were received last week from Joe Shields, general manager of J. H. Keeney & Company, on sales of Keeney's new "Go Cart." Clayton Nemeroff, Keeney's general sales manager, informs us that the newest Keeney amusement game is receiving wide acceptance in all markets, domestic as well as in foreign markets.

The continuing excellent weather is keeping sales activity very heavy at Atlas Music Co. these lovely summery days, according to Paul Huebsch, general manager. Eddie Ginsburg is finding it difficult to stay away from the office to keep an eye on his thoroughbred horses on his beautiful farm. Atlas Music staffers keeping veddy busy are Bernie Shapiro, Chuck Harper and Joe Klykun. . . . A new amusement game that's been really amassing terrif sales of late is Midway Mfg's. new "Rifle Range" rifle-target game, as reported by Hank Ross and Marcine "Iggy" Wolverton. Distributors are having a field day with this gun game.

## 3RD NORTHERN AMUSEMENT EQUIPMENT AND COIN-OPERATED MACHINE EXHIBITION

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PATENTED TWO FACED DANCING CLOWN

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BEAT THE SCORE FEATURE

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CLOWN & STARS MOVE IN SMOOTH PATTERN ALSO UNPREDICTED DANCE FOR GREATER CHALLENGE

- ROTARY MOTION ON STARS
- STATIONARY BULLSEYE TARGETS
- TURN THE CAT INTO A MOUSE

SIZE: 24" WIDE  
33" DEEP  
67" HIGH

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Ex Star 125	Big Bronco 295
Shooting Gall'y 125	Bally Space Ship 275
Ex. Sportland 125	Champion Horse 395
Gun Patrol 110	Choo-C'oo Train 250
Gun Gunner 195	Cruck Wagon 425
Gun Smoke 275	Donald Duck 250
Hercules 110	Hot Rod 225
Jet Gun 125	Highway Patrol 595
Keeney Air Ralder 275	Jun'or Jet 175
Marksman 125	Kings Horse 250
Mid. Shooting 195	Moon Rocket 595
Gall'y 125	Merry Go Round 295
Nite Fiter 75	Miss America Boat 295
Pistol Pete 75	Model T Ford 395
Pop Gun Circus 225	Old Smokey 275
Ranger 125	Pony Express 175
Rifle Gallery 125	Red Nose Reindeer 225
Sky Gunner 125	Round World 325
Six Shooter 95	Trainer 325
Silver Bullet 125	See Saw Clown 225
Sci. Jungle Joe 125	Scientific Boat 325
Sky Raider 110	Twin Horse 425
Seeburg Bear Gun 165	Stage Coach 425
Seeburg Coon Gun 165	Tusko Elephant 495
Safari 150	Toonerville Trolley 375
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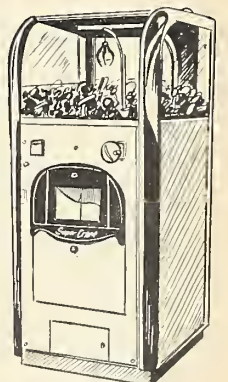
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- M I R R O R F I N I S H
- Stainless steel trim, Fluorescent lighting.

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# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Japan Looks At Vending

TOKYO—The recent Fifth Tokyo Intl. Trade Fair probably advanced the cause of vending more in several weeks than all of the effort exerted in this direction over many years. A special segment of the fair was devoted to Automatic Merchandising. Fourteen American vending machine manufacturers did their best to present the industry to visitors who will eventually be expected to buy from the machines and to the firms who are studying the possibilities of operating the machines. Forty-five machines were displayed and the food, beverage, candy, amusement gamut was covered.

Japan's surging economic growth has presented the vending industry in the U.S. with an opportunity to capitalize on this situation. During the last twelve months trade fairs in Tokyo with special American pavilions such as the one pictured here attracted 5.3 million visitors. It was the hope of the U.S. vending manufacturer, and the countless suppliers, that within a reasonable amount of time the immediate future will change the thinking of the Oriental who still considers it impolite to stand while dining. This thinking, plus other problems which are evident here in Japan, tend to slow the growth of vending while other industries flourish. The Automatic Merchandising exhibition at the Tokyo Fair April 16 thru May 6 helped to speed this growth by overcoming anxieties through practical demonstrations. Japanese men and women ate hot food, drank cold soda, bought dry goods, and had their pictures taken—all after dropping a coin. They liked what they received and may very well continue the habit forever.

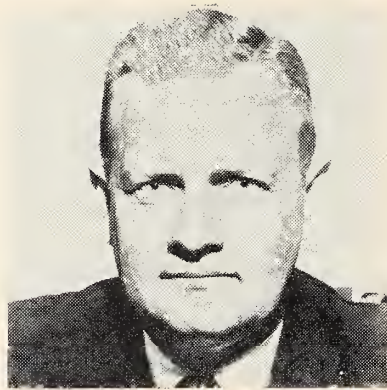


TRADE INFORMATION BOOTH offered visitors wide variety of publications which explained vending and allied businesses. Cash Box was among the vending trade publications on exhibit.



HOT FOOD from U.S. machines may help break down Japanese eating customs.

## Canteen Names Wilson Asst. Sales VP



HUGH WILSON

CHICAGO—Appointment of Hugh Wilson as Assistant to the Vice

President of Sales of Automatic Canteen Company of America was announced by Charles J. Ritzen, Vice President, Sales.

Wilson, who joined Automatic Canteen in 1952, has been a Regional Sales Director of the company's Western Sales Region since June of 1960. Prior to that he served as Branch Salesman in Chicago, Branch Manager in South Bend and Louisville, and Regional Sales Director for the Southwest in Tulsa, Okla.

Ritzen also announced that Paul Ridgeway, Regional Sales Director, Western Sales Region, will remain in the San Francisco Bay area to handle regional sales matters, assuming the additional duties formerly performed by Wilson.

## Kelly Addresses Hospital Purchasing Agents

ST. LOUIS—"When we talk about vending, we really are talking in large measure about the skills of the vending machine operator," Robert R. Kelly, vice president—marketing of Universal Match Corporation, told hospital purchasing agents at the annual convention of the Catholic Hospital Association of the United States and Canada in Chicago, June 9, 1963.

"The candy machine, the sandwich machine, the machine that serves platters of hot or cold food, are the operator's tools," he said. "We who manufacture this equipment believe they are excellent tools, but we also are keenly aware that they must be in the hands of experts to give you and the public the many benefits they provide."

The Universal Match vice president praised the purchasing agents for the contributions their profession has made in developing outstanding methods of using dollars most wisely. The vending operator," he added, "can be your right arm in the areas in which he has developed outstanding methods—providing the public with food, beverages, snacks, cigarettes, and other goods and services, when, where, and under the conditions they are wanted.

"Remember, service is the vending operator's bread and butter! He makes his profit, not by charging high prices, but by capitalizing on the volume of business that can be done by a properly located and serviced vending machine, or group of vending machines."

Kelly said that vending's rapid growth, particularly in food service, give it ever-increasing abilities to meet the needs of hospitals. He suggested two tests to the purchasing agents in exploring the opportunities vending offers: "First, would vending give you dollar advantages over non-vending methods? Second, would vending make it possible for you to extend, or expand, services to your patients, your medical staff, your other employees, and your visitors?"

He said that the best way for the purchasing agents to get the answers was to turn to the vending machine operators in their communities. "They are skilled to know and understand exactly what your problems and requirements are," Kelly said. "And all it takes to get their help—whether it is to inquire about the possibility of installing a candy machine, or to review your entire employee cafeteria arrangement—is a telephone call!"

## Add Profitable Income To Your Route With Low-Cost Hot Drink Machines!

There's a solid opportunity in vending for you with low-cost Coffee Venders. Our units are trouble-free, have easy-to-vend cup dispenser. Adaptable for Maxwell House Coffee, brand soups, hot chocolate.

### THE AMAZING "CINCH" VENDER!



Vends single packets of the popular "CINCH INSTANT SHINE" for 10¢ each and allows you 100% profit after costs of product! Low-cost machine pays for itself in less than 90 days.

Only \$15.70 per unit  
Direct from Mfr. to you!  
Quantity Prices Available

SAMPLES OF CINCH  
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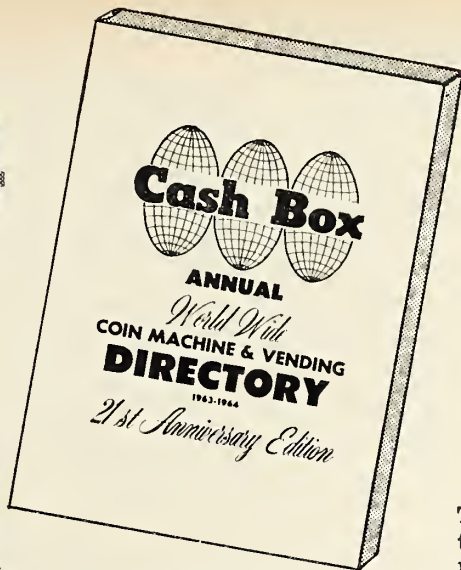
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Complete Selection of All Types Equipment Available for Immediate Shipment, Port Of Boston.  
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The Only Complete Buyers' Guide Available Featuring Illustrations of Machines, National, International, 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.

### JOBBERS-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.

## FIRST EDITORIAL FORMS CLOSE JULY 1st

Reserve Advertising Space Now. Advertising Rates, Deadlines, Mechanical Requirements On Request!

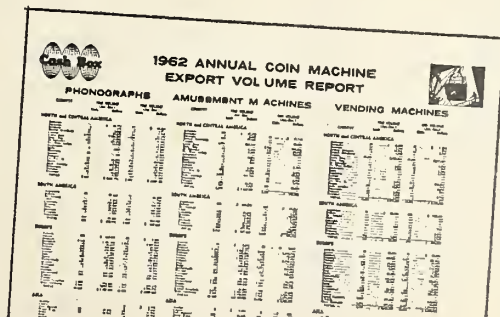
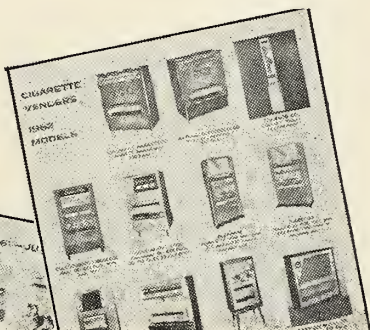
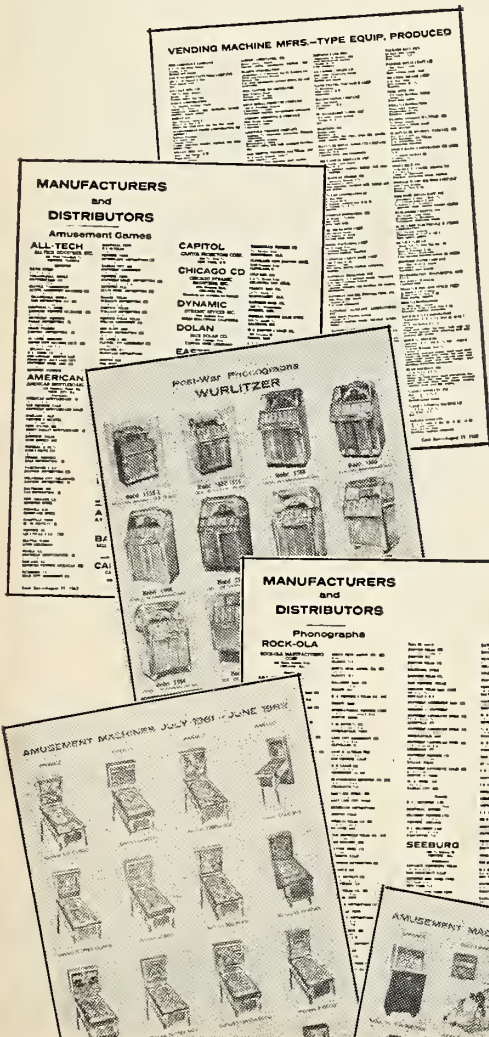


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# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Glasco Cuts Weight Of Shipping Crates, Saves Up To 60% Exporting Costs

NEW YORK—When Glasco Corporation, Muncie, Ind., changed its packaging for the overseas shipment of its Pre-mix and Bottle Vendors, the company felt as thrifty as Glasco Scotty, the Scotsman shown on the container. This company manufactures vending machines, sold both in the United States and overseas, that supply pre-mixed and bottled soft drinks.

More than 23,000 coin-operated commodity vending machines were shipped overseas from the United States by American manufacturers in 1962.

Humi-Gard was developed by the West Monroe, La., research laboratories of the Forest Products Operations of the Packaging Division of Olin Mathieson Chemical Corporation. This container has built-in moisture resistance and was designed especially for the packaging of products subjected to high humidity during handling and shipment. Such protection is particularly important for the Pre-mix and Bottle Vendors because in transportation these machines may be stored in the dank holds of ships for considerable periods of time. Moisture can deteriorate the surface and metallic parts of the machine. Also, Humi-Gard's moisture-repellent surface reduces discoloration and weakening of the box structure caused by moisture.

By using the specially treated corrugated containers, this manufacturer has also simplified its inventory problem, according to James Downey, director of purchasing.

"Previously," he said, "we used corrugated containers for domestic, plywood for export. Now we use corrugated for both. This means simplified record-keeping

and less chance of exhausting supplies."

Downey also pointed out that the new shipping container facilitates immediate identification of the product and the company name by means of print and artwork because of Humi-Gard's smooth printing surface.

## Lily's New China-Cote Hot Cups Available In Two Designs

Lily-Tulip Cup Corporation announces the completion of its China-Cote improvement program with two new designs for all hot drink vending cups called the Color Leaf Striped and White Leaf Striped Designs.

Replacing the old patterns, the two new designs each incorporate a vertical stripe and different leaf pattern executed in six vibrant colors, all intermixed within the tube.

## Interstate Names DeSarno

NEW YORK—Samuel J. De Sarno has been appointed Director of operations for The Brass Rail Food Service Organization, Inc., it was announced by David J. Berge, President. The Brass Rail Food Service Organization, Inc., is the division of Interstate Vending Company which will operate food services and merchandise facilities at The New York World's Fair.

**Exclusive with Smokeshop... HALF-DOLLAR ACCEPTOR!**

**ELECTRONIC!**

"Easy Loading" Accessory Available. Only one partially filled tube to count for inventory. Only one screw to remove to lift unit out. Opens completely new vending fields and strengthens your present locations!



**ACCEPTS HALF DOLLARS OR TWO QUARTERS AND RETURNS CHANGE IN NICKELS**

Also accepts dimes and nickels

- Returns change in nickels with pack of cigarettes . . . For example: 30¢ price pack and 4 nickels; 35¢ price pack and 3 nickels, etc.
- Capacity in nickels: 690 (115 nickels per tube).
- When changer is empty — illuminated sign indicates: "USE CORRECT CHANGE ONLY."
- 50¢ merchandise can be vended upon insertion of any denomination of coins totaling 50¢.

**PLACE YOUR ORDER . . . ONLY Smokeshop HAS IT!**

### PLUS ENDLESS OTHER DESIRABLE FEATURES FOR THE CUSTOMER AND OPERATOR

Glamorous Outside, Simplicity Inside . . . the new Smokeshops are amazingly versatile and their price is right!

"Remember . . . by using Smokeshops, what you save in servicing and upkeep adds to your profits!"



#### PERSONALIZING FEATURE on all models

Now you can identify each location by inserting its name in a prominently displayed space. A feature that helps you acquire and keep locations . . . they'll love it!



#### NEW "SMOKESHOPPER" BRAND SELECTORS

Each a single unit with self-contained display label for simplified, individual selection of cigarette brands. Brand Selectors are enclosed in a compact eye level panel, well lighted for action!

#### CHOICE OF 3 MODELS

**STARLITE "850"** — The most versatile cigarette vendor on the market today! For prime locations where volume sales require extra capacity.

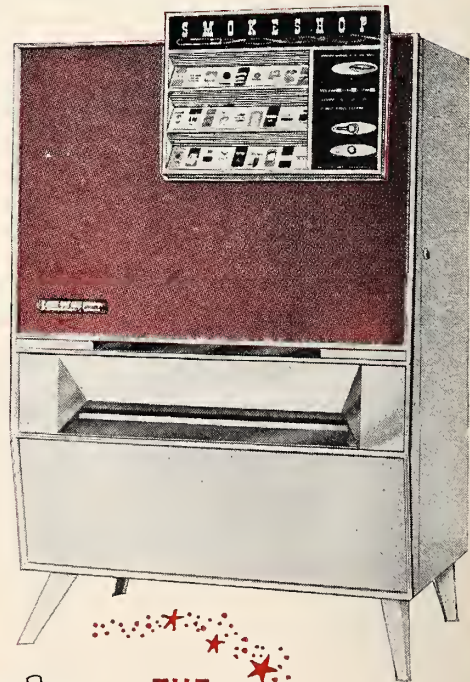
**CAPACITY:** 36 columns accommodating 850 packs: regular king size crushproof boxes. Regular and king size flat boxes. 27 selections. Plus 9 shift columns.

**STARLITE "630"** — The Sales Leader of the Smokeshop line, with new exclusive features that make it more desirable than ever.

**CAPACITY:** 27 columns accommodating 630 packs . . . 18 selections. Plus 9 shift columns.

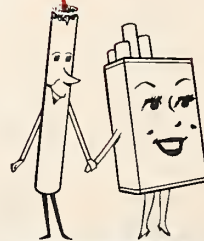
**STARLITE "450"** — For marginal locations where brand selections can be limited and where minimum equipment cost is desirable.

**CAPACITY:** 18 columns . . . 18 selections. Accommodates 450 packs. 9 shift columns can be added at any time.



**THE STARLITE SERIES**

Color choices galore!



**AUTOMATIC PRODUCTS COMPANY**

301 Chestnut St., St. Paul 2, Minn. • Phone: 224-4391



**THE NEW:** This corrugated container made of specially-treated material is now used by Glasco Corporation—an eight-pound container.



**THE OLD:** This is the plywood crate previously used by Glasco Corporation, for the overseas shipment of its Pre-mix and Bottle Vendor.

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## NAMA Blue Book Announced

CHICAGO—The 1963 edition of the complete source book of the Automatic Vending Industry is now available, according to National Automatic Merchandising Association (NAMA), publishers of the volume.

Entitled Blue Book of automatic merchandising, this latest Vending Industry reference is completely revised from previous years' issues.

It features more than 200 pages of illustrated information about the automatic food, merchandise and service vending business.

Listed in the Blue Book are 213 vending machine manufacturers, 402 vendible product suppliers, 512 manufacturers of component parts, fixtures and services and more than 1400 operating company members of

NAMA.

The names of export managers in the machine manufacturing company category are added this year for the first time.

Each listing also includes comprehensive information about the types of products and gives the names of key executives such as chief company officers, sales managers and marketing directors. In addition, each listing is indexed according to product for easy reference.

Cost of the book is \$3 for a single copy and \$1.50 each for additional copies.

Orders should be directed to NAMA, 7 South Dearborn Street, Chicago 3, Illinois.

## GF Announces Single Serving Jellies, Syrups

WHITE PLAINS, N.Y.—Good Seasons jellies, jam and marmalade, and Wigwam Imitation Maple Syrup, all offered in single-serving tetrahedral packages, have been introduced by the Institutional Food Service Division of General Foods Corporation.

The Good Seasons products, each containing a one-half ounce serving, include apple, grape and cherry jelly; strawberry jam and orange marmalade. The Wigwam Syrup is packed in a 1½-oz. container.

The Good Seasons items feature an aluminum foil inner liner, designed to assure flavor retention, long shelf life and easy emptying.

The Wigwam package, which stands up after opening, offers a built-in pour spout to eliminate dripping. Its outer foil liner permits the syrup to be warmed in the container before serving.

Good Seasons products are packed 200 to a case; Wigwam Syrup, 100 to a case. The new line is one of about 20 that IFSD plans to introduce to the food service industry this year.

## Dixie Cups For Industry

NEW YORK—A new line of hot and cold drink vending cups aimed at promoting better job performance and greater awareness by employees of the profit motive in American industry has been introduced by Dixie Cup.

The cups, each with a message and an appropriate cartoon, cover six subjects—profits, housekeeping, security, quality, waste and safety. The themes are illustrated with 12 different cartoons.

The Dixie "E-R" cups — for employee relations—range in size from seven to 10-ounce. There are three cold drink cups—7, 9 and 10-ounce—and four hot drink cups—7-ounce, 7-ounce heavy weight, 7-ounce tall and 9-ounce. The hot drink cups are "Mira-Glaze" — lined with polyethylene to eliminate all paper taste and protect beverage flavors.

The cups carry such slogans as "Versatility means profit;" "Don't make a coffee break a security break;" "Think—there's a better way to do it." Cup designs are variegated in the tube.

## Suspended Sentences For Roth, Sternberg

NEW YORK—Two executives of Continental Vending Machine Corporation were given suspended sentences in Federal Court last week for violating the Taft-Hartley Act by lending \$92,000 to a union official.

Harold Roth, Continental's former chairman, received a six-month suspended sentence and a \$10,000 fine. Herb Sternberg, Secretary of the firm, was given a two-month suspended sentence and was fined \$4,000. The two were convicted of loaning union official Milton Holt, Local 805, Intl. Brotherhood of Teamsters, \$92,000. Holt was convicted in a separate trial and will be sentenced June 27.

## Cig Makers To Drop College Promotions

### Journal Advertising Will Be Discontinued

NEW YORK—The tobacco industry made a decision last week to discontinue all advertising in college campus publications and the move was looked upon as a serious one with far reaching ramifications.

George V. Allen, president of the Tobacco Institute, said: "The industry's position has always been that smoking is an adult custom. To avoid any confusion or misconception in the public mind as to this position, a number of member companies of the Tobacco Institute, I understand, have each decided to discontinue college advertising and promotional activities."

Most of the major tobacco manufacturers were expected to cancel all college journal advertising schedules. Nothing was said about a possible health factor, but it generally is believed that this was the reason for the decision. Colleges have long since proven to be a major level of promotion for the cigarette companies.

Madison Avenue advertising agency were reportedly studying clients plans for cancellation or restrictions on future advertising which use ath-

letes in the testimonial copy. A code of self-regulation was also mentioned along these lines. The decision will definitely hurt the college campus publications from advertising revenue standpoints, and will even effect the position of many athletes who gain large sums from ad agencies for use of name-testimonial in cigarette ads.

No official comment was available from the major tobacco firms but it was believed that since the Tobacco Institute forms 99% of all manufacturers, the decision to quit college promotion and advertising activities was the end to a vital link in tobacco company promotion programs.

The move was seen by leaders in the vending machine industry as a definite blow to the position of vending operators with on-campus locations. NAMA's "Operation Alert" program which was formed to prep ops for the onslaught expected from those opposed to teenage smoking, did not cover the possibility of attack from those opposed to smoking at the college levels. Colleges are considered top installations for full-line vending operators and will remain so. But the ops with single and multiple cigarette machine installations on the college campus in America was dealt a stunning blow by the tobacco companies' move.



FOR **Smokeshop**  
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540 Second Ave. No.  
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**F.A.B. DISTRIBUTING CO.**  
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**FLOWER CITY AMUSEMENT CO.**  
385 Webster, Rochester, N. Y.

**GREG'S VENDING CO.**  
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**HERMITAGE MUSIC CO.**  
400 4th Ave. So.  
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**LEW JONES DIST. CO.**  
1301 No. Capital Ave.  
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1040 S. W. 2nd Ave.  
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**PARKWAY MACHINE CORPORATION**  
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**REX-BILOTTA CORPORATION**  
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**ROANOKE VENDING MACHINE CO.**  
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625 Ohio Ave., Charleston, W. Va.  
63 Commonwealth Ave., Bristol, Va.

**ROBINSON DIST. CO.**  
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**ROYAL DISTRIBUTING CO.**  
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1112 No. High St., Columbus 1, O.

**SANDLER DISTRIBUTING CO.**  
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3129 McDowell, Phoenix, Ariz.

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**BILL WILLIAMS DIST. CO.**  
91 Dennis St., Houston, Tex.  
1415 Flores, San Antonio, Tex.

**THE WURLITZER CO.**  
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# AUTOMATIC PRODUCTS COMPANY

301 Chestnut Street, St. Paul 2, Minnesota • Phone: 224-4391



**A NEW  
GOTTLIEB  
ADD-A-BALL**

**SQUARE**

**HEAD**

**NEW IDEA!**

**'Tic-tac-toe'  
Add-A-Ball**

Completing line of X's or O's lights rollovers and holes for additional balls. Feature resets after each ball goes out.

Novel design allows either X or O to appear in center of each square to eliminate confusion.

- X** 4 pop bumpers give fascinating rapid-action play.
- O** 2 holes score up to 500 when lit.
- X** 2 flippers located for best skill-shots.
- O** High scores give additional balls.
- X** Tilt feature allows play to continue even after a "tilt".



New "Hard-Cote"  
Finish Extends Playboard  
Life to an All-Time  
High!



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**ALL INQUIRIES ANSWERED IMMEDIATELY**

**PROMPT SHIPMENT GUARANTEED**

**CABLE: MONDINOV NEW YORK**  
AMERICA'S LARGEST EXPORTING  
ORGANIZATION OF AMUSEMENT  
MACHINES

**MONDIAL COMMERCIAL CORP.**

EMPIRE STATE BUILDING • 350 FIFTH AVENUE • NEW YORK, N.Y. • Wisconsin 7-5659

## N.Y. State Assoc. Head Reviews MOA's 6-Mos.

HURLEYVILLE, N.Y.—Millie McCarthy, President of the New York State Coin Machine Association, surveyed the past six months of MOA activity recently, and in letter form, expressed her reactions to MOA President Harry Snodgrass. "As convention time approaches, and I look back over the last six months, I note with pleasure the progress and development of M.O.A. With your and Bob Blundred's "How can we best serve you" attitude, you've created an atmosphere that makes us feel it's OUR organization," stated Mrs. McCarthy. "As you know, it has been my aim to have the M.O.A. become stronger by establishing closer working relations with the existing and potential STATE and LOCAL associations in the industry. The formula you people have worked out as a test seems to be working well, and I plan to present it before our state association at their next meeting.

"I also like the emphasis you are placing on having all segments of the industry participate in M.O.A. matters and policies. The fact that distributors were present to offer their views on the development of a Code of Ethics for the industry is just an indication of how the program is working. It was also pleasing to see representatives of the music machine manufacturers in attendance at the Board meeting," continued the upstate association head.

"I realize the rebuilding of M.O.A. will take several years, but the mere fact these first steps have been taken is gratifying. It has caused a "Brotherhood" feeling among operators and distributors that will in due time bind the members into a more solid organization than we ever had. Your plans to have the survey of location contracts previewed at the 1963 M.O.A. Convention, your Code of Ethics development, your efforts toward a school for mechanics, Bob's coming down to the "grass roots"

## Sun-Glo's Decepoli Off On Sales Tour

BELLEVILLE, N. J. — Carmine Decepoli, head of Sun-Glo Shuffleboard Supplies, Inc., has advised Cash Box that he will embark on a two-week business-pleasure trip to the Southern States area and then on to several islands in Nassau in the Bahamas.

Several coin firms are included in the supplier's itinerary and it is expected that the firm's lines will be discussed. Sun-Glo has just marketed a new powdered wax and is currently in production on a paste, cleaners, scoreboards for shuffle games, and the firm's plastic and steel weights.

Joining Decepoli will be his wife, and his son Edward, who recently graduated from Seton Hall University and has joined the firm. Edward's wife Carol and the couple's baby son, Edward Jr., will also travel with the group.

In the south, the Decepoli entourage will visit Tampa, Daytona and Miami.

Sun-Glo products are sold internationally under the firm's brand name and is also packaged for individuals under private labels.

level, is the type of service the operators need from their organization.

"Knowing the vast area you have to cover, we in the East are trying to strengthen our own ranks so as to be of better service to you. If we can be of any assistance when a problem arises, please call on us, and we'll be happy to cooperate," concluded the letter which was addressed to Snodgrass June 14th, following announcements which stated that Rowe AC had joined Seeburg in the exhibitor ranks, and also other optimistic reports from MOA offices in Chicago.



# RIOT GUN

chicago coin's NEW RIFLE GAME SENSATION!!!

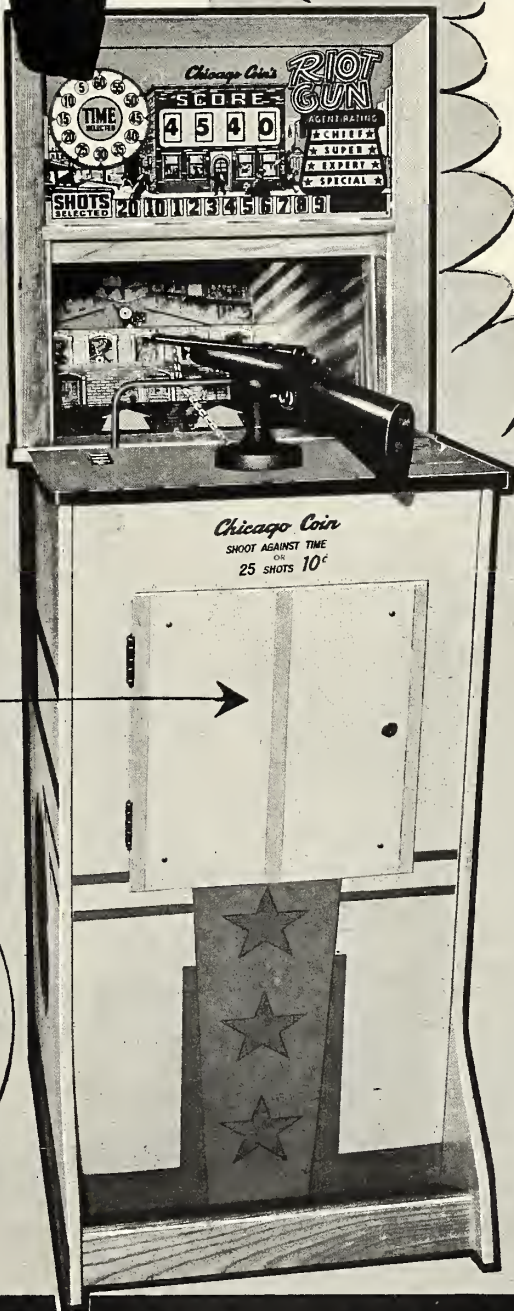
2 WAYS TO PLAY!

Shoot Against Time - OR 25 Shots for 10¢

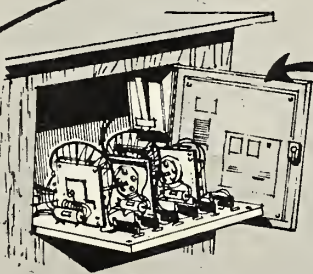
Choose the Action!



- Replica of real 22 caliber rifle fires with authentic rifle shot sounds! Bell rings when target is hit!
- New extra-sturdy colorful cabinet design!
- Tamper-proof Steel cash box!

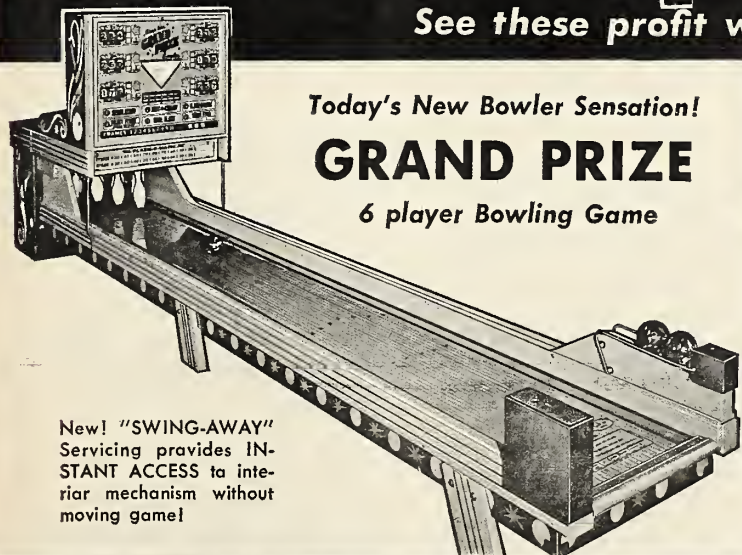


- Optional Extended Play and Match-Play feature!
- Shoot the Bank Robbers! SEVENTEEN Exciting TARGETS in all!
- 3 Running Gangster Targets FLASH CONTINUOUSLY during game! (with Bonus feature)
- 2 Surprise Gangster Targets POP-UP unexpectedly! (with Bonus feature)
- Doors swing open and then close revealing 3 other colorful Targets! (with Bonus feature)
- Black Cat Bonus Target jumps up and moves across fence after 5 Men-in-Window Targets have been knocked-off!
- Number of shots per coin is adjustable! Time is adjustable!



**SLIDE-OUT SERVICE PANEL —**  
Assures fast, easy, FRONT servicing!  
Fuses and entire mechanism readily accessible!

See these profit winners at your Chicago Coin distributor.



Today's New Bowler Sensation!  
**GRAND PRIZE**  
6 player Bowling Game

New! "SWING-AWAY"  
Servicing provides INSTANT ACCESS to interior mechanism without moving game!



New 6-player  
**STRIKE BALL**  
Puck Bowler

Featuring "SERVICE-EEZ" Trip-Relay bank — SEPARATE SECURITY "INNER CASH BOX" — within coin box.



Profit Proven  
2 Player  
**ALL STAR**  
Baseball Game

Featuring "CANCEL-AN-OUT" Play

**Chicago Dynamic Industries, Inc.**

1725 W. DIVERSEY BLVD.  
CHICAGO 14, ILLINOIS

ATTENTION EUROPEAN OPERATORS!  
Contact local distributor or phone/cable: MONDIAL COMMERCIAL CORP., 350 Fifth Avenue, NYC. Phone: Wisconsin 7-5659—CABLE ADDRESS: MONDINOV NEW YORK

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Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

**WANT**

**WANT—New records 45 rpm and LP's any quantity.** Highest prices paid! All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).

**WANT—New close out over-run return hit 45-rpm records.** Contact immediately for quick transaction. BILL ISAACS, ISAACS RECORD ENT. INC., 223-07 HEMSTEAD AVE., QUEENS VILLAGE 29, N.Y. (Tel. HO 4-7770)

**WANT—Philadelphia Toboggan (Skee Balls) quote quantity, price, condition and serial # in first letter.** DAVE LOWY-M.I.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

**WANT—Used 45 RPM Records.** All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

**WANT—Attention: Distributors and record shops.** There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

**WANT—45 RPM Records, new or used.** No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

**WANT—Gottlieb pins, late model Bally, United Shuffle Alleys.** Write, wire, phone. SCOTT CROSSE CO. 1732 FAIRMOUNT AVE., PHILADELPHIA, PENNA. Center 6-4444.

**WANT—Telequiz; Seeburg Phonographs; Gottlieb Pinballs; THE GENERAL AUTOMATIC S.C.—60 RUE VAN SCHOOR—Brussels, Belgium.** Cable JEUMATE/Brussels.

**WANT—Exhibit's IOU, Selectem and Horse-shoes.** State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

**WANT—Gottlieb 2 & 4 players. TOLEDO COIN MACHINE—814 SUMMIT—TOLEDO, OHIO.**

**WANT—Surplus 45 rpm records.** We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished, we are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I. N.Y. (Tel. 516-TU 9-9300).

**WANT—Laguna beach backglass; Classic bowling league backglass.** ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

**WANT—Jake Boxes; Kiddies Rides; Skill Games; Candy Machines; State price, Condition, quantity; AUTOMATIC SELLING ASSN. 12 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. 516-GE 1-3321).**

**WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines.** For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skeet Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS. BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

**WANT—Late Bingos, Gott: 2-4 players.** Seeburg CV200, Large Ball-rollover Bowlers. Unshopped, complete, working packed original cartons. We pay CASH in Dollars. Prices FOB nearest seaport. MAX LOBO & CO.—MEIR 23, ANTWERP, BELGIUM. (Tel. 33.81.33—cable LOBOMA).

**WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models).** Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

**WANT—45 RPM Records, new or used.** LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHN'S 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—Juke Box Operators For a steady year round outlet for your used records Manufacturers' For your overruns and surplus LP's & 45s.** Call or write. EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

**WANT—Your used or surplus 45 rpm records, also new surplus LP's.** We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. UNlon 1-7500, Jackson 1-5121).

**WANT—Panorams and Panoram parts.** United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

**WANT—Any age used 45 RPM records.** Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

**WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment.** Cash on the line. Contact PALMER at BELINTRACO, 31 SOMERS STRAAT, ANTWERP, BELGIUM.

**WANT—Salesman.** We are exclusive distributors in eighteen states. We need a salesman to call on amusement operators with hottest kiddie rides in country. Territory open. Top commission. All replies confidential. Contact. WESTERN TRAILS AMUSEMENT CO., 3249 N. BROADWAY—CHICAGO, ILL.

**WANT—Experienced salesman to sell top vending line in State of Florida.** Salary-expenses. Call collect. MR. TARAN, ME 5-2531. TARAN DIST. CO., 3401 N.W. 36th STREET, MIAMI, FLA.

**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—Blues, rhythm and blues, jazz used 45's.** No quantity too small. We pay top prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.

**WANT—45 rpm Record closeouts.** Returns, surplus and cut-outs. New only. Call or write. H. SHENKMAN, PARAMOUNT RECORD CO.—16 CHERYL LANE NORTH.—BETHPAGE, N.Y. (Tel. 516-MY 4-4178).

**WANT—Back glass for: Keeney Super Bonus Bell; Universal Arrow Bell; Bally Draw Bell, etc.** Holly-Games North Western Model 49. UNITED DIST. 1404 MAIN STREET EAST—HAWKESBURY, ONT. CANADA.

**WANT—Bingos for export.** Please send your complete inventory with prices to be exported by registered exporter. Box #586—CASH BOX—1780 BROADWAY, NEW YORK 19, N. Y.

**WANT—Bingo mechanics to work in fabulous Las Vegas** call 3823633 for further information in Las Vegas. HONEST JOHN'S—2456 LAS VEGAS BLVD.—LAS VEGAS, NEV.

**FOR SALE**

**FOR SALE—Pokerino nearly new with drop chute and knock off.** Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write. JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

**FOR SALE—Shuffle Alleys; Bally Speed \$65; Bally DeLuxe Club \$99; Bally Monarch \$99.00; Bally Official Jumbo \$139.50; UNITED EAST COAST—585 TENTH AVE., NEW YORK 36, N.Y. (Tel. PE 6-6680).**

**FOR SALE—If it's Panoram Parts you want.** Phil Gould has 'em PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. MARKET 4-3297).

**FOR SALE—New and Used Coin Machines.** shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

**FOR SALE—Used Rock-Ola's, Wurlitzer's, AMI's Seeburg's Phonographs; Also used Gott: & Pin Games.** Write for list. BIRD MUSIC DIST. INC., 124-126 POYNTZ, MANHATTAN, KANS.

**FOR SALE—Mills "Peek" Panarama.** completely reconditioned, guaranteed A-1 shape. \$395; F.O.B. Louisville, Ky. Term one third (1/3) cash, balance, sight draft. FUNCENTER, 419 W. BROADWAY, LOUISVILLE, KY.

**FOR SALE—Ball Bowlers shopped.** C.C. T.V. Bowler 15' \$195; C.C. Player Choice 13' \$275; C.C. Player Choice 15' \$275; Bally Trophy II' \$225; Bally Trophy 14' \$225; Bally Lucky II' \$295; Bally Lucky 14' \$295; HASTINGS DIST. CO. INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISC.

**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—Gott, Corral: United Select Play shuffle alley; United Super Bonus shuffle alley; Chicago Coin Score A Line shuffle alley; reconditioned and ready for location; Call or write NASTASI DIST. CO.—826 BARONNE ST.—NEW ORLEANS, LA. (Tel. 523-6386) Quickly.**

**FOR SALE—Vending machines,** newly refinished, ready for location cigarette, candy, milk & ice cream, sandwich, coffee, and cold drink. Write or phone for prices and quantities. CENTRAL OHIO COIN MACHINE EXCH. INC.—858 N. HIGH ST.—COLUMBUS 15, OHIO. (Tel. AXminster 4-3529).

**FOR SALE—Cash for used Mills or Jennings slot machines.** Machines can be shipped legally to Nevada. All inquiries will be confidential. Write or call WESTERN NOVELTY CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

**FOR SALE—Bally Shuffles; ABC Super, Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas.** GLOBE DIST. CO. INC.—1623 N. CALIFORNIA AVE.—CHICAGO 47, ILL.

**FOR SALE—Seeburg close out prices on chrome.** 3W 100—like new; V3WA—200; 3W1—100. Write for distributors price. SEACOAST DIST. INC. 1200 NORTH AVENUE—ELIZABETH 4, N. J.

**FOR SALE—1 Un. Eagle Shuffle Alley; 1 Un. Lightning Shuffle Alley; 1 Un. Bowling Alley; 1 Un. Team Bowler; 3 Bally ABC Bowlers.** No reasonable offer refused. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE PARK, NEW JERSEY. (Tel. WH 5-2893).

**FOR SALE—Hi-Speed Super Fast Shuffle Board Wax.** 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

**FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model II \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment.** Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. Parkview 7-1373).

**FOR SALE—100,000 new 45 rpm 6 months to 1 year old.** \$10 per 100, \$95 per 1000; Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpla 8-4012).

**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—Relays—low cost, high quality.** general purpose open style made to your specifications. Short run ear 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. DUlnrk 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. UNNion 3-8627).

**FOR SALE—Panorams—Amusements—Arcades—Export.** Mills 16 M.M. RCA Projectors. Like New. Original Cabinets. Vista Vision Screen. Safety Glass Fronts \$400 Firm. F.O.B. R. GORDON, BAY AREA FUN CENTER, 723 MARKET ST., SAN FRANCISCO, CALIF.

**FOR SALE—Seven Lord's Prayer Machines—very good condition but not refinished.** \$149.50 each. This is the season for this equipment. ABT Bill Changers, current model, like new. Listed at \$995; our price \$675. Five Vendo 210 Milk Vendors @ \$250 each. SHELDON SALES DIST. CORP.—881 MAIN ST.—BUFFALO, N.Y. (Tel. TT 5-9106)

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**FOR SALE—Telescopes for the tourist season** at mountains, lakes, dams, parks and coastal viewpoints. For ten cents your investment of \$695. will be returned this summer. Assemble six rugged rust proof parts in ten minutes. **ANDERSON VENDING CO.** 3225 S. W. 78, PORTLAND, ORE.

**FOR SALE—For export: Bally Lotta Funs** \$225; Barrel O Funs \$325; Shoot A Lines \$425; Lite A Lines \$500; FOB Port of Philadelphia, Pa. Cable Address DALCOIN. **D & L COIN MACHINE CO.—411 KELKER STREET—HARRISBURG, PA.**

**FOR SALE—Closeouts: Bally Bank Bail** (like new) \$245.00; Table Hockey (floor sample) \$245.00; Bucky Horse (floor sample) \$645.00; Big Seven Shuffle 50¢-(new) \$695; Fun Phone-write or call; Rock-Ola 1478 \$495.00; Wurlitzer 2200 \$295.00; 6-Seeburg V3WA (200 Sel.) Wall Boxes \$45.00 ea.; United Sky Raider Gun \$145.00; Exhibit Dale Six Shooter Gun \$65.00; Genco Official Skill Ball (2 pl.-9") \$65.00; Bally Bowler 21' \$745.00; 16' \$725.00; Lucky Ailey 11' & 14' \$245.00; Strike Bowler 14' \$125.00; United Bowling Ailey 14' \$95.00; Action Shuffle Ailey (like new) \$645.00. Used equipment-completely reconditioned-guaranteed. **MICKEY ANDERSON AMUSEMENT COMPANY, 314 EAST 11th STREET, ERIE, PENNSYLVANIA. PHONE: Glendale 2-3207.**

**FOR SALE—One United Baseball \$545; WESTERN DIST.—1226 S.W. 16th AVE., PORTLAND 5, ORE.**

**FOR SALE—Gott: Harbor Lites; Green Pastures; Twenty Grand-Wms. Turf Champ-Ten Strike; Bally Beauty Contest; Bank Balls (new); Golf Champs; Wall Boxes: AMI-120, Wurl. 200 Model \$250; 2 Seeburg 100 Wallomatic. NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. (Tel. Market 1-5438)**

**FOR SALE—Attention: Wholesalers and Exporters.** We have quantity of late used 100 and 200 selection Wurlitzer and Seeburg Phonographs. Shopped and ready for shipment. Write: **UNITED DIST. INC., 902 WEST SECOND ST., WICHITA 3, KANS.**

**FOR SALE—Regulation Shuffle Alleys \$150.; Balls Eye Drop Ball \$75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.**

**FOR SALE—Seeburg R-100 \$290; Wurl. 2150 \$325; Wurl. 2200 \$525; Wurl. 2300 \$645; AMI J-120 \$375; AMI G-200 \$165; NORTHWEST SALES CO., OF OREGON, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. CA 6-6537).**

**FOR SALE—Routes. Tusko Elephant clean \$400; 4-Skill Scores like new \$45; Bally Beauty Contest \$75; Mercury upright Grips refinished, good decals \$50; New Juniors Tool Model 200 Sanders \$34.50; CLOER DIST. CO.—1613 MAIN, JOPLIN, MO. (Tel. MA 4-7621).**

**FOR SALE—Big Time, Gay Time \$90; Broadway \$125; N. Club \$135; Beach Time \$245; Carnival Queen \$275; Sea Island \$365; Ballerina \$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 Mihs 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—Real bargain on exceptionally clean Seeburg H201; Hideaways @ \$395 or three for \$1,000; V200's @ \$170 or five for \$800; VL200's and HF100's @ \$225 or five for \$1,000; AQ100SH \$695; Q160M \$695; Rock-Ola 1438's @ \$125 or four for \$395; Wurl. 2200's @ \$345 or two for \$600; we carry all makes and models in used music, vending, and games; ship directly overseas from Port of Detroit. Let us know what you need. **MARTIN AND SNYDER CO., 13200 W. WARREN AVE., DEARBORN, MICH. (Tel. LUzon 2-2300)****

**FOR SALE—Registered for export. Available** Hollyeranes, Binges, Big Times, Varieties, Gay Times, Miami Beaches, Broadways, Night Clubs, Carnivals, Sea Islands, etc., Write for prices. Immediate delivery. **D & P MUSIC, 27 EAST PHILADELPHIA, YORK, PA. (Tel. 81846)**

**FOR SALE—Gott: Spota Card \$215; Gondolier \$170; Universe \$190; Mademoiselle \$250; Lite-A-Card \$265; Bally Tournament \$124; Champion Tournament \$164.50; Strike \$124.50; Small ball bowlers \$94.50; United Regulations \$84.50; VENDORS EXCHANGE INC., 1440 W. 10th, CLEVELAND 13, OHIO, (Tel. 861-1443)**

**FOR SALE—For best prices on Pin Ball and Shuffleboard machines, please write or call 234-7123. TRI-STATE DIST. CO., Box 615, Rome, GA., or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858)**

**FOR SALE—Special on Seeburg R's 1 @ \$325 3 for \$909 6 for \$1700; K's \$325; V's \$195; VL's \$245; Also have AMI, Rock-Ola Wurlitzer, equipment reconditioned ready for location. Write Newl **GABRIELSON & CO., 724 MEMORIAL DRIVE, S. E. ATLANTA 16, GA. (Tel. 525-7441).****

**FOR SALE—Mills & Jennings Fruit Machines** all types and models, complete with automatic JacPats, in top condition. Will pack in wood for export. **ALMAN ENT., BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.**

**FOR SALE—6 Pocket Tables w/new Slate & New Accessories, Reconditioned Like New, 73 x 43—\$175 90 x 50 \$275; Seeburg 100B \$95; Seeburg 100C \$115; Rock-Ola 1438 \$115; AMI P-120 \$165; AMIG—120 \$195; Pin Games, United League B/A, 13', \$425; BETSON ENTERPRISES, 3728 TONNELE AVE., NORTH BERGEN, N.J. (Union 3-8574).**

**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.****

**FOR SALE—(On premises only) United Shuffle Alleys—five way \$395; Embassy \$595; Zenith \$225; MOHAWK SKILL GAMES CO.—67 SWAGGERTOWN ROAD—SCHENECTADY 2, N. Y.**

**FOR SALE—Completely reconditioned and ready to go. Williams Official Baseball \$295; Williams Short Stop \$235; Capitol Road Test \$395; Mid-Way Bazooka \$195; Keeney Sportsman \$195; MIKE MUNVES CORP.—577 10TH AVE., NEW YORK. (Tel. BRyant 9-6677).**

**FOR SALE—Kiddie rides repainted and ready to go at \$375 each; 1 Tusko Elephant; 1 Stage Coach; 1 Fire Engine; Several Covered Wagons. **MIDWEST DIST., 709 LINWOOD BLVD., KANSAS CITY, MO.****

**FOR SALE—Seeburg R-100; Seeburg 201; A.M.I. Model-Cont. 11; Lyric J-120, J-200, L-120, H-120, G-80, F-120, E-120, E-40; Gott; Flipper Fashion Show, Flying Circus, Hollywood, Show Boat, Darts. **MILLER NEW-MARK DIST. CO.—42 FAIRBANKS, N.W.—GRAND RAPIDS, MICH. (Tel. GL 6-6807)****

**FOR SALE—Latest juke box records 15¢ each minimum order 500. **KING SALES—1415 WASHINGTON ST.—BOSTON, MASS. (Tel. CO 6-5778)****

**FOR SALE—WALLBOXES:—See: V-3WA \$69.50; 3W1's \$22.50; Wurl. 5252-50¢ \$94.50. 5207's \$24.50; Bear Gun \$79.50; Sandy Horse \$324.50; AMI E120 with stepper \$79.50; Classic ball bowler \$149.50; GRECO BROS. AMUSE. CO. INC. 1288 BROADWAY—ALBANY, N.Y. (Tel. Hobart 5-0228)**

**FOR SALE—New Giepen Coffee machines; New shine machines; New Kiddie Rides; Seeburg 299 record wallboxes. **REDD DIST. CO. INC.—126 LINCOLN ST.—BRIGHTON 35, MASS. (Tel. AL 4-4040)****

## MISCELLANEOUS

# 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 ..... \$2,245.00  
V-2 Auto-Voice Recorder .....

### BALLY MFG. CO.

Super 8 Shuffle (4/63) .....  
Moon Shot (3/63) 5-Ball .....  
Fun-Phone (3/63) .....  
Spinner .....  
Table Hockey (2 Plyr) (2/63) ....  
Bucky Bronco Kiddie Horse .....  
Equipped with combination coin mechanism; Std. dime coin mechanism \$995.00

Bank-Ball .....  
Deluxe Bally Bowler 16' lengths ..  
5' Extension Sections \$105.00 (May 1962)

### CHICAGO COIN MACHINE

Riot Gun 6/63 .....  
Strike Ball Shuffle (5/63) .....  
Grand Prize Bowler (3/63) .....  
All-Star Baseball (1/63) .....  
Big Hit Baseball (10/62) .....  
Pro Basketball (June '61) .....

### EXHIBIT SUPPLY CO.

Card Vendor .....  
Kieer Plastic Laminator Vendor .....

### FISCHER SALES & MFG. CO.

Crown One Hundred (100") .....  
Crown Ninety (90") .....  
Crown Eighty Five (85") .....  
Royal 80 (80") .....  
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. Marshal 5¢ Gun .....  
Kicker & Catcher .....  
ABT Challenge Pistol .....  
ABT Guesser Scale .....  
ABT Rifle Sport .....  
Aristo Scale .....

### D. GÖTTLIER & CO.

Slick Chick 1P (4/63) .....

### IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series .....  
Mark I, 77x45 .....  
Mark II, 85x47 .....  
Mark III, 92x52 .....  
Mark IV, 106x58 .....  
Mark V, 118x68 .....  
Deluxe Stellite, 77x45 .....  
Deluxe Klub Pool .....  
Regular 56x40 .....  
Jumbo 75x43 .....

### J. H. KEENEY & CO.

Go Cart • 1P (5/63) .....

### MIDWAY MFG. CO.

Rifle Range (6/63) .....  
Sluggar Baseball (8/63) .....

### ROCK-OLA MFG. CORP.

404 100 Sel. (Capri) Stereo-Monaural Phono. ....  
404 100 Sel. (Capri) Stereo-Monaural Phono. (With #1979 Full Dimensional Stereo Klt.) .....  
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. ....  
1568 Wall Box (160 Sel.) .....  
1564 Wall Box (100 Sel.) .....

### ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.

Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream, with changer.

Model 1400S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, whipped powdered soup, granulated sugar, soluble cream with changer.

### (Fred Hebel Corp.)

Model 3400 Hebel—Coffee, Hot Chocolate, (Color Beige)—Single cup fresh soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, changer optional (extra charge).

### ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.

HAC-200 Hideaway, 200 Sel. Sel. Mon HEB-200 Hideaway, 200 Sel. Selective Stereo CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-Coin Rejector.

F-10436 Bar Grip, W.B. Mounting Bracket EX-600 Cylindrical Wall Speaker EX-700 Wall Speaker

L-2130 Ceiling Spkr., Choice of Grille Types Listed. L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille

Riviera Cigarette, 20 sel, 800 pack. Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line. Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular. 77 Candy Merchandiser, 11 sel, 360 cap. Tasty 20 Candy Merchandiser, 20 sel, 560

cap  
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.  
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.  
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.  
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.  
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.  
Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.  
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

### THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection Phono.

LPC-1R—Stereo LP Console, 160 Selection Phono., remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.

HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.

DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.

SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers. Remote income totalizer.

3W100—Wall-O-Matic 100, Single Pricing

TW1—Twin stereo wall speaker, 8 inch

TC1—Twin stereo corner speakers, 8 inch

TR1—Twin stereo recessed speakers, 8 inch

EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control

CC-2—Coin counter

### BACKGROUND MUSIC

BMS-2—Background Music unit, 1000 selection

BMC-1—Background Music Compact

BMC-A-1—Companion Audio

CIGARETTE VENDOR

4E3—Modular unit, 825 pack capacity.

4E3XM—Modular (less match unit) 825 pack capacity

4E4—Free Standing, Personalized, 825 pack capacity

4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity

### COFFEE VENDOR

662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time, Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5

664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5

664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6

664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5

767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6

### COLD DRINK

4SCD2—Cold Drink vendor, with crushed ice, 1600 cup capacity, 4 flavor

7SCD1—Cold Drink vendor, with crushed ice, 1600 cup capacity, 7 flavor

### MILK VENDOR

MV-1—Modular Milk Vendor, capacity 246-336 cartons depending on size. Selective: 3

### SOUTHLAND ENGINEERING CORP.

Speedway 6/63 .....

Fast Draw .....

Space Ship .....

Travel Pony .....

### UNITED MFG. CORP.

Astro Shuffle 6/63 .....

Rumpus Shuffle-Targette (5/63) .....

### UNITED MUSIC CORP.

UPD-100 Monaural

UPD-100S Stereo

### URBAN INDUSTRIES

Kiddie Kolor Kartoon Movie Machine 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. — 3" Extended Range

5125 Stereo Extender Spkr. (Packed in Pairs)

5126 Stereo Directional Spkr. (Packed in Pairs)

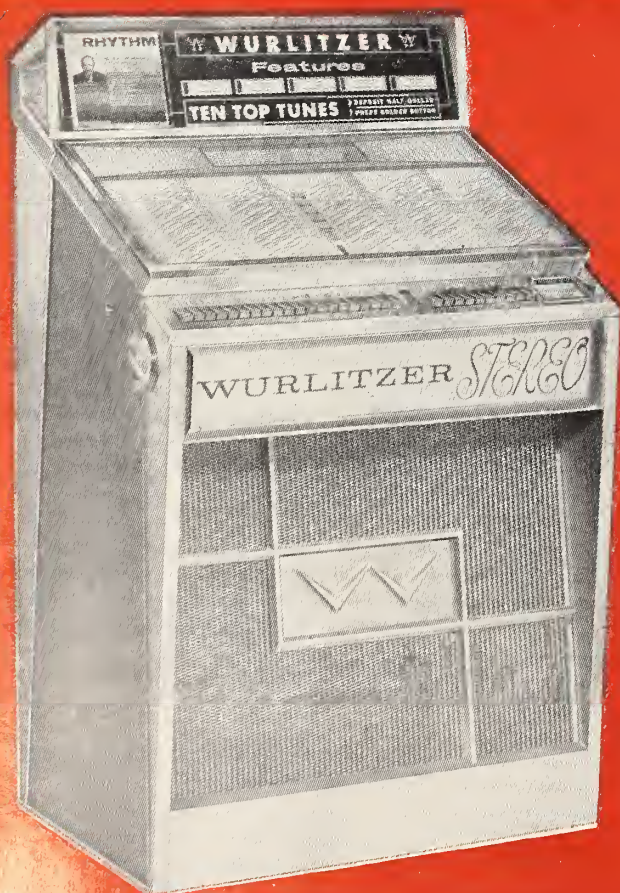
Hideaway Phonographs

2717 Stereo-Mono. 200-sel.

2711 Stereo-Mono. 100-sel.

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TREMENDOUS CASCADE  
OF SILVER COINS

THE  
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GOLDEN  
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Far and away the greatest play stimulator ever developed, the Ten Top Tunes Feature is a Wurlitzer exclusive. And now the Wurlitzer Golden Selector Bar gives it even more fantastic earning power. No other phonograph has this feature. It's one reason why Wurlitzer has the Winner. There are a dozen more marvelous money-making features built into this phonograph. See and hear them at your Wurlitzer Distributor TODAY.

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**5 WAYS TO PLAY**

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**POPULAR  
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**EASY STRIKE** OR **NORMAL STRIKE**

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**Standard 10¢ Play**

*(Optional at Extra Cost)*

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HALF-DOLLAR PLAY**

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COIN  
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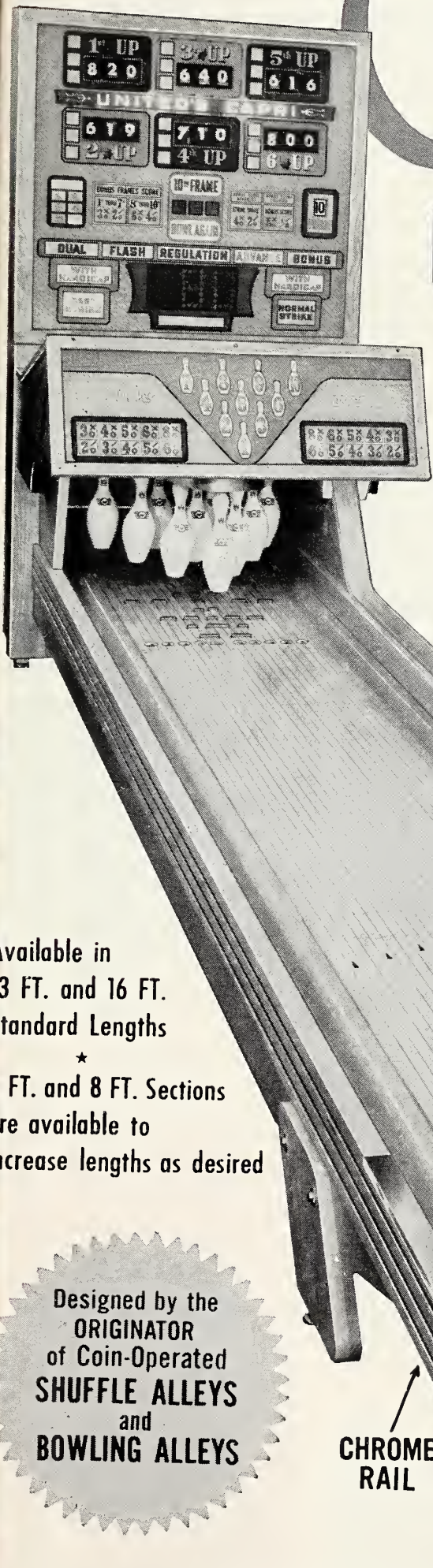
13 Ft. Shipping Weight (Crated) 740 lbs.  
16 Ft. Shipping Weight (Crated) 775 lbs.

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# You'd have to be a stereo bug to top ROCK-OLA sound



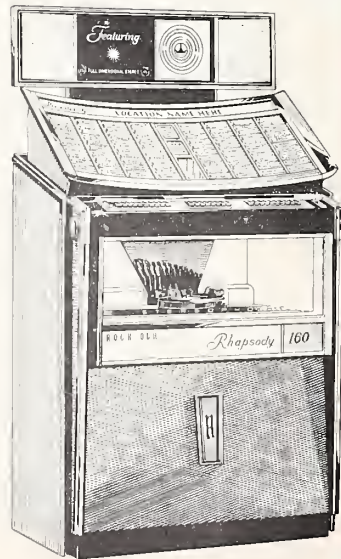

Components by Allied Radio Corporation

We don't mean to be smug. It's just that we have an exceptionally good sound system going for us . . . and for you, too! So good, in fact, that even if you corralled the most expensive equipment you could find, our full dimensional sound would still go you one better.

**Take versatility for example.** With the Rock-Ola Capri or Rhapsody, you can play 33 $\frac{1}{3}$ , 45 rpm, stereo, or monaural . . . mix them in any sequence, any bank, with our new Mech-O-Matic Changer, and still get *full dimensional sound* so near to stereo even an "educated ear" couldn't tell the difference, for sure! All of which means: you can install the Capri or Rhapsody *anywhere*—for top profits—whether it's Aunt Martha's coffee shop or the Ritz downtown. And if you need *more* stereo for a larger location, simply attach our extension speakers and get sound unequalled by anything else on the market!

**How can we make such a claim?** By combining perfect stereo cone tweeters, above, with the main unit speakers, below, then factory pre-angling them to achieve what we call "beaming the music" . . . providing full dimensional sound whatever the location!

**Simple. Yet highly effective!** Like all Rock-Ola features . . . simplicity is the key to top profits.

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for  
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products  
for  
profit

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