

# Cash Box

NOVEMBER 11, 1961



The veteran Mills Music pubbery, a prolific hit making publishing firm thru the years, is celebrating its 42nd Anniversary with two clicks currently on the charts, "Rock-A-Bye Your Baby" and "For Me And My Gal." Earlier in the year the company hit it big with Lonnie Donegan's "Chewing Gum" novelty. With almost a half-century under its belt, Mills continues to expand in many directions. Recently the firm signed an exclusive composer-arranger pact with the Dukes of Dixieland. Seated at the signing are Jack Mills (right) president of Mills Music; Sid Mills (left), gen. recording mgr.; and Papa Assunto, head of the Dukes. Standing are Fred Assunto; John Hammond, Columbia A & R exec who records the combo; Joe Delaney, their manager; and Frank Assunto.



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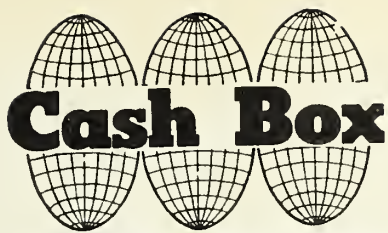
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**"THE NATION'S BEST SELLING RECORDS"**





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## Cash Box

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# T W I S T

If you spend enough time in our business, sooner or later you're bound to see just about everything.

Who would have thought, as recently as a few weeks ago, that the Twist would become a sensation overnight with, of all people, adults—the biggest critics of rock and rollers and their music.

But the adults have been won over by the Twist and its only a matter of time before we learn how long the craze lasts or how big it will actually become.

For the record industry, the effect has been tremendous. The twist craze among the older set has sparked excitement everywhere. Even Europe reports great acceptance, especially in England and France. One of the main benefactors of course will be Parkway Records, which produced Chubby Checker's "Twist" single, the record which created such a sensation a year ago last summer among the teen set. Rack jobbers, juke box ops and dealers are all buying the old single again as well as the artist's many LP's with the Twist theme.

But there should be many others who will benefit directly from the rage. We have been inundated with new Twist singles, Slop Twists, Mexican Twists, Peppermint Twists and an endless list of others. As can be expected, many Twist singles are rush jobs whose producers are ov-

erlooking the important fact that they must be designed for teen acceptance if they are to get heavy air play. But some are strong and are already getting attention in scattered spots throughout the nation.

A number of Twist LP's are being recorded now and should hit the market in short order. For the enterprising dealer and jobber, a whole new area of merchandising is opening up. Perhaps adults will begin frequenting retail outlets with a keener interest in other teen hits riding the charts.

And what's to prevent the adults from adding the slop, the mashed potatoes, the fly, the pony, the hully gully, the mess around, the stomp, the freeze and the many other steps to their repertoire after they become adept at twistin'.

Few crazes stemming directly from the record industry have been publicized as well as this one. It could conceivably be long lasting, (remember—they said rock and roll wouldn't last) and could develop into a lucrative new market.

The dance studios are already teaching the Twist, Twist niteries are opening, and shoe manufacturers as well as many others are making efforts to tie in with the Twist in one way or another. The Twist could possibly be the forerunner of adult acceptance of other teen recordings.





# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—NOVEMBER 11, 1961

Position 11/4 10/28			Position 11/4 10/28			Position 11/4 10/28			
1	<b>BIG BAD JOHN</b>	1 2	33	<b>TONIGHT</b>	53 74	67	<b>THE WAY I AM</b>	72 84	
	★JIMMY DEAN-Columbia-42175			★FERRANTE & TEICHER-United Artists-373			★JACKIE WILSON-Brunswick-55280		
2	<b>RUNAROUND SUE</b>	2 1		*EDDIE FISHER-7 Arts-719		68	<b>THE ASTRONAUT</b>	60 39	
	★DION-Laurie-3110			*JAY & THE AMERICANS-United Artists-353			★JOSE JIMINEZ-Kapp-409		
3	<b>BRISTOL STOMP</b>	4 4	34	<b>I REALLY LOVE YOU</b>	25 27	69	<b>MORNING AFTER</b>	68 65	
	★DOVELS-Parkway-827			★STEREOS-Cub-9095			★MAR-KEYS-Stax-112		
4	<b>PLEASE MR. POSTMAN</b>	7 12	35	<b>SCHOOL IS IN</b>	43 54	70	<b>THREE STEPS FROM THE ALTAR</b>	74 80	
	★MARVELLETES-Tamla-54046			★GARY U.S. BONDS-Legrand-1012			★SHEP & THE LIMELITES-Hull-747		
5	<b>HIT THE ROAD JACK</b>	3 3	36	<b>ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY</b>	48 58	71	<b>LANGUAGE OF LOVE</b>	— —	
	★RAY CHARLES-ABC-10244			★ARETHA FRANKLIN-Columbia-42157			★JOHN D. LOUDERMILK-RCA-7938		
6	<b>THIS TIME</b>	6 9		JUDY GARLAND-Capitol-4624		72	<b>GYPSY ROVER</b>	94 —	
	★TROY SHONDELL-Liberty-55353/ Gold Crest-161		37	<b>TAKE FIVE</b>	31 30		★HIGHWAYMEN-United Artists-370		
7	<b>I LOVE HOW YOU LOVE ME</b>	8 10		★DAVE BRUBECK-Columbia-41479		73	<b>THERE'S NO OTHER (LIKE MY BABY)</b>	93 —	
	★PARIS SISTERS-Gregmark-6			★GEORGE CATES-Dot-16271			★CRYSTALS-Philles-100		
8	<b>SAD MOVIES (MAKE ME CRY)</b>	5 5	38	<b>TAKE GOOD CARE OF MY BABY</b>	21 16	74	<b>THE MOUNTAIN'S HIGH</b>	49 35	
	★SUE THOMPSON-Hickory-1153			★BOBBY VEE-Liberty-55354			★DICK & DEEDEE-Liberty-55350		
	*LENNON SISTERS-Dot-16255		39	<b>LOOK IN MY EYES</b>	35 28	75	<b>IT'S JUST A HOUSE WITHOUT YOU</b>	81 90	
9	<b>THE FLY</b>	9 13		★CHANTELS-Carlton-555			★BROOK BENTON-Mercury-71859		
	★CHUBBY CHECKER-Parkway-830		40	<b>DON'T BLAME ME</b>	37 31	76	<b>IT'S TOO SOON TO KNOW</b>	85 —	
10	<b>FOOL #1</b>	10 11		★EVERLY BROTHERS-Warner Bros.-5501			★ETTA JAMES-Argo-5402		
	★BRENDA LEE-Decca-31309			ERMA FRANKLIN-Epic-9468		77	<b>BRIGHT LIGHTS, BIG CITY</b>	63 68	
11	<b>TOWER OF STRENGTH</b>	13 20	41	<b>JUST OUT OF REACH</b>	51 60		★JIMMY REED-VeeJay-398		
	★GENE McDANIELS-Liberty-55371			★SOLOMON BURKE-Atlantic-2114		78	<b>YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT</b>	75 79	
12	<b>LET'S GET TOGETHER</b>	12 7	42	<b>WHAT A PARTY</b>	38 40		★KENNY DINO-Musicor-1013		
	★HAYLEY MILLS-Vista-385			★FATS DOMINO-Imperial-5779		79	<b>I'LL BE TRUE</b>	82 96	
13	<b>YA YA</b>	11 8	43	<b>CANDY MAN</b>	50 55		★ORLONS-Cameo-198		
	★LEE DORSEY-Fury-1053			★ROY ORBISON-Monument-447		80	<b>WHY NOT NOW</b>	78 83	
14	<b>A WONDER LIKE YOU</b>	14 18	44	<b>GOD, COUNTRY AND MY BABY</b>	67 77		★MATT MONRO-Warwick-669		
	★RICK NELSON-Imperial-5770			★JOHNNY BURNETTE-Liberty-55397		81	<b>DOOR TO PARADISE</b>	89 91	
15	<b>YOU'RE THE REASON</b>	16 21		*CHICO HOLIDAY-Coral-62291			★BOBBY RYDELL-Cameo-201		
	★BOBBY EDWARDS-Crest-1075		45	<b>UNDER THE MOON OF LOVE</b>	52 62	82	<b>STEPS 1 AND 2</b>	87 —	
	★JOE SOUTH-Fairlane-21006			★CURTIS LEE-Dunes-2008			★JACK SCOTT-Capitol-4616		
	HANK LOCKLIN-RCA-7921		46	<b>YOU MUST HAVE BEEN A BEAUTIFUL BABY</b>	34 24	83	<b>ON BENDED KNEE</b>	90 —	
16	<b>HEARTACHES</b>	24 34		★BOBBY DARIN-Atco-6206			★CLARENCE HENRY-Argo-5401		
	★MARCELS-Colpix-612		47	<b>GYPSY WOMAN</b>	70 82	84	<b>SOOTHE ME</b>	92 —	
17	<b>CRYIN'</b>	17 6		★IMPRESSIONS-ABC-10241			★SIMS TWINS-Sar-117		
	★ROY ORBISON-Monument-447		48	<b>'TIL</b>	59 63	85	<b>SMILE</b>	— —	
18	<b>THE WAY YOU LOOK TONIGHT</b>	15 15		★ANGELS-Caprice-107			★TIMI YURO-Liberty-55375		
	★LETTERMEN-Capitol-4586		49	<b>IT'S GONNA WORK OUT FINE</b>	40 41	86	<b>SEVEN DAY FOOL</b>	100 —	
	★JARMELS-Laurie-3098			★IKE & TINA TURNER-Sue-749			★ETTA JAMES-Argo-5402		
	TAB HUNTER-Dot-16264		50	<b>MY HEART BELONGS TO ONLY YOU</b>	62 75	87	<b>TONIGHT I WON'T BE THERE</b>	57 61	
19	<b>MOON RIVER</b>	26 36		★JACKIE WILSON-Brunswick-55280			★ADAM WADE-Coed-556		
	★JERRY BUTLER-Vee-Jay-405		51	<b>I DON'T KNOW WHY</b>	71 —	88	<b>FLY BY NIGHT</b>	91 —	
	★HENRY MANCINI-RCA-7916			★LINDA SCOTT-Canadian-American-129			★ANDY WILLIAMS-Columbia-42199		
	FULLER BROTHERS-Challenge-9119		52	<b>LITTLE SISTER</b>	33 19	89	<b>EVERYBODY'S GOTTA PAY SOME DUES</b>	76 81	
	CALVIN JACKSON-Reprise-20022			★ELVIS PRESLEY-RCA-7908			★MIRACLES-Tamla-54048		
	CARMEN CAVALLARO-Decca-31304		53	<b>STICK SHIFT</b>	36 26	90	<b>YOUNG BOY BLUES</b>	86 99	
	RICHARD HAYMAN-Mercury-71869			★DUALS-Sue-745			★BEN E. KING-Atco-6207		
	HOLLYRIDGE STRINGS & CHORUS-Capitol-4631		54	<b>BRIDGE OF LOVE</b>	61 73	91	<b>IT'S ALL BECAUSE</b>	— —	
	MANTOVANI-London-2021			★JOE DOWELL-Smash-1717			★LINDA SCOTT-Canadian-American-129		
	JANE MORGAN-Kapp-431		55	<b>COME SEPTEMBER</b>	58 59	92	<b>DANNY BOY</b>	— —	
20	<b>MEXICO</b>	19 14		★BILLY VAUGHN-Dot-16119			★ANDY WILLIAMS-Columbia-42199		
	★BOB MOORE-Monument-446			★BOBBY DARIN-Atco-6200		93	<b>MISSING YOU</b>	77 44	
21	<b>EVERLOVIN'</b>	20 22		DICK JACOBS-Coral-62275			★RAY PETERSON-Dunes-2006		
	★RICK NELSON-Imperial-5770			SANTO & JOHNNY-Canadian-American-128		94	<b>HANG ON</b>	73 78	
22	<b>I UNDERSTAND (JUST HOW YOU FEEL)</b>	27 29		56	<b>IN THE MIDDLE OF A HEARTACHE</b>	69 87		★FLOYD CRAMER-RCA-7907	
	★G-CLEFS-Terrace-7500			★WANDA JACKSON-Capitol-4635		95	<b>BLUE MOON</b>	100 —	
	RICKY PAGE-Dot-16261			★DEL SHANNON-Big Top-3038			★VENTURES-Dolton-47		
23	<b>CRAZY</b>	32 46		57	<b>SO LONG BABY</b>	42 38	96	<b>PUSHIN' YOUR LUCK</b>	98 —
	★PATSY CLINE-Decca-31317			★TOMMY HUNT-Scepter-1219			★SLEEPY KING-Joy-257		
24	<b>(HE'S MY) DREAMBOAT</b>	22 23		58	<b>HUMAN</b>	46 45	97	<b>JUST BECAUSE</b>	96 97
	★CONNIE FRANCIS-MGM-13039			★TOMMY HUNT-Scepter-1219			★McGUIRE SISTERS-Coral-62288		
	JANE DAVIS-Cowtown-810			59	<b>FOR ME AND MY GAL</b>	64 70	98	<b>UP A LAZY RIVER</b>	— —
25	<b>FOOT STOMPIN' (Part 1)</b>	29 30		★FREDDY CANNON-Swan-4083			★SI ZENTNER-Liberty-55374		
	★FLARES-Felsted-8624			60	<b>HOLLYWOOD</b>	45 42	99	<b>ONE TRACK MIND</b>	56 53
26	<b>BIG JOHN</b>	28 32		★CONNIE FRANCIS-MGM-13039			★BOBBY LEWIS-Beltone-1012		
	★SHIRELLES-Scepter-1223		61	<b>LET THERE BE DRUMS</b>	88 —	100	<b>TURN AROUND, LOOK AT ME</b>	— —	
27	<b>I WANT TO THANK YOU</b>	30 43		★SANDY NELSON-Imperial-5775			★GLEN CAMPBELL-Crest-1087		
	★BOBBY RYDELL-Cameo-201			62	<b>I'LL BE SEEING YOU</b>	65 69		TOMMY BUTLER-Roulette-4399	
28	<b>ANYBODY BUT ME</b>	23 25		★FRANK SINATRA-Reprise-20023					
	★BRENDA LEE-Decca-31309		63	<b>(HE'S) THE GREAT IMPOSTOR</b>	47 51				
29	<b>SEPTEMBER IN THE RAIN</b>	39 50		★FLEETWOODS-Dolton-45					
	★DINAH WASHINGTON-Mercury-71876		64	<b>WALK ON BY</b>	84 95				
30	<b>GOODBYE CRUEL WORLD</b>	66 85		★LEROY VAN DYKE-Mercury-71834					
	★JIMMY DARREN-Colpix-609		65	<b>MY TRUE STORY</b>	44 33				
31	<b>PLEASE DON'T GO</b>	41 52		★JIVE FIVE-Beltone-1006					
	★RAL DONNER-Gone-5114		66	<b>MOVIN'</b>	54 47				
32	<b>SWEETS FOR MY SWEET</b>	18 17		★BILL BLACK'S COMBO-Hi-2038					
	★DRIFTERS-Atlantic-2117								



"IF YOU GOTTA MAKE A FOOL OF SOMEBODY"

*James Ray*

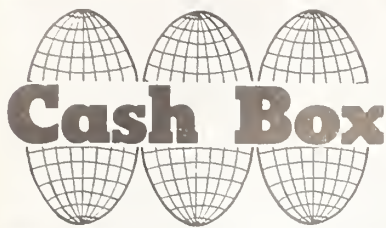
HUTCH DAVIE Orchestra

CAPRICE-110



CAPRICE RECORDS, 150 WEST 55th STREET, NEW YORK CITY, N. Y.





# RECORD REVIEWS

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

"RUN TO HIM" (2:07) [Aldon BMI—Keller, Goffin]  
 "WALKIN' MY ANGEL" (2:20) [Aldon BMI—Keller, Goffin]  
 BOBBY VEE (Liberty 55388)

VEE, whose name was plastered all over the charts with the #1 tune in the country, "Take Good Care Of My Baby," is in for more of the same here. Youngster leads off with a beautiful, beat-ballad romantic shuffler labeled "Run To Him." Fabulous, Johnny Mann-chorus backed session that builds to a big finish. The excellent, up tempo companion piece, "Walkin' With My Angel," should ride side-by-side into hitsville with the other end.

"WELL, I TOLD YOU" (2:27) [Barrett's Chantel BMI—Barrett]  
 "STILL" [Barrett's Chantel BMI—Barrett]  
 THE CHANTELS (Carlton 564)

The femme artists, having clicked big with their Carlton bow, "Look In My Eyes," can make it two-in-a-row with this new one. Tune, tabbed "Well, I Told You," is a delighter the gals and a Ray Charles-like male voice rock out in tantalizing, "Hit The Road, Jack" style. "Still" finds them in a haunting, "Eye's"—beat-ballad-with-strings pose. Watch it too.

"PREVIEW OF PARADISE" (2:53)  
 [George Paxton ASCAP—Tobias, Ballard, Jr.]  
 "COLD COLD WINTER" (2:30)  
 [George Paxton ASCAP—Kent, Warren]  
 ADAM WADE (Coed 560)

Wade follow his current string of country-flavored hits with one from the big, beautiful ballad dept. and he never sounded better than he does on "Preview Of Paradise." Enchanting entry superbly executed by Adam and the George Paxton ork-chorus. Flipside the artists ambles smoothly thru an up bit romancer tabbed "Cold Cold Winter." Top half should be all over the airwaves in no time flat.

"I NEED SOMEONE" (2:33) [Frankapp BMI—Mastrangelo, Falciglia]  
 "THE AMERICAN DANCE" (2:46)  
 [Glenden ASCAP—Blangman, Bobrick]  
 THE BELMONTS (Sabina 502)

The Belmonts, who have now scored on Sabina with "I Wonder Why" and "Don't Get Around Much Anymore," can make it three-for-three with this new one from the handclapping, mashed potatoes—"Runaround Sue" school. It's a solid money-maker, tabbed "I Need Someone," that features a winning Pete Bennett ork assist. The dandy coupler's devoted to the Twist—"The American Dance."

"MY CONFESSION" (3:05) [Miron ASCAP—Dee, Wood]  
 "IT HAPPENED ALL OVER AGAIN" (2:39)  
 [Darnel BMI—Reiss]  
 NEIL SCOTT (Portrait 2010)

Scott, who recently made "Bobby" a topic teen conversation 'round the country, is back with two potent chart contenders here. Both ends, "My Confession," and "It Happened All Over Again," are as different as day and night. Former's a poignant, religious-flavored opus while the latter's from the colorful, thump-a-rhythm school. Keep close tabs on both halves.

"BIRMINGHAM" (2:03) [Trinity BMI—Davie]  
 "THE MOUSE" (1:50) [Trinity BMI—Farina, Farina, Farina]  
 SANTO & JOHNNY (Canadian-American 131)

"Birmingham" should easily be the next big city to pop up on the teen wax map. It's the tag of Santo & Johnny's latest Canadian-American effort and it's a captivating up beat blues instrumental that sports ear-pleasing sans lyric choral chants. More attention-getting sounds from the dual guitarists on the catchy "Mouse" bouncer.

"MASH THEM 'TATERS'" (2:42) [Escort BMI—Smith, Goldsmith]  
 "THE STOMP" (2:13) [Escort BMI—Smith, Goldsmith]  
 THE OLYMPICS (Arvee 5044)

The Olympics appear to be back in the hit groove as they "Mash Them 'Taters'" on this funky, teen-angled newcomer. It's an enticing ditty that's sure to set the hoofers in motion. There's more sock-rock sounds for the dance-inclined on "The Stomp" session. Both sides'll be in a forthcoming "Party Time" LP.

"The Same Old Trouble" has what it takes to follow Don Gibson's current outing, "Sea Of Heartbreak" into pop-country hitsville. (See Country Reviews).

PAT SUZUKI (Capitol 4653)

(B+) "WHEN YOU WANT ME" (2:01) [Chappell ASCAP—Coward] Star of the Broadway run of "Flower Drum Song" adds class to the singles field with this fine swingin' performance of a charming ditty from "Sail Away." Henri Rene directs a delectable swing stint from the ork. DeeJay delight.

(B+) "WHY GO ANYWHERE AT ALL" (2:04) [Harms ASCAP—Dietz, Schwartz] Light-hearted romancer from the incoming "Gay Life" is another swing vehicle for the lass and ork. Also a top legit side.

LITTLE MISS CORNSHUCKS (Chess 1785)

(B+) "IT DO ME SO GOOD" (2:50) [Arc BMI—Dixon, Emerson] Blues thrush offers an affecting vocal of the fine number, also cut by Victor's Ann-Margret. A fine string-included sound backs-up. This version should also be eyed, especially in R&B areas.

(B) "NO TEASING AROUND" (3:05) [Arc BMI—Dixon, Emerson] Feelingful stint from the talented performer. Both ends are from an LP.

THE CATALINAS (20th Fox 286)

(B+) "UNCHAINED MELODY" (2:55) [Frank ASCAP—North, Zaret] Team's lead and rest of crew deftly offer a Latinish sock-rock version of the great tune. Boys may have a chart come-back for the number.

(B) "SWEETHEARTS" (2:58) [Kennebek ASCAP—Mitchell, Waters] Same lead heads a good-sounding minor-key teen stint.

RONNIE LAVELLE (Parkway 381)

(B+) "THE CRAZY WAYS OF LOVE" (2:27) [Woodcrest & Rice Mill BMI—Sheldon, Leon Lavelle] Pro teen vocalist Lavelle, mostly multi-tracked, tells of the vagaries of teen romance against a first-rate upbeat rock-a-string backdrop. Sunny sound that could get big station time.

(B) "CARTOONS" (2:12) [Lowe & Kalmann ASCAP—Mann, Appell] This end is a laff item in the manner of "Western Movies" and "Allez-Oop."

RICHIE (Kip 240)

(B+) "DREAM LOVER" (2:15) [Fern Progressive BMI—Darin] An effective revival of the big Bobby Darin hit, including a busy combo-chorus setting that closely resembles the backing on Dion's "Runaround Sue." Songster has a teen-wise upbeat delivery. Might mean something.

(B) "CHERIE" (2:10) [Lowe ASCAP—Mann, Lowe, Appell] Good Twist-able bright-beat stand.

GAYNEL HODGE (RCA Victor 7964)

(B+) "BACHELOR IN PARADISE" (2:26) [Robbins ASCAP—Mancini, David] Fine smart-lyric, yet teenagey, pic title-tune is given an interesting Latin-rock arrangement, with singer Hodge solidly going along with the beat. Has strong airplay potential.

(B) "THE DOOR IS STILL OPEN (To My Heart)" (2:57) [Berkshire BMI—Willis] Old Chuck Willis hit is appealingly revived.

FELICIA SANDERS (Decca 31335)

(B) "TONIGHT" (3:10) G. Schirmer ASCAP—Bernstein, Sondheim] In response to the "West Side Story" pic release, the label has re-issued the fine lark's version of the oft-cut ballad, with another tune from the show, "Something's Coming," opening the session. A class presentation.

(B) "IN OTHER WORDS" (3:00) [Almanac ASCAP—Howard] Bart Howard's beautiful song is in first-rate ballad hands here.

AL BROWN & HIS TUNE TOPPERS (Amy 829)

(B+) "SHIMMY SWING" (2:27) [Aim BMI—Brown] Brown and his songmates explain a teen-dance with good-sounding blues-styled cheer. They cashed in with "The Madison," and this stand could get some action.

(B) "ROUTE 66" (2:02) [E. H. Morris ASCAP—Troupe] Blues swingin' on the oldie.

SONNY JAMES (Groove 1)

(B+) "YOUNG LOVE" (2:30) [Lowery BMI—Cartey, Joyner] Victor bows its new 49¢ label with a new session of the songster's years-back hit for Capitol. Performance and tune still have teen-market merits, and, at the low pricing, side can move.

(B) "BROKEN WINGS" (2:04) [Shapiro-Bernstein ASCAP—Jerome, Grun] Nice country-styled wistful.

DAVY JONES & THE DAULPHINS (Sinclair 1005)

(B+) "DANCE, DANCE, LITTLE GIRL DANCE" (1:48) [Jones, Catalano, Vecchiarelli] Jones and the Daulphins take an engaging jump ride over this attention-getting romantic opus. Side's right up the teen's alley.

(B) "ANNABELLE LEE" (2:25) [Original BMI—Jones] More dandy jump sounds on this portion. Not the same tune as the Co-Eds Cha Cha outing.

SAMMY KAYE TWISTERS (Decca 31336)

(B+) "MAMA AND PAPA TWIST" (2:42) [Northern ASCAP—Gabler, Curtis] The Kaye crew becomes the first adult-market attraction to perform on a Twist deck, and result is a new exciting sound from the normally sugar-coated Kaye sessions. J. Blasingame is the lead vocalist. Could be a big juke-box entry.

(B) "SWING AND SWAY TWIST" (2:20) [Republic BMI—Fitting, Bennett] Same kind of attack here on a ditty that adds Twist to the maestro's familiar slogan.

BERNIE LAWRENCE (United Artists 388)

(B+) "COLLECTING GIRLS" (2:39) [Arch ASCAP—Ballard, Tobias] Steve's brother solidly heads a merry-beat romp. He's backed by a first-rate combo-chorus attack. Could be active.

(B) "THAT WAS YESTERDAY" (2:45) [Footlight BMI—S&B Lawrence] Lawrence is partly multi-tracked in this well-done plaintive.



Bobby's BIGGEST Ballad-EVER!

# “RUN to HIM”

b/w “WALKIN' WITH MY ANGEL” # 55388



# BOBBY VEE!!!

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FIRST IN THE FOREGROUND OF SOUND





# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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

## Pick of the Week Newcomers

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

"WALKIN' BACK TO HAPPINESS" (2:30)  
[Bourne, Rank ASCAP—Schroeder, Hawker]  
"KISS 'N RUN" (2:08) [Beechwood BMI—Paramor, Lewis]  
HELEN SHAPIRO (Capitol 4662)

Helen Shapiro, a top name in England's wax circles (she's making noise here with "You Don't Know") can really step out this side of the Atlantic with her current chart-topping English stand, "Walkin' Back To Happiness." It's a delectable, chorus-backed up beat thumper with that hit stamp notched into every groove. Lotsa rock-a-cha-cha joy on the "Kiss 'N Run" side.

"WHAT ARE YOU, SOME KIND OF NUT?" (2:30)  
[Spanka BMI—Richards]  
"LAST NIGHT A HEART WAS BROKEN" (2:56)  
[Spanka BMI—Richards]  
BARRY RICHARDS (Groove 2)

Richards can come thru with the first click for Victor's 49¢ Groove line. Artist takes the oft-used expression, "What Are You, Some Kind Of Nut?" and turns it into a sparkling rock-a-cha-cha session. "Last Night A Heart Was Broken" is a touching entry from the Paul Anka-dramatic beat-ballad category. Standout Ray Ellis-ork & choral showcases on two Richards originals.

"IF YOU SEE BILL" (2:59) [Ludix BMI—Dixon]  
"IT'S MINE" (2:32) [Ludix BMI—Denson]  
TAMMY MONTGOMERY (Scepter 1224)

Tammy Montgomery should soon be added to Scepter's hit roster. The youngster displays a superb, mature blues style as she puts her heart into her delivery of a standout beat-ballad lover's lament labeled "If You See Bill." Fine, string-filled arrangement supplied by Horace Ott. Coupler, "It's Mine," is set in an inviting Paul Griffin rock-a-cha-cha ork-choral showcase.

"EV'RY STEP OF THE WAY" (2:10) [Tomorrow's Tunes BMI—Quinn]  
"KEEP ME ON YOUR MIND" (2:34) [Tomorrow's Tunes BMI—Quinn]  
KEVIN McQUINN (Diamond 101)

Newcomer Kevin McQuinn can get Joe Kolsky's brand new Diamond diskery off to a flying start with this intro outing. It's a happy-go-lucky, rock-a-cha-cha romancer, tagged "Ev'ry Step Of The Way," that McQuinn and the Charles Callelo ork-chorus sock out in ultra-commercial fashion. Softer cha-cha beat entry flipside. Top end looks like money-in-the-bank for all concerned.

## Best Bets

FRANKIE AVALON  
(Chancellor 1095)

(B+) "THE LONELY BIT" (2:35)  
[Debmar ASCAP—Faith, Curtis] The songster displays classy swing finesse on a good hip swinger. He's backed by a Dick Reynolds-handled ork arrangement. Side, from an LP, "And Now About Mr. Avalon," should see lots of deejay attention.

(B+) "SLEEPING BEAUTY" (2:28) [December BMI—Reynolds, Carroll] Avalon returns to his "Venus" format here. Also bears attention.

PHIL UPCHURCH  
(United Artists 385)

(B+) "THAT'S WHERE IT IS" (2:33) [Jan-Jo BMI—Silvers] Upchurch, who just had a click with "You Can't Sit Down" on the Boyd label, heads a happy-beat combo outing that can also score. Vocal chants are part of the bright proceedings.

(B) "THE HOG" (2:30) [Jan-Jo BMI—Muldraw] More infectious blues-styled doings here.

JOHNNY NASH  
(ABC-Paramount 10230)

(B+) "I LOST MY BABY" (2:40)  
[J&E ASCAP—Nash] Strong Latinish teen performance by the songster, who is backed by a first-rate rhythm sound from the rock-a-string & chorus set-up. Could mean a Top 100 stay for Nash.

(B+) "I'M COUNTING ON YOU" (2:19) [Sea-Lark BMI—Evelyn] Somewhat softer Latin-rock leanings, but still a date that should be watched. Could be back-to-back chart items.

FIESTAS (Old Town 1111)

(B+) "SHE'S MINE" [Maureen BMI—Stewart, Morris] R&B song vets solidly deliver in this blues-styled pounder. Track that should be welcomed by a host of teeners.

(B) "THE HOBOS PRAYER" [Maureen BMI—Stewart, Bullock] Inviting warm-beat blend from the boys.

CATERINA VALENTE  
(London 10001)

(B) "UN P'TIT BEGUIN" (2:25)  
[Sunbram BMI—Besoyan, Salvat, Morisse] Multi-lingual song pro does a French-lyric warble on a cute novelty ditty. Arrangement has both medium-beat and belt moments. Sound grows-on-you.

(B) "DIS-MOI SEPTEMBRE" (2:00) [BIEM—Alguero, Marnay] Lively stint also read in French.

LEE MAYE (Imperial 5790)

(B+) "WILL YOU BE MINE" (2:25) [Lois BMI—Denby, Conrad] Maye, a member of the Milwaukee Braves baseball team, displays feelingful vocal talents on the tender blues-styled number. Soft combo-chorus stint is pretty. Worth spins.

(B) "HONEY HONEY" (2:20) [Eldorado BMI—Maye] Infectious blues date here on a Maye composition.

AL GARNER (Excello 2208)

(B+) "SCOUT FOR GENERAL LEE" (2:53) [Tree BMI—] Sing-a-narrative laff stint by Garner about a fella who dreams he's in a TV western which is interrupted by lots of commercials.

(B) "DISGUSTED" (2:58) [Excello BMI—Hebb] Lazy, soulful blues warble.

JOHNNY CONQUET (Estacy 1013)

(B) "LATIN TWIST" [Nena ASCAP—Conquet] The pianist and his combo present a good-sounding Latin-styled case for the Twist rage. Exciting, often jazz-oriented performance.

(B) "ASIA MINOR" [Arkayem ASCAP—Mozian] More Latin excitement with originality.

CARDELLA DE MILO  
(Republic 2023)

(B) "LIES" (2:30) [4-Star BMI—Townsend] New blues thrush capably conveys the bitter-sweet sentiments of the opus. Good R&B-directed listening.

(B) "MAMA, TELL ME WHAT TO DO" (2:09) [4-Star BMI—Kennedy] Robust blues rhythmic here.

PEREZ PRADO (RCA Victor 7963)

(B+) "MOLIENDO CAFE" (1:47) [Morro BMI—Manzo] The current Brazilian hit is presented with a chungo beat by the Prado ork. Interesting touches in the arrangement can get this deck around.

(B) "ARRIVERDERCI ROMA" (2:32) [Reg Connelly ASCAP—Giovannini, Garinei] Same beat for the evergreen.

THE DUBS (ABC-Paramount 10269)

(B) "DOWN, DOWN, DOWN I GO" (2:10) [Joli BMI—Blandon, Gardner] Fellas smoothly handle a melodic tale of lost-love. Backing is a reliable steady-beat affair. Well-done date that merits teen exposure.

(B) "LULLABY" (2:27) [Joli BMI—Burton, Simmons] Boys are effectively heard in a Latinish Ben E. King-type format.

BOBBY KNOTTS (Gee Clef 076)

(B) "TOO YOUNG" (2:26) [Jefferson ASCAP—Dee, Lippman] Nat Cole's famed vehicle is sung by Knotts against a good-sounding busy-beat sound from the combo-chorus.

(B) "OH LOVE" (2:17) [Mack Weiss ASCAP—Knotts] Catchy light-beat setting here.

RONNIE HAYDEN (Camay 2002)

(B) "WYOMING" (2:15) [Mari-gold & Original BMI—Thorn, Buchanan] Pretty portrait by the lark of a nice tribute to the state. Attractive triplet-included full ork-chorus setting.

(B) "THE LETTER" (2:20) [Sweeten BMI—Downs, Kurlaga, Alonzo] Tearful teen-geared plaintive is warmly handled by the songstress against a pretty ork-chorus stand.

FRED FLINTSTONE (Epic 9495)

(B+) "STONE AGE ROCK" (2:28) [Barbera-Hanna BMI—Hanna, Barbera, Ramal] Well-done sock-rock instrumental by "Fred Flintstone & His Bedrock Beaters," named after the Flintstone TV'er. Saxes are an exciting highlight.

(B) "BEDROCK BEAT" (2:15) [Barbera-Hanna BMI—Hanna, Barbera, Ramal] A jazzy feel to this percussion-highlighted romp.

FREDDIE MEADE &  
THE CALENDERS (20th Fox 287)

(B) "MEPRI STOMP" (2:30) [Palace ASCAP—Keefer, Keefer, DiLeo] Lively stomp-beat doings from the vocal team and combo. Good hop entry.

(C+) "JUST GIVE HER MY LOVE" (2:35) [Palace ASCAP—Keefer, Keefer] Disenchanted warbling from the boys.

RICHIE DENNIS (Julia 1103)

(B) "COTTON HEART" (2:00) [Starfire & Benell BMI—Powell] Good-sounding teen color here as Dennis reads a cute Latinish ditty about a fella who has an easily torn "cotton heart" when he's near his gal. Bright full ork setting.

(B) "I'M THE ONE" (2:03) [Starfire & Benell BMI—Powell] Dennis' approach here is more tearful, though the arrangement has an upbeat rock-a-cha way.

RICKIE STARR (Magic Circle 4221)

(C+) "THAT YOU FEEL LOVE" (2:38) [JAF-Schofield BMI—Block, White] Low-down rock-a-billy approach from the songster and musical backing. Label is based in Chatsworth, Calif.

(C+) "BLUE EYES" (2:35) [JAF & Schofield BMI—Schofield, Block, Lavin] Softie teen hymn-to-her.

JACKIE LEE (Sure 71891)

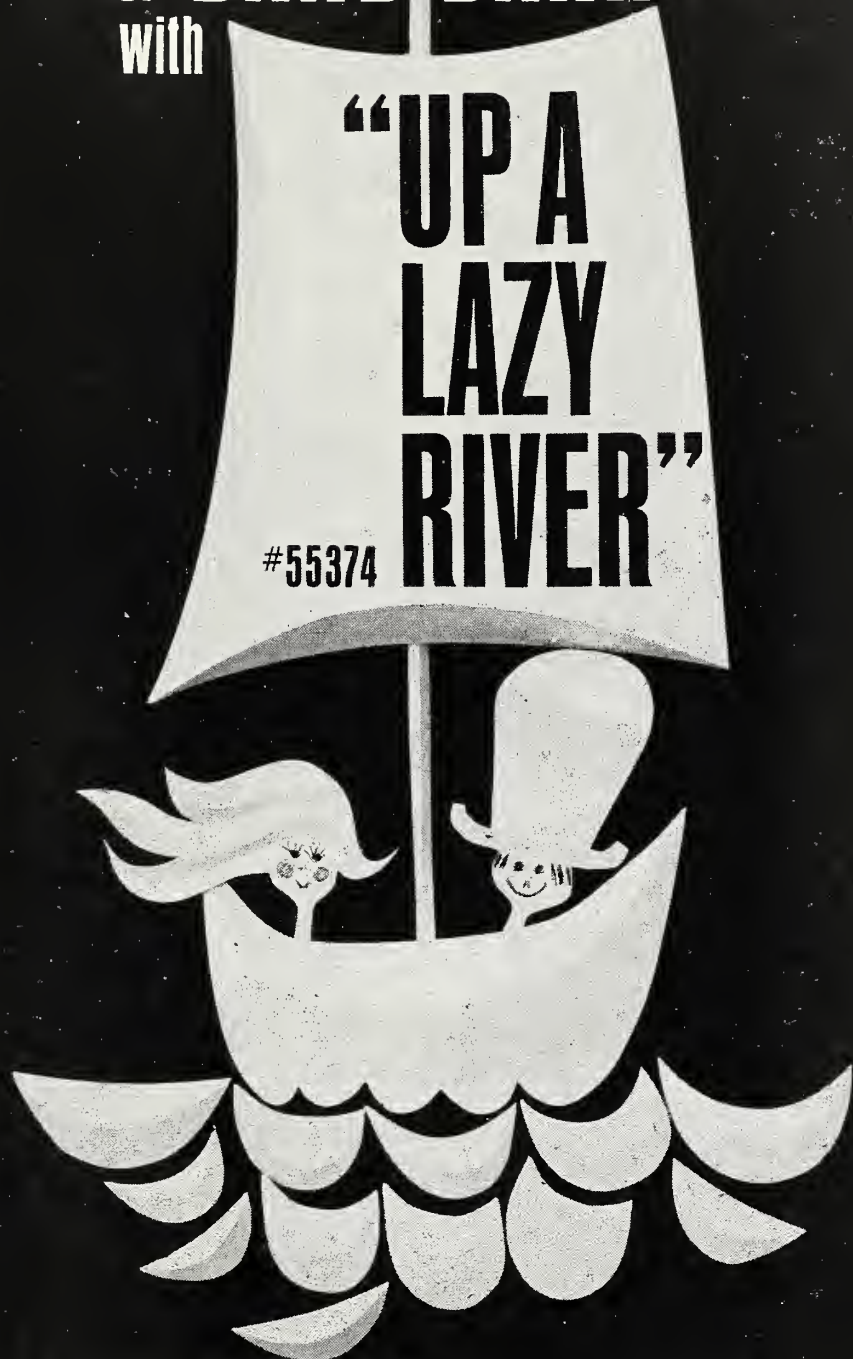
(B+) "THE NEW SWANEE RIVER BOOGIE" (2:19) [Aqua ASCAP—Schroeder, Burns] Organist/pianist Lee, a boogie-rock specialist, heads an exciting teen rewrite of the folk favorite. Things really start hopping from midway on. Mercury distributes the label.

(B) "HALLELUJAH I LOVE HER SO" (2:38) [Progressive BMI—Charles] Swingin' organ on the now-standard blueser.



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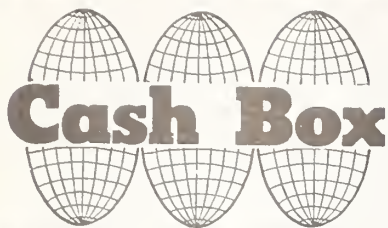
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# RECORD REVIEWS

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

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

## Best Bets

### THE DEMENSIONS (Coral 62293)

(B+) "AS TIME GOES BY" (3:00) [Harms ASCAP—Hupfeld] The Dimensions take another ever-green for one of their potent, teen-directed find-the-melody beat-ballad rides. Slick ork support supplied by the Henry Jerome instrumentalists. Can make solid chart news.

(B) "SEVEN DAYS A WEEK" [Mo BMI—Geld, Udell] There's more appealing teen-ballad sounds on this inviting new romancer.

### LARRY & DAVE (Pioneer 71892)

(B+) "ROSE AND A STAR" (2:10) [Vanno ASCAP—Vance, Carr] Many a teenager will be charmed by the appealing light-beat rock-a-cha affectionate from the boys, who are ably assisted by a chanting femme chorus. Can show-up.

(B) "I COULD CRY" (2:14) [Vanno ASCAP—Serino, Neff] Interesting percussive sounds throughout in this deftly handled teen plaintive. Talented rock-market duo.

### MARY ANN FISHER (Seg-Way 1007)

(B+) "CAN'T TAKE THE HEART-ACHES" (2:02) [Sheldon—Dawn, Smith, Montello] Lark, who recently had some chart action with "I Just Can't Take It," could collect chart coin again with her fine romantic portrayal of a pretty tune. Strings and triplet beat form a fine sentimental setting.

(B) "GIVE" (2:18) [Glodis & Rayven—Berry, Covay] Performer has some effective wailing moments in this mostly R&B-market showing.

### THE CORSAIRS & JAY "BIRD" UZZELL (Tuff 3030)

(B+) "SMOKY PLACES" (2:42) [Annie-Earl ASCAP—Spector] The New Orleans-based diskery could have Top 100 action with this interesting sound from group and lead songster Uzzell and the combo whose tune is somewhat built on the order of the arrangement of "Save The Last Dance For Me." Should be eyed.

(B) "THINKIN'" (2:35) [Annie-Earl ASCAP—Spector] Pleasing soft-beat item. Tune resembles "The Great Pretender."

### JEANNE BLACK (Capitol 4654)

(B+) "HEARTBREAK U.S.A." (2:09) [Pamper BMI—Howard] The recent Kitty Wells' country click goes pop-country in a fine medium-beat stint by the thrush and string-included ork-chorus. Could make some pop noise.

(B) "HIS OWN LITTLE ISLAND" (2:31) [Livingston & Evans ASCAP—Livingston, Evans] Inviting easy-beat performance of a tender ballad from the new musical, "Let It Ride."

### THE KODOKS (Wink 1006)

(B+) "MISTER - MAGOO" (2:20) [Audicon BMI—Kodoks, Weisenfreund] The Kodoks stand a solid chance of breaking into the hit ranks with this Hully Gully-flavored ditty that deals with the problems of the famed near-sighted character. Can develop into a hot sales item.

(B) "LOVE WOULDN'T MEAN A THING" (2:14) [Audicon BMI—Weisenfreund] Group switches to a feelingful beat-ballad pace here. Splendid assist by the Joy Vendors on both ends. Label's N.Y.-based.

### BOB LUMAN (Warner Bros. 5506)

(B+) "BOSTON ROCKER" (2:13) [Acuff-Rose BMI—Loudermilk] This infectious hard beat affair, that deals with the rock in Hub area, is loaded with big hit potential. Could be Bob's next chart outing.

(B+) "OLD FRIENDS" (2:12) [Acuff-Rose BMI—B&F Bryant] On this end Luman shuffle-rocks his way over a sentimental dandy. The Plus 2 features here are "Let's Think About Living" (1:29) and "Bad, Bad Day" (1:18)

### THE REGALS (United Artists 380)

(B+) "TIGER TEARS" (2:00) [Gil BMI—Rosa] This exciting, fast moving instrumental outing (from the Ventures school) packs a solid sales punch and rates loads of attention. Platter spinner exposure can send it soaring.

(B) "ICY FINGERS" (2:07) [Gil BMI—Rosa] More intriguing, steady beat instrumental statements from the Regals on this end.

### SHEB WOOLEY (MGM 13046)

(B+) "MEET MR. LONELY" (2:21) [Channel ASCAP—Wooley] Wooley's fine portrayal of a strong country-pop plaintive is backed by a very good-sounding arrangement ala Bob Moore's "Mexico." Should be eyed closely.

(B+) "THAT'S MY PA" (2:23) [Channel ASCAP—Wooley] Snappy novelty mostly for the country market, but with deep-voiced interjections that lean toward the pop field.

### LAWRENCE WELK (Dot 16285)

(B+) "A-ONE A-TWO A-CHA CHA CHA" (2:13) [Harry Von Tilzer ASCAP—Cates] Welk continues his teen-slanted sessions with a colorful rock-a-cha entry titled after his famed command to his band. Date can be another Top 100 item for the maestro.

(B) "YOU GAVE ME WINGS" (2:35) [Harry Von Tilzer ASCAP—Coveny] Keyboard heads this concerto-like handling of a lovely sentimental. Falsetto femme is included.

### RAY WRAY QUARTET (Pharoah 101)

(B) "A SONG IS BORN" (2:59) [Alki BMI—McGuire, Sellers] Vocal-instrumental team offers an appealing Hi-Lo's—Four Freshmen-styled reading of a nice mellow melody. Diskery works-out of McAllen, Texas.

(B) "WHEN YOUR LOVER HAS GONE" (2:18) [Remick ASCAP—Swan] Latinish upbeat swing-ing on the oldie.

### ACHILLE SCOTTI (Accadia 601)

(B) "THE GRASSHOPPER (Sauterelle)" (1:58) [Accadia ASCAP—Herscher] Full ork-chorus brightly perform a catchy number in this import. Cheerful item that's worth airtime.

(C+) "THE TREES OF PARIS (Si Tous Les Arbres de Paris)" (2:11) [Wynnfield ASCAP—Fulton, Francois, Rey] Maria Lea is the thrush in this gay French waltz session.

### BOBBY EMMONS (Atlantic 2124)

(B+) "THAT IS WHAT'S HAPPENING" (2:00) [Lynlou BMI—Emmons] The Emmons combo treats the kids to a solidly performed original-sounding blues romp, swingin' organ-keyboard included. Could score big.

(B) "LITTLE OASIS" (2:13) [Lynlou BMI—Emmons] Interesting Hawaiian flavoring from the guitars in this catchy rock date.

### TRUDY & AMOS (LeCam 952)

(B+) "COME BACK JACK" (2:12) [LeBill BMI—Smith, Montgomery, Channell] This is an interesting-sounding blues-styled answer to Ray Charles' "Hit The Road Jack." Here, the twosome performs against an upbeat funky harmonica sound. Can get some action.

(B) "UPU USED ME" (2:20) [LeBill BMI—Milburn] Harmonica is also present in this low-down plaintive solo from Amos.

### RICKY RICARDO (Wye 1011)

(B) "PEEK-A-BOO MARY LOU" (2:08) [Laura BMI—Ricardo] Ricardo offers a Little Richard-type vocal attack against a good-sounding low-down blues-styled combo chore. Good sock showing.

(B) "I WISH FOR SOMEONE" (2:39) [Laura BMI—Ricardo] The performer is wistful here. He gets effective teen drama from the chorus and combo.

### HENRI ROSE & BOBBY STEVENSON (Capitol 4655)

(B) "BACHELOR IN PARADISE" (2:02) [Robbins ASCAP—Mancini, David] Duo pianists offer a sprightly, string and whistle-backed reading of a tuneful pic title opus. Gaynel Hodge has a vocal version on Victor.

(B) "OH, MEIN LIEBCHEN" (1:57) [Harms ASCAP—Dietz, Schwartz] This bright stint is done on a number from "The Gay Life," the upcoming musical whose original-cast LP will be on Capitol.

### THE LAVENDERS (CR 1003)

(B+) "SLIDE" (2:16) [Elsher BMI—Rizzo] The Lavenders with a sensational dance opus that should have the teeners movin' day and night. It's a sock rock-a-twist-like step that could catch on real fast. Chock full of those hit vocal and musical scounds.

(B) "ANGEL" (2:36) [Elsher BMI—Rizzo] Group turns in a warm, ballad-with-a-beat performance on the lower half. Cameo handles the deck nationally.

### LENNY & THE THUNDERSTONES (Comma 446)

(B+) "THE SOCIAL" (2:51) [Comma BMI—Drake] A new teen-dance title is presented with a strong-sounding upbeat arrangement by the combo. Side is also favored by a catchy ditty. Worthy rock instrumental.

(B) "ON THE LOOSE" (2:07) [Comma BMI—Drake] Musicians are milder in this ambling blueser.

### THE RAINDROPS (Imperial 5785)

(B+) "I REMEMBER IN THE STILL OF THE NIGHT" (2:10) [Angel BMI—Parris] The teen classic receives a lively, chant-led pose from the songsters. Many kids will welcome this contagious quick-beat look at the tune. Might move.

(B) "THE SWEETHEART SONG" (2:15) [Sheldon BMI—Benevento, Benevento, Nunez, Zito] Effective teen-drama from the lead and other vocalists.

### BOBBY MONTEZ (Pacific 328)

(B) "MANANA PACHANGA" (2:58) [Criterion ASCAP—Barbour, Lee] A fine happy pachanga arrangement for the standard from the Montez and his ork-chorus. Side is from an LP, "Pachanga y Cha Cha Cha."

(B) "A BAILAR PACHANGA" (2:58) [Montez ASCAP—Montez] More Latin-step joy from the Montez crew. Also from the LP.

### THE CHEROKEES (United Artists 367)

(B+) "MY HEAVENLY ANGEL" (2:28) [Cherio BMI—Parris, Goldman] The vocal crew makes sparkling use of the familiar chimes-effect upbeat teen blend. Also included are now-and-then chant comments from a deep-voiced member of the group. Should be treat for many youngsters.

(B) "BED BUG" (2:35) [Cherio BMI—Parris, Goldman, Marshall] Whacky slow-beat stint featuring a semi-narrative by the lead.

### GENE PITNEY (Festival 25002)

(B+) "I'LL FIND YOU" (2:02) [Shalimar BMI—Blackwell] Pitney, now a standout performer on the Musicor label, is heard to infectious advantage on outing for the King-handled diskery. His vocal of the merry-beat romantic is backed by a fine upbeat combo-chorus stint. Merits teentime exposure.

(B+) "PLEASE COME BACK" (2:33) [Medal BMI—Pitney] More solid-sounding work, this time in a hard-beat rock vein.



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JAY AND THE AMERICANS

SING

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SKYROCKETING ON THE BILLBOARD CHARTS



"TONIGHT"

FERRANTE  
AND TEICHER

INSTRUMENTAL SINGLE BY





# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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

## Best Bets

H. B. BARNUM  
(RCA Victor 7960)

(B+) "BABY, BABY, BABY (All the Time)" (2:18) [Aladdin BMI—Toombs] Performer hands-in a strong, sometimes wailing blues reading of a first-rate blues affectionate, and he's backed by a strong string-included ork-chorus. With exposure, this end could make it for Barnum who clicked a short-while back with his "Lost Love" instrumental.

(B+) "HOW MANY MORE TIMES" (2:06) [Hide & Film & T.V. BMI—White] Good-sounding display in a bright Latinish blues vein. Watch it too!

MARK WYNTER (London 1997)

(B+) "WARM AND WILLING" (2:36) [Miller ASCAP—McHugh, Livingston, Evans] Young (18) songster puts across a lovely ballad with great appeal. High attractive legit ork-chorus setting. Could happen with enough airtime.

(B) "EXCLUSIVELY YOURS" (1:55) [Rumbalero BMI—Wolf, Raleigh] Wynter performs winningly on a catchy light-beat romancer.

JON THOMAS  
(ABC-Paramount 10272)

(B+) "SO GOOD" (2:24) [Savoy BMI—Lumpkin] Vocal statements of the title are included in this fine bouncing blues cover of a hot spiritual item. Top drawer organ work by Thomas, who clicked a short-while back with "Heartbreak."

(B) "THE THOMAS TWIST" (2:19) [Pamco BMI—Thomas, Feller] Thomas again offers his sock organ talents on this infectious addition to the current rash of Twist decks.

DEL WOOD (Mercury 71899)

(B+) "CREOLE FANDANGO" (2:23) [Golden State BMI—Wood] Pianist's first outing for the label is an engaging quick-beat version of "La Cucharacha." Wood's infectious stint is backed by a solid combo sound, including very effective chorus chants. Could be a novelty click.

(B+) "MY ADOBE HACIENDA" (2:03) [Peer Int'l BMI—Massey, Penny] Infectious honky-tonk reading of the oldie. Trumpet included, and chorus sings some of the lyrics.

DIADEMS (LaVere 187)

(B+) "ALA VEVO" (1:45) [LaVere ASCAP—Ryan] Whacky "high-school cheer" novelty blues attack from the songsters and musicians. Kids will dig the solid-sounding joy here. Label hails from Pittsburgh.

(B) "WHAT MORE IS THERE TO SAY" (2:24) [Robert Mellin ASCAP—Mellin, Frisch] Wistful oldtimer is nicely done for the big-beat crowd.

BROOK BROS. (London 10501)

(B+) "AIN'T GONNA WASH FOR A WEEK" (1:58) [East-West ASCAP—Udell, Geld] The English stars treat U.S. teeners to their recent chart stand in England, and the catchy bright bounce sound could also get Top 100 action here. Watch this sunny track.

(B) "ONE LAST KISS" (2:06) [E. H. Morris ASCAP—Adams, Strouse] Speedy rock reading of the satiric rock 'n roll number from "Bye Bye Birdie."

PAUL HAMPTON (Cameo 204)

(B+) "NOTHING'S IMPOSSIBLE (If You Really Want It Bad Enough)" (2:13) [Shapiro-Bernstein ASCAP—Hampton, Monte] Vocalist Hampton heads an effective upbeat rock-a-string pose on a catchy teen ditty. Lots of rock touches in both the vocal and instrumental departments to greatly please the kids.

(B) "MAYBE TOMORROW" (2:05) [Post ASCAP—Hampton, David] Hampton is multi-tracked ala The Everly Bros. on a tune that, ironically, is not the same as the number cut years ago by the duo. Pro rock portion.

THE TWISTERS (Dual 502)

(B+) "PEPPERMINT TWIST TIME" (2:06) [Saxon BMI—Verruto] Responding to the current Twist craze at New York's Peppermint Lounge, combo belts with strong Twist verve. Partytime vocal chants are included. A solid Twist outing.

(B) "SILLY CHILI" (1:53) [Saxon BMI—Verruto] Cute Spanish-type rock sound.

BURL IVES (Decca 31330)

(B+) "A LITTLE BITTY TEAR" (2:02) [Pamper BMI—Cochran] Folksong great offers a commercial reading of a very catchy folk-styled plaintive. Femme chorus in the simple setting adds to the pop nature of the side. Could be a "left-field" success. Date is from an LP, "The Versatile Burl Ives."

(B) "SHANGHIED" (2:06) [Cedarwood BMI—Tillis, Wilkin] From the charm LP, a charming display of a folk novelty with an Oriental flavoring.

JERRY FULLER (Challenge 9128)

(B+) "POOR LITTLE HEART" (1:55) [4-Star BMI—Burgess] Pro teen-marker performer tops an infectious outing on a bouncy plaintive. Part of the sparkling rock backing is a Spanish-type trumpet. Side could step-out.

(B+) "THE PLACE WHERE I CRY" (3:14) [4-Star BMI—Burgess, Fuller] Big-sounding teen drama in which a fella thinks of his busted romance as a part of a play. Could also move.

CHRIS KENNER (Instant 3237)

(B+) "COME SEE ABOUT ME" (2:38) [Tune-Kel BMI—Kenner] Kenner can have another "I Like It Like That" chart triumph on his hands with this entry from a similar rock-a-rhythm school. Chorus and ork invitingly round out the solid chart contender.

(B+) "SOMETHING YOU GOT" (2:48) [Tune-Kel BMI—Kenner] More of the same fetching rhythmic blues sounds on this end. Two potent Kenner originals.

THE KNIGHTSMEN (Bocadun 1006)

(B) "PISTOL PACKIN' MAMA" (3:07) [Edwin H. Morris ASCAP—Dexter] Sue Black is the lead vocalist in this torrid teen-beat version of the oldie. Label is based in Odessa, Tex.

(C+) "DARLIN' WHY?" (2:25) [Briarcliff BMI—Trujillo] This warm wistful is headed by songster Johnny Trujillo.

BOBBY HOLLISTER (Pike 5910)

(B) "LOVE'S GAMBLE" (2:42) [Flowers BMI—Thomas, Nolan, Hollister] Haunting plaintive is posed for the kids with a generally striking sound by singer-guitarist Hollister and instrumental support, femme chants included. Label headquarters in Bakersfield, Calif.

(C+) "RING AROUND YOUR NECK" (2:35) [Flowers BMI—Thomas, Nolan, Hollister] Busy sock-rock business here.

MARVELLS (Winn 1916)

(B) "FOR SENTIMENTAL REASONS" (2:36) [Duchess BMI—Best, Watson] Evergreen is done warmly (and strictly for the kids) by the vocalists. Tune was a recent teen-market success for The Cletones (Gee). Discmaker's Group does national distribution for the diskery.

(B) "COME BACK" (2:34) [Wintrotro BMI—Marvells] Warblers and combo offer rapid-fire rock ideas here.

PHIL WILSON (Huron 22006)

(B+) "A DREAM COME TRUE" (2:00) [Dove BMI—Colegrove] A touching wistful is told with an inviting vocal from Wilson, who is backed by a gentle teen-beat sound from the combo-gal chorus. Kids will dig the sentiment here.

(B) "GAME OF LOVE" (2:30) [Dove BMI—Wilson] Smart bluesy swing approach from the songster.

WILD BILL DAVIS & CHARLIE SHAVERS (Everest 19426)

(B) "LIKE A YOUNG MAN" (3:13) [Vogue BMI—Herman] Organist Davis and trumpeter Shavers team on a pretty jazz-inclined reading of an attractive tune from the new hit musical, "Milk & Honey." Worth general "good-music" programming.

(B) "INDEPENDENCE DAY HORA" (2:43) [Vogue BMI—Herman] Easy swinging on another item from the show. Both tracks stem from an LP of selections from the score.

CODY BRENNAN & THE TEMPTATIONS (Swan 4089)

(B) "AM I THE ONE" (2:05) [Claridge ASCAP—Moore] Teen theme in which a guy pours his heart out to the gal gets a persuasive slow-beat essay from Brennan. He's backed by an effective dirge-like sound from the other songsters and musicians.

(B) "RUBY BABY" (2:08) [Patricia BMI—Hawkins] This tribute to the loved-one is done with a solid funky-styled upbeat attack.

HILLARD STREET (Reprise 20,031)

(B+) "LIMBO" (2:19) [Ding Dong BMI—Street] Blues-styled songster Street does a pro vocal on the catchy rhythmic teen dance-lesson. Support consists of a fine rock-a-string-chorus arrangement. Engaging teen rockin'.

(B) "THAT'S ALL RIGHT" (2:00) [Ding Dong BMI—Street] Infectious stuff in a milder blues-beat vein.

MINK MARTINDALE (Dot 16282)

(B+) "THREE STEPS TO THE PHONE" (2:29) [Acuff-Rose BMI—Howard] Martindale and the string-included ork-chorus offer a pop-inclined version of George Hamilton's current country success. Appealing softie.

(B) "MAN NEEDS A WOMAN" (2:04) [Nash-Veau BMI—Hardin] Lively gospel-type affair.

MARTIN DENNY (Liberty 55384)

(B+) "BONSOIR DAME (Goodnight My Lady Love)" (2:15) [Metric BMI—Dashiel] Dropping his usual "primitive"-type sound, the Denny combo-chorus presents an engaging light-beat portrayal of catchy continental-styled ditty. Can get big station exposure.

(B) "FANDANGO" (2:12) [Glenwood ASCAP—Bain, Gilkyson] Organ is spotlighted in a sprightly cha-cha novelty.

SAMMY (Lucky Four 1010)

(B) "AFRICAN CHA CHA" (2:08) [L. LaCour BMI—The Five Notes] Interesting rock-rhythm color to this sax-led combo pose. It's got excitement that kids will appreciate.

(B) "NORTH BY NORTHEAST" (2:10) [L. LaCour BMI—The Five Notes] More sound-wise rockin' from the crew, including some striking percussion bits.

BARBARA LYONS (ABC-Paramount 10270)

(C+) "THERE GOES MY HEART" (2:23) [Leo Feist ASCAP—Davis, Silver] Lark emotionally delivers the standby against a straight full ork backing.

(C+) "YOU'RE ONE BOY IN A MILLION" (2:47) [Pogo ASCAP—Udell, Geld] Similar approach to an original.

THE J-WALKERS (Tidal 1005)

(B) "HARVEY'S THEME" (1:55) [Tidal BMI—Walker] Catchy ditty is done with a rock-wise bounce-beat arrangement by the keyboard-led combo. Good grow-on-you instrumental.

(B) "ROCK-BOTTOM" (1:55) [Tidal BMI—Walker] Classical-like theme goes a-rockin'.



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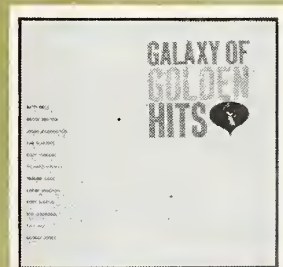
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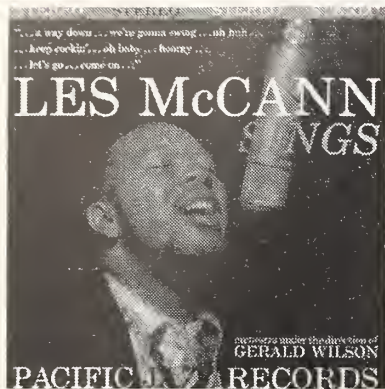


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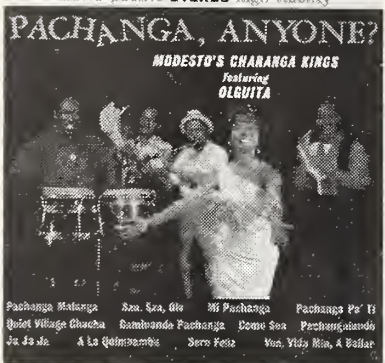


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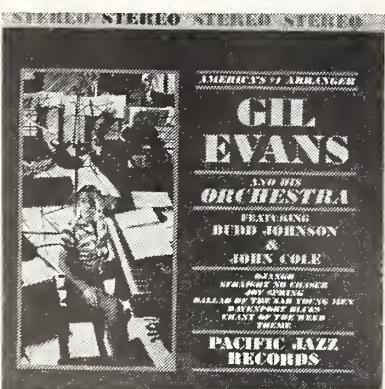


PJ-31 & STEREO-31

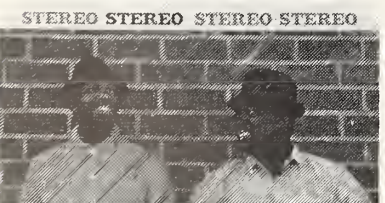
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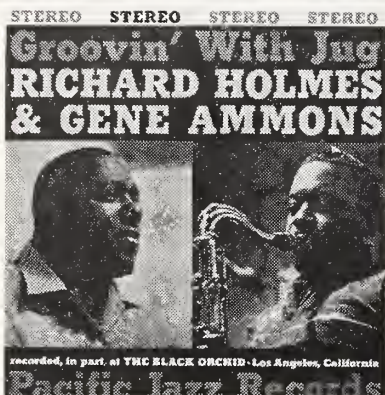
WP-1414 & STEREO-1414



PJ-28 & STEREO-28



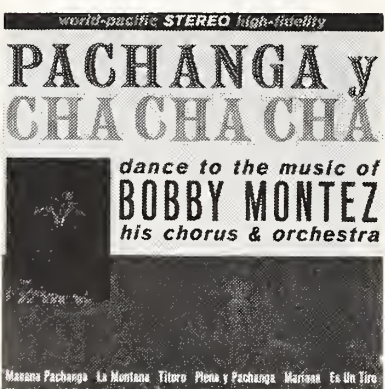
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Pacific Jazz Records  
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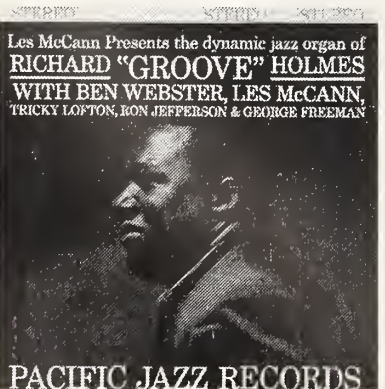
PJ-32 & STEREO-32



PJ-29 & STEREO-29



WP-1411 & STEREO-1411



PJ-23 & STEREO-23



# THE RECORDS DISK JOCKEYS PLAYED MOST

		Last Week		Last Week
<b>1</b>	<b>BIG BAD JOHN</b> Jimmy Dean (Columbia)	1	<b>21</b>	<b>CRAZY</b> Patsy Cline (Decca)
<b>2</b>	<b>RUNAROUND SUE</b> Dion (Laurie)	2	<b>22</b>	<b>SEPTEMBER IN THE RAIN</b> Dinah Washington (Mercury)
<b>3</b>	<b>I LOVE HOW YOU LOVE ME</b> Paris Sisters (Gregmark)	5	<b>23</b>	<b>PLEASE DON'T GO</b> Ral Donner (Gone)
<b>4</b>	<b>PLEASE, MR. POSTMAN</b> Marvelettes (Tamla)	9	<b>24</b>	<b>THE WAY YOU LOOK TONIGHT</b> Lettermen (Capitol)
<b>5</b>	<b>HIT THE ROAD, JACK</b> Ray Charles (ABC Paramount)	3	<b>25</b>	<b>ANYBODY BUT ME</b> Brenda Lee (Decca)
<b>6</b>	<b>SAD MOVIES (MAKE ME CRY)</b> Sue Thompson (Hickory)/ Lennon Sisters (Dot)	4	<b>26</b>	<b>EVERLOVIN'</b> Ricky Nelson (Imperial)
<b>7</b>	<b>FOOL #1</b> Brenda Lee (Decca)	7	<b>27</b>	<b>ROCK-A-BYE YOUR BABY</b> Aretha Franklin (Columbia)/Judy Garland (Capitol)
<b>8</b>	<b>THIS TIME</b> Troy Shondell (Liberty/Gold Crest)	8	<b>28</b>	<b>FOOT STOMPIN' (PART I)</b> Flares (Felsted)
<b>9</b>	<b>TOWER OF STRENGTH</b> Gene McDaniels (Liberty)	11	<b>29</b>	<b>BIG JOHN</b> Shirelles (Scepter)
<b>10</b>	<b>THE FLY</b> Chubby Checker (Parkway)	10	<b>30</b>	<b>I REALLY LOVE YOU</b> Stereos (Cub)
<b>11</b>	<b>BRISTOL STOMP</b> Dovelles (Parkway)	6	<b>31</b>	<b>(HE'S) MY DREAMBOAT</b> Connie Francis (Decca)
<b>12</b>	<b>YOU'RE THE REASON</b> Bobby Edwards (Crest)	16	<b>32</b>	<b>GOODBYE CRUEL WORLD</b> Jimmy Darren (Colpix)
<b>13</b>	<b>A WONDER LIKE YOU</b> Ricky Nelson (Imperial)	12	<b>33</b>	<b>SCHOOL IS IN</b> Gary (U.S.) Bonds (Legrand)
<b>14</b>	<b>HEARTACHES</b> Marcel's (Colpix)	21	<b>34</b>	<b>TONIGHT</b> Ferrante & Teicher (United Artists)/ Eddie Fisher (7 Arts)
<b>15</b>	<b>MOON RIVER</b> Jerry Butler (VeeJay)/Henry Mancini (RCA Victor)	22	<b>35</b>	<b>MEXICO</b> Bob Moore (Monument)
<b>16</b>	<b>YA YA</b> Lee Dorsey (Fury)	13	<b>36</b>	<b>I'LL BE SEEING YOU</b> Frank Sinatra (Reprise)
<b>17</b>	<b>LET'S GET TOGETHER</b> Hayley Mills (Vista)	14	<b>37</b>	<b>JUST OUT OF REACH</b> Solomon Burke (Atlantic)
<b>18</b>	<b>I WANT TO THANK YOU</b> Bobby Rydell (Cameo)	23	<b>38</b>	<b>SWEETS FOR MY SWEET</b> Drifters (Atlantic)
<b>19</b>	<b>I UNDERSTAND (JUST HOW YOU FEEL)</b> G-Clefs (Terrace)	27	<b>39</b>	<b>'TIL</b> Angels (Caprice)
<b>20</b>	<b>CRYING</b> Roy Orbison (Monument)	15	<b>40</b>	<b>UNDER THE MOON OF LOVE</b> Curtis Lee (Dunes)

- |   |                                |                                     |
|---|--------------------------------|-------------------------------------|
| 41) Hollywood                           | 54) Why Not Now                | 68) Movin'                          |
| 42) The Bridge Of Love                  | 55) So Long Baby               | 69) My True Story                   |
| 43) What A Party                        | 56) Look In My Eyes            | 70) Morning After                   |
| 44) Don't Blame Me                      | 57) Gypsy Woman                | 71) There's No Other (Like My Baby) |
| 45) My Heart Belongs To Only You        | 58) Walk On By                 | 72) It's Gonna Work Out Fine        |
| 46) God, Country And My Baby            | 59) It's Too Soon To Know      | 73) The Astronaut                   |
| 47) I Don't Know Why                    | 60) The Way I Am               | 74) Stick Shift                     |
| 48) Come September                      | 61) For Me And My Gal          | 75) It's Just A House Without You   |
| 49) In The Middle Of A Heartache        | 62) Gypsy Rover                | 76) (He's) The Great Impostor       |
| 50) Candy Man                           | 63) Language Of Love           | 77) Door To Paradise                |
| 51) You Must Have Been A Beautiful Baby | 64) Let There Be Drums         | 78) Your Ma Said You Cried          |
| 52) Take Five                           | 65) Human                      | 79) Soothe Me                       |
| 53) Take Good Care Of My Baby           | 66) Three Steps From The Altar | 80) The Mountains High              |
|   | 67) Little Sister              |                                     |

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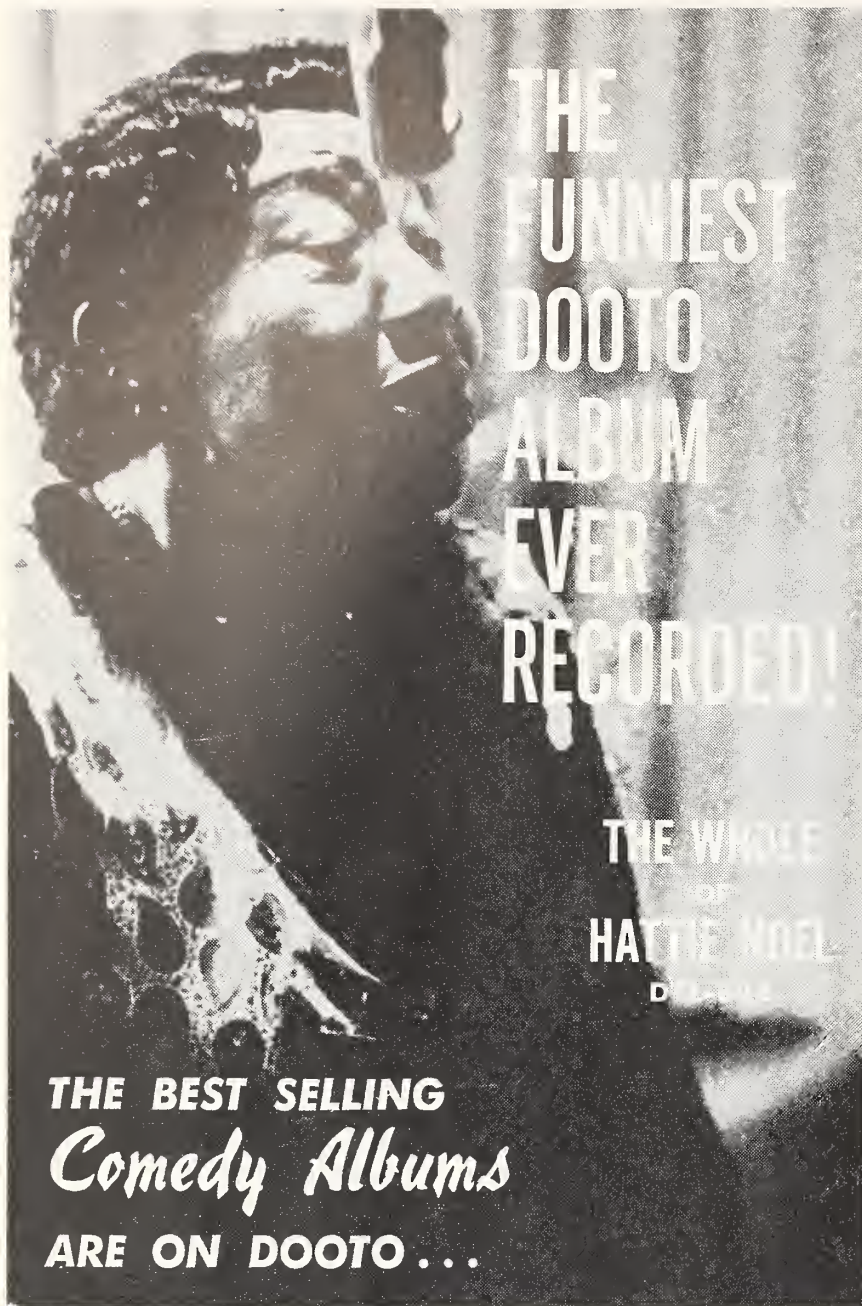
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- HAVE ONE ON ME ... REDD FOXX 298

- PILLOW PARTY FUN ..... BARON HARRIS 294
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- BLAME IT ON THE BLUES ..... WILLIE HAYDEN 293
- LAFF OF THE PARTY ..... REDD FOXX 214-219, 220, 227, 234, 236 & 265
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**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.

- |  |   |
|--|---|
| <b>1 THE COMANCHEROS</b><br>Claude King (Columbia 42196)   | <b>26 HE'S NOT JUST A SOLDIER</b><br>Little Richard (Mercury 71884)                           |
| <b>2 POP GOES THE WEASEL</b><br>Anthony Newley (London 9501)   | <b>27 EVERYBODY FISH (Part 2)</b><br>Harlequins (Collier 2501)                                |
| <b>3 IF YOU GOTTA MAKE A FOOL OF SOMEBODY</b><br>James Ray (Caprice 110)   | <b>28 THE TWIST</b><br>Chubby Checker (Parkway 811)   |
| <b>4 SOMEWHERE ALONG THE WAY</b><br>Steve Lawrence (United Artists 364)  | <b>29 DO THE BUG WITH ME</b><br>Billy Bland (Old Town 1109)                                   |
| <b>5 LET THEM LOVE</b><br>Dreamlovers (Heritage 104)   | <b>30 RUN TO HIM</b><br>Bobby Vee (Liberty 55388)   |
| <b>6 A CERTAIN GIRL/ I CRIED MY LAST TEAR</b><br>Ernie K-Doe (Minit 634)   | <b>31 JUST GOT TO KNOW</b><br>Jimmy McCracklin (Art Tone 825)                                 |
| <b>7 LITTLE LONELY</b><br>Chad Allen (Smash 1720/Lama 7779)  | <b>32 THEY'RE PLAYING OUR SONG</b><br>Jamie Horton (Joy 258)                                  |
| <b>8 MY LAST CRY</b><br>Starlet (Pam 1004)   | <b>33 THERE YOU GO AGAIN</b><br>Jeanette "Baby" Washington (ABC Paramount 10245)              |
| <b>9 THE BREAKING POINT</b><br>Chuck Jackson (Wand 115)  | <b>34 JUST A LITTLE BIT SWEET</b><br>Charlie Rich (Phillips 3572)                             |
| <b>10 SHALOM</b><br>Eddie Fisher (ABC Paramount 10264)   | <b>35 LIAR</b><br>Regents (Gee 1073)  |
| <b>11 I WONDER</b><br>Paragons (Jamie 1204)  | <b>36 THE ROACH</b><br>Gene & Wendell (Ray Starr 777)   |
| <b>12 SOMETIME</b><br>Gene Thomas (United Artists 338)   | <b>37 LOSING YOUR LOVE/ WHAT I FEEL IN MY HEART</b><br>Jim Reeves (RCA Victor 7950)           |
| <b>13 LITTLE MISS U.S.A.</b><br>Barry Mann (ABC Paramount 10263)   | <b>38 MEXICAN JOE</b><br>David Carrol (Mercury 71881)   |
| <b>14 THE CLOSER YOU ARE</b><br>Magnificent Four (Whale 506)   | <b>39 SETTLE DOWN</b><br>Dougie & The Dudes (Keith 6500)                                      |
| <b>15 HAPPY BIRTHDAY, SWEET SIXTEEN</b><br>Neil Sedaka (RCA Victor 7957)   | <b>40 I WON'T CRY ANYMORE</b><br>Embers (Empress 104)   |
| <b>16 THERE'S OUR SONG AGAIN</b><br>Chantels (End 1105)  | <b>41 FEVER</b><br>Pete Bennett & The Embers (Sunset 1002)                                    |
| <b>17 WASN'T THE SUMMER SHORT</b><br>Johnny Mathis (Columbia 42156)  | <b>42 AFTER ALL WE'VE BEEN THROUGH</b><br>Maxine Brown (ABC Paramount 10255)                  |
| <b>18 THE LION SLEEPS TONIGHT</b><br>Tokens (RCA Victor 7954)  | <b>43 THE NIGHT I CRIED/I'LL NEVER STOP WANTING YOU</b><br>Brian Hyland (ABC Paramount 10262) |
| <b>19 O SOLE MIO</b><br>Robertino (Kapp 416)   | <b>44 SHE PUT THE HURT ON ME</b><br>Prince La La (A.F.O. 101)                                 |
| <b>20 GREETINGS (This Is Uncle Sam)</b><br>Valadiers (Miracle 6)   | <b>45 IT DO ME SO GOOD</b><br>Ann Margret (RCA Victor 7952)                                   |
| <b>21 TOWN WITHOUT PITY</b><br>Gene Pitney (Musicor 1009)  | <b>46 YOU'RE FOLLOWING ME</b><br>Perry Como (RCA Victor 7962)                                 |
| <b>22 IN THE DARK</b><br>Little Jr. Parker (Duke 341)  | <b>47 IT WILL STAND</b><br>Showmen (Minit 632)  |
| <b>23 SATAN'S THEME</b><br>Rondel's (Amy 830)  | <b>48 TRADE WINDS</b><br>Art Aleong (Reprise 20031)   |
| <b>24 I KNOW</b><br>Barbara George (A.F.O. 302)  | <b>49 TENNESSEE FLAT-TOP BOX</b><br>Johnny Cash (Columbia 42147)                              |
| <b>25 KING OF KINGS</b><br>Felix Slatkin (Liberty 55372)<br>Emanuel Yardi (Medallion 606)<br>Clebanoff Strings (Mercury 71879) | <b>50 JUST LET ME DREAM</b><br>Pat Boone (Dot 16284)  |



*We got letters...*



*Perry Como  
c/o RCA Victor Records  
New York, N.Y.*



*Please drop everything  
and record  
"You're Following Me."  
It's the biggest!  
Harvey Fans,  
Everywhere, U.S.A.*

*and Perry's got a hit!*

*You're Following Me...Perry Como # 7962 Perry sang it on his first TV show of the new season. The following week, a flood of mail demanded that he record it, so he did just that. It's got a built-in following! Order now.*





HOT NEW ATLANTIC ARTISTS!

# STAY AT HOME LULU



DALE HAWKINS

and I Can't Erase You (Out Of My Heart)

2126

RUNAWAY INSTRUMENTAL HIT!

# DO THE HULLY GULLY

KING COLEMAN

(PARTS 1 & 2)

2125



## ATLANTIC RECORDS

### HERE IT IS !!



# SLOPPY TWIST-A-FISH

FEATURING

## PETE MARCEL

Arr. & Cond.  
By  
Larry Fallon

Futura - 104

Published by  
Merna Music, Inc.

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Produced By  
Christifal Prod.

### FUTURA RECORD CO.

155 WEST 46 STREET, NEW YORK 36, NEW YORK

## ALBUM PLANS

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

### ANGEL

Fall program (for dealers who buy minimum of 30 LP's) allows discounts of 12%, 15% and 20% on special groups of catalog LP's. Includes deferred shipping plan.

### ATLANTIC

"The Right Deal, At the Right Time": Dealers get 1 LP free with the purchase of 8 LP's on a price category for price category basis. 100% return privilege. Deferred 30-60-90 billing to qualifying dealers. Expires: Nov. 30.

### ARGO

"Stocking Plan"—Pay for six albums, receive seven.

### CAPITOL

The label's first 7 LP's in its new "Melodies of the Masters" series are being offered to consumers at \$1 off list (\$2.98 mono, \$3.98 stereo). Dealers can stock up to 5 copies of each title with full 100% exchange privileges. To qualify for the program, dealers must order at least 1 copy each of the 7 titles. Expires: Nov. 25.

The label's "Sail Away" original-cast LP is being offered to dealers on a buy-10-get-1-free basis. Deferred billing with 50% due Dec. 10, the balance Jan. 10. No expiration date has been set.

Label has a special sales program involving 18 original cast-pic LP's. Dealers may select one free LP for each 10 LP's purchased from Group 1 (5 LP's), and 2 free LP's for each 10 LP's purchased from Group 11 (13 LP's). The free album must be in the same price category as the lowest priced album purchased in each respective group, if mono and stereo selections are intermixed. Payment deferred until Jan. 10, 1962. Dealer controlled 100% exchange plan. To qualify for program, dealers need purchase 10 LP's from either group. Groups cannot be intermixed. Expires: Dec. 22.

### CAPITOL & ANGEL

All Capitol & Angel Xmas albums are being offered to dealers on a 100% exchange basis, including a 12½% discount off the invoice on all merchandise included in the program (no qualifying orders are required). Program also offers billing under the following terms: for shipments made through Nov. 25, 50% on Dec. 10 and balance on Jan. 10; for shipments from Nov. 26 through Dec. 22, payment is due on Jan. 10. The program requires request for exchange to be made by Jan. 25. Exchanges must be in salable condition and be completed by Feb. 25. Expires: Dec. 22.

### CONCERT-DISC

Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a one-free-for-every-five-purchased basis. Label's "Success In Life" series and The Businessman's Record Club series available at additional 10% discount. No termination date has been set.

### DEL-FI

5 of the label's LP's, 3 by the late Ritchie Valens, Caesar & The Romans' "Memories of Those Oldies But Goodies" and "Barrel of Oldies," are being offered to dealers on a buy-10-get-2-free basis. 100% guarantee, with product returnable for full credit anytime after Feb. 15, 1962. No termination date announced.

### KAPP

10% discount with dating to qualified dealers on 12 LP's for Oct.-Nov. release. Expires: Nov. 30.

### LIBERTY

"A-Day"—Tieing-in with the new TV series featuring The Chipmunks, label is offering its entire Chipmunk catalog to dealers on a 100% guaranteed sale, returnable for credit by Feb. 10, 1962. Deferred Payments: ¼ on Nov. 10, Dec. 10, Jan. 10 and Feb. 10. No termination date has been set.

A deal on the label's Xmas product, including two Rheims LP's, and Felix Slatkin's "Season's Greetings." 100% guaranteed sale, merchandise returnable for full credit by Feb. 1, 1962. 10% cash discount of the face of the invoice. Full payment due Jan. 10, 1962. Expires: Nov. 30.

### MERCURY

"Operation Gold Rush"—Xmas season plan on the entire catalog: 15% merchandise bonus (15 free LP's for every 100 purchased); 100% exchange privilege on the Nov. 1 LP release, and a 10% exchange privilege on the rest of the catalog; dating payments on Dec. 31, Jan. 31 and Feb. 28 (to be eligible, dealers must place initial orders by Nov. 21). Expires: Dec. 31.

### PACIFIC/WORLD-PACIFIC

"1961 Fall Plan"—2-free-for-10 with 100% exchange on 11 new LP's for Oct. release. Expires: Nov. 24.

### UNITED ARTISTS

Albums purchased for display in firm's new "Album of the Month" display rack entitles dealers to get 2 LP's free for every 10 purchased. LP's will be packaged in special set-up to specifically fit the rack.

### VESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1300 catalog available on a buy-5-get-1-free basis. No termination date has been set.

### WARNER BROS.

15% bonus on all LP's, except a \$1.98 "Flappers, Speakeasies, and Bathtub Gin" sampler, to distrib-dealers. Dealers entitled to receive 30, 60, 90 day deferred dating from their WB distrib.

A HIT!

"STAY-AT-HOME SUE"

LINDA LAURIE

RUST 5042

Two Sided Hit!  
"MY WILLOW TREE"  
&  
"THE BREAKING POINT"

Chuck Jackson

wand

Wand #115



# ARGO STOCKING PLAN

## Pay For Six, Get Seven!

2 Brand-New Albums

THE RAMSEY LEWIS TRIO  
SOUND OF CHRISTMAS

ARGO LP 687X (mono & stereo)

NEVER ON SUNDAY  
THE RAMSEY LEWIS TRIO

ARGO LP 686 (mono & stereo)

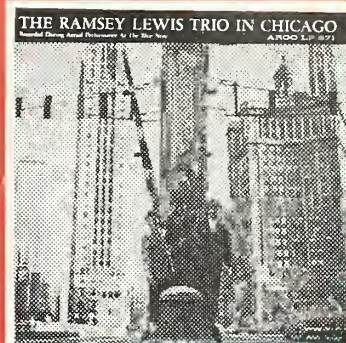
**PAY FOR SIX, GET SEVEN!**

Until Dec. 15, you get one free with every six purchased on the entire ARGO Long Play Catalog. Contact your ARGO distributor today!

### 7 PROVEN BEST-SELLERS



Argo LP 680 (mono & stereo)



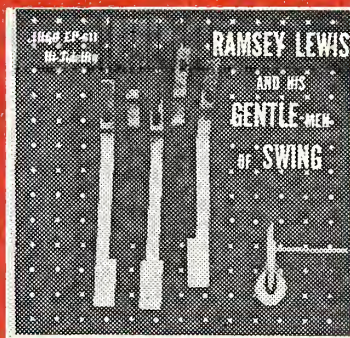
Argo LP 671 (mono & stereo)



Argo LP 665 (mono & stereo)



Argo LP 645 (mono & stereo)



Argo LP 611 (mono only)



Argo LP 642 (mono & stereo)



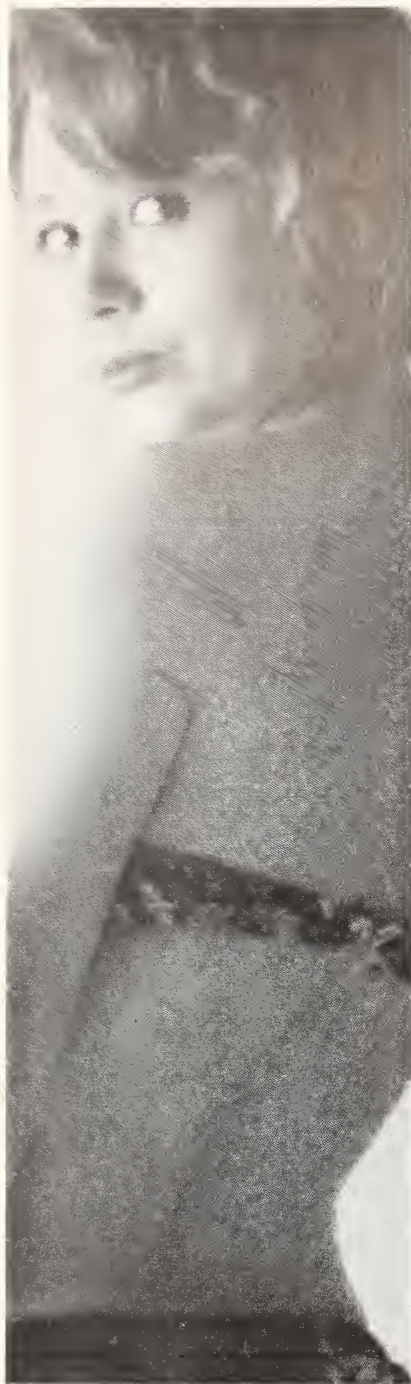
Argo LP 627 (mono only)

EXCLUSIVELY ON  
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## BIOS FOR DEEJAYS

Linda Scott



Born Linda Joy Sampson on June 1, 1945 in Queens, N.Y., Linda Scott has been performing as a singer since she was 4 years old. She moved to Teaneck, N.J. when she was 11 and is now enrolled as a junior in Teaneck High School. For the last two years she has been dividing her time between appearances at local functions and preparing for a disk career—which materialized when "I've Told Ev'ry Little Star" smashed into the top of the charts earlier this year. Her next Canadian-American release, "Don't Bet Money Honey"/"Starlight, Starbright," continued her success by scoring on both sides. Her current follow-up, "I Don't Know Why"/"It's All Because" promises to repeat in the two-sided-smash arena, both now are on the Top 100.

Brian Hyland



Brian Hyland, born Nov. 12, 1943, began singing at age nine in his church choir in Woodhaven, L.I. Three years later he organized a singing group called the Delphis, which performed at local dances and functions. The group made a demo record and Brian brought it around to N.Y. record companies for possible release. He came to the attention of Dave Kapp, head of Kapp Records, who, impressed with Brian's personal charm, signed him to a contract. First release was "Rosemary."

In June 1960, Brian cut "Itsy Bitsy Teeny Weeny Yellow Polka-Dot Bikini" and scored with the novelty smash of the year. The disk also brought the youngster international recognition as it hit in such countries as Germany, Japan, Denmark and England. Early this year he toured Japan and upon return signed with ABC-Paramount. "Let Me Belong To You" was his first Am-Par hit and he's now following with "The Night I Cried"/"I'll Never Stop Wanting You."



## PLATTER SPINNER PATTERN

The Dick Clark Caravan of Stars steamed into Albany, N.Y. two-weeks ago, under the sponsorship of WPTR-Albany, and Pied-Piper'ed over 8,500 screaming teeners to the RPI field-house for sizzling stage show. Headlining, besides Clark, were Chubby Checker, Paul Anka and Linda Scott. Earlier in the day Clark participated in a high school reporter's press conference at the WPTR Gold Studio,

competition was run, from the smallest local contest to the big final, was a refreshing and wholesome change from the fierce rivalry of most such competitions. All the participating disk jockeys and radio stations rate a lot of the credit for keeping it that way.

WEBR-Buffalo opened its doors one day last week to demonstrate its en-



GEORGE CHURCH III



GEORGE KLEIN  
(WHBQ—Memphis)



PHIL STOUT  
(WNPV—Lansdale, Pa.)

attended by some 100 youthful editors. Big blaze of the show is Chubby Checker's Twist exhibition, which is still picking up fantastic adult steam across the country. . . . Something new in the way of news broadcasting was instituted by WYRE-Pittsburgh (formerly WEEP). Station's running a news item after each record. Purpose, say station execs, is so listeners won't have to wait for news of local happenings. Sounds like a pretty good idea.

Ted Kakuk and Dick Young, youthful "Knights of the Turntable" at WNJR-Newark, have jumped on the fantastic Twist wave sweeping plush New York niteries. They're setting up Twist contests in several clubs and are awarding trophies. On the sked are the Lanai and the International. The boys also confided they're looking for a time slot with a major New York City station. . . . Taking brides this month will be Randy Hall and Jerry Dean. Hall, the all-night and Sunday afternoon jockey on KDKA-Pittsburgh will trek the aisle Nov. 25 with Allie Short in DuBois, Pa., the bride's hometown. Dean, WEEZ-Chester, Pa., spinner takes the step Nov. 19.

Emerson College's closed circuit radio station, beamed to the school's students and other college students in Boston, airs complete shows of all types: pop, jazz, rock 'n' roll, blues, country & western. The station, WECB, signs on at 7:30 AM and signs off at 11 PM, and is run entirely by students majoring in broadcasting. It's one of the country's best training grounds for future careers in broadcasting. Ed Michaels, librarian at the station, urges record companies and the like to keep them fully serviced with the latest disks in all fields. A friendly public-service type gesture.

The "Miss Teenage America" contest, one of the most adventurous and successful combined radio station promos has ended with pretty, 17-year-old Diane Cox of Richmond, Va., wearing the national crown. As part of her prize, she came to New York last week (31) for a one-day whirlwind tour of the city and visits with the friends she made while at the finals in Dallas. The way the entire

tire daily operation to a group of educators from the city's public and parochial schools. Occasion was the annual Business, Industry Education Day sponsored by the chamber of commerce in cooperation with the city's business organizations. First hand look at a radio operation proved one of the highlights of the demonstrations.

### VITAL STATISTICS:

George Church III has been let go from KLAC-Los Angeles "for economy reasons" it was learned by Cash Box last week. Long-distancing with George at his Studio City home (11966 Moorepark St.), he told CB that he is now looking for another deejay post with a major outlet in a top market. Church had been with KLAC for 3 years, in the same time-slot for 2½ years. Previously he was at WFAA-Dallas for 2 years. . . . James Washburn was appointed program director of KRLA-Los Angeles succeeding Herb Heiman who resigned for a new as yet unannounced affiliation. Washburn (son of famed Ted Weems bandman 'Country' Washburn), an accomplished pianist and composer, formerly held production manager posts at WKBW-Buffalo and WEAM-Washington. . . . Jack Murray, who's been at KQEO-Albuquerque since April (before that was at KROD-El Paso), made the move to KOIL-Omaha into the 1-4 PM stanza. . . . Exiting WHHM-Memphis for WHBQ-Memphis is George Klein. He got his start in radio in 1953 at WHBQ, so is now back "home." . . . Phil Stout now spinning for WNPV-Lansdale, Pa., after a stay at WTOA-Trenton. He'll continue his strong sked of hops, p.a.'s and a newspaper column. . . . Barney Pip now doing the 10 AM-1 PM and 3-6 PM stands for WJET-Erie, Pa., replacing Don Evans who moved to sister station WYRE-Pittsburgh (formerly WEEP). . . . Wynn Moore, former news director of WNOR-Norfolk, and Tony de Haro, formerly with KBOX-Dallas, joined the news staff of WSAI-Cincinnati. . . . Jim Casey elevated to exec news editor at WPTR-Albany and Don LaVine, from WOLF-Syracuse, joins the WPTR news dept.

# SCRATCH MY BACK

# Ray Stevens

71888







# Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—NOV. 11, 1961

## MONAURAL

## STEREO

MONAURAL		STEREO	
Pos. Last Week	Album	Pos. Last Week	Album
1	● JUDY AT CARNEGIE HALL Judy Garland (Capitol BO 1569; SWBO 1969)	1	JUDY AT CARNEGIE HALL Judy Garland (Capitol 5WBO 1569)
2	● BLUE HAWAII Elvis Presley (RCA Victor LPM 2426; LSP 2426)	2	STEREO 35/mm Epoch Light & Orch. (Command RS 826 5D)
3	● PORTRAIT OF JOHNNY Johnny Mathis (Columbia CL 1644; CS 8444)	3	CAMELOT Orig. B'way Cast (Columbia KOS-3021)
4	● GREAT MOTION PICTURE THEMES Various Artists (United Artists UAL 3122; UAS 61220)	4	PORTRAIT OF JOHNNY Johnny Mathis (Columbia CS 8444)
5	● THE ASTRONAUT Bill Dana (Kapp KL 1238; KS 3238)	5	BLUE HAWAII Elvis Presley (RCA Victor LSP 2426)
6	● JUMP UP CALYPSO Harry Belafonte (RCA Victor LPM 2388; LSP 2388)	6	GREAT MOTION PICTURE THEMES Various Artists (United Artists UAS 61220)
7	● CAMELOT Orig. B'way Cast (Columbia KOL-5620; KOS-3021)	7	JUMP UP CALYPSO Harry Belafonte (RCA Victor LSP 2388)
8	● YOUR REQUEST SING ALONG WITH MITCH Mitch Miller & The Gang (Columbia CL 1671; CS 8471)	8	NEVER ON SUNDAY Movie Sound Track (United Artists UAS 5070)
9	● THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393; LSP 2393)	9	TIME OUT Dave Brubeck (Columbia CS 8192)
10	● CLOSE-UP Kingston Trio (Capitol T 1642; ST 1642)	10	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller & The Gang (Columbia CS 8471)
11	● FOUR PREPS ON CAMPUS Capitol T 1566; ST 1566)	11	CLOSE-UP Kingston Trio (Capitol ST 1642)
12	● BEHIND THE BUTTON-DOWN MIND Bob Newhart (Warner Bros. W 1417; WS 1417)	12	YELLOW BIRD Lawrence Welk (Dot 25389)
13	● TIME OUT Dave Brubeck (Columbia CL 1397; CS 8192)	13	THE SOUND OF MUSIC Original Cast (Columbia KOS-2020)
14	● SOMETHING FOR EVERYBODY Elvis Presley (RCA Victor LPM 2370; LSP 2370)	14	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393)
15	● KNOCKERS UP Rusty Warren (Jubilee 2029)	15	SINATRA SWINGS (Formerly SWING ALONG WITH ME) Frank Sinatra (Reprise R 1002; R9 1002)
16	● NEVER ON SUNDAY Movie Soundtrack (United Artists UAL 4070; UAS 5070)	16	EBB TIDE Earl Grant (Decca DL 4165; DL 74165)
17	● SINATRA SWINGS (Formerly SWING ALONG WITH ME) Frank Sinatra (Reprise R 1002; R9 1002)	17	YIELD AT SEA Vol III Robert Russell Bennett (RCA Victor LSC 2523)
18	● EBB TIDE Earl Grant (Decca DL 4165; DL 74165)	18	EXODUS Movie Soundtrack (RCA Victor LSO-1058)
19	● AIN'T THAT WEIRD Brather Dave Gardner (RCA Victor LPM 2335; LSP 2335)	19	YELLOW BIRD Arthur Lyman (HiFi 1004)
20	● OLDIES BUT GOODIES VOL. III Various Artists (Original Sound OSR LPM 5004)	20	SOMEBODY LOVES ME Ray Conniff Singers (Columbia CS 8442)
21	● ALL THE WAY Brenda Lee (Decca 4176; DL 74176)	21	FOUR PREPS ON CAMPUS Capitol ST 1566)
22	● YELLOW BIRD Lawrence Welk (Dot DLP 3389; 25389)	22	COME SWING WITH ME Frank Sinatra (Capitol SW 1594)
23	★ ● COME SWING WITH ME Frank Sinatra (Capitol W 1594; SW 1594; EAP 1, 2, 3-1594)	23	ALL THE WAY Brenda Lee (Decca DL 74176)
24	● QUARTER TO THREE U.S. Bonds (Legrand LLP 3001)	24	GOLDEN PIANO HITS Ferrante & Teicher (United Artists WWS 8505)
25	● NEVER ON SUNDAY Cannie Francis (MGM E 3965; SE 3965)	25	SOMETHING FOR EVERYBODY Elvis Presley (RCA Victor LSP 2370)
26	● SOMEBODY LOVES ME Ray Conniff Singers (Columbia CL 1642; CS 8442)	26	PERSUASIVE PERCUSSION Terry Snyder (Command RS 800 5D)
27	● TV SING ALONG WITH MITCH MILLER (Columbia CL 1628; CS 8428)	27	PASS IN REVIEW Bob Sharples O. (London SP 44001)
28	● THE SOUND OF MUSIC Original Cast (Columbia KOL 5450; KOS-2020)	28	TV SING ALONG WITH MITCH MILLER (Columbia CS 8428)
29	● MORE GREATEST HITS Cannie Francis (MGM E 3942; SE 3942)	29	GOIN' PLACES Kingston Trio (Capitol ST 1564)
30	● GOIN' PLACES Kingston Trio (Capitol T 1564; ST 1564)	30	WEST SIDE STORY Original Sound Track (Columbia OS-2070)
31	● YELLOW BIRD Arthur Lyman (HiFi L 1004; 1004)	31	GOLDEN WALTZES Billy Vaughn (Dot DLP 25280)
32	● PAUL ANKA SINGS HIS BIG 15 Vol II (ABC Paramount ABC 390; ABCS 390)	32	BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LSP 2362)
33	● STARS FOR A SUMMER NIGHT Various Artists (Columbia PM 1; PMS 1)	33	BIG BAND PERCUSSION Ted Heath (London SP 44002)
34	● RAY CHARLES & BETTY CARTER (ABC Paramount ABC 385; ABCS 385)	34	EXOTIC PERCUSSION Stanley Black (London SP 44004)
35	● I REMEMBER TOMMY Frank Sinatra (Reprise R-1003; R9-1003)	35	NEW PIANO IN TOWN Peter Nero (RCA Victor LSP 2383)
36	★ ENCORE OF GOLDEN HITS Platters (Mercury MG 20472 *EP-1, 4029, 30)	36	WEST SIDE STORY Original B'way Cast (Columbia OS 2001)
37	● WEST SIDE STORY Film Soundtrack (Columbia OL 5670; OS 2070)	37	NEVER ON SUNDAY Cannie Francis (MGM SE 3965)
38	● PERSONAL APPEARANCE Shelly Berman (Verve V6-15027)	38	STARS FOR A SUMMER NIGHT Various Artists (Columbia PMS 1)
39	● NEW PIANO IN TOWN Peter Nero (RCA Victor LPM 2383; LSP 2383)	39	MELODY & PERCUSSION FOR TWO PIANOS Ronnie Aldrich (London SP 44007)
40	● BOBBY DARIN STORY (Atco 33-131)	40	PERCUSSION AROUND THE WORLD Int'l Pop All Stars (London SP 44010)
41	● HURT Timi Yuro (Liberty LRP 3208; LST 7208)	41	CARNIVAL Original Cast (MGM SE 3946)
42	● WEST SIDE STORY Original B'way Cast (Columbia OL 5230; OS 2001)	42	I REMEMBER TOMMY Frank Sinatra (Reprise R9-1003)
43	60 YEARS OF MUSIC Vol III Various Artists (RCA Victor LM 2574)	43	EXODUS TO JAZZ Eddie Harris (Vee Jay ST 3016)
44	● WEST SIDE STORY Ferrante & Teicher (United Artists UAL 3166; UAS 6166)	44	CALCUTTA Lawrence Welk (Dot DLP 25359)
45	● MEXICO Bob Moore (Monument M 4005; SM 14005)	45	AL (He's The King) HIRT (RCA Victor LSP 2394)
46	● JIMMY REED AT CARNEGIE HALL (VeeJay LP 1006)	46	MEXICO Bob Moore (Monument SM 14005)
47	● THE HIGHWAYMEN (United Artists UAL 3125; UAS 6125)	47	MORE GREATEST HITS Cannie Francis (MGM SE 3942)
48	● CARNIVAL Original Cast (MGM E 3946; SE 3946)	48	STEREO ACTION GOES BROADWAY Dick Schory (LSA 2388)
49	● MEXICO David Carroll (Mercury MG 20060; SR 60660)	49	PERCUSSIVE TWENTIES Eric Rogers Orch. (London SP 44006)
50	● BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LPM 2362)	50	KING OF KINGS Soundtrack (MGM 51 E-2)

● Also available in Stereo

★ Also available in E'





# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK



**"FLOWER DRUM SONG"**—Soundtrack—Decca DL 79098

The pic version of the Rodgers & Hammerstein musical is certain to give Decca a big soundtrack seller. The deck generally lacks the theatrical zip of Columbia's original-cast LP mostly because of the full-blown Hollywood studio orchestrations, but the charm of R&H's songs (they're all here with the exception of "Like A God") comes through nicely. B'way cast members repeating their roles include Miyoshi Umeki, Janita Hall and Jack Soo.



**"SONGS OF PRAISE"**—Mantovani—London LL 3251

The sweet, singing strings of Mantovani soar delicately through a collection of famed religious hymns. Such traditional items as "Whispering Hope," "Rock Of Ages," "Beautiful Isle Of Somewhere" and "Nearer My God To Thee" are included. A beautiful new Mantovani session with powerhouse chart appeal in the coming holiday season.



**"AMERICA'S BIGGEST-SELLING PIANIST"**—Floyd Cramer—RCA Victor LPM-2466

There will be no one in pop music that'll doubt this album's title. It's been proven with a succession of five single hits and two chart albums. This set should make it three-in-a-row in the LP dept. It includes the pianist's current hit coupling, "Your Last Goodbye" and "Hang On," plus a varied collection of pop and country items. All are essayed in the smooth, "lonesome," individual Cramer touch. Has tremendous sales picture.



**"EXCITEMENT, INCORPORATED"**—Ray Martin and his Orchestra—RCA LSA 2422

The sound is big, loud and impressive in this new stereo action LP with Ray Martin and his ork. Martin sticks to an excellent collection of sturdies superbly arranged and read. Notable examples are a stirring adaptation of "Jericho," a lovely swaying "Over The Rainbow," and "Big Noise From Winnetka." Conductor's artistry and salesmanship proven by "Dynamica" is matched with equal polish on this new entry.



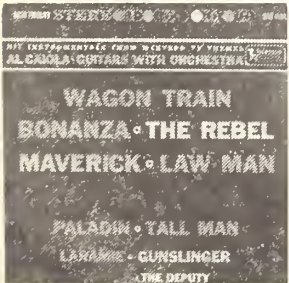
**"THE BEST OF STEVE LAWRENCE"**—ABC Paramount—ABC 392

Steve's warm, vibrant voice carries him in good stead in this recap LP of some of his recent hits. Crooner's versatile range is demonstrated by his varied selections of previous triumphs including lively renditions of "Pretty Blue Eyes" and "Footsteps." His excellent reading of "I Hear A Rhapsody" and "You're Nearer" shows the other side of the Lawrence coin. Disk seems to be destined for success.



**"HYMNS AT HOME"**—Tennessee Ernie Ford—Capitol ST 1604

Ernie returned to home-town Bristol, Tenn., for reunion and this album session; 30 "kinfolk" constitute the choir and, with Ernie in strong lead role, devotedly run through a dozen hymns from Ernie's boy choir days (The Methodist Hymnal). Included are "Sweet Hour Of Prayer," "My Faith Looks Up To Thee" and "I'm Comin' Home." Ernie's got proven commercial strength in the hymn and spiritual marketplace.



**"HIT INSTRUMENTALS FROM WESTERN TV THEMES"**—Al Caiola, Guitars With Orch.—United Artists UAS 6161

Guitarist Caiola fronts a guitar combo over a large ork backdrop for appropriately schmaltzy readings of a dozen TV shoot-em-up themes. Lead-off is the attractive newie, "Wagons Ho!" followed by such as "Bonanza," "Law Man," "Tall Man" and "Maverick." TV western fans will enjoy the collected capsule performances in one package.



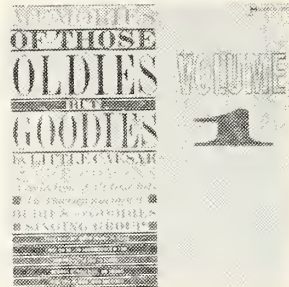
**"WHO PUT THE BOMP IN THE BOMP-BOMP-BOMP"**—Barry Mann—ABC-Paramount ABC-399  
Successful songwriter-turned-singer, Mann offers, in his first album, his own interpretations of his songs which were hits for other artists. Lad leads off with recent intro single hit, "Who Put The Bomp," and embraces "I Love How You Love," "Sweet Little You," "Footsteps" and "Bless You." Album has more than ordinary r&r interest.



**"BYE BYE BABY I DON'T WANT TO TAKE A CHANCE"**—Mary Wells—Motown MLP 600  
Cashing in on the success of "Bye Bye Baby" and "I Don't Want To Take A Chance," her two recent singles hits, Mary Wells builds an album of standard r&r tunes. Lark's powerful delivery is amply demonstrated in "Shop Around," "I'm Gonna Stay," and "Let Your Conscience Be Your Guide." LP has the potential to score on the charts.



**"LAST NIGHT"**—The Mar-Keys—Atlantic 8055  
Sock instrumental group widens its repertoire here to include such etchings as "Misty," "Diana" and "Sack O Woe," a Cannonball Adderley "soul" sturdy. But also offered are surveys of single hits "Last Night" and "Morning After," as well as other riotous rock originals. It all points to solid teen acceptance.



**"MEMORIES OF THOSE OLDIES BUT GOODIES"**—Little Caesar & The Romans—Del Fi DFLP-1218  
Group riding the crest of an oldie wave swings through a dozen tracks comprised of its recent hit singles, current coupler and additional recreations of r&r sturdies. "Oldies But Goodies," the "Memories" followup, "Hully Gully Again," "Little Star" and "Adorable" are included. Also, "Ten Commandments Of Love"/"C.C. Rider," the current single. Could easily be a chart score.



**"THE MAGIC OF JUDY GARLAND"**—Decca DL 4199  
Early Judy Garland is still an exciting listening experience. This collection of pop evergreens is from the Decca archives and includes "I Never Knew," "Zing! Went The Strings Of My Heart," "But Not For Me" and nine more. Though sound is not up to today's par, the performances far surpass many from the current crop. Should find an appreciative consumer audience.



**"STUDIO TIME"**—Johnny Nash—ABC-Paramount ABC-383  
Songster displays vocal versatility in a package that varies backdrops among string ork, rhythm combo and big band. Nash is at home in all three media. Selections are well-chosen, running the gamut from sentimental ballads ("Cry Like The Wind," "My Melancholy Baby") to bristling swingers ("Besame Mucho," "I Surrender Dear"). Talented vocal accounts with honest outlook.



**"GOLDEN BLUES HITS"**—Clyde McPhatter—Mercury SR 60655  
For his 2nd Mercury album, McPhatter draws upon a dozen "blues" tunes gathered from all fields: pop, r&b, country. They include such diversified items as "What'd I Say," "Kansas City," "Blues Stay Away From Me," "Fever" and "C.C. Rider." All are surveyed with the singer's abundance of sincerity, his individual style. Could earn chart favoritism.



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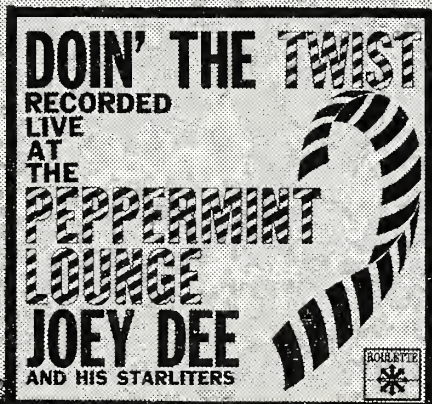
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and **THE STARLITERS**

ROULETTE 4401



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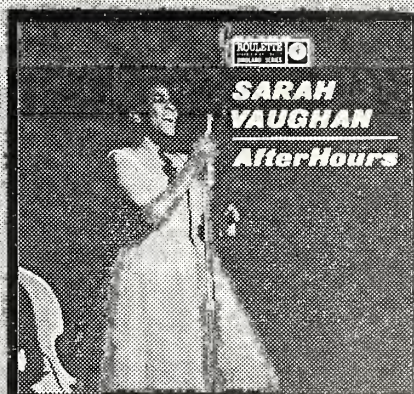
"BASIE AT BIRDLAND," Recorded Live!  
COUNT BASIE & HIS ORCH.—(S) R-52065



"STRAIGHTAWAY"  
MAYNARD FERGUSON—(S) R-52076



"TOGETHER FOR THE FIRST TIME"—LOUIS  
ARMSTRONG AND DUKE ELLINGTON—(S) R-52074



"AFTER HOURS"  
SARAH VAUGHAN—(S) R-52070



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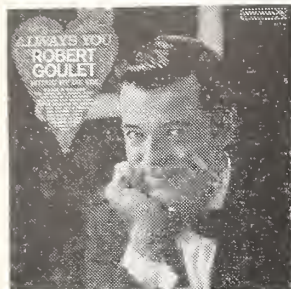




# ALBUM REVIEWS



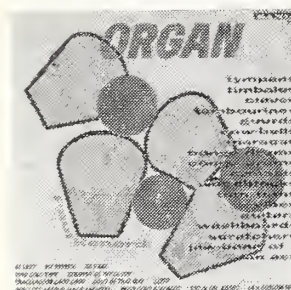
**"MY KINDA OF SWING"—Ernestine Anderson—Mercury SR 60175**  
Ernestine kicks off this new offering with a swinging rendition of the evergreen "My Kind Of Love" read with superb artistry and polish. Thrush follows with other oldies including "Moonlight In Vermont," "Land Of Dreams," "It Don't Mean A Thing," and "They Didn't Believe Me." A well-rounded collection. She has an abundance of communicative poise which could help this LP rack up the sales.



**"ALWAYS YOU"—Robert Goulet—Columbia CL 1676**  
In his first solo LP Robert Goulet's pleasing style gives impetus to this collection of pop sturdies with classical themes. Baritone's typically legit voice has excellent range and pitch in "And This Is My Beloved," "It's All In The Game," and "Always You." Disk should be a welcome asset to any show tune buff and may score in the coin department.



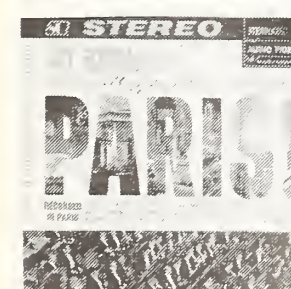
**"JOAN BAEZ—Vol. 2"—Vanguard VSD 2097**  
Joan Baez jumps off on her second waxing on the Vanguard label with an interesting and varied lineup of obscure and standard folk tunes. Accompanying herself on the guitar, artist communicates an intense depth of feeling and range in expressive versions of "Barbara Allen," "Lonesome Road," "Banks Of The Ohio," and "Pal Of Mine." LP is an excellent follow-up to her premiere collection.



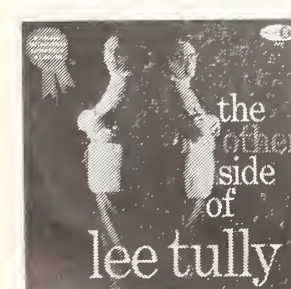
**"ORGAN WITH . . ."—Paul Renard—King 729**  
If the title of the LP were continued above, seventeen additional instruments (with the exception of a guitar, all of them percussive devices) would be listed, including the "jaw-bone of an ass." Well, organist Renard, now on the Riverside label, is assisted by such accompaniment in well-recorded, generally good-fun arrangements of a bill of mostly swing-era goodies (e.g. "Stompin' At The Savoy," "Moonlight Serenade," "Sing Sing Sing"). Some pleasing ballad tracks are included. Deft, likable organ issue.



**"THE JOURNEYMEN"—Capitol ST 1629**  
LP how for this Kingston-like pop/folk trio could provide some interesting listening for followers of the field. Their three-part harmony is smooth, sometimes too smooth for real vocal folk excitement, but they do have a warm, friendly feeling in their approach. Repertoire runs to mostly rewrites of old material and newly-penned items by the group, plus one or two authentic tunes. Has some commercial value.



**"JO BASILE'S PARIS"—Audio Fidelity AFSD 5955**  
With a group of standard American-in-Paris type of instrumentals Jo Basile performs the dual role of conductor and accordion soloist in this new offering from AF. The lively Basile readings of sturdies "Melody Of Love," "Gigi," and "Green-sleeves" is representative of the LP's other standard mood tunes.

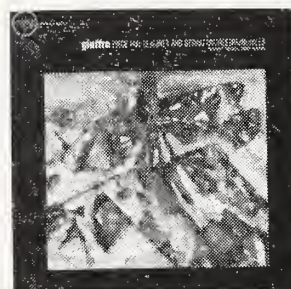


**"THE OTHER SIDE OF LEE TULLY"—Jubilee 2036**  
Laughman Lee Tully offers original material (written by Fred Carmichael) in his first LP offering of 8 routines. Tully's style is a cross between Shelley Berman and Bob Newhart with a fast, punchy delivery. "Shakespeare Out Of Town" is based on the clever premise of the bard updated to a modern writer with Tully as his shoestring producer but falls short of its potential satiric content. There are some laughs to be had here.

## JAZZ



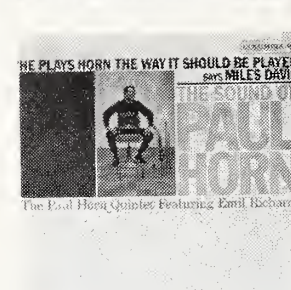
**"OLE COLTRANE"—John Coltrane—Atlantic 1373**  
Miles Davis really started something with his "Sketches Of Spain" set. This new Coltrane offering is the best Latin-influenced jazz played since Miles' date. It also incorporates African rhythmic atmosphere in parts and, on side two, "Dahomey Dance" and "Aisha" delve further into the Eastern jazz influences. It is indicative of the broadening thinking of Coltrane and his surging drive for more areas of musical expression.



**"PIECE FOR CLARINET AND STRING ORCH/ MOBILES"—Jimmy Giuffre—Verve V-8395**  
Moving out of the folk-oriented jazz idiom that concerned him for a while, Giuffre enters full-strength into the "third stream" here. The LP consists of the five movement "Piece For . . .", on side one, and a unique 16 movement series of "Mobiles," short (ranging from less than 1/2 minute to two minutes), structural exercises in polyphonic writing and dissonant playing, on side two. Giuffre performs as clarinet soloist with a 35-member string section from the Sudwestfunk Orchestra of Baden Baden. There is a lot to be musically appreciated here.

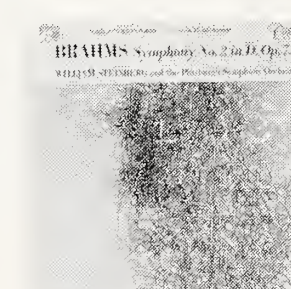


**"THE ESSENTIAL CHARLIE PARKER"—Verve V-8409**  
This "new" album is a compilation of ten sides collected from the numerous and varied LP's Parker cut for Verve (during the latter part of his career). Two tracks are from the dates with strings, and others are all with small groups, which include such sidemen as Dizzy Gillespie, Miles Davis, Max Roach, Thelonious Monk and many more. The gamut is run from poor Parker (which is still better than many) to the best. Collectors already have this stuff, but it's a good introduction to the Parker legend for the jazz novice.

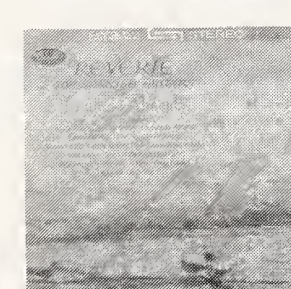


**"THE SOUND OF PAUL HORN"—The Paul Horn Quintet—Columbia CL1677**  
Paul Horn and his quintet launches this LP with an original composition "Benny's Blues" composed entirely on seventh chords (from F7 to C7) read with a vibrant, intense quality. Disk includes five other pieces inked by Horn. Another one of Horn's newies "Blue On Blue" makes an interesting use of harmonic and metric variations. Unquestionably, Horn's talent makes him a real comer in the sales department.

## CLASSICAL PICKS OF THE WEEK



**"BRAHMS SYMPHONY NO. 2 IN D, OP. 73"—William Steinberg—Command CC11002 SD**  
Command's 35 mm magnetic film process is utilized beautifully in William Steinberg's treatment of Symphony No. 2 in D. The new tape offers a clearly delineated distortion-free range of dynamics and an excellent frequency response. The merits of this method are best heard in the first movement, an Allegro moderato, in which "tape stretch" pitch changes are virtually eliminated. LP's high quality of fidelity will probably bring in good coin.



**"REVERIE FOR SPANISH GUITARS"—Laurindo Almeida—Capitol SP 8571**  
Laurindo Almeida's perfectly controlled hands create a great variety of tones and harmonies in this new LP of standard classical selections. Guitarist has expanded some of the pieces for two or three parts all of which he plays himself through the aegis of multiple recording techniques. Almeida is at his best in Debussy's "Reverie" and Albéniz's "Tango Español." Disk should find a ready market with any guitar fans.



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# RECORD RAMBLINGS

## NEW YORK:

Canadian-American exec Bernie Lawrence taking full promo advantage of the current milk strike in N.Y. running around to the deejays with a quart of that liquid gold and the new Santo & Johnny "Birmingham" session. Bernie dropped by to tell us that the label's on sales-fire with James Ray's "If You Gotta Make A Fool Of Somebody" (Caprice), the Belmonts' "I Need Someone" (Sabrina), the Angels' "Till" (Caprice), Janie Grant's "Unhappy Birthday" (Caprice) and the Linda Scott C-A double-header, "I Don't Know Why" and "It's All Because." Okay Bernie? That's 3 releases for each quart! . . . We hear from Jo Wyatt, national promo gal for the L.A.-based Ray Starr and Skyla labels, that Gene & Wendell's new dance affair, "The Roach," is catching on all across the country and that there's been great reaction to Jerry Naylor's "Stop Your Crying," Jimmy Norman's "Love Sick Feeling," Judy Brown's "First Day Of School" and the Checkers' "Blue Saturday."

Cadence's national sales topper Budd Dolinger notes; that Lenny Welch, who's currently at the Caribe Hilton, has a smash in Puerto Rico with his "Changa Rock"; that Morton Downey, Jr.'s "Ballad Of Billy Brown" is already happening in the Balt. and New England areas and that hopes are high for Johnny Tillotson's re-release of "Dreamy Eyes." . . . Neil Scott's celebrating his opening at the Safari with the release of "My Confession" and "It Happened All Over Again" on Bill Darnell's Portrait label. . . . "Three Evenings With Fred

Astaire" chosen to bow Fred's brand new Choreo diskery. . . . Imperial's Eddie Ray types from Hollywood that the Milwaukee Braves' Lee Maye appears to be headed towards hitsville with his "Will You Be Mine" performance. . . . Tina Robin to appear on Steve Allen's 11/15 ABC-TV'er as a result of her recent Copa hit stand. . . . Pioneer's Danny Jordan heads into the mid-west to promote his Pioneer deck, "Jeanie." . . . Jolly Joyce, mgr. of Joey Dee & the Starlighters, inked a 3 film pic pact with Harry Romm with the first film to be shot for Columbia, 11/22, in N.Y.

Joe Petralia notes that Tony Bennett's "Comes Once In A Lifetime" (Columbia) is grabbing loads of station picks in town. . . . Chess is now handling national distribution for the Co-Eds' "Annabelle Lee" on Cha Cha and Betty James' "I'm A Little Mixed Up" on CeeJay. . . . Bill Downs, promo and publicity man and North American rep for British singer-actors, Mark Wynter (London), Jess Conrad (London) and Cliff Richard (ABC), announced that all 3 artists will be in town soon. Jess, who's in "Konga," will be here 11/3 to promote his newest release, "Little Ship." Mark'll be here 11/16 for his up-coming slice, "Warm And Willing." Cliff, who was in "Expresso Bongo," will pass thru on his way back from Hawaii to plug his soon-due album. . . . Lillian Briggs currently wowing 'em at the Living Room, has retained the Morty Wax organization to handle promo on the ABC revival of her while-back success, "I Want You To Be My Baby." . . . Triodex' Bill Buchanan sez that it's the Part 2 side on James McArthur's "The In-Between Years" that's kicking up the sales

storm and that Cathy Carroll's "Every Leaf That Falls" is now busting thru in a host of major markets. . . . Whit Marshall up to tell us that everyone's talking about "The Other Side Of Lee Tully" Jubilee LP.

Coral's Thelma Carpenter heads to Cleveland, 11/13, for a 3-week stint at the Virginian Room. While there she'll be promoting her west single, "Back Street," from the pic of the same name which starts its run in town at that time. Marty Hoffman adds that both sides of the new Earl Grant single, "Honey" and "Tender Is The Night" (the pic-title tune) are sung by Earl in the flick (not just in the background track) Earl's set for an 11/20-12/2 stand at the Roundtable. . . . Everyone up at Everest's excited with the great initial reaction to Ronny Douglas' "You'll Come Back." . . . Allen Roth, one of the leading baton wielders of some years back, is returning to N.Y. to consider offers of radio and TV work. Al recently sold his restaurant in Stroudsburg, Pa.

with her 1st LP, "Ruckus At The Riviera," due out soon. . . . Received a 'having a good time in Venice' postcard from the Mary Holtzmans. . . . Pubbery credits on the Pat Boone Dot newie, "Johnny Will," belong to Lyle and Hollyjo BMI. . . . Malverne's Steve Harris happily infos that the current new adult twist craze has zoomed the Chubby Checker "Twist" (Parkway) oldie backed into the smash spotlight. Other sales sizzlers with Steve are Bobby Rydell's "I Want To Thank You" (Cameo), Freddy Cannon's "For Me And My Gal" (Swan) and the Int'l Pops Ork's "12 Greatest Tunes Ever Written" (Cameo LP). . . . Danny Winchell's real excited with Ray Charles' newest for ABC, "Unchain My Heart." . . . Jack Perry and Harry Sims eagerly awaiting copies of their tune, "Suspense," cut by Lucky Starr in Australia. Leeds is the pubbery.

All that jazz dept.; Ramsey Lewis & his trio begin a one-week stand at



JOHNNY TILLOTSON



THELMA CARPENTER



ROY HAMILTON

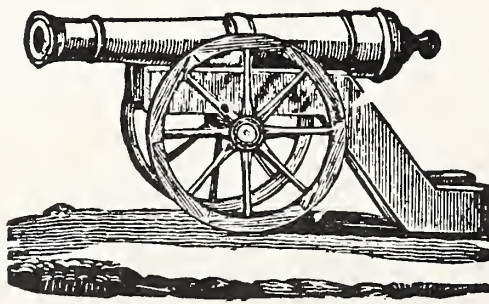
London's Joe Fields, thrilled with the chart action on Anthony Newley's "Pop Goes The Weasel," notes that he had to send an edited version of the deck to WBZ-Boston's Al Hickock. Seems as tho the ending's just a bit too cute for airplay in the Hub area. . . . Frank Campana tells us that Columbia's re-servicing Johnny Mathis' waxing of "Maria" (from "West Side Story"), adding that the label has just signed Kay Stevens to a wax pact—

the Band Box, in Denver, starting 10/30; Kai Winding & his trombone sextet booked to play a combination jazz concert and dance at E. Carolina College, Greenville, N.C., come 11/11. . . . Epic's Roy Hamilton to headline the big package show, along with ABC's Lloyd Price and many other top stars, that's touring the south and mid-west for 28 days this month. Roy, tho, will be at the Lotus Club in D.C. the week of the 13th, and will then rejoin the show. . . . Diahann

Heading for the charts!  
Heading for the charts!  
Heading for the charts!

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# RECORD RAMBLINGS

Carroll, who's out with an Atlantic package tagged "Fun Life," to follow Katyna Ranieri into the Plaza's Persian Room, for 5 weeks, starting 11/15.

## CHICAGO:

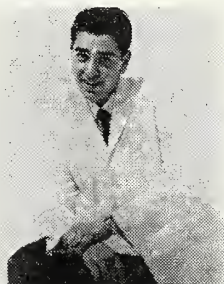
The 17th annual Harvest Moon Festival takes over the Chicago Stadium 11/18 with a star studded show topped by Stan Kenton and his ork and TV star Dinah Shore. The event, which spotlights local hopefuls in the vocal-dancing fields, is sponsored each year by the Sun-Times for the benefit of hospitalized veterans. As in previous years, John Doumanian (Capitol) and Erwin Barg will be among the talent contest judges. . . . Now that moving days are over and everything's back in place at Garmisa's new quarters, Ed Yalowitz is focusing his attention on rapid risers "Little Miss USA" by Barry Mann, who's currently on the charts with "Who Put The Bomp"; and "I'll Never Stop Wanting You" by Brian Hyland, following up his "Let Me Belong To You" click. In the albums dept., it's "The Valiant Years," background

quite a lineup of singles he's working on this week, namely: "Baby, Baby, Baby" (All The Time) by H. B. Barnum; "Lonesome Number One" by Don Gibson; "Moliendo Cafe" by Perez Prado & ork; and Groove slicings "Broken Wings" by Sonny James and "What Are You, Some Kind Of A Nut" by Barry Richards. . . . Tony Bennett follows Johnny Ray into the Living Room 11/6. . . . Bud Miller (J. H. Martin) predicting a possible twosider for Pat Boone with his latest Dot coupling "Just Let Me Dream" b/w "Johnny Will." The distrib's other sales getters include "Old Man River" by Ronnie Gates (Terrace) and "You're Running Out Of Kisses" by Chuck Foote (Soncraft). . . . Mercury artist Ernestine Anderson has been booked for a string of Playboy Club engagements starting in Chi 11/26 for three weeks; followed by a New Orleans stint 12/17, winding up at the Miami Playboy 1/9 for 3 weeks.

Peter Duchin (Eddie Duchin's son) is due in town the latter part of the week to introduce his Decca package "Presenting Peter Duchin, His Piano And Orchestra." Frank Scardino's



LILLIAN BRIGGS



NEIL SCOTT



LEE TULLY

music from the recent Winston Churchill documentary, waxed on ABC-Paramount. . . . M. S. Dist. have added the Arliss and Arteen labels to their lineup. . . . Smash's nat'l. promo mgr. Danny Driscoll, longdistancing from New York—and sounding as excited as ever over 'all points action' on Joe Dowell's "Bridge Of Love" and Chad Allen's "Little Lonely."

Skyla's lovely promo topper, Jo Wyatt, pens from the coast that 'great things are happening' with "Love Sick Feeling" by Jimmy Norman; "Stop Your Crying" by Jerry Naylor and a new instrumental "Blue Saturday" by The Checkers. . . . Ermine artist Johnny Cooper didn't have to travel far to cover the local hops last week—he's from Chicago—and his new deck "Rivalry" is enjoying strong airplay in this area. . . . Genevieve is currently headlining at the Empire Room.

Harvey Goldstein (M. S. Dist.) is racing around town with recent chart entry "There's No Other" by The Crystals (Phillies); and up and comers "Smile" by Timi Yuro; "Up A Lazy River" by Si Zentner (Liberty); and "The Beginning Of Love" by Dallas LaRoc (Arteen). . . . WGN's Jack Quinlan blends in some Broadway production LP's and guest celeb interviews with his usual sportscasting format on the newly slotted "Quinlan's Corner" (8:00-10:00PM). . . . Imperial Records' Eddie Ray sends along a mailer heralding potential click "Will You Be Mine" by Lee Maye. . . . Russ Bach (Music Dist.) is up in arms over teen response to The Olympics' latest effort "The Stomp" (Arvee). Albumwise, Hugo Montenegro's "Great Songs From Motion Pictures" (Time) is selling like crazy. . . . Jack Scott did his "Steps 1 & 2" chartrider at the local hops last week. . . . Capitol's John Doumanian is all agog over pop and c&w action on Faron Young's "Backtrack" and Wanda Jackson's "In The Middle Of A Heartache." . . . Stan Pat has

busy setting up p.a. shots for him. Incidentally, Frank mentioned that Earl Grant has a real sizzler in his new pairing "Tender Is The Night" b/w "Honey." Artist's current album chartrider is "Ebb Tide." . . . We hear, from Earl Glickin (DelFi), that Little Caesar & The Romans' "Ten Commandments Of Love" has just about broken wide open on the coast. . . . Roulette artists The Barry Sisters, on stage at the Camellia House, popped into some of the downtown record shops with advance notice of their soon to be released album "We Belong Together." . . . Dick LaPalm, recently appointed a vice president of Nat Cole's new recording firm, enplaned to New York last week to catch Nat at the Copa and maybe sandwich in some biz confabs.

## HOLLYWOOD:

Dooto Records topper, Dootsie Williams, along with Charles McCullough, winging to San Francisco to plug McCullough's fast breaking slice of "My Girl." . . . Ricki Starr, famous as a wrestler, makes his singing debut on new Coast based label Magic Circle Records with pairing "Blue Eyes" b/w "That You Feel Love." Actor-singer Tommy Sands, in a move to create a "new sound" for his upcoming Capitol singles, trekking to Nashville to recruit a backing of southern dixielanders.

The Paris Sisters, riding-high on the charts with "I Love How You Love Me," on Gregmark Records, will dub their hit in German, Italian, and Spanish for European distribution. . . . Skip Kerr grabbing deejay spins in the Bay Area with deck "The Monitor And The Merrimac," on the Nacio banner. . . . Gus Jenkins on the road tub-thumping his current Pioneer-International coupling "Jealous Of You Baby" and "Off The Road." . . . First single to be released from Frank Loesser's Broadway musical "How To Succeed In Business Without Really Trying," is "I Believe In You" by Hugo Winterhalter on RCA Victor.



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(16 CANDLES)

# JAMIE HORTON

JOY RECORDS  
J-258



## THEY'RE PLAYING OUR SONG

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The Duals

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Sammi Lynn

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## DEAN MORGAN



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SENSATION  
"OUCH!  
YOU'RE  
BREAKING  
MY HEART"

and  
"WHAT'S UP  
BUTTERCUP"

20th-Fox 272



# RECORD RAMBLINGS

. . . Sammy Davis, Jr. back from London following a 7 week SRO stint at the Prince of Wales Theater, checks in at Allied Artists for a co-starring role in pic "Reprieve."

Capitol Records hosting a press-deejay party for piano team Henri Rose & Bobby Stevenson, at the Melody Room 11/15, introducing their initial waxing on the label "Oh Hein Liebchen" b/w "Bachelor In Paradise." . . . The Crenshaws out on the Warner Bros. banner with offering tabbed "Off Shore." . . . Mark Wynter, England's 18-year-old wax star, due in town following his Australian tour, to plug his new London package—"The Warmth Of Wynter." Disk includes Jimmy McHugh's "Warm And Willing," to be released as a single. . . . Bamboo Records hoping to break through with "Girl Of My Dreams," featuring Ronnie Summers. . . . George Duning will pen the score of Columbia pic "The Interns," following his work on "The Notorious Landlady." . . . West Coast songwriter Mike Borchetta tied the knot with Sharine Troxel, of radio station KRLA, 11/4 in Hollywood.

clude Tommy Genova's "The Lover" (Bella), Merlene Garner's "Casanova" (Davco) and the "Music For Millions" (Thalia LP). . . . Hot LP's with Fran Murphy, at Ed Barsky's, include the Dick Morgan Trio's "Settlin' In," "The Essential Billie Holiday," "Connie Francis Sings Never On Sunday" and "Joan Baez, Volume 2." . . . Don Wright, promo man at Cambridge distribs, sez his top items are Linda Scott's "I Don't Know Why"—"It's All Because" (Can-Am) duo, the Angels' "Til" (Caprice), Ral Donner's "Please Don't Go" (Gone), Pete Bennett & the Embers' "Fever" (Sunset) and James Ray's "If You Gotta" (Caprice). Barbara George's "I Know" (A.F.O.) heads the starting-to-happen list. . . . With Columbia's Ted Kelleam it's Aretha Franklin's "Rock-A-Bye Your Baby" that's busting wide open. Also hot are Andy Williams' "Danny Boy," Carol Connors' "My Special Boy," Tony Bennett's "Comes Once In A Lifetime" and the "West Side Story" soundtrack LP. . . . At Bob Heller's Flying distribs the hot newies are Merlene Garner's "Casanova" (Davco) and Frank Starr's "Knees Shakin'" (Holiday Inn).



JESS CONRAD



PARIS SISTERS



RONNY DOUGLAS

Elektra Record's folk-song artist, Theodore Bikel, who recently left the cast of "The Sound Of Music," is currently on a series of one-niter concert dates. . . . Nacio Brown reports Steve Barri's "Story Of The Ring," on Rona Records, won the 'battle of the sounds' recently on station KYA in San Francisco. . . . Mike Clifford out this week with Columbia effort tagged "Bombay." . . . Paul Wexler, of Colpix Records, in town for meetings and elated with two big chart items—The Marcel's "Heartaches," and "Goodbye Cruel World" by Jimmy Darren.

LAS VEGAS—Dick Contino, currently appearing at the Stardust Hotel lounge with his quartet, is being joined by his wife, Leigh Snowden, as a regular vocalist with the group.

SEATTLE — Columbia Record's Brothers Four back in their home town recently for a series of concerts. Group was formed while attending the University of Washington.

BALTIMORE — Maury Scarborough, Capitol's promo mgr. in the area telegrams that there's been very heavy one-stop and airplay action on Helen Shapiro's "You Don't Know."

HOUSTON — Duke-Peacock-Backbeat topper Don Robey jetted to Denver recently for a few days of hunting. Peacock sales and promo man, Bob Garner, notes that it looks like James Booker'll top his "Gonzo" hit with his newest, "Tuby—Parts 1 & 2," adding that it's hot with the KDIA-Oakland crowd.

ATLANTA—David Carroll made the rounds of deejays, last week, to plug his "Mexican Joe" single and "Mexico" Mercury LP. Accompanying him was the label's promo man in town, Bob Kryl. Bob also sent around back scratchers to plug Ray Stevens' latest, "Scratch My Back."

CLEVELAND—Tom LiPuma, Mercury's promo man at M.S. distribs, letters that Leroy Van Dyke's "Walk On By," is breaking like crazy hereabouts.

ST. LOUIS—Newies moving up fast at Norman distribs include Brian Hyland's "Every Other Night" (Kapp), Gene & Wendell's "The Roach" (Ray Starr), Rink Hardin's "Man Needs A Woman" (Jubilee) and the Mello-Chords' "Desperado" (Lyco). Norman Wienstroer, Norman prexy, announced that Glen Bruder will join the company to head up promotion and that they've taken on the Time line.

### HERE AND THERE:

PHILADELPHIA—Jack Howard thrilled to tell us that his Palace-published "Mepri Stomp" has been recorded by newcomers Freddie Meade & the Calenders. Jack expects the dance (which was created at a record hop in Mt. Ephraim, N.J. at Mepri Hall) to become the next new national teen craze. . . . When Jimmy Myers moved his offices over to its new 1920 Chestnut St. location, several weeks ago, several valuable machines were stolen from the office. However, since then, Jim's had 12 Myers-published tunes recorded. So they're off to a bad-good start! . . . New plug items from Ed Cotlar in-





# The Valadiers

## “GREETINGS (This Is Uncle Sam)”

Miracle #6

**3**  
**RELEASES**  
**DESTINATION**

**TOP**  
**10**



# Mary Wells

Current  
Release

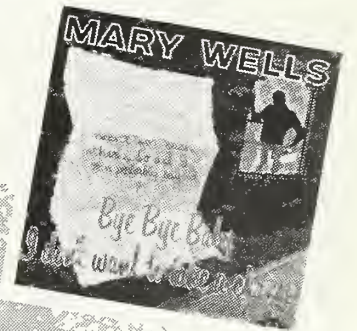
## “STRANGE LOVE”

b/w

“Come To  
Me”

Motown 1016

New LP  
release:



# The Miracles

## “EVERYBODY’S GOTTA PAY SOME DUES”

Tamla 54048

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Through the years, Prestige has come up with many top Jazz and R&B singles. As an introduction to Juke Box Operators, One Stops and Dealers that have not used our singles, we are offering you **2 FREE WITH EVERY 10 YOU PURCHASE** on all numbers listed on this page only. For the people that know Prestige, this is a little bonus.

## GENE AMMONS

- 189 Exactly Like You
- 176 Canadian Sunset
- 121 Blue Hymn
- 112 The Happy Blues
- 140 Blue Greens & Beans
- 201 Namely You

## MILES DAVIS

- 157 Walkin'
- 123 If I Were A Bell
- 195 I Could Write A Book

## WILLIS JACKSON

- 178 Keep On A Blowin'
- 187 Blue Gator
- 170 Come Back To Sorrento
- 194 Careless Love

## EDDIE "LOCKJAW" DAVIS

- 163 Misty

## JACK McDUFF

- 184 Yeah Baby!
- 199 The Honeydripper

## LIGHTNIN' HOPKINS

- 813 Got To Move Your Baby

## KING CURTIS

- 401 But That's Alright

## JIMMY NEELEY

- 402 Gettin' A Taste

## JESSIE POWELL

- 404 Malaguena

## JOHNNY "HAMMOND" SMITH

- 193 Sticks & Stones

## JOE NEWMAN

- 196 Mo-Lasses

## JIMMY FORREST

- 197 Bolo Blues

## ETTA JONES

- 198 All The Way

## SHIRLEY SCOTT

- 200 Hip Soul

This deal should be available through your local Prestige distributor; if not, contact us . . .

**PRESTIGE RECORDS, INC.** 203 SOUTH WASHINGTON AVENUE, BERGENFIELD, NEW JERSEY



# JUKE BOX OPS' RECORD GUIDE

## ACTIVE with OPS

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

### THE BREEZE AND I

Ahmad Jamal (Argo 5397)

### NEVER ON SUNDAY

Ramsey Lewis (Argo 5398)

### PARDON/ANOTHER TIME, ANOTHER PLACE

Al Martino (Capitol 4643)

### COMES ONCE IN A LIFETIME

Judy Garland (Capitol 4656)

### LET TRUE LOVE BEGIN/CAPPUCCINA

Nat Cole (Capitol 4623)

### MITCH MILLER PACK (5 singles)

(Columbia MM 1&2)

### ORGAN PACK (5 singles)

Ken Griffin (Columbia KG 1 & 2)

### JAZZ PACK (5 singles)

Various Artists (Columbia HIP 1 & 2)

### WASN'T THE SUMMER SHORT

Johnny Mathis (Columbia 42156)

### I'M MARRIED TO A STRIP TEASE DANCER

Stubby Kaye (Decca 31294)

### FLIP FLOP & BOP

Johnny Maddox (Dot 16267)

### I'M GLAD THERE IS YOU (5 singles)

Gloria Lynne (Everest S 74)

### IMPOSSIBLE

Gloria Lynne (Everest 19418)

### OPERATORS' SPECIAL

Seymour & His Magic Trumpet (Heartbeat)

### HONOLULU NITES

Arthur Lyman (HiFi 5040)

### O SOLE MIO

Robertino (Kapp 416)

### SAY IT ISN'T SO

Darlene Paul (Kapp 422)

### POP GOES THE WEASEL

Anthony Newley (London 9501)

### DANCE WITH THE DOLLY

Damita Jo (Mercury 71871)

### THE TWIST

Chubby Checker (Parkway 811)

### ST. LOUIS BLUES

Cousins (Parkway 823)

### LION SLEEPS TONIGHT

Tokens (RCA Victor 7954)

### GIVE MYSELF A PARTY

Rosemary Clooney (RCA Victor 7948)

### YOU'RE FOLLOWING ME/ ESPECIALLY FOR THE YOUNG

Perry Como (RCA Victor 7962)

### ONE GRAIN OF SAND

Eddy Arnold (RCA Victor 7926)

### I REMEMBER TOMMY (5 Singles)

Frank Sinatra Pack (Reprise PP-1)

### I'LL BE SEEING YOU/THE ONE I LOVE BELONGS TO SOMEBODY ELSE

Frank Sinatra (Reprise 20,023)

### DUKE'S PLACE

Duke Ellington (Roulette 4390)

### GYPSY ROVER/COTTONFIELDS

Highwaymen (United Artists 370)

### SOMEWHERE ALONG THE WAY

Steve Lawrence (United Artists 364)

### YOU'LL NEVER KNOW

Shirley Bassey (United Artists 363)

### MY BUDDY

Eddie Harris (Veejay 407)

## NEW ADDITIONS to TOP 100

71—LANGUAGE OF LOVE  
John D. Loudermilk (RCA Victor 7938)

85—SMILE  
Timi Yuro (Liberty 55375)

91—IT'S ALL BECAUSE  
Linda Scott (Canadian American 129)

92—DANNY BOY  
Andy Williams (Columbia 42199)

98—UP A LAZY RIVER  
Si Zentner (Liberty 55374)

100—TURN AROUND, LOOK AT ME  
Glen Campbell (Crest 1087)

### New Teenage Sensational Smash!



On the C.B.M. Label  
**LITTLE BECKY  
COOK**

"LET'S DANCE"  
b/w

"SAVING MY  
LOVE FOR YOU"

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... and always... those  
Great Recordings

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VOCCO AND  
CONN INC.**

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THE JOURNEYMEN WERE DISCOVERED A SHORT TIME AGO BY FRANK WERBER—THE MAN WHO ORIGINALLY DISCOVERED AND NOW GUIDES THE WORLD-FAMOUS KINGSTON TRIO #**(S)T1629** 

THE DEBUT ALBUM OF AMERICA'S MOST EXCITING NEW FOLK-SINGING GROUP...

# *the journeymen*



© CAPITOL RECORDS, INC.



Signing Star



NEW YORK—Anna Maria Alberghetti, star of smash Broadway musical, "Carnival," who last week inked an MGM recording contract with MGM prexy Arnold Maxin, is shown here with Maxin perusing the MGM original cast album of "Carnival," which is a current best-seller.

*101 Strings*  
The World's First  
**STEREO-SCORED**  
Orchestra

Bound for the top!

**"WELL I  
TOLD YOU"**  
The Chantells

Carlton 564



**ALBUM  
SURE SHOTS**

● AVAILABLE IN STEREO

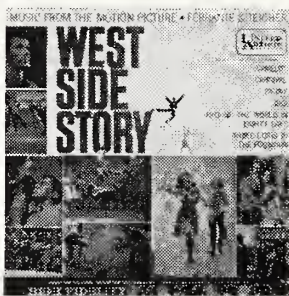
★ AVAILABLE IN EP



● **I REMEMBER TOMMY**  
FRANK SINATRA  
(Reprise R 1003; R9 1003)



● **WEST SIDE STORY**  
FILM SOUNDTRACK  
(Columbia OL 5670; OS 2070)



● **WEST SIDE STORY**  
FERRANTE & TEICHER  
(United Artists UAL 3166; UAS 6166)



*is on the move...and*

**"HAPPY TIMES**

*(Are Here to Stay)"*



**D.J.'s all over the country  
have unleashed a smash new  
single from a smash album**

**TONY ORLANDO**

*has his THIRD straight*  *hit!*

**"HAPPY TIMES (Are Here to Stay)"**  
5-9476



# ANNETTE'S

## Dreamin' About You



and that's the title of her new Vista release F-388, TRUMMIN' SONG as performed on Walt Disney's Wonderful World of Color"—NBC-TV

### PA TOUR-NATIONAL TV PROMOTION

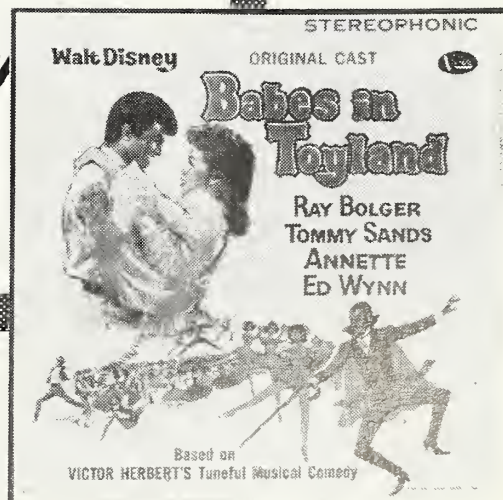
During November and December Annette will make a coast to coast personal appearance tour visiting twelve key cities.

Buena Vista Records is proud to present the Original Cast album of Walt Disney's

## "BABES IN TOYLAND"

starring Ray Bolger, Tommy Sands, Annette, and Ed Wynn.

Walt Disney's Christmas present to the nation premiering early December at Radio City Music Hall.



**BUENA VISTA RECORDS, 500 S. Buena Vista, Burbank, California**



**ATTENTION  
DJ's**

**FRESHEN UP YOUR  
PROGRAMMING  
with the year's most  
SCINTILLATING...  
UNUSUAL platter\***

**"TONY" NEWLEY'S  
delightful interpretation of**

**POP  
GOES  
THE  
WEASEL**

9501

\* It can be a HIT too  
(watch for New York Charts)

**LONDON**  
RECORDS

539 W. 25th St., N. Y. 1, N. Y.

### 3 Guilty In L.A. Bootlegging Trial

LOS ANGELES—A verdict whereby two men have been found guilty on disk bootlegging charges and three were acquitted has been handed down in Los Angeles Superior Court by Judge Lloyd Nix.

After a 10-week trial period, Judge Nix gave his verdict on Friday, Oct. 27.

A third party, William Thompson, had previously pleaded guilty to charges of conspiracy to cheat and defraud by criminal means and to commit grand theft, and attempted grand theft.

The two found guilty were Edwin Bradford Atwood, of Korelich Mfg.

Co., and Billy Gene Allison. Atwood was found guilty on the same charges as Thompson, while Allison was convicted on one count, conspiracy to cheat and defraud by criminal means and to commit grand theft.

Found not guilty and acquitted were Peter Korelich, Robert Allison and Charles Richards.

The men involved in the L.A. bootlegging trial were arrested Oct. 2, 1960 (subsequently indicted) as the result of raids by the L.A. District Attorney. They were accused of bootlegging "Persuasive" and "Provocative" LP's on the Command label and Shelley Berman's "In/Out" LP on Verve. In addition, they were charged with planning to duplicate Woody Woodbury material on the Stereoduties label.

Atwood had previously pleaded "non-vult," legally equivalent to guilty, in another bootlegging trial in Hackensack, N.J. last May. A sentence of a year and a day in State Penitentiary was later suspended. Atwood was also fined \$500.

Sentencing in the L.A. trial is set for Nov. 17. The three parties have been found guilty of committing felonies.

### Columbia Distributes Names Paul Smith Chi Head

CHICAGO—Paul Smith has moved from St. Louis to Chicago as the manager of Columbia Record Distributors' local office.

As manager, Smith reports to the Columbia sales veep Bill Gallagher and will be responsible for the operation of the Chicago unit. Smith joined Columbia as phonograph specialist in June, 1958, and was promoted to manager of the St. Louis branch in May, 1960.

### Suzuki, Duo-Pianists Make Capitol Singles Bow

NEW YORK—Pat Suzuki, who starred in Rodgers & Hammerstein's "Flower Drum Song" and duo-pianists Henri Rose and Bobby Stevenson debut in this week's new Capitol singles.

The lark does two showtunes, "When You Want Me" from "Sail Away" and "Why Go Anywhere At All" from "The Gay Life," both original casters on Capitol. The duo-pianists offer "Oh, Mein Leibchen" from "Life" and a pic tune, "Bachelor In Paradise." Other new Capitol singles include: English thrush Helen Shapiro's "Walkin' Back To Happiness," a hit abroad, and "Kiss And Run."

### Marv Johnson Inks New Deal With UA

NEW YORK—Marv Johnson, who has been recording for United Artists Records for the past three years, has been signed to a new three-year pact by the label it was announced last week by prexy Art Talmadge.

Johnson, one of the stars of the UA label almost from its inception, had the initial hit on UA in "Come To Me," and also had such other successes as "You Got What It Takes" and "Move Two Mountains" and cut an album, "Marvelous Marv" during his initial term with the label.

The new contract was set by Talmadge with Johnson and his manager, Berry Gordy, Jr.

### MGM & Verve Add Talent

NEW YORK—MGM/Verve has announced the pacting of new artists to both labels. With MGM are Martyn Green, the famed Gilbert & Sullivan performer, Israeli singer Martha Schlamm and nitery singer-pianist Page Morton. As previously reported in Cash Box, vibist Cal Tjader has been signed to Verve. All the artists are represented in the new Nov. LP release from the labels (see separate story).

### Semi-Annual ASCAP Meet To Be Held This Week

NEW YORK—The semi-annual East Coast membership meeting of ASCAP will be held this week (8) at 2:30 PM in the Terrace Room of the Roosevelt Hotel. Meeting will be devoted to the society's regular business matters with reports by prexy Stanley Adams and other ASCAP officials.

### Custom-Made Congrats



HOLLYWOOD—George Jones (center), head of Capitol Records Custom Services, receives a certificate of commendation from the Veterans Administration, presented here by VA rep L. C. Fitzgerald (right). Looking on is Capitol prexy Glenn Wallichs.

The certificate honors Jones and Capitol Custom for providing the VA since 1949 with tapes of Capitol artists for use as musical settings on the VA's "Here's To Veterans" transcribed radio series.



# "WHEN THE BOY IN YOUR ARMS (IS THE BOY IN YOUR HEART)"

c/w "Baby's First Christmas" MGM K13051

## CONNIE FRANCIS

AMERICA'S  
NUMBER 1  
SINGER  
HAS THE  
NEXT  
NUMBER 1  
HIT!



**MGM**



**RECORDS**



**BLUE NOTE**  
HAS THE HOTTEST  
*Jazz Singles*

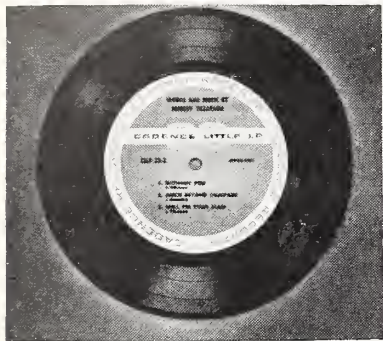
**A SMASH HIT!**  
**HORACE SILVER'S**

**FILTHY**

**McNASTY**

**BLUE NOTE 45x1817**  
(FROM HIS HIT ALBUM BLP 4076)

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**THE MIRACLE OF**  
**ST. MARIE**

by  
**The Four Coins**

Jubilee 5411

Tex Ritter  
**"Lonely Soldier**  
**Boy"**

Capitol #4644

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**New Mantovani Hymn LP Aimed At Xmas Trade**

NEW YORK—London's Records' big Christmas-market attraction this year (and for years to come) will be a Mantovani book-type package, "Songs of Praise," containing 13 well known hymns.

With the knowledge that hymns do not have the same sales appeal in England as in the U.S., the LP was cut specifically for the American market. Joe Bott, the label's distribution manager, requested that such an album be made, and the selections and repertoire was approved by the N.Y. office.

According to Lee Hartstone, London's veep and general manager, initial coverage and shipments to distributors and rack-jobbers totals 200,000 copies.

This advance order has allayed fears at the label that the hymns package would effect sales of Mantovani's "Christmas Carols" LP. The hymns LP has been released as a Christmas LP although it is not truly one, but dealers and racks will treat it as a "new Christmas item."

Hartstone noted that Mantovani's "Christmas Carols" LP has sold nearly 900,000, considered the biggest non-vocal Xmas album of all-time.

**Trio of Angels**



NEW YORK—The Angels, new femme vocal trio now scoring with "Til" (on Caprice) made the national deejay rounds last week in a whirlwind promo tour. Here, the girls are shown during visits with (top) Dick Clark on WFIL-TV-Philadelphia, (middle) Bob Clayton on WHDH-TV-Boston, and (bottom) Jim Davis on WMCA-New York. Also in the Bottom pic is Pete Bennett, who with his Embers instrumental group, is clicking with "Fever" on the Sunset label.

**Spargos Become Parents**

NEW YORK—Peter Spargo and his wife Arpena, Time Records executives, became the parents of a baby girl on Nov. 2. Unnamed as yet, the new Spargo entry made her bow at Kew Gardens Hospital and tipped the scales at 6 lbs., 2 oz.

**NARA Adds Label Committee; Expands Membership**

NEW YORK—Carl LeBow of Apollo Records and chairman of the associate members (labels) of the National Association of Radio Announcers (NARA), has announced the appointment of Atlantic's Jerry Wexler, Vee-Jay's E. Abner and Columbia's Sal Forlenza to serve with him in a committee representing labels in the NARA set-up.

In addition to the LeBow announcement, NARA's board of directors (see below), comprised of deejays, has announced that the association was expanding its membership to include deejays who not only program R&B music, but jazz and gospel as well, and is opening its associate member-

ship to include distributors, publishers and others.

These developments were the result of meetings held Oct. 20-21 at the Sahara Hotel in Cleveland. The gathering included a "going away" party for deejay Eddie O'Jay, a board member who left WABQ-Cleveland for a post as program director of WUFO-Buffalo (see photo).

Besides O'Jay, the NARA's board consists of: Bill Summers, WLOU-Louisville, Ky., NARA's president; Richard Stanz, WGES-Chicago; Sen. Briscoe Bryant and Joe Howard, both of WJLB-Detroit; Walter Raleigh, WAMO-Pittsburgh; Jack Gibson and Eddie Castleberry, both of WABQ-Cleveland.



At the "going-away" party for Eddie O'Jay (see story above) are (l. to r.): Ted Easley and Jack Barry, radio producers; Eddie Castleberry, deejay at WABQ-Cleveland; Mr. & Mrs. Eddie O'Jay; deejay Jack Gibson of WABQ-Cleveland; Miss Jeannie, of Jack Barry Productions; Sir Walter Raleigh, deejay at WAMO-Pittsburgh; Carl LeBow of Apollo Records and chairman of the associate members of NARA.

**Premiere Has Audio-Visual Stereo Display**

NEW YORK—An audio-visual merchandising display for stereo records has been created by Directional Records, a line of Premier Albums, according to Philip Landwehr, president of Premier.

The display will be used to market the Directional Record stereo-percussion line of popular, jazz and classical instrumental albums.

"Directional Lights," the display unit, operates on sound controlled light. The sound waves intensify and decrease the colored lights mounted in the display unit which measures 41 inches high, 41 inches wide and 20 inches deep, electronically. The display is set on the front of the counter bringing the 'over the counter' height to 21 inches. The display unit can be hooked on to any stereo hifi set. The purpose of "Directional Lights" is to give the Directional Record stereo buyer an opportunity to see the sounds emanating from the speakers from the direction they are being heard.

The new display will shortly be unveiled on the record counters of leading stores and record shops throughout the country by Premier.

**Big Bands Making Singles Comeback?**

NEW YORK—Liberty Records may have the first big band singles hit in a long time with the Si Zentner orchestra's "Up A Lazy River." The deck is 98 on this week's Top 100.

**Liberty To Keep Indie Distribbs Abroad**

HOLLYWOOD — Liberty Records, which recently announced the signing of a contract with EMI for the distribution of its label throughout most of the world, still maintains independent distributors and licensees in several areas, the label explained last week. Its EMI pact encompasses England, Germany, Austria, Switzerland, Sweden, Denmark, Norway, Finland, Italy, France, Spain, Portugal, Holland and Belgium. Also included is Australia and New Zealand as well as India, Japan and South Africa.

Excluded is the entire Western Hemisphere. Agreement also excludes Liberty licensees in Central and South America. There are nine-Latin-American licensees in all. ANB distributes in Turkey while Colonial Trading covers Hong Kong with Regent Traders representing the label in Singapore and Paramount in Malaya.

International sales director Dick Annotico is currently visiting all the EMI distributors in the European area introducing the label first-hand.

**Paragon To Distribute For MGM And Cub**

NEW YORK—Andy Miele, director of marketing for MGM/Verve/Cub has appointed Paragon Record Distributors of Buffalo, New York, as the new distributor for the MGM and Cub labels, replacing M & N Distributing. Ned Jones will head up sales for Paragon.



## Coast Duffers



HOLLYWOOD — The second annual Music Industry Golf Tournament, held at Palm Springs the weekend of Oct. 1-2, drew a large turnout of west coast music biz members. Shown here, from left: 1. Sidney Goldstein presents Al Pearson with award for low gross score. 2. Dick Pierce of RCA Victor receives runner-up award, Class B. 3. Goldstein presents Joe Perry of Coral with first prize in the putting contest. 4. Pat Boone congratulates Earl McDaniel with trophy for copping Class C. 5. Joe Johnson of Challenge Records accepts his award for runner-up in Class C. 6. Bud Dant of Decca and Donald Kahn. 7. Billy Vaughn and Norm Greer of Dot. 8. Pat Boone and disc jockey Frank Pollack. Mel Bly Challenge and Earl McDaniel.

## London Net Up 30% Over Last Year

NEW YORK — London Records reported last week that its overall net volume, including all divisions and subsidiaries, showed a 30% increase for the six month period ending September 30, 1961, over the same six months for 1960.

Lee Hartstone, London's veep, said that the increase had resulted from three main sources; the introduction and acceptance of labels new stereo "phase 4" series, the "great strength" of the firm's opera catalog, and its new releases, featuring opera's big three, Tebaldi, Sutherland, and Nilsson, and continued strength in the independent production pop single field.

## UA To Release "A Family Affair"

NEW YORK — United Artists Records will make its entry into the Broadway musical field early in 1962 when it will release the original cast recording of "A Family Affair," starring Shelley Berman, Eileen Heckart and featuring Morris Carnovsky, Bibi Osterwald, Rita Gardner, Lulu Bates and Jack Fletcher. UA topper Art Talmadge and Andrew Siff, the producer, announced completion of the deal last week.

"Family" is being produced by Andrew Siff and directed by Word Baker. Rehearsals start Nov. 16 and the show opens on Broadway Feb. 3 after a tryout in Philadelphia beginning Dec. 23.

## Mills Song At KC Dedication

NEW YORK — "The Bells Of Peace," a new ballad by John Klein and Stan Rhodes being published by Mills Music, will be featured at the dedication of Kansas City's Liberty Memorial Tower Carillon, Nov. 10, 11 and 12. The dedication will be world-wide in scope, tying in with the People-To-People program.

The song is the title tune of a new Americana Album containing 12 standards recorded on The Shulmerich carillon by Klein and is being sold through the ageis of the American Legion Post No. 1 of Denver.

## Cricket Releases 3 LP's

NEW YORK — Cy Leslie, topper of Pickwick International, merchandising arm for Cricket Records, announced last week the release of three new albums.

The three LP's are "Cinderella" and "Alice In Wonderland" by Gisele MacKensie, "Babes In Toyland" by the Henry Pank Players and "Story And Songs Of The Civil War" by Jeff Smaith and The Smith Brothers.

## Bob Burrell Named To NARAS Post

HOLLYWOOD — Bob Burrell, long-time disk promo man and presently a BMI exec in Beverly Hills, has been appointed membership committee chairman of the LA chapter of the National Academy of Recording Arts and Sciences by academy prexy Voyle Gilmore.

Under Gilmore's supervision, Burrell will execute a membership drive for NARAS throughout the entire industry.

## Fabian's "Made You" Removed From Market

NEW YORK — Chancellor Records prexy Bob Marcucci announced last week that Fabian's latest recording of "Made You" is being pulled back from release because of unfavorable comment concerning the title, by certain radio stations and newspaper columnists.

Side, originally backed with "Wild Party," will be replaced by another Fabian tune, "The Gospel Truth," and will go into release this month.

## Amy Master Deal

NEW YORK — Amy Records has just secured the rights to a master, "Motorcycle" by Tico & The Triumphs, from indie producer Jerry Landis, according to Jack Fine, the label's sales and promotion manager.

## Capitol Cast-Pic LP Program

HOLLYWOOD — A special sales program involving 18 best-selling Capitol original-cast and pic soundtrack albums was announced last week by William B. Tallant, Jr., vice president and national sales and operations manager, of Capitol Records Distributing Corp. The program, which went into effect Oct. 30, runs through Dec. 22.

Dealers may select one free album for each 10 LP's purchased from Group I, and two free albums for each 10 LP's purchased from Group II. The free albums must be in the same

price category as the lowest priced album purchased in each respective group, if mono and stereo selections are intermixed.

To qualify for the program, dealers need purchase only 10 LP's from either group. The selection of mono or stereo may be intermixed, but groups may not be intermixed.

Under terms of the program, payment will be deferred until Jan. 10, 1962. The normal 2% cash discount for prompt payment will be in effect where applicable. Purchases will be subject to CRDC's regular 10% exchange, as well as to CRDC's dealer controlled 100% exchange plan.

Group 1 consists of: "Oklahoma," "Music Man," "West Side Story," "King And I," "Sail Away." Group 2 consists of: "Carousel," Pal Joey; "Fiorello," "Tenderloin," "Giant," "Kiss Me Kate," "Plain & Fancy," "High Society," "Can-Can," "Bells Are Ringing," "The Unsinkable Molly Brown," "Little Mary Sunshine" and "Annie Get Your Gun" (TV cast).

## Victor's Groove Label Bows With 2 Singles

NEW YORK — RCA Victor Records last week debuted its new 49¢ Groove singles line with the release of two singles. Vet songster Sonny James is represented with his old Capitol hit, "Young Love" and "Broken Wings," and newcomer Barry Richards warbles "What Are You, Some Kind Of Nut?" and "Last Night A Heart Was Broken." Groove will be handled, promoted and sold through Victor distributors.

## Not So Lonely



LOS ANGELES — Chad Allen (kneeling), represented on the Smash label with "Little Lonely," is hardly lonely from the looks of this photo taken on "The Bob Eubanks-Pop TV Dance Party" over KTLA-Hollywood. He is shown with the dance party regulars.

**Mills**  
**HIT REMINDERS**

FOR ME AND MY GAL  
Freddie Cannon-Swan  
"ROCK-A-BYE YOUR BABY  
WITH A DIXIE MELODY"  
Judy Garland—Capitol  
Aretha Franklin—Columbia  
SHOES b/w LA FEMME  
Lennie Martin  
& His Orch—Robbee  
Mills Music, 1619 B'way, N. Y. 19

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**35 MM**

MAGNETIC FILM  
(MONO. & STEREO)

THEY'RE PLAYING OUR SONG

(16 CANDLES)

JAMIE HORTON

JOY RECORDS  
J-258





**"ON BENDED  
KNEES"**

B/W

**"STANDING IN THE  
NEED OF LOVE"**

**CLARENCE HENRY**

Argo 5401

**"SEVEN  
DAY  
FOOL"**

**ETTA JAMES**

Argo 5402

**"LET ME BE  
THE FOOL"**

**LUCKY CLARK**

Chess 1806

**"I'M A  
LITTLE  
MIXED UP"**

**BETTY JAMES**

Chess 1801

**"ACTION SPEAKS  
LOUDER THAN  
WORDS"**

**DAVID RUFFIN**

Checkmate 1003

**"SO MEAN  
TO ME"**

**LITTLE MILTON**

Checker 994

**CHESS PRODUCING CO.**

2120 Michigan Avenue  
Chicago 16, Illinois

## 20 New LP's From Columbia

NEW YORK—Twenty LP's will be released by Columbia Records this month, including 11 pops, one Latin American recording and eight Masterworks.

The new pop LP's include "The Brothers Four Song Book," a deluxe album package that includes printed lyrics as well as music scores for guitar accompaniment; The Dave Brubeck Quartet's "Time Further Out," a sequel to Brubeck's current hit album, "Time Out," Les Brown and His Band Of Renown Play The Gershwin Bandbook"; "Diana Trask On TV" with Mitch Miller's Sing Along Chorus; "Leslie Uggams On TV" also with Mitch Miller's Sing Along Chorus; "Tropical Fantasy" by Michel Magne and His Orchestra; "Banjo Party" with the Banjo Barons; "Charlie Walker's Greatest Hits"; "The Dynamic Sounds of The Legends"; an instrumental collection of "twist," "slop," and "fish" dance tunes; "Rumania, Rumania" featuring Israel's Yaffa Yarkoni, singing in Yiddish and "Ruckus At The Riviera," an in-person recording introducing a new comedienne Kay Stevens.

The new Latin American "LP" is "Y... JAVIER SOLIS," one of Mexico's most popular singers.

Masterworks releases include the original cast recording by Michael Mac Liammoir of "The Importance of Being Oscar" (Mac Liammoir is one of Ireland's greatest actors. Following a highly successful New York engagement, he is now on a national tour with his one-man show based on the life and works of Oscar Wilde).

A documentary tribute to the late Dr. Tom Dooley is tagged "Portrait of A Splendid American," consisting of excerpts from Dr. Dooley's own speeches and interviews, linked by a special commentary.

Other new Masterworks released feature a recording of Beethoven's "Missa Solemnis" with the New York Philharmonic conducted by Leonard Bernstein. Soloists in the 2-"LP" set

include Eileen Farrell, soprano; Carol Smith, contralto; Richard Lewis, tenor; Kim Borg, bass. "Sviatoslav Richter at Carnegie Hall" is a 2-"LP" set featuring the Russian pianist recorded in his actual Carnegie Hall performance on October 19, 1960. The package is the first in a series of five which will present each of Richter's now historic New York recitals. The first package, Richter's all Beethoven program, includes Sonatas No. 3, 9, 22, 12 and 23 ("Appassionata").

Also in the November release is Isaac Stern's performance of "Bartok's Concerto No. 1 For Violin & Orchestra" and "Viotti's Concerto No. 22 For Violin & Orchestra" with The Philadelphia Orchestra, conducted by Eugene Ormandy. These are the first recordings of two rediscovered works.

The Philadelphia Orchestra and Eugene Ormandy are also featured in a new recording of Tchaikovsky's "The Sleeping Beauty"—Ballet Suite.

"Oscar Levant At The Piano" showcases the pianist in a recital album of favorites by Chopin, Debussy and Ravel. "Music of Alban Berg" is a 2-"LP" package with Robert Craft conducting the Columbia Symphony Orchestra.

## CMA Elects New Board And Officers

NASHVILLE—Steve Sholes of RCA Victor was re-elected chairman of the board and Ken Nelson of Capitol was re-elected president of the Country Music Association at the organization's general membership meeting here last week (2).

At the meet, held just previous to the WSM Country Music Festival, the following members were elected to the board of directors in their categories: Artists—Webb Pierce and Tex Ritter; Talent Managers & Bookers—Hubert Long and Hap Peebles; Disk Jockeys—Grant Turner and Biff Collie; Radio & TV—Ray Odum and Charles Bernard; Publishers—Wesley Rose and Roy Horton; Recording Companies—Steve Sholes and Don Pierce; Composers—Bill Anderson and Harlan Howard; Trade Publications—Dick Steinberg and Johnny Sippel; Directors-At-Large (elected by entire membership) Bill Denny and Francis Williams.

After the general membership meeting, the newly-elected board met in private and elected the following officers: Steve Sholes, chairman of the board; Ken Nelson, president; Owen Bradley, 1st VP; Jack Loetz, 2nd VP; Cal Young, 3rd VP; Greenland Landon, 4th VP; Harold Moon, secretary; Dorothy Gable, assistant secretary; Charlie Lamb, treasurer; Rick Richardson, assistant treasurer.

## Time Names Norman St. Louis Distrib

NEW YORK—Time Records has appointed the Norman Distributing Company, St. Louis, as the distributor for the St. Louis and Kansas City areas.

It was also learned that Norman topper Norman Wienstroer had appointed Glen Bruder to head up the firm's promotion department. Bruder formerly was promo manager at Roberts Distributing Co., also St. Louis.

## New Prestige Distrib In Cleve. Is Great Lakes

BERGENFIELD, N.J.—Prestige Records has switched its distributor in Cleveland to Great Lakes Record Distributors. The jazz label's former distributor in the area was Cosnat Distributing.

## Cameo Moving

### For "Twist" Sales

NEW YORK—As the Twist craze continues, Cameo Records is gearing itself to handle the greatly increased response to its catalog by Chubby Checker, the label's Twist artist prize.

Hank Sapperstein, formerly promotion man for Elvis Presley, has been hired by Cameo for specific promotion on Checker and The Twist in general, diskery's Al Cahn has informed *Cash Box*.

To expose its Checker "Twist" single and LP, the label will soon kick-off a 12-city full page campaign in Sunday papers, including Boston, Cleveland, N.Y., Philadelphia, Detroit, Baltimore, Washington, Los Angeles, San Francisco and St. Louis.

Cahn noted last week that the label had a backlog of 100,000 Checker LP's, and that it was not able to keep up cover orders, being about 10 days behind in this respect.

Cahn also said that the diskery was weighing offers from two shoe companies and one dress chain to tie-in with Checker's recordings.

As far as programming is concerned, Cahn said the Cameo was being "swamped" by so-called good-music stations for Checker "Twist" material. In fact, one New York station that has forbid rock 'n roll programming, WNEW, was giving special emphasis to Checker's dishing of "The Twist."

In addition, displays of Checker's LP's can be seen in two New York retail shops that cater mostly to the classical-inclined market, Liberty Music Shops and The Record Hunter.

Perhaps the most notable indication that The Twist has arrived will be an 8-page spread, including the cover, in this week's Life magazine.

The Twist was just featured at Northwestern University's "Navy Ball" and the "Charity Ball," a high-society affair in Philadelphia.

## "Twist" Stepping Out Internationally

NEW YORK—There are already indications that The Twist may take on world-wide significance.

The teen-dance-gone-adult, a current rage in New York and other parts of the U.S., is a current hit in France, with versions by Johnny Halliday, Jackie Seven and R. Anthony holding the number 3 spot on this week's Best Sellers from France. Almost every French label has a Twist-step record, though the version by Chubby Checker has not yet been released as a single. One of France's latest Twist sessions is "Twist Twist" by The Chakachas, Europe's famed Latin group.

In England, the Chubby Checker single is available, and EMI, which handles the original Cameo deck under the Columbia label, is giving the disk a big promotional push, including commercials on its 18 Radio Luxembourg shows and nation-wide press and poster advertising.

According to Bill Phillips of KPM, publisher of "The Twist" tune in England, the Mecca Syndicate is demonstrating the dance in all of its dance halls.

SWEETS FOR MY SWEET		
THE DRIFTERS	ATLANTIC	Brenner-Trio-Progressive
LONELINESS OR HAPPINESS		
THE DRIFTERS	ATLANTIC	Dolfi-Quartet-Walden
LITTLE SISTER		
ELVIS PRESLEY	RCA VICTOR	Elvis Presley Music, Inc.
HIS LATEST FLAME		
ELVIS PRESLEY	RCA VICTOR	Elvis Presley Music, Inc.
SORROW TOMORROW		
BOBBY DARIN	ATCO	Rumbalero-Adaris
THE ANSWER TO EVERYTHING		
DEL SHANNON	BIG TOP	Dolfi Balmac
BRIDGE OF LOVE		
JOE DOWELL	SMASH	Belinda (Canada) Ltd.
YOUNG BOY BLUES		
BEN E. KING	ATCO	Rumbalero-Progressive-Trio
HERE COMES THE NIGHT		
BEN E. KING	ATCO	Aberbach-Progressive-Trio
I'M COMING HOME		
BOBBY HENDRICKS	MERCURY	
DENNY REED	UNITED ARTISTS	Elvis Presley Music, Inc.-Knox Music, Inc.
HEY, MEMPHIS!		
LA VERN BAKER	ATLANTIC	Elvis Presley Music, Inc.
HILL AND RANGE SONGS, INC.		
1619 Broadway, New York, N. Y.		

Coming On Strong

The Orlons

I'LL BE TRUE

Distributed nationally by  
CAMEO-PARKWAY



# Victor Issues "How To Succeed" Cast LP; Sets 'Full-Scale' Promo

NEW YORK—RCA Victor Records last week rushed into release its original-cast LP of "How to Succeed in Business without Really Trying," the most critically acclaimed musical since "My Fair Lady" opened in 1956.

The album was recorded at an all-day Sunday session in RCA Victor's Webster Hall Studio on October 22. In attendance, around-the-clock, were the show's stars, Robert Morse and Rudy Vallee, its principal players, Bonnie Scott, Virginia Martin, Charles Nelson Reilly, Claudette Sutherland, Sammy Smith, Paul Reed and Ruth Kobart, and also its dancer-singers. Supervising the entire proceedings were RCA Victor co-producers George Avakian and Joe Linhart.

"Succeed" marks the first collaboration on a Broadway musical for Frank Loesser and Abe Burrows since their epic "Guys and Dolls" success of 11 years ago.

Release of the LP will be backed by a full-scale, nationwide advertising and promotion campaign, highlighted by full-page ad insertions in Playbill, The New Yorker, New York Times Sunday Magazine, Cue and High Fidelity, as well as square column space in Esquire and Show magazines. Local newspaper ads, of full-page dimension, will be placed in New York, Chi-

cago, Los Angeles, Boston, Philadelphia, Washington, Baltimore, Detroit, Cleveland and San Francisco. Ad mats of 600 lines, 280 lines and 140 lines will be made available.

The "How to" album will also be seen by millions of Life magazine readers, as part of Victor's two-page, full-color Christmas ad.

An in-store promotion at Macy's and a promotion with the Ballantine Book Company (publishers of the Shepherd Mead book from which the Broadway show was adapted) have already been arranged, to heighten interest in the "How to" LP. There will be special window displays at RCA's Exhibition Hall in New York, the RCA Merchandise Mart in Chicago and at key record shops in major cities around the country. Mounted album covers, four-color window streamers and especially created four-color window displays will be available to implement this part of the promotional program.

Other highlights in the advertising and promotion program for "How to" include deejay tapes, teaser mailings to deejays, radio and TV interviews by the show's stars and promotion kits which include the "story" of the recording session along with photographs of the stars.

# MGM, Verve Bow 14 Nov. LP's Each

NEW YORK—The MGM and Verve labels each released 14 albums for Nov. last week.

Both releases will be backed by local coop ads, point-of-sale displays and special deejay promotion.

The MGM LP's are: "Connie Fran-

cis Sings Folk Song Favorites," Joni James' "The Mood is Romance," and "The Mood is Blue," "Dance Along with Lopez," Vincent Lopez and His Hotel Taft Orch., The Four Coins' "Greek Songs," "Songs of Action," U.S. Coast Guard Singers. "El Cid," "Miklos Rozsa," "Martha Schlamme in Concert," "Martyn Green Sings the Gilbert & Sullivan Song Book," "The Spectacular Sound of Sousa," Paul Lavalle & The Band of America, "The Judy Garland Story—The Star Years" (mono only), "Today's Teen Beat," The Titans, "May You Always," Page Morton.

The Verve LP's are: Ella Fitzgerald's "Clap Hands Here Comes Charlie!," "The Trio," Oscar Peterson, Buddy Rich's "Blues/Caravan," "Boss Tenors," Ammons & Stitt, Lee Konitz's "Motion," "The 'Essention Lester Young' (mono only), "The Essential Count Basie" (mono only), Johnny Hodges' "Blue Hodge," Kai Winding's "Kai Ole," "Stan Getz & Bob Brookmeyer," "On Broadway—The Best of Yves Montand" (mono only), "The Shades of Billy Gray," Cal Tjader's "In a Latin Bag," "The World of Dorothy Parker" (mono only).

## Irv Jerome To Continental As Nat'l Sales Topper

NEW YORK—Vet musician Irv Jerome has joined Continental Records, this city, as national sales manager. He is now preparing national distribution for the recently formed label, and is taking to the road this week.

## John Shroeder Named Oriole A&R Manager

NEW YORK—London Records, the exclusive distrib for many European companies including England's Oriole Records, has announced that Oriole has appointed John Shroeder as A&R chief. Shroeder has recorded such artists as Helen Shapiro, Cliff Richards and The Shadows.

# 10 Pop LP's In Victor Nov. Release

NEW YORK—RCA Victor Records has 10 pop LP's for Nov., including the LP debut as an artist of John D. Loudermilk, the big country music cleffer, and a Stereo Action LP by arranger Manny Albam.

The Loudermilk LP is tagged "Language of Love" and the Albam LP, "More Double Exposure," features Albam and his Orchestra in performances of 20 pop and jazz standards played two at a time.

The other LP's include: "The Indispensable Duke Ellington," a two-disk set covering Ellington dates from 1940-46, including five previously unreleased sides; The Three Suns' 14th album, "Fun in the Sun,"

Frankie Carle's "A Carle-Load of Hits," 25-tune medley, "Arthur Murray's Music for Dancing—Pachanga," "More Music for Dining," The Melachrino Strings & Orchestra; Hank Snow's "Big Country Hits—Songs I Hadn't Recorded Till Now," "More Country Classics," various artists, and "Malaguena," Flamenco guitarist Carlos Montoya.

## Columbia To Cut New Monk Revue

NEW YORK—Columbia Records will cut Julius Monk's new revue at his Upstairs at the Downstairs nitery here, "Seven Comes Eleven." The session may take place this week. The label's last revue-type cast LP was "A Thurber Carnival," featuring material by James Thurber, the famed humorist who died last week (2). Other Monk shows have been cut by MGM and Off-Beat.

## Carlton & Parker Labels Terminate Distrib Deal

NEW YORK—Carlton Records and the Charlie Parker Record Corp. have mutually agreed to terminate Carlton's world-wide selling agency rights to the Charlie Parker catalog.

It was announced that the move was due to conflicts in policy and merchandising procedure.

By written agreement, all outstanding billing and shipments after Oct. 25 will be directly handled by Charlie Parker Records, which also agreed to perform all conditions stipulated in foreign contracts executed for the Parker catalog by Carlton Record International Corp. prior to Oct. 25.

The Charlie Parker label is expected to announce a new distributor later this month. Firm is preparing to release five new albums this through its new distribution set-up.

## Fabe In Sweden



STOCKHOLM, SWEDEN—Chancellor songster Fabian pictured with Swedish singing star Amie Lindahl at a recent reception here to welcome the U.S. singer to Sweden for a p.a. tour of the country.

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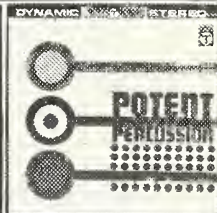
## SHEP & THE LIMELITES "THREE STEPS FROM THE ALTAR"

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THE MIRACLE OF SOUND IN MOTION



## III SOUND III

A PRODUCT OF PREMIER ALBUMS, INC.  
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## Col. Rushes 2 "Twist" LP's

NEW YORK—Two "Twist" LP's will be released by Columbia this week.

Ray Bryant, who created the "Madison," has recorded an instrumental LP titled "Dance The Big Twist." The Adventurers, whose first single "Rock & Roll Uprising" is being released by Columbia this week, will be featured in a new vocal LP titled "Can't Stop Twistin'."

## 2 New Candid Distribs

NEW YORK—Candid Records has named Lesco Distributors in Philadelphia, operated by Ed Cohen, and United Record Distributors, in Chicago, operated by Earnest and George Leaner, as distributors of the Candid line in their territories.

## Joan McCracken Dies

NEW YORK—Joan McCracken, the musical comedy dancer-singer, died in her Manhattan apartment last week (1) at the age of 38.

The performer, who gained fame as "the girl who falls down" in the original Broadway production of "Oklahoma!," was heard in the original-cast albums of "Bloomer Girl" (Decca) and "Me & Juliet," an RCA Victor LP now out of print. She also appeared in the film musicals "Hollywood Canteen" and "Good News." Her mother survives.



## THEY'RE PLAYING OUR SONG

(16 CANDLES)

## JAMIE HORTON

JOY RECORDS  
J-258





## Decca Opens Promo Guns On "Flower Drum Song" Film Track

NEW YORK—Decca Records is planning a big promotion on its just-released pic soundtrack version of the Rodgers & Hammerstein musical hit, "Flower Drum Song."

The campaign includes a schedule of ads in national periodicals, coop ads in local newspapers, TV and radio spots and special display material, including a 30" by 30" centerpiece display, mounted coolie richshaw lithos, a streamer set of seven strung oriental lanterns, silhouette cutouts of pic star Nancy Kwan with mounted litho,

## Heide Bruehl To Make First U.S. Visit

NEW YORK—Heide Bruehl, German disk star and pic-TV performer, will make her first trip to the U.S. for a three-day recording session on November 20.

Young (19) lark's first ballad disk, "Ring of Gold," has sold more than 1,000,000 copies in Germany—one of seven to achieve that total. Since then each of her records have topped a half-million sales. They are released in this country by Epic.

browser bin cards with mounted litho and salesmen's lapel badges with clean-stick backing. Specially designed self-service counter merchandisers are available to key dealer accounts.

Decca field men, in association with Universal-International, distributor of the film, have been holding trade screenings in preparation of the many national play dates booked for the production, which opens at New York's Radio City Music Hall this week (9), running the theatre's Thanksgiving period.

The pic, which Leonard W. Schneider, the label's executive veep, believes will become a movie classic, stars Nancy Kwan, James Shigeta, Miyoshi Umeki and Juanita Hall, the latter two from the Broadway production.

## Anne Fulchino Joins Columbia Info On Coast

NEW YORK—Mrs. Anne Fulchino Freels has been appointed manager of Columbia Records' west coast information services it was announced last week by John Kurland, director of public relations and information services.

Mrs. Freels will handle local and national press contact involving the west coast activities of Columbia and Epic recording artists. Mrs. Freels takes over her new assignment on November 1, 1961, with headquarters at Columbia's Hollywood offices.

Active most recently with her own artists' management firm, Mrs. Freels had, from 1953 to 1961, been director of press and information for RCA Victor on the West Coast. From 1952 to 1953, Mrs. Freels had previously been associated with Columbia as assistant sales promotion manager.

## Coast Studios Merge

LOS ANGELES—Universal Recorders and Radio Recorders have joined forces and have established one of the largest independent recording studios in the country, it was announced last week by Universal topper Martin Hersh. Deal was completed when Hersh acquired all the stock of G. Howard Hutchins and H. DeVoe Rea, owners of Radio Recorders.

"Plans are under way," Hersh said, "for the installation of new equipment and for further expansion of the company." The firm will operate under the name of Radio-Universal Recorders."

## Columbia Ups Jones To Country Producer

NEW YORK—Frank M. Jones has been promoted to the position of country producer for Columbia's pop A&R department, Donald Law, executive producer, announced last week.

In this new position, Jones will assist Law in producing country and other pop records. Jones will be located with Law in Nashville.

Jones has been associated with Columbia Records of Canada, Ltd. since 1954. Prior to that, he had been with Spartan of Canada, handling A&R functions for domestic Canadian recordings.

## Lanin "Twist," Orlando Top Epic Nov. LP's

NEW YORK—Epic Records is releasing six LP's for Nov., including Lester Lanin's "Society Dances the Twist" and Tony Orlando's first LP, "Bless You," titled after the songster's first singles hit.

Other new LP's include: "Introducing Tubbs," featuring the English tenor saxist Tubby Hayes; "Music from the Films," with the Cleveland Pops Orchestra conducted by Louis Lane; two classical releases: Bach's Cantata No. 170 with contralto Aafje Heynis with the Netherlands Chamber Orchestra under Szymon Goldberg, and Bach arias with the Vienna Symphony Orchestra conducted by Hans Gillesberger; in another LP, Goldberg and the Netherlands Chamber Orchestra also perform Haydn's Symphony No. 83 and Mozart's Symphony No. 29.

## 2 Named To New Columbia Art Posts

NEW YORK—John Berg and John C. Bradford have been appointed to new assignments for Columbia, it was announced last week by Robert Cato, creative director. Berg has been appointed art director of packaging design and Bradford has been appointed advertising art director.

In Berg's new assignment, he will work on the creation and development of product packaging design. Prior to his new post, Berg had been promotion art director at Esquire, Escapade and American Heritage magazines.

Bradford will work on the creation and development of the visual aspects of Columbia's advertising for trade and consumer publications. Before joining Columbia, he had worked on the design and direction of advertising art for Marshall Field and Co., in Chicago, Illinois; and he had been associated with the Rockmore Company, an advertising agency in New York. Both Berg and Bradford report directly to Cato.



## TOP 50 IN R&B LOCATIONS

		POS. LAST WEEK
1	HIT THE ROAD JACK Ray Charles (ABC Paramount 10244)	1
2	PLEASE MR. POSTMAN Marvelettes (Tamla 54046)	2
3	YA YA Lee Dorsey (Fury 1053)	3
4	BRISTOL STOMP Doveils (Parkway 827)	4
5	THE FLY Chubby Checker (Parkway 830)	7
6	TOWER OF STRENGTH Gene McDaniels (Liberty 55371)	10
7	RUNAROUND SUE Dion (Laurie 3110)	5
8	SWEETS FOR MY SWEET Drifters (Atlantic 2117)	6
9	BRIGHT LIGHTS, BIG CITY Jimmy Reed (Vee Jay 398)	8
10	SEPTEMBER IN THE RAIN Dinah Washington (Mercury 71876)	17
11	IN THE DARK Little Jr. Parker (Duke 341)	22
12	SOOTHE ME Sims Twins (Sar 117)	15
13	BIG JOHN Shirelles (Scepter 1223)	9
14	FOOT STOMPIN' (Part 1) Flares (Felsted 8624)	11
15	MOON RIVER Jerry Butler (Vee Jay 405)	20
16	THIS TIME Troy Shondell (Liberty 55353)	21
17	HEARTACHES Marcelis (Colpix 612)	25
18	WHAT A PARTY Fats Domino (Imperial 5779)	13
19	LOOK IN MY EYES Chantels (Carlton 555)	12
20	JUST GOT TO KNOW Jimmy McCracklin (Art-Tone 825)	44
21	IT'S GONNA WORK OUT FINE Ike & Tina Turner (Sue 749)	14
22	JUST OUT OF REACH Solomon Burke (Atlantic 2114)	16
23	MORNING AFTER Mar-Keys (Stax 112)	19
24	EVERYBODY'S GOTTA PAY SOME DUES Miracles (Tamla 54048)	24
25	THREE STEPS FROM THE ALTAR Shep & The Limelites (Hull 747)	28
26	ROCK-A-BEY YOUR BABY WITH A DIXIE MELODY Aretha Franklin (Columbia 42157)	32
27	I KNOW YOU DON'T LOVE ME NO MORE Barbara George (A.F.O. 302)	36
28	GYPSY WOMAN Impressions (ABC Paramount 10241)	45
29	SEVEN DAY FOOL Etta James (Argo 5402)	46
30	I REALLY LOVE YOU Stereos (Cub 9095)	23
31	SCHOOL IS IN Gary U.S. Bonds (Legrand 1012)	33
32	TAKE FIVE Dave Brubeck (Columbia 41479)	27
33	SHE PUT THE HURT ON ME Prince La La (AFO 101)	26
34	HUMAN Tommy Hunt (Scepter 1219)	18
35	STICK SHIFT Duals (Sue 745)	29
36	DON'T CRY NO MORE Bobby Blue Bland (Duke 340)	30
37	THE WAY I AM Jackie Wilson (Brunswick 55280)	41
38	A CERTAIN GIRL Ernie K-Doe (Minit 634)	50
39	MY HEART BELONGS TO ONLY YOU Jackie Wilson (Brunswick 55280)	48
40	YOU MUST HAVE BEEN A BEAUTIFUL BABY Bobby Darin (Atco 6206)	31
41	IT'S JUST A HOUSE WITHOUT YOU Brook Benton (Mercury 71859)	34
42	IT'S TOO SOON TO KNOW Etta James (Argo 3402)	—
43	MEXICO Bob Moore (Monument 446)	40
44	ON BENDED KNEE Clarence Henry (Argo 5401)	—
45	LATE DATE Parkays (ABC Paramount 10242)	—
46	STRANGE LOVE Mary Wells (Motown 1016)	49
47	A LITTLE BIT OF SOAP Jarmels (Laurie 3093)	42
48	SOMETIME Gene Thomas (United Artists 338)	—
49	THE ROACH Gene & Wendell (Ray Starr 777)	—
50	I'M TORE DOWN Freddy King (Federal 12430)	—

CASH BOX Top 100

SLEEPY KING

"PUSHIN'

YOUR

LUCK"

JOY 257

CASH BOX Top 100



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TWIST

The Applejacks

Cameo 203

Another DEE CLARK Smasheroo!

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b/w

DON'T WALK AWAY FROM ME

VeeJay 409



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CHICAGO 16, ILL.

## All Smiles



CHICAGO—Patti Page, Mercury Records' singing star, made a recent return engagement at the Desert Inn in Las Vegas, and the photo, taken at Patti's opening show, includes Patti and (l. to r.) deejays Bruce Hays, KDAY-Hollywood; Mike Secret-Los Angeles; Johnny Grant, KMPC-Los Angeles.

INTERNATIONAL HIT... No. 1 for 17 WEEKS IN JAPAN  
Breaking For The Top in ENGLAND, FRANCE & ITALY  
NOW IN U. S. A.

"BROKEN PROMISES"

(PROMESSI FALSI—DES PROMESSES BRISÉES)

HENRI DePari and his orch. Colpix #150

DJs—A & Rs—Send for Your Copies—Published in the USA By

AMY MUSIC, 1697 BROADWAY, N.Y.C.





# SURE SHOTS

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.

## "LET THERE BE DRUMS"

SANDY NELSON (Imperial 5775)

## "WALK ON BY"

LEROY VAN DYKE (Mercury 71834) ..... Bullseye—8/12

## "LANGUAGE OF LOVE"

JOHN D. LOUDERMILK (RCA Victor 7938) ..... Best Bet—9/23

## "GYPSY ROVER"

HIGHWAYMEN (United Artists 370) ..... Pick of the Week—10/24

## "THERE'S NO OTHER (LIKE MY BABY)"

CRYSTALS (Philles 100) ..... Pick of the Week—10/28

## "IT'S TOO SOON TO KNOW"

## "SEVEN DAY FOOL"

ETTA JAMES (Argo 5407) ..... Pick of the Week—10/28

## 5 Victor International Albums Label's First Major Release

NEW YORK—The first major LP release of RCA Victor International consists of five pop albums for Nov.

Announcement was made last week by Dario Soria, division vice-president of the international liaison department who said that "the five albums were carefully selected from hundreds of possibilities submitted by our companies all over the world."

The LP's were each recorded in a different country: from France: "Chante Paris" featuring a new collection by Josephine Baker; from Italy: "Neapolitan Mandolins" by mandolinist Gino Del Vesco and his orchestra; from England: "Ave a Go Wiv The Buskers," roving street

singers of London; from Europe: "Los Chakachas," five musicians from Belgium, one from Spain and a girl from Cuba.

The LP's, available in both mono and stereo, are packaged so that "You are (name of country) is emphasized on the cover as well as in the liner notes, some of which appear on the front cover.

The two previous RCA Victor International releases were the soundtracks of two Italian flicks, "La Dolce Vita" and "Rocco & His Brothers."

### Jim Ameche Productions Joins With WPS For Taped Music Net

CHICAGO—Jim Ameche Productions, represented by Resono Inc. and Worldwide Programming Service Inc., reported by The Coolicans, Inc., last week combined their sales staffs and programming to create a taped network capable of programming radio stations musically 24 hours a day, seven days a week.

Running the musical gamut from the Gay Nineties and the Roaring Twenties to pop, classics, rock 'n roll, jazz, Dixieland and country, the two organizations will be able to supply everything any station needs in musical programming.

In addition to Jim Ameche, The Hound Dog Show, Jay Jason, Paul Bell and other stars, the combination includes Hank Thompson, Johnny Bond, Hardrock Gunter and Joe Rico.

### Hazelwood Takes Over Viv

PHOENIX—Gabe Hazlewood, father of Lee Hazlewood of the west-coast indie production combo of Sill and Hazlewood, announced last week his buy-in in the stock of Viv Records from firm topper Loy Clingman. Clingman will continue as chief exec of the company, while Hazlewood plans to take no active interest in the firm at present.

## Appearing "Tonight"



### Wolfe To Ardmore And Beechwood Firms; Camarata, Tempesta Exit

NEW YORK—Dick Wolfe, A&R man and writer-producer, has joined the New York staff of Capitol Records' Ardmore and Beechwood pubberies as east coast professional manager, replacing Kelly Camarata and Tommy Tempesta, who have resigned from the organization.

The Wolfe appointment, effective immediately, was announced last week by Jack L. Levy, general manager of Ardmore-Beechwood.

According to Levy, Wolfe, who will headquarter at the pubberies' N.Y. offices at 1730 Broadway, will continue his outside activities as cleffer, arranger, conductor and indie producer for labels requesting his services.

As an A&R exec for Kapp Records, Wolfe produced such clicks as Brian Hyland's "Itsy Bitsy . . ." and Jerry Keller's "Here Comes Summer." He also arranged and conducted Keller's current Capitol single, "Be Careful How You Drive."

### New Dukes LP A Hit

NEW YORK—Audio Fidelity Records thirteenth album in its Dukes of Dixieland series has, according to Erv Bagley, AF sales manager, sold 75,000 copies in the first three weeks of its release. The album, tagged "The Best of the Dukes of Dixieland," contains selected sound tracks from previous Dukes' records. The LP is being kicked off by a special price offer of \$2.98 (mono or stereo) backed by national advertising and a special trade allowance.

### Lute Plans 12 Kiddie LP's For Xmas Sales

HOLLYWOOD—Lute Records announced last week the release of 12 new \$1.98 LP's through its Magic Key record division aimed at the kiddie Xmas market to be sold directly to major drug and variety chains in addition to music and rack jobbers.

Al Kavelin, Executive Producer of the series, said that each of the 12 LP's is about a particular activity and contains both children's classics and original scores by Henry Tobias, with production by George Bennett.

WASH., D.C.—Ferrante & Teicher interrupted their current concert tour to visit Buddy Deane in Washington, D.C., and to appear on Buddy's show playing their current hit, "Tonight." Buddy, Lou Teicher and Arthur Ferrante are joined by Bernie Block, Marnel of Baltimore, at the conclusion of the show.

### "HERE'S A CHART MAKER" FOR SURE PROFITS!!

**Bobby Bland's**

**"TURN ON YOUR LOVE LIGHT"**

and

**"YOU'RE THE ONE (THAT I NEED)"**

Duke 344

### "NEW — HOT — RELEASE" IT'S DYNAMITE

**A1 T.N.T. Bragg's**

**"CIGARETTES AND COFFEE"**

b/w

**WE BELONG TOGETHER**

Peacock 1907

### "A GREAT SPIRITUAL" "The Gospel Consolators"

**TESTIMONIAL SERVICE**

b/w

**He Won't Let You Down**

Peacock 1836

**PEACOCK-RECORDS**

2809 Erastus St. Houston 26, Texas

## Party Time



HOLLYWOOD—Johnny Mathis and Helen Noga share cake-cutting duties. Cake, celebrating Mathis' birthday, was presented to the singer by staff of Coconut Grove one night last week during his engagement there.



**"DREAM"**  
by  
**The Yelaires**  
Jamie #1203

**Jamie RECORDS**

**PLEASE NOTE!**  
Immediate Breakout!!!

**"I WON'T CRY ANYMORE"**  
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**"ROCKIN' BICYCLE"**  
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**Imperial Records**

**Charlie Rich**  
**"A LITTLE BIT SWEET"**  
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b/w  
**THE GIRL NEXT DOOR**  
**Dick Holler and the Holidays**  
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NEW NOVELTY HIT — NEW NOVELTY HIT — NEW NOVELTY HIT

**"SCOUT FOR GENERAL LEE"**  
**AL GARNER**  
Excello 2208

**NASHBORO RECORD COMPANY** 177 3rd Ave., N. Nashboro, Tenn.

**Rene Signs New Beltone A & R Pact**



NEW YORK—Les Cahan, prexy of Beltone Records, announced last week that Joe Rene had just signed a new contract as A & R and musical director for Beltone and its subsidiary Lescay.

Rene was responsible for the three hits on Beltone which include "Tossin' & Turnin'" and "One Track Mind" by Bobby Lewis and "My True Story" by the Jive Five.

**Riverside Rushing "Kean" Jazz LP**

NEW YORK—Riverside Records is rushing out a jazz album version of the music from "Kean," the Alfred Drake starrer which opened on Broadway last week.

The set, pressed two weeks ago, features trumpeter Blue Mitchell, tenorman Jimmy Heath, and the Bobby Timmons Trio. The group will be billed as the Riverside All-Stars. Arrangements for the LP were penned by Heath, Ernie Wilkins and Melba Liston.

**Candid & Dial Press Push Jazz Gift Package**

NEW YORK—Candid Records, in conjunction with Dial Press, is merchandising a special jazz package consisting of an LP and a hard cover book. A recently released Candid album, "The Jazz Life," featuring 22 top jazz names has been packaged together with a book by Nat Hentoff carrying the same tag. Hentoff also produced the record.

The combination offering is being featured as a gift item in select retail shops at \$9.98. The Doubleday Shops, Liberty Music Shops and G. Schirmer, all of New York, are stocking the package and window counter displays will be set up at these stores during Xmas season.

**Chess Buys "Chills & Bumps"**

CHICAGO—Max Cooperstein, national sales manager of Chess Records said last week that the diskery purchased a master titled "Chills Bumps" waxed by Johnny Cannon on the Chan label.

It will be released on the Chess label.

**Rodgers, Williams & Rose First In CMA's "Hall of Fame"**



JIMMIE RODGERS



HANK WILLIAMS



FRED ROSE

NASHVILLE—Jimmie Rodgers, Hank Williams and Fred Rose, three late greats in country music, are the first three occupants of the Country Music Association's new "Country Music Hall of Fame."

Bronze plaques testifying to their memories were unveiled last Friday night, (3) during the Third Anniversary Banquet of the Country Music Association held during WSM's Country Music Festival in Nashville.

Ken Nelson, Capitol Records executive and CMA president, announced the names of Rodgers, Williams and Rose to the hundreds of industry personnel who were present.

Nelson also presented certificates bearing the exact wording on the plaques to members of the immediate families of the three men honored.

The widows, Mrs. Jimmie Rodgers, Mrs. Hank (Audrey) Williams and Mrs. Fred Rose accepted certificates, as did Wesley and Lester Rose, Fred Rose's sons.

The choice of these three men was arrived at through a secret vote weeks ago by a committee of 100 veterans of the country music industry.

For the time being, the bronze plaques will be kept on exhibit in the Tennessee State Museum, Memorial Building, in Nashville. Plans call for a permanent Country Music building to be constructed in Nashville later, and the plaques will then be placed there.

**Mercury's Billy Taylor On East Coast Promo Tour**

CHICAGO—Mercury Records, which has been on an extensive campaign to reactivate its jazz line, has sent Billy Taylor on a deejay tour of the east coast as part of the label's jazz build-up. Taylor's current album, "Kwamina" marks the first time that Mercury has ever issued an album of a Broadway show done in jazz. Taylor went on a tour of Philadelphia, Baltimore, Washington, Boston and New York, where he will visit with pop deejays as well as jazz deejays.

Jack Tracy, the label's jazz a&r director, said that the Taylor tour is just one of the first moves by the firm in getting jazz underway full steam under the new Mercury policy. Tracy also noted that Mercury is putting more emphasis on issuing singles and EP's from jazz albums. An EP has been issued from Cannonball Adderley's album, "The Lush Side Of Cannonball" and a single has been released on Taylor's "Kwamina."

**Capitol LP Bows 2 Choral Works In Stereo**

NEW YORK—Two choral works particularly significant during the Christmas season make their stereo bows in a new Capitol Records classical release this week. The works are: Claudio Monteverdi's "The Magnificat" for seven-part chorus, organ and orchestra (written in 1610) and Ottorino Respighi's "Laud To The Nativity" as performed by The Roger Wagner Chorale and Los Angeles Philharmonic Orchestra under Alfred Wallenstein's direction.

The Jimmie Rodgers plaque carries the following inscription: "Jimmie Rodgers—September 8, 1897—May 26, 1933. The Singing Brakeman . . . Jimmie Rodgers' name stands foremost in the country music field as 'the man who started it all'. His songs told the great stories of the singing rails, the powerful steam locomotives and the wonderful railroad people that he loved so well. Although small in stature, he was a giant among men, starting a trend in the musical taste of millions."

The Hank Williams plaque is inscribed as follows: "Hank Williams—September 17, 1923—January 1, 1953. Performing artist, songwriter . . . Hank Williams will live on in the memories of millions of Americans. The simple, beautiful melodies and straightforward, plaintive stories in his lyrics, of life as he knew it, will never die. His songs appealed not only to the country music field, but brought him great acclaim in the 'pop' music world as well."

The Fred Rose plaque reads: "Fred Rose—August 24, 1897—December 1, 1954. Songwriter, music publisher. . . Fred Rose was always ready to lend a helping hand to a young artist or a new songwriter. His guidance helped many to stardom. The songs he wrote show the touch of simplicity and genius, and remain with us even today, proving him to be one of America's truly great composers."

**Blue Note Inks Leo Parker**

NEW YORK—Leo Parker, vet baritone saxist, has been pacted to Blue Note Records, and has already cut two LP's. The first album, "Let Me Tell You 'Bout it," is due for release Nov. 15. A single from the latter LP, the title-song and "Blue Leo," is already out. In other Blue Note moves, trumpeter Donald Byrd has just signed a new pact with the label, cutting a new LP, and drummer Art Blakey has cut his first LP for the label with the new Jazz Messengers, consisting of Freddie Hubbard, Wayne Shorter, Curtis Fuller, Cedar Walton and Jamie Merritt.

**Cameo, Parkway Dist. Consolidated In 4 Areas**

NEW YORK—Because it is undergoing changes in its internal structure, due to growth, the Cameo-Parkway set-up has had to bring together the distribution of both labels in four markets where they had been split, according to Al Cahn, national sales manager.

The following distribs will now handle both labels: Wendy, Newark; Record Merchandisers, St. Louis; Marnell, Baltimore-Washington; Record Merchandising, L.A.

Cahn said "it was a particularly difficult move to make, for all the distributors who had the lines taken away had been doing a very fine selling job."





# ITALY

The premiere of the new TV series titled "Studio 1" just took place, and the spectacle proved to be very successful. Mina was the vedette of the show and sang many of her hit songs in a marvelous manner, showing once again that she is the best Italian female voice we can aim internationally today. Mina will keep the difficult and important role of headliner, which the spectacle centers around.

The song "Brigitte Bardot" should soon appear on the charts here: currently it's available on the following labels: J. Veiga on Barclay, Roberto Seto on Vogue, Gastone Parigi on Durium, Michelino on Rifi, Rubito Dallas on Rifi.

Durium announced the publication of the American number one hit, "Run-around Sue," by Dion on Laurie. Durium saw one of its domestic numbers enter into the chart, "La Ballata Della Tromba" (The Ballad Of The Trumpet). The piece is produced by Titanus and distributed by Durium.

Capitol just issued another LP by Frank Sinatra under the title "Come Swing With Me" (arranged and conducted by Billy May). Sinatra is a standard best seller on LP here. VCM, which released Ray Charles' "Hit The Road Jack," the recent topper on the Top 100, is sure to reach the top here, as well. The name of Ray Charles gained popularity in Italy through his LP recording, "Genius + Soul = Jazz." The Italian tune "Permettete Signorina" comes back to Italy in the record version by Nat Cole, who sings it with the new title, "Capuccina." Our domestic record versions of it already brought the tune to a good level of popularity. Pino Donaggio goes on being popular with three numbers, principally: "Come Sinfonia" (Like A Symphony); "Pera Matura" (Ripe Pear) and "Il Villaggio Sul Fiume," the piece listed on this week's chart. Last novelty from VCM is Eddie Calvert's disk, which couples "Serenata" with "Trumpeter's Lullaby."

Nico Fidenco is always at the top of popularity here. His latest best selling record features "Exodus" and on the flip his tune is "Come Nasce Un Amore" (How A Love Is Born), while RCA's Miranda Martino waxed his recent tune "Stringiti Alla Mia Mano" (Get Close To My Hand).

It's interesting to note that Giorgio Gaber's "La Ballata Del Cerutti" (Cerutti's Ballad), appearing high on the chart this week, never received any radio exposure because of its text, which R.A.I.'s record committee did not like.

Decca releases this November a new LP by Caterina Valente that has new and old Italian successes and three big American evergreens, "Blue Moon," "Stardust" and "I'm In The Mood For Love."

Two interesting releases from CGD & GC: "Granada" by Frank Sinatra on Reprise and United Artists' "Town Without Pity" by Gene Pitney. "Granada" made the charts at once (see number 14).

Ray Conniff is at present the strongest seller on LP. Mr. Baron head of Phillips-Melodicon showed us some figures of the sales as far as Conniff is concerned, and we have to announce that such a sale of Conniff's LP's is most exceptional and possibly a rare record of disk sales on our market. Soon Phillips-Melodicon will put on circulation a new single LP by Conniff featuring "Three Coins In The Fountain" backed by "Young Love." Mr. Negro, the dynamic head of Philips-Melodicon's agents, showed us two other records, both by Percy Faith, "Exodus" and "Aria Quia," (which features a wonderful arrangement and sound).

Gurtler-SAAR announced the publication of an interesting American number on Atlantic, the theme from film "Come September" by Bobby Darin.

Aurelio Fierro, who won the last Neapolitan festival with "Tu Si' A Malincunia" (You, My Melancholy), will wax it in German for Deutsche Vogue (Germany).

The song which Peppino Di Capri (Carisch) will present on Canzonissima Nov. 7, "Voca E Va' Piscato," is already available on disks.

Todd Records of Nashville is now the exclusive representative in the States for Italian songstress Coki Mazzetti, recording here on Rifi Records. The American firm has requested 12 titles for immediate release. She currently fills the number three position with her deck, her biggest up to now, "Pepito." Rifi has also signed a contract with W & G which will represent Rifi's catalog in Australia, also exclusively.

Johnny Dorelli, of CGD, has just returned from Paris where he participated in the fabulous "Moulin Rouge Show" of October 12. This show will be shown on the Ed Sullivan show. Johnny sang two numbers: "Love In Portofino" as well as "You're The Top," a duet with Connie Francis.

To Wilma De Angelis, best songstress of Philips-Melodicon, went the first and the third prizes of the recent song-festival at Zurigo (Switzerland) with the following tunes, respectively: "Lettera D'Amore" (Love Letter) and "Gin Gin."

Mr. Ricordi recently left the Ricordi company to join RCA Italiana with the capacity of art adviser and Maestro Micocci, who was in charge of art adviser of RCA Italiana, left it to fill the same position left open by the recent resignation of Ricordi.

## Italy's Best Sellers

- 1a. La Novia/Dallara/Gurtler/Mess. Music
- 1b. La Novia/Dallara/Fonit
- 1c. La Novia/Claudio Villa/Cetra
- 1d. La Novia/Prieto/RCA
- 2a. Exodus/Encore Ensemble/Top Rank/Mess Music
- 2b. Exodus b/w The Magnificent Seven/Felix Slatkin/Decca
- 2c. Exodus/Ferrante & Teicher/United Artist—CGD
- 2d. Exodus/Edith Piaf/VCM
- 2e. Exodus/Fidenco/RCA Italiana
- 3a. Pepito/Los Machucambos/Decca/Francis Day
- 3b. Pepito/Coki Mazzetti/Rifi
4. La Ballata Del Cerutti (Cerutti's Ballad)/Gaber/Ricordi/Ricordi
5. Nata Per Me (Born For Me)/Celentano/Gurtler/Ricordi
6. La Ballata Della Tromba (The Ballad Of The Trumpet)/Nino Rosso/Titanus-Durium/Titanus
- 7a. Luchy's Theme/Greeley/WB-Gurtler/Ricordi
- 7b. Luchy's Theme/Martin/Decca
8. Besame Mucho/Conniff/Philips-Melodicon/Southern Music
9. Estate (Summer)/Martino/VCM
10. Italian Lovers/Little Tony/Durium/Durium
11. Il Tango Delle Rose (You Are My Rose)/Damiano/Chancellor-Bluebell/Allione
- 12a. Quando (When)/Peppino Di Capri/Carisch/Ricordi
- 12b. Quando (When)/Tenco/Ricordi/Ricordi
- 13a. Pepe/Encore Ensemble/Top Rank-Durium
- 13b. Pepe/Duane Eddy/Decca
14. Granada/Frank Sinatra/Reprise
15. Tu Sai (You Know) b/w Il Villaggio Sui Fiume (The Village On The River) Pino Donaggio/VCM/Curci



# CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed alphabetically see card for artist and label credit)

ANYBODY BUT ME . . . . . 28 (Champion BMI)	*LANGUAGE OF LOVE . . . . . 71 (Acuff-Rose BMI)
ASTRONAUT, THE . . . . . 68 (Bill Dana ASCAP)	LET THERE BE DRUMS . . . . . 61 (Travis BMI)
A WONDER LIKE YOU . . . . . 14 (Four Star BMI)	LET'S GET TOGETHER . . . . . 12 (Wonderland BMI)
BIG BAD JOHN . . . . . 1 (Cigma BMI)	LITTLE SISTER . . . . . 52 (Elvis Presley BMI)
BIG JOHN . . . . . 26 (Ludix BMI)	LOOK IN MY EYES . . . . . 39 (Atlantic BMI)
BLUE MOON . . . . . 95 (Robbins ASCAP)	MEXICO . . . . . 20 (Acuff-Rose BMI)
BRIDGE OF LOVE . . . . . 54 (Belinda Ltd. ASCAP)	MISSING YOU . . . . . 93 (Conar BMI)
BRIGHT LIGHTS, BIG CITY . . . . . 77 (Conrad BMI)	MOON RIVER . . . . . 19 (Famous ASCAP)
BRISTOL STOMP . . . . . 3 (Kalmann ASCAP)	MORNING AFTER . . . . . 69 (EAST-BIAS BMI)
CANDY MAN . . . . . 43 (January BMI)	MOUNTAIN'S HIGH, THE . . . . . 74 (Odin ASCAP)
COME SEPTEMBER . . . . . 55 (Adaris BMI)	MOVIN' . . . . . 66 (Jec BMI)
CRAZY . . . . . 23 (Pamper BMI)	MY HEART BELONGS TO ONLY YOU . . . . . 50 (Merrimac BMI)
CRYING . . . . . 17 (Acuff-Rose BMI)	MY TRUE STORY . . . . . 65 (Lescay BMI)
*DANNY BOY . . . . . 92 (Boosey & Hawkes ASCAP)	ON BENDED KNEE . . . . . 83 (Arc BMI)
DON'T BLAME ME . . . . . 40 (Robbins ASCAP)	ONE TRACK MIND . . . . . 99 (Lescay BMI)
DOOR TO PARADISE . . . . . 81 (Lowe, Savob ASCAP)	PLEASE DON'T GO . . . . . 31 (Alan K BMI)
EVERLOVIN' . . . . . 21 (Jat BMI)	PLEASE, MR. POSTMAN . . . . . 4 (Jobete BMI)
EVERYBODY'S GOTTA PAY SOME DUES . . . . . 89 (Jobete BMI)	PUSHIN' YOUR LUCK . . . . . 96 (Drury Lane BMI)
FLY . . . . . 9 (Woodcrest, Mured BMI)	ROCK-A-BYE YOUR BABY . . . . . 36 (Mills, Warock ASCAP)
FLY BY NIGHT . . . . . 88 (Sea-Lark BMI)	RUNAROUND SUE . . . . . 2 (Schwartz-Disal, ASCAP)
FOOL #1 . . . . . 10 (Sure-Fire BMI)	SAD MOVIES (Make Me Cry) . . . . . 8 (Acuff-Rose BMI)
FOOT STOMPIN' (Part I) . . . . . 25 (Argo BMI)	SCHOOL IS IN . . . . . 35 (Pepe BMI)
FOR ME AND MY GAL . . . . . 59 (Mills ASCAP)	SEPTEMBER IN THE RAIN . . . . . 29 (Remick ASCAP)
GOD, COUNTRY AND MY BABY . . . . . 44 (New Phoenix, Sarah ASCAP)	SEVEN DAY FOOL . . . . . 86 (Davis BMI)
GOODBYE CRUEL WORLD . . . . . 30 (Aldon BMI)	*SMILE . . . . . 85 (Bourne ASCAP)
GYPSY WOMAN . . . . . 47 (Curtom BMI)	SO LONG BABY . . . . . 57 (Vivki, McLaughlin BMI)
GYPSY ROVER . . . . . 72 (Box & Cox ASCAP)	SOOTHE ME . . . . . 84 (Kaas BMI)
HANG ON . . . . . 94 (Cigma BMI)	STEPS 1 & 2 . . . . . 82 (Wolfpack SESAC)
HEARTACHES . . . . . 16 (Leeds ASCAP)	STICK SHIFT . . . . . 53 (Hidle BMI)
(He's) THE GREAT IMPOSTOR . . . . . 63 (Metric BMI)	SWEETS FOR MY SWEET . . . . . 32 (Drenner, Progressive Trio BMI)
(He's My) DREAMBOAT . . . . . 24 (Acuff-Rose BMI)	TAKE FIVE . . . . . 37 (Derry BMI)
HIT THE ROAD, JACK . . . . . 5 (Tangerine BMI)	TAKE GOOD CARE OF MY BABY . . . . . 38 (Aldon BMI)
HOLLYWOOD . . . . . 60 (Acuff-Rose BMI)	THERE'S NO OTHER (Like My Baby) . . . . . 73 (Bertha BMI)
HUMAN . . . . . 58 (Ludix BMI)	THIS TIME . . . . . 6 (Tree BMI)
I DON'T KNOW WHY . . . . . 51 (Ahler, Cromwell ASCAP)	THREE STEPS FROM THE ALTAR . . . . . 70 (Keel BMI)
I LOVE HOW YOU LOVE ME . . . . . 7 (Aldon BMI)	'TIL . . . . . 48 (Chappell ASCAP)
I REALLY LOVE YOU . . . . . 34 (Shalimar BMI)	TONIGHT . . . . . 33 (G. Shirmer ASCAP)
I UNDERSTAND (Just How You Feel) . . . . . 22 (Jubilee ASCAP)	TONIGHT I WON'T BE THERE . . . . . 87 (Paxton ASCAP)
I WANT TO THANK YOU . . . . . 27 (Lowe, Savob, ASCAP)	TOWER OF STRENGTH . . . . . 11 (Famous ASCAP)
I'LL BE SEEING YOU . . . . . 62 (Williamson ASCAP)	*TURN AROUND, LOOK AT ME . . . . . 100 (American BMI)
I'LL BE TRUE . . . . . 79 (Calman, Lowe ASCAP)	UNDER THE MOON OF LOVE . . . . . 45 (S.-P.-R BMI)
IN THE MIDDLE OF A HEARTACHE . . . . . 56 (Central BMI)	*UP THE LAZY RIVER . . . . . 98 (Peer In't BMI)
*IT'S ALL BECAUSE . . . . . 91 (Kiit BMI)	WALK ON BY . . . . . 64 (Loverly BMI)
IT'S GONNA WORK OUT FINE . . . . . 49 (Sina, Copa ASCAP)	WAY I AM, THE . . . . . 67 (East West BMI)
IT'S JUST A HOUSE WITHOUT YOU 75 (Eden BMI)	WAY YOU LOOK TONIGHT, THE . . . . . 18 (T. B. Harms)
IT'S TOO SOON TO KNOW . . . . . 76 (E. H. Morris ASCAP)	WHAT A PARTY . . . . . 42 (Travis BMI)
JUST BECAUSE . . . . . 97 (Northern ASCAP)	WHY NOT NOW . . . . . 80 (Selma BMI)
JUST OUT OF REACH . . . . . 41 (4 Star BMI)	YA YA . . . . . 13 (Fast, Barich BMI)
	YOU MUST HAVE BEEN A BEAUTIFUL BABY . . . . . 46 (Remick ASCAP)
	YOUNG BOY'S BLUES . . . . . 90 (Rambolero Progressive Trio BMI)
	YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT . . . . . 78 (Sea Lark BMI)
	YOU'RE THE REASON . . . . . 15 (American BMI)

\*Asterisk indicates first appearance on Top 100





## ARGENTINA

The visitor of the week was Jose Scatena, head of RGE of Brazil, who came to Buenos Aires to arrange some difficulties he has with his representation in Argentina. Scatena—one of the most outstanding names in the South American record industry—told Cash Box that he has been very well impressed by this market, and that he is planning some special releases—probably made by famous arranger Simonetti—for Argentina and the other Spanish speaking countries of America. One of the things that impressed him very much is the price battle that is held by many retailers, who are selling LP's with a discount up to 30%. "This has been a help for records," he said, "but I think that now it must stop." (Regarding this point, we must say that local factories have decided to oblige retailers to sell the records at official prices after November 15. Those who don't do so, it is said, will receive no more records from the diskeries.) He also was very well impressed by SADAIC (Argentine Society of Authors and Composers) which was considered by him "very efficient." Scatena will return to Argentina in a couple of months, as part of a tour that will include all South American countries, Mexico and maybe the United States.

Back from the U.S. are Santiago Adamini and Emilio Fuster, president and general manager of SADAIC. They also visited other countries, getting in touch with local composer organizations.

Elder Barber, Argentine songstress who has spent the last years in Spain, is currently performing in Buenos Aires. In December she'll go to the U.S. to perform on NBC, and then will visit Mexico, Colombia and Puerto Rico.

Tonodisc—Jorge Esperon's label—is promoting Sterling Brandy's waxing of "Come September," which may become a big hit in the River Plate. Music Hall has released the same tune, recorded by Billy Vaughn.

Orfeo Records announced Johnny Carel's second LP, with titles like "Poetry In Motion," "Corinna Corinna" and "Better Think About Living," Carel's latest hit. Douglas Taylor, head of Orfeo, went for a one-week visit to Brazil to speak with the Columbia people in that country.

Gigi Gallo of Fortissima Americana told Cash Box he is going to work on "Banjo Boy," which has been already released by Odeon Pops, recorded by Jose Dan. Other recordings—according to Gallo—are Amadeo Monges (Columbia), Luis Aguile (Odeon), Dango Twins (Columbia), Migliano (Music Hall) and some others. Gallo has also acquired the rights of "Non Esiste L'Amor," Adriano Celentano's big hit, which may be a smash also in Argentina. Microfon has already released Celentano's record, and is expecting big movement.

Smart publishers are busy with "La Charanga" (which has been already cut by somebody at Columbia), "The Guns Of Navarone" and "El Cielo In Una Stanza," which has been cut by Torrebruno (Music Hall), sung in Italian and Spanish.

TK, MGM's representative, will put in the market a new waxing by Connie Francis: "Together" and "Valentino." The label has also released a new LP of Eduardo Falu, and "Music of Hawaii," by Leroy Holmes.

Luciano Galleguillos, Chilean deejay and artist manager, has arrived in Buenos Aires and will stay here for some time. He plans to work hard in this market, and considers there are many possibilities for him here. He's currently representing Nadia Milton—Chilean songstress, now performing on TV 13 Rio dela Plata—and Danny Chilean, who will probably come very soon to Buenos Aires to record his big Chilean hits in Spanish (he now is singing in English).

Marty Cosens, one of the first artists of the "New Wave" launched by RCA last year, will go to Chile in a few weeks. His last recording, "Como Judas," has been included in RCA's fifth Explosivo LP, currently #1 in the album best selling lists.

Roberto Yanes, finishing his performances in Mexico, will appear in Lima, Peru, November 20. His last recording, "Escandalo," is doing very well.

Last from Ariel: The label has released Lionel Newman's "Chinese Cha Cha Cha," Nicky de Mateo's "Right Now" and Steve Lawrence's "Silly Girl." Besides, Ray Charles' first LP will be soon in the street.

Angel Cardenas, ex-singer of the Anibel Troilo orchestra, will record an LP devoted to guaranias (Paraguayan music) for the Disc Jockey label. Rodriguez Luque, head of Disc Jockey, expects very much from this album.

## Argentina's Best Sellers

1. Ruedas (Wheels) (Dundee-Korn) Billy Vaughn (Music Hall); String Along (London); Lito Escarso (Music Hall); Julissa (Orfeo); Amadeo Monges (Columbia) Lalo Fransen (RCA).
2. Fugitiva (Runaway) (Vicky-Fermata) Del Shannon (London); Rocky Pontoni, Rocklands (RCA); Teddy Martino (Odeon Pops)
3. Y Los Cielos Lloraron (And The Heavens Cried) (Rag Music—Smart) Tony Vilar (Columbia); Ronnie Savoy (MGM)
4. Presumida (Pham-Fermata) Teen Tops (Columbia); Johnny Tedesco (RCA)
5. \*Nena Nenita (Fermata) Antonio Prieto (RCA)
6. \*Quiero Amanecer (Korn) Sarita Lascarro (RCA); Nila Valdez (Odeon Pops); Lucio (Columbia); Ceumar Rios (Philips); Tony Armand (Tonodisc)
7. Esta Noche Mi Amor (Tonight My Love Tonight) (Spanka-Fermata) Luis Aguile (Odeon); Paul Anka (Ariel); Rocky Pontoni (RCA)
8. Escandalo (Pham-Edami) Rosamel Araya (Disc Jockey); Roberto Yanes (Columbia); Javier Solis (Orfeo); Los Chapanecos (Odeon Pops); Raul Verdier (Music Hall)
9. \*Unica (Emba) Julio Molina Cabral (Philips); Siro San Roman (Music Hall) Osvaldo Fresedo (Columbia)
10. \*Angelica (Lagos) Cantores de Quilla Huasi, Julio Molina Cabral, Carlos Michel, Los Fronterizos (Philips); Chalchalers, Bienvenido Cardenas (RCA); Atencio Paredes (Music Hall); Horacio Guarany (Record); Jorge Sobral, Antonio Tormo (Disc Jockey); Leandro Ocampo (Microfon); Huaqueños (Orfeo); Roberto Yanes (Columbia); Los Andariegos (Tonodisc); Los Peregrinos (Dimsa); Los Andariegos (Tonodisc); Andariegos, Marfil (TK); Carlinhos, Alfredo de Angelis, Hermanos Abrodo, Chilicotes (Odeon).



## GERMANY

With the new prices of records established here, the industry is turning its eye toward the Xmas season and the biggest sales period of the year. Tons of pop records are rolling off the presses and the firms are giving top consideration to the new production which could become the Xmas hit of this year. There will be few if any songs on the market with reference to Christmas or Winter, and the major firms are not planning to release any new records after the last week in November in order to give added attention and promotion to the records with reaction. It's going to be a hard fight, but the results should be bigger sales for all firms concerned.

Electrola has released the first production under its new A&R head Heinz Gietz and it looks like hitsville for the first outing with a Chris Howland recording of the "Little Hammer Polka," the story of a guy with a piggy bank and a little hammer. Although Heinz has several A&R men working under him, he'll personally supervise every session for the firm along with his partner Gunter Ilgner. It's a new twist and it may work out well for the firm.

Dinah Hightower, who turned out a pair of great albums for Capitol Records, is now doing a stand in Munich with a great Cha-Cha group from Belgium called The Cha-Ka-Chas, who record for RCA Victor. They're playing a new room here called The Nightclub. It's an ultra rustic club at the Bayerischer Hof Hotel. Dinah has already established her popularity here through a couple of TV spectaculars and numerous appearances on the continent.

Telefunken-Decca Records here in Germany, which represents the most American lines here, has had great success with its "foreign catalog." Firm held the top of the German Best Sellers all summer long with "Wheels" by Billy Vaughn and The String-a-Longs, followed up with "Hello Mary Lou" which is reaching the 1/2 million mark by Ricky Nelson and is now in the top 3 with "Pepito" by Los Machucambos from France. With these hits, the firm was able to boost sales for the first seven months of this year by 50% over last year while the entire industry boosted its sales around 9%. Teldec is now hard at work pushing "Angelina" from Harry Belafonte, the new Elvis Presley single and LP, the first German recording by Warner Bros. star Connie Stevens, and "San Antonio Rose" by Floyd Cramer. The top American hits "Take Good Care Of My Baby" by Bobby Vee, "The Mountain's High" by Dick and Deedee, "Tower Of Strength" by Gene McDaniels, "Hurt" from Timi Yuro and Johnny Burnette's waxing of "God, Country And My Baby" have all been released and are getting top reaction. The fastest moving new single is however, "Mexico" by Bob Moore, and the firm is also pushing "Crying" and "Candy Man" by Roy Orbison.

Deutsche Vogue Records is pushing a new series of "Texas Songs" by The Rocky Mountains.

Ralph Maria Siegel reports that his publishing group is going great guns with the German versions of "Running Scared" by Peter Alexander, "San Antonio Rose" by The Continentals, and "Breakin' In A Brand New Broken Heart" by Christa Williams.

The new Blue Diamonds recording of "Red Sails In The Sunset" and "alo Ahe" getting the big push from Philips Records here. The boys picked up a gold record for their "Ramona" million seller and are now concentrating on Standards for their material with great success.

Bert Kaempfert just returned from a quick 5 day visit to New York and reports that everything is just fine. While in America, Bert played his newest English production of his own orchestra and stars for the chiefs of several record firms. His newest single for the states will be "African Beat" and a new LP is due out on Decca in January.

Bert also reports that he has a new sensational singer from England Tony Sheridan, who will make his first German waxing in the next few weeks. Chappel Music boss August Seith reports that he has started a new press service for DJ's and reporters. Right now the firm is working on the newest version of "The Harry Lime Theme" called "Oh Billy Billy Black" sung from Detlef Engel and Gerd Bottcher, and several other new productions. The firm is also working hard on the music from "My Fair Lady" as the German production of the musical has opened in Berlin and a German LP has been recorded.

Peter Rebhuhn of Budde Music dropped by the Cash Box office to report that the Radio Luxemburg Pop Festival prize winner "Muli-Mexicano" written by Hans Bradtke and Walter Dohschinski will be recorded by Peter Mario on Electrola. Peter also informed us that the standard "S'Wonderful" has been recorded in German by Rita Paul on Philips. The firm is also at work pushing "Theme From The Sundowners" recorded by Felix Slatkin.

That's it for this week in Germany.

## Germany's Best Sellers

1. \*Der Mann Im Mond (The Man In The Moon)—Gus Backus—Polydor—K. H. Busse
2. Weisse Rosen Aus Athen (White Roses From Athens)—Nana Mouskouri—Fontana—Schaeffers
3. Pepito—Los Machucambos—Decca—Peer
4. La Paloma—Freddy—Polydor—Esplanade
5. Hello Mary Lou—Ricky Nelson/Jan & Kjeld/Rene Kollo/The Ricky Boys/Silvio Francesco—London/Ariola/Polydor/Fontana/Decca—Peter Meisel
6. \*Zuckerpuppe (Sugar Doll)—Bill Ramsey—Polydor—Gerig
7. \*Warte Warte Nur Ein Weilchen (Wait, Wait Just A Little While)—Hawe Schneider And The Spree City Stompers—Vogue—Sikorski
8. \*So Leben Wir (We Live This Way)—Der Flotte Franz—Ariola—Arnie
9. \*Berlin Melodie—Billy Vaughan/Botho Lucas Chor—London/Columbia—Gerig
10. Corinna, Corinna—Peter Beil—Fontana—Budde

\*Original German Compositions

## Argentina's Best Selling LP's

1. Esta Es "La Pomada" Selection (RCA)
2. \*Los Fronterizos (Vol IV) (Philips)
3. Asi Surgen Los Recuerdos (Memories Are Made Of This) Ray Conniff (Col)
4. Vuelven Los Teen Tops Teen Tops (Columbia)
5. \*Misionerita Ramona Galarza (Odeon)
6. Doce Hits Selection (Columbia)
7. Brenda Lee (Decca)
8. \*El Arriero Va Los Chalchalers (RCA)
9. Afectuosamente Lito Escarso (Music Hall)
10. \*Nosotros Los Cantores de Quilla Huasi (Philips)

\* local product





# MEXICO

Popular trumpeter Chilo Morán has created a new rhythm named Pau-Pau. RCA, Morán's label, gave a cocktail party for the press to introduce this rhythm, and at the same time give a demonstration of it. This rhythm is tropical and the numbers recorded at RCA by Chilo are "Pau-Pau", "Zaoco Del Amor", "A Bailar Pau-Pau" and "Ole Pau-Pau". Five trumpets, three saxophones, one bass trombone and the rhythm section, are the elements of the orchestra. RCA is planning to give a big promotion to the Pau-Pau and it will be performed at balls, TV, and theater.

With a big party and a spectacular TV show, Dimsa Record just celebrated its fourth anniversary. Press, radio, TV and record dealers were invited, and the best artists in the Dimsa catalog performed their best hits. Rogério Azcárraga, president of this company, informed that his company is doing very well and that the firm has such best sellers as Los Locos del Ritmo, César Costa, Los Rebeldes Del Rock, Hermanos Carreón, The Crazy Boys, María Elena Sandoval, María Eugenia Rubio, Los Tribunos, Acerina, Emily Cranz, Bill Haley and many others. Azcárraga also said that he has many plans to work Dimsa Records in South America and that in his last trip to Europe, he made excellent contacts with record business people.

Argentinian singer Daniel Riolobos, who is planning to settle in México with his wife, changed his style of singing, and recorded rock 'n roll at RCA. He cut the Italian song, "Ligados," with Spanish lyrics written by Mario Molina Montes. On the other side, he cut the American song "Where Are You," which in Spanish is called "Te Quiero" (I love you). The orchestra is under the direction of Chucho Ferrer.

The organization of the INBA (National Institute of Fine Arts) is trying to bring to México The Philharmonic of Berlin with its 115 musicians, who are now performing in New York.

Andre Toffel, who was the chief of the A&R department of Columbia Records, quit his job to attend in the future to personal business. People of Columbia regretted very much about his decision and said "good bye" to him with a big party. Andre will continue with his TV show at the moment.

The TV show, "Mano a Mano," musical with Angelita Castany, Antonio Badú and the Antonio Escobar's orchestra back again on channel two. This program is a contrast between the old timers and the actual hits.

Guillermo Buerckle, executive of Peerless Records, wrote Cash Box from Argentina, where he is inspecting sales there and signing new contracts.

Beautiful vedette Gloria Ríos will fly to Spain to fulfill contracts. Gloria introduced rock 'n roll in México many years ago.

"Peter Gunn" and "Anoche" (Last Night) were recorded for the Musart label by Héctor Hallal "El árabe" and his orchestra.

## Mexico's Best Sellers

1. Agujetas Color De Rosa (Pink Shoe Laces)—Los Hooligans (Columbia). (PHAM).
2. Moliendo Cafe—Lucho Gatica (Musart). Hugo Blanco (Peerless). Amadeo Monges (Columbia). Hnas. Navarro (RCA). (BRAMBILA).
3. Polvora—Locos del Ritmo (Orfeon).
4. Popotitos—Los Teen Tops (Columbia).
5. El Loco—Javier Solís (Columbia).
6. Elodia—Carlos Campos (Musart).
7. La Enorme Distancia—Jose Alfredo Jiménez (RCA). Lola Beltrán (Peerless). Hnas. Huerta (Columbia). (EMNI).
8. Bote De Bananas (Day-O)—Los Rebeldes del Rock (Orfeon).
9. Besos Por Telefono (Kisses on the phone)—César Costa (Orfeon). Paul Anka (Gamma). (BRAMBILA).
10. Acapuleo Rock—Los Hooligans (Columbia). Miguel Angel (RCA). Manolo Muñoz (Musart) (PHAM).

## Fajardo To Columbia



NEW YORK—Jose Fajardo, top Cuban rock leader and big gun in the current pachanga movement, signs a new Columbia recording contract. Looking on are Nat Shapiro (seated left), label's international a&r and creative services director; Pete Rosaly (standing right), label's Latin-American a&r coordinator, and Pancho Pelsman, Fajardo's manager. Fajardo's initial Columbia LP, already cut and set for release soon, is titled "Alegre Pachanga."



# AUSTRALIA

Still the top single across the nation is "I'm Counting On You" by Johnny O'Keefe. The fact that this side is a ballad and in fairly strong contrast to O'Keefe's hot singles of the past is an indication of the trend (now fairly obvious in this country) away from the more wild rock material that was the rage here some twelve months ago.

The swing to "quieter and more peaceful sounds" in pop records is quite evident in radio where the commercial stations closely audition singles to "screen them for offensive content." This close scrutiny of singles programming is being reflected in sales charts supplied to Cash Box from many dealer outlets. These lists show a large proportion of "sweeter and happier sounds" in singles than the vocal and/or instrumental rockers of a while back.

Cash Box in Australia will report any major changes in broadcasting policies and consumer reaction to enable overseas readers and record companies to keep in close touch with prevailing conditions in this area. Cash Box hopes that these reports will be of use to overseas companies in assessing the value of their records and music to the Australian market.

The big move on Christmas material has now begun in earnest and most major companies—record and publishing—are out with their Yuletide songs and records. It does seem however that there will be a sharp fall-off in the quantity of true Christmas songs and disks issued this season. The big push isn't so much on "buy Christmas records" but the big guns will be aimed at "give a record for Christmas." It is believed that this policy will boost sales of all-year-round albums. It is interesting to note that many of our leading retailers are not keen to carry any good sized stock of records that will only sell for a couple of months in the year—such as true Christmas material—but dealers are now more inclined to carry fair stocks of albums that are likely to be in strong consumer demand for Christmas giving and at the same time are still good saleable packages after the Christmas period.

While on the subject of Christmas, among the new Christmas albums to be released here are "A Ding Dong Dandy Christmas" by The Three Suns on RCA and on the same label is "A Christmas Sound Spectacular" by John Klein; on Festival is "Joye To The World" featuring one of our brightest local stars Col Joye. With Col currently enjoying success at every turn it won't be at all surprising to see this package develop into a hot seller, quite probably a single will be released from it to stimulate interest in the album.

England's Cliff Richard and The Shadows have been playing to good houses during their tour of Australia, they have been supported by topline local acts in the various States in which they've played, these have included Patsy Ann Noble, Judy Stone and The Thunderbirds. Frankie Davidson, Judy Cannon and the Dee Kroo Brothers are among the Australian artists touring New Zealand with Cliff Richard.

Sydney vocalist Judy Stone is now back at GTV-Channel 9, Melbourne, after a three weeks illness. Judy has become so popular in Melbourne that it is expected that GTV-9 will extend her contract.

"And Here She Is—Ann-Margret," a new album by RCA, has just been issued. She has enjoyed a fair amount of success with her single, "I Just Don't Understand."

Australian Record Company has re-vamped its club activities and it is now functioning as The Australian Record Club. In a renewed burst of press advertising, the Australian Record Club is offering to new members—upon joining—an introductory bonus of three albums for 20/ (approx. \$2). The member may choose his three albums from a range of 40 LP's (many in stereo) which are available to club members. The material currently being offered to club members is being drawn from the American Columbia catalog.

EMI out with a whole flock of new singles on its various labels including "So Long Baby," by Del Shannon; "Jealousy" by Billy Fury of England; "Movin'" by Bill Black's Combo; "Tower Of Strength" by Gene McDaniels; "Ever Lovin'" by Rick Nelson; "Get Lost" by Eden Kane; "Let's Get Together" by talented Hayley Mills.

On the Festival group of labels we also find new singles include "Johnny Remember Me" from John Leyton; "You're The Reason" by Bobby Edwards and "Don't Go Away Mad" from Teddy Randazzo.

## Australia's Best Sellers

1. \*I'm Counting On You (Johnny O'Keefe—Lecdon) Aaron Schroeder Music
2. Crying (Roy Orbison—London) Acuff-Rose
3. Little Sister (Elvis Presley—RCA) Belinda Music
4. More Money For You And Me (Four Preps—Capitol) various publishers
5. You Must Have Been A Beautiful Baby (Bobby Darin—London) Sterling Music
6. Mexico (Bob Moore—London) Acuff-Rose
7. A Girl Like You (Cliff Richard—Columbia) J. Albert & Son
8. Take Good Care Of My Baby (Bobby Vee—London) Robert Mellin
9. Kon Tiki (The Shadows—Columbia) J. Albert & Son
10. Michael (The Highwaymen—Coronet) Boosey & Hawkes

\*Locally Produced Record.

## Here For Talks



NEW YORK—Here in the U.S. for two weeks of business meetings is Peter Schaeffers of Musikverlage/Melodie-Film, Berlin, Germany. Above, Mr. Schaeffers (right) is shown visiting Cash Box with his associate, Gerd Hammerling, while in New York.





## ENGLAND

Following the agreement just signed between L. G. Wood of EMI Records and Alvin S. Bennett of Liberty Records for the distribution of the Liberty label in this country, Richard Annotico, Liberty's European sales director, has been meeting music publishers, producers and disk jockeys exploiting his company's current disks. He is now on an extensive continental tour setting up the entry of the Liberty label in these territories.

As a result of Doug Dobell's recent visit to the States, Central Record Distributors acquired the British distribution rights to the American Candid label which specializes in jazz and folk music recordings. Ken Lindsay told Cash Box that CRD consider this a very important specialist jazz label and we have every confidence in it. The 12" LP's will be imported from New York and retail at around 50/5d. (\$7.5¢). The first release scheduled for early December will include "Charlie Mingus Presents," "Jazz Re-Union" featuring Pee Wee Russell and Coleman Hawkins and "The Benny Bailey Big Brass." Regular monthly releases will follow.

EMI reminds us that the Christmas season is fast approaching by the inclusion of Christmas albums in their November release. "Christmas Carousel" by Peggy Lee (Capitol) and "Get Happy" by The Big Ben Banjo Band (Columbia) together with two EP's on the Columbia label "Christmas At Home With Nina & Frederik" and "Christmas With Pinky And Perky."

With "You'll Answer To Me" on Fontana and "Something's Gotta Give" on Pye Cleo Laine has yet another release on yet another label—from the 'Lansdowne Jazz Series' Columbia issue "It Was A Lover And His Lass." Ricky Valance, who hit the charts last year with his controversial "Tell Laura I Love Her," has a new release written by John Schroeder entitled "I Never Had A Chance." Top Rank issue the current American hit by The Paris Sisters "I Love How You Love Me."

Oriole Records are very excited about "Midnight In Moscow" by Jan Burgers New Orleans Syncopaters which is currently making a lot of noise on the continent. In view of the present day trend this could well click over here. Kenny Ball has waxed a cover version on Pye. Oriole also have high hopes for "Summer Day" by 13-year old American girl Kari Lynn and "Huey's Song" featuring Rocky Cole on guitar with the Hugo Winterhalter Orchestra.

Pye Records announced that the Golden Guinea Christmas release will include Vol. 2 of the successful Family Classics Series which was introduced in August. The set consists of 2 LP's "Wagner At The Proms" and "Viennese Night At The Proms" retailing at 34/6d (\$4.82¢) mono and 44/6d (\$6.22¢) stereo. Other releases include "The Best Of Barber And Bilk Vol. 2," "Supercar 'Flight Of Fancy'" from the children's TV series and "Mr. Jinks, Pixie and Dixie" from the Huckleberry Hound TV soundtrack.

In the second release of the Pye-Plus Nonesuch series just out, Bertrand Russell has a two-record album in the 'Speaking Personally' series in which he touches on many subjects—including, of course, nuclear disarmament. "The Parabolic Revelations Of The Late Lord Buckley" and "Talking Of Wine" make up the three-record release. "Morris Grants Presents J.U.N.K." (Jazz University's New Kicks)—a satire on jazz is out on the Pye Jazz label. A new Lonnie Donegan LP "More Tops With Lonnie" was also just released.

No wonder a jubilant air pervades the Philips offices these days. This week sees the entry into the charts of modern jazz and country & western. Dave Brubeck's "Take Five" (Fontana) jumps straight in at No. 10 and "Big Bad John" by Jimmie Dean (Philips) commands the No. 11 slot. Philips already have two other disks high in the charts "You'll Answer To Me" by Cleo Laine (Fontana) and "Bless You" by Tony Orlando (Philips).

American folk singer Pete Seeger currently in England for a nation wide series of concerts including London's Royal Albert Hall. Tying in with his visit Philips issue an LP "Pete Seeger Story Songs." Following the recent signing with Philips, Andy Williams makes his first appearance on the label with "Fly By Night."

Frankie Vaughan has waxed a new disk for Philips—his first for nine months. Title is "Tower Of Strength" a Chappell publication. The original version by Gene McDaniels on Liberty is currently in the American Top Twenty, and issued here on London. Paul Raven has also recorded it on Parlophone.

News from Decca is that The Confederates Jazz Band have waxed a trade version of the continental hit "Brigitte Bardot." The album "Intimate Jim Reeves" has been getting a lot of airplay on BBC recently and one track in particular has proved so popular that Decca are issuing "You're The Only Good Thing (That Happened To Me)" as a single on RCA. Another LP track issued as a single is Dorothy Provine's "Don't Bring Lulu" from the Warner Bros. album "The Roaring Twenties." Decca also informs us that negotiations are in hand for Jerry Lee Lewis to tour here in the early part of 1962. The latest London release is "As Long As I Live."

The American dance craze "The Twist" has finally caught up with us here in England and publisher Bill Phillips of KPM Music informs that the Mecca Syndicate are demonstrating the steps in all their dance halls. EMI are giving the Chubby Checker (Columbia) disk the full treatment which includes heavy exploitation on all their 18 Radio Luxembourg shows as well as national press and poster advertising.

Now that Britain has reverted to Greenwich Mean Time, Radio Luxembourg's English transmissions begin an hour earlier at 6:00 p.m. This means that the "Six O'Clock Record Show" an hour long program of pop disks introduced by well known DJ's makes a welcome return to the airwaves. Pop artists Helen Shapiro, Billy Fury, Matt Munro and The Brook Brothers all have their own series on Radio Luxembourg throughout the winter.

Harry Walters, European representative for Cameo Records of America, flew to Hamburg where he appointed Ariola as distributors for the label in that territory.

Tony Hatch, talented young A & R Manager for Pye Records is writing the music score for a new British comedy "Stork Talk" to be published by Filmusic. Rather an appropriate title as the Hatch household had a visit from the stork last week! Recordings are being negotiated for the title song and the major theme "Tina."

The latest Board of Trade figures show that manufacturers sales of records in August were valued at £1,029,000. In July and August, taken together because the holidays were later this year, sales were 4% more than a year ago and in the first eight months of this year 7% more. Export sales continue to decline and so far this year they have been 16% less than in the first eight months of last year. Sales to the home market during the first eight months were 14% more than a year earlier. Production of 33 disks in July and August was 30% more than a year earlier but production of 45 rpm disks was 4% less. Production of 78 rpm disks in those two months was 38% less than a year earlier.



## BENELUX

### HOLLAND

German publisher Rolf Budde, Berlin, bought the German rights of the Dutch Basart song "Memories." A German recording of this fine Dutch teen tune will be released soon.

One of America's biggest publishing houses, Edward B. Marks, will release the Dutch song "Mirame," world copyright is Basart.

CNR released a new recording of song star Jack Dens with two own compositions by Dens: "Won't You Any More" and "Dreams Gonna Be Real." Dens' publisher is Basart.

Hot news about Dutch vocal duo The Emeralds. They recorded on the flip of the current South American hit "Brigitte Bardot" a Dutch song, written by Dutch authors Ferrie Wienneke and Ger Rensen. Title of this bright song is "Nee, Nee, Nee" ("No, No, No").

Very enthusiastic Dutch Fontana label manager Cees P. Willemse is active all day in promoting Cleo Laine's first hit disk on single: "You'll Answer To Me," high on the British charts. This "First Lady Of British Jazz" made a second appearance on Dutch TV October 27. "You'll Answer To Me" is a wonderful song and Cleo's version is the most ideal one you could wish (Fontana, L.C. Phonogram). Williams told Cash Box he has great expectations of a Dutch version of "Michael" by Piet Sybrandy. "Michael" is already a great seller in the original American hit version by The Highwaymen on the United Artists label, also distributed by L.C. Phonogram. Biggest Fontana LP-seller at this moment, so Mr. Williams told us, is the very first LP record by teenage star Ria Valk, "El Rancho Grande."

The Dutch Swing College Band recorded "Kuenta Blues" while touring South America some weeks ago. This record met with immense success over there and now has been rush-released in the low countries (Philips, L.C. Phonogram). Long absent from the record market over here has been that unforgettable swingy hit version by Frank Sinatra of "Give Me Five Minutes More." It's back on the Fontana label, on 45 EP record.

One of the best TV productions over here, Teddy & Henk Scholten's "Zaterdagavond-Akkoorden," will have a German edition in December, from Berlin. This husband-and-wife team has made very nice recordings of children's songs for the Philips label. Teddy, as you may remember, won the Eurovision Song contest some years ago with "Een Beetje."

Everybody who has some name in Dutch show business was present at the Carlton Hotel in Amsterdam on October 23. On this second "Reunion Of Popular Music" Cash Box had talks with many pop music personalities and recording artists.

Dutch hit song by Johnny Hoes on Philips, "Och Was Ik Maar," has a rush released German version by the one and only Caterina Valente: "Ich Mach' Mir Nix." On the flipside of this single record is "Kommt Ein Schiff Nach Amsterdam" (Decca).

Pick of the L.C. Phonogram releases on the London label (hits on single): "Sad Movies Make Me Cry" by The Lennon Sisters, "Summer Souvenirs" by Karl Hammel Jr., "Berlin Melody" by Billy Vaughn, "Sweets For My Sweet" by The Drifters, "This Time" by Troy Shondell and "So Long Baby" by Del Shannon.

The premiere of Samuel Bronstein's "King Of Kings" production will take place mid-December next in the three big cities of Holland: Amsterdam, Rotterdam and The Hague. There will be a publicity-action in collaboration with Bovema's MGM label, which takes charge of the soundtrack music, composed by Miklosz Rosza.

Imperial's Dutch repertoire will join the current craze for Holland's football idol Coen Moulijn with Rita Corita's brand new song "Coen Heeft De Bal Aan Zijn Schoen." William Voerman, Bovema's staff member, also reported that singer Rie Helmig provided the Dutch market with a remarkable Dutch version of the famous "La Novia," entitled "Bruidsklokken."

Bovema-Gramophonehouse just completed an extended business trip throughout the Netherlands, which successfully achieved a closer contact with many dealers all over the country, also with regard to the new season's repertoires.

Storyville released the second single of Jan Burgers' New Orleans Syncopators, one of Holland's leading dixieland jazzbands. Aside "Lalaika" is expected to be a big seller. (L.C. Rood).

C. N. Rood's Hans van Zeeland flew to London for a short visit to Mackenzie Smith of EMI.

Pick of the L. C. Rood releases of this month: "La Novia" by Lys Assia (Telefunken), "Runaround Sue" by Dion (Top Rank), "I Love How You Love Me" by The Paris Sisters (Gregmark), "Heartaches" by The Marcells (Colpix), "Goodbye, Cruel World" by James Darren (Colpix) and "Wild Wind" by Johnny "Remember Me" Leyton (Top Rank).

Pianist Daniel Wayenberg recently received a "Grand Prix Du Disque" for his excellent recording of Gershwin's famous "Rhapsody In Blue." This popular classic Gershwin LP is a big seller on Dutch market and has been considered as one of the best Dutch LP recordings of the last months.

### BELGIUM

On the Olympia label Sobedi S.A. released a good version of "Moliendo Cafe" (hit number one in Japan and hit number two in Mexico) which is coupled with "Coco Mi Coco" by Rubito Dallas and his orchestra. This second number has the rhythm of the old well known hit "Skokiaan."

Still on Olympia, Sobedi released a new recording of Frans Bonne (Mr. "Pour Toi Seul": 50,000 sold records), which is entitled "Mayday." Sales are climbing as fast as for "Pour Toi Seul."

Sobedi's Newton label released "Long Trail"/"Tiger Attack" by The Tigers which is a guitar combo. Also released is "Dedicata Ad Un Angelo"/"Triste Carnevale," sung in Italian by Fred Bongusto.

Palette Records just released "Dang Dang"/"Stodola," two brand new hits of the popular group The Cousins. At this moment more than 20,000 copies are sold in Belgium. High expectations.

On November 4 Monty Babson performed with great success for Belgian TV. Palette is very proud to present Monty's youngest hit single: "Blue Trumpet," written by J. Rolle and Cy Coben.

Singer Louis Neefs is on his way to an international career. He recently sang in Berlin, Germany, where his "Ein Kleines Kompliment" was received very enthusiastically. In Holland Louis Neefs belongs to the most beloved Belgian artists. Recently he was in Pi Scheffer's popular TV show "Pas Geperst." On November 11th Louis sings for the German TV and on November 29 he will present his "Tour De Chant" for Belgian TV.

"Hawaii Tattoo" is still a big hit—in Belgium as well as abroad. Palette Records is planning an EP of "Hawaii Tattoo" originators, The Waikiki's.

Digno Garcia Y Sus Carios are doing a successful trip through Europe. Their "Moliendo Cafe," just released by Palette Records, is selling extremely well. Digno's "Brigitte Bardot" still is one of the biggest hits of the season!

"Tender Passion," written by Will Tura and played on Palette Records by Willy Albimoor, has French lyrics. Camillo and Caterina Valente have put "Tender Passion" in their repertoires.



## England's Best Sellers

1. Walking Back To Happiness — Helen Shapiro (Columbia) (Filmusic)
2. When The Girl In Your Arms — Cliff Richard (Columbia) (Eugene)
3. Wild Wind—John Leyton (Top Rank) (Meridian)
4. Sucu Sucu—Laurie Johnson (Pye) (Peter Maurice)
5. Hit The Road Jack—Ray Charles (HMV) (Tangerine)
6. Michael — The Highwaymen (HMV) (United Artists)
7. Bless You—Tony Orlando (Fontana) (Nevins-Kirshner)
8. You'll Answer To Me—Cleo Laine (Fontana) (Shapiro Bernstein)
9. Mexicali Rose—Karl Denver (Decca) (Francis Day & Hunter)
10. Take Five—Dave Brubeck (Fontana) (Unpublished)
11. Big Bad John—Jimmy Dean (Philips) (Acuff-Rose)
12. His Latest Flame—Elvis Presley (RCA) (Seventeen Savile Row)
13. Jealousy—Billy Fury (Decca) (L. Wright)
14. You Must Have Been A Beautiful Baby — Bobby Darin (London) (Feldman)
15. Hats Off To Larry—Del Shannon (London) (Vicki)
16. My Boomerang Won't Come Back — Charlie Drake (Parlophone) (Kassner)
17. Kon Tiki—The Shadows (Columbia) (Feldman)
18. The Time Has Come—Adam Faith (Parlophone) (Downbeat)
19. Let's Get Together—Hayley Mills (Decca) (Disney)
20. Take Good Care Of My Baby — Bobby Vee (London) (Nevins-Kirshner)

## England's Top Ten LP's

1. The Shadows—(The Shadows) (Columbia)
2. South Pacific — (Soundtrack) (RCA)
3. 21 Today—(Cliff Richard) (Columbia)
4. Black & White Minstrel Show — (George Mitchell Singers) (HMV)
5. Another Black & White Minstrel Show—(George Mitchell Singers) (HMV)
6. Sinatra Swings—(Frank Sinatra) (Reprise)
7. Sound Of Music—(London Cast) (HMV)
8. Halfway To Paradise—(Billy Fury) (Decca)
9. Oliver—(London Cast) (Decca)
10. That'll Be The Day—(Buddy Holly) (Ace of Hearts)

## England's Top Ten EP's

1. The Shadows To The Fore—(The Shadows) (Columbia)
2. Buttondown Mind Of Bob Newhart—(Bob Newhart) (Warner Bros.)
3. The Temperance Seven — (Temperance Seven) (Parlophone)
4. Take Five—(Dave Brubeck) (Fontana)
5. The Shadows—(The Shadows) (Columbia)
6. Adam's Hit Parade — (Adam Faith) (Parlophone)
7. Nina & Frederik No. 1—(Nina & Frederik) (Columbia)
8. Such A Night—(Elvis Presley) (RCA)
9. Cliff's Silver Disks—(Cliff Richard) (Columbia)
10. Unforgettable—(Nat King Cole) (Capitol)

## Holland's Best Sellers

1. Hello Mary Lou (Ricky Nelson/Imperial, Harry Blick/Imperial) (Les Ed. Int. Basart/Amsterdam).
2. Brigitte Bardot (Jorge Veiga/Barclay, The Emeralds/CNR, Digno Garcia/Palette, The Butterflies/Philips) (Benelux Music/Weert).
3. Och Was Ik Maar (Johnny Hoes/Philips) (Benelux Music/Weert).
4. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Amsterdam).
5. La Paloma (Freddy/Polydor).
6. Dance On Little Girl (Paul Anka/ABC Paramount) (Spanka Music/Brussels).
7. Pepito (Los Machucambos/Omega) (Francis Day/Amsterdam)
8. Michael (The Highwaymen/United Artists) (Les Ed. Int. Basart/Amsterdam).
9. Little Ship (The Blue Diamonds/Decca) (Belinda/Amsterdam).
10. Romeo (Petula Clark/Pye) (Les Ed. Int. Basart/Amsterdam).

## Belgium's Best Sellers

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|--|--|
| <p>(FLEMISH)</p> <ol style="list-style-type: none"> <li>1. Och Was Ik Maar (Johnny Hoes/Philips) (Benelux Music/Weert).</li> <li>2. Brigitte Bardot (Roberto Seto/Vogue, Jorge Veiga/Barclay, Digno Garcia/Palette, Miguel Merendez/Decca) (Peter Plum Publications/Brussels).</li> <li>3. Romeo (Petula Clark/Vogue) (Ed. Raoul Breton Belgique/Brussels).</li> <li>4. Hello Mary Lou (Ricky Nelson/Imperial) (Les Ed. Int. Basart/Amsterdam).</li> <li>5. La Paloma (Freddy/Polydor).</li> <li>6. Dance On Little Girl (Paul Anka/ABC Paramount) (Spanka Music/Brussels).</li> <li>7. Wheels (The String-A-Longs/London, Billy Vaughn/London) (Editions Bens/Brussels).</li> <li>8. You Don't Know (Helen Shapiro/Columbia) (Southern Music/Brussels).</li> <li>9. Raindrops (Dee Clark/Top Rank).</li> <li>10. Little Sister (Elvis Presley/RCA) (Belinda Music/Brussels).</li> </ol> | <p>(WALLOON)</p> <ol style="list-style-type: none"> <li>1. Brigitte Bardot (Roberto Seto/Vogue, Digno Garcia/Palette, Jorge Veiga/Barclay, Miguel Merendez/Decca) (Peter Plum Publications/Brussels).</li> <li>2. Dance On Little Girl (Paul Anka/ABC Paramount) (Spanka Music/Brussels).</li> <li>3. Hello Mary Lou (Ricky Nelson/Imperial) (Les Ed. Int. Basart/Amsterdam).</li> <li>4. Romeo (Petula Clark/Vogue) (Ed. Raoul Breton Belgique/Brussels).</li> <li>5. Il Faut Savoir (Charles Aznavour/Barclay) (Peter Plum Publications/Brussels).</li> <li>6. Les Millions D'Arlequin (Francis Linel/Ricordi, Belinda/Barclay).</li> <li>7. La Paloma (Freddy/Polydor).</li> <li>8. Quand On S'Embrasse (Johnny Hallyday/Philips).</li> <li>9. Pepito Los Machucambos/Decca (Francis Day/Brussels).</li> <li>10. Parasol (The Cousins/Palette) (World Music/Brussels).</li> </ol> |
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### BENELUX: (Continued)

The latest EP by Les Compagnons De La Chanson, includes "four hits to come": "La Marche Des Anges," "Marin," "Navarone" and "La Marmite" (Columbia).

Emile Garin of S.A. Gramophone told Cash Box that "Walking Back To Happiness" by Helen Shapiro (Columbia), "Last Night" by The Karmeyns (Pathé) and "Cappuccina" by Nat 'King' Cole (Capitol) are best sellers.



## JAPAN

Observing "Records' Day" Nov. 3, three major attractions were formulated for an annual "Records' Festival." The first, most colorful event was sponsored by NHK (Radio Cooperation of Japan—nation's one and only non-commercial station). NHK telecast the first half of the show for an hour and 25 minutes (live) and also broadcast the last half for 55 minutes (recorded) thru its national network. The show featured the following 24 best-selling singers from six local diskeries. They are: Hiroshi Moriya, Hiroshi Inoue, Komadori Shimai, Keiji Kitahara (Columbia), Hachiro Kasuga, Ichiro Wakahara, Cie Ishii, Masa-aki Hirao, (King), Sachiko Nishida, Joji Takagi, Michio Oikawa, Kimihiko Takeda (Polydor), Haruo Minami, Midori Tashiro, Sumiko Sakamoto, I George (Teichiku), Takeo Fujishima, Q Sakamoto & Paradise King with Danny Iida, Kayoko Moriyama, Keiko Matsuyama (Toshiba), Frank Nagai, Mitsuo Sagawa, Mari Watanabe, Yukio Hashi (Victor). Another show, featuring 12 youngsters, will be presented at Nagoya, central Japan, Nov. 20. This will be televised by the NHK network. These shows are free of charge, Japan Phonograph Records Association (JPRA), the sponsor, announced. Aside from the show, JPRA also featured joint record concerts by its affiliated members in 13 cities. The concert began October 30 and will last until November 14th.

The newest publisher, Yamaha Music Co., Ltd., was established recently, the firm will export many Japanese tunes into other countries along with publishing international songs transcribed from original publishers. By the way, the firm opened its public relations center in New York City, 101 West 55th Street, New York 19, New York.

Hideo Koh, chanson singer, left Japan for Paris. He'll be looking for "new tunes" in Germany, Switzerland, Spain, Italy as well as France by the end of the year.

Tokyo Philharmonic Orchestra will play 5 times with Arthur Fiedler conducting next month. Selections to be played range from Schubert's "Unfinished Symphony," "Emperor Waltz" to "La Cumparsita." Scheduled dates are November 8, 13 (Tokyo), 14 (Nagoya), 15 (Osaka), 20 (Tokyo). Victor's November releases included two 12" LP's featuring the "Hungarian Dance #6," "Blue Danube" & many others with Fiedler directing the Boston Pops Orch.

I George, Japanese singer who sings international tunes, is due to release his brand-new compact 33 thru Teichiku Records in the beginning of 1962. Tunes are local folksongs of the northern part of Japan, "Sado Okesa" and old pops, "Senyuh."

Toshiba Electric Co., Ltd. will have Iwanami Film Production shoot a film with three reels in color for its public relations use. This advertising film will introduce every sister firm of Toshiba industry group, including Toshiba Records and others. Tokyo Symphony Orchestra will play music in the film.

Michiya Mihashi, vet voice in our local songs' field, was selected by King Records to make a pack of two stereo 12" LP's, "Mihashi Michiya Kayoshi (Michiya Mihashi & His Songs In Mem'ry)." This album package contains his favorite tunes totaling 32, all of which have been hits.

The sub-title for this album "from On'na Sento-Uta to Shiro-yama" indicates his first smash and his latest tune. King is planning to distribute it as a limited release only for those folks who order it before its release in Dec.

Victor's Mitsuo Sagawa and Mari Watanabe are now in Hawaii. They were expected to return here November 1st.

Composer Toshiyo Kamata pacted exclusively with Toshiba Records. Kamata was formerly writing his tunes for King Records.

Teichiku's initial release of its classical catalogs will come in the end of this year as a Jan. issue. The recording session was held recently at Kyoritsu Auditorium, downtown Tokyo, for this release with the presence of the Tokyo Symphony Orchestra under the direction of Masashi Ueda. Selections recorded in stereo are Schubert's "Unfinished Symphony" and Beethoven's Eroika Symphony."

Toshiba suspended its special sales of discarded records which was under consideration. In turn, these records, now out of press, will be sold only for employees of the company. Also returned ones from records stores are to be put on sale among the limited circle. The firm was first planning to sell these disks to any customers at special prices almost half the regular cost.

## Japan's Best Sellers

### INTERNATIONAL

1. Sucu Sucu/Ping Ping, Kapp; Danny Iida & Paradise King, Toshiba; Hiroko Takegoshi, Victor; The Peanuts, King; Smiley Ohara, King
2. Little Devil/Neil Sedaka, Victor; Takashi Fujiki, Teichiku; Chako Saito, Toshiba
3. Broken Promises/Henry De Paris, Colpix; Terumi Nagashima, King; Yozo Higashiyama, Victor; Hiroshi Mizuhara, Toshiba; Akira Kobayashi, Columbia; Yujiro Ishihara, Teichiku; Eiji Kitamura & his Quintet, King
4. Walkin' In The Moonlight/Q Sakamoto, Toshiba
5. Pocket Transistor/Kayoko Moriyama, Toshiba; Alma Cogan, Kapp
6. Tara's Theme From Gone With The Wind/Sam The Taylor, Columbia
7. Runaway/Del Shannon, London
8. The Guns Of Navarone/The Hollyridge Strings, Capitol
9. Dance On Little Girl/Paul Anka, ABC-Paramount
10. Surrender (Sorrento)/Elvis Presley, Victor; June Valli, Mercury; Pee Wee Hunt & his Orch., Capitol

### LOCAL

1. Suttobi Jingi/Yukio Hashi, Victor
2. Yama-no Rosalia/Three Graces, Columbia; Midori Satsuki, Columbia; Setsuo Ohashi & Honey Islanders, Columbia; Hiroshi Inoue, Columbia
3. Hokkiko/Bonny Jacks, King; Mahina Stars with Hiroshi Wada, Victor
4. Q-chan Ondo/Q Sakamoto, Toshiba
5. Kitagami Yakyoku/Dark Ducks, King; Mahina Stars with Hiroshi Wada, Victor; Joji Takagi, Polydor; Tsuzuko Sugawara, Teichiku; Trio Los Paraguayos, Fontana
6. Kutsukake Tokijiro/Yukio Hashi, Victor
7. Koi-no San-do Gasa/Keiko Matsuyama, Toshiba
8. Futari-de Suce Suce/Miki Nakasone, King
9. Kimi-Koishi/Frank Nagai, Victor
10. Sudara Bushi/Hiroshi Ueki, Toshiba





## BRAZIL

Brazilian labels are releasing their first Christmas albums. The first one to do it was Chantecler, with guitar player Poly. RCA followed with two albums, one of them with the Brazilian vocal group Os Titulares Do Ritmo titled "Feliz Natal" (Merry Christmas), the other with The Three Suns. MGM released a double-compact with Connie Francis named "Natal" (Christmas), including "White Christmas" and "Silent Night."

Os Romanticos de Cuba, despite the name, is an orchestra in which only Brazilian musicians take part. Musidisc already released more than half a dozen albums with this Orchestra with great success. Specializing in Latin American music, Os Romanticos de Cuba waxed an LP with twenty-four tangos, which was called "Tangos Boemios." Musidisc expects a new sale success.

After being a great hit in almost the entire world, Del Shannon's "Runaway" is now making its first appearances in our "Best Sellers" chart. And our record companies are waxing Brazilian versions of that song. RCA issued a few weeks ago a version with Elza Ribeiro and just a few days ago, another with Carlos Gonzaga. But the best seller is the original version with Del Shannon.

Philips, which presses Decca records in Brazil, is very satisfied with the experiences with two previous releases, "Metais Em Brasa" number one and two, released two more albums with Henry Jerome and his Orchestra: "Metais Em Brasa No. 3" and "Os Fabulosos Metais Em Brasa". Henry Jerome is now Ray Conniff's greatest sales rival around here. As you can see on the charts, the first six best-selling LP's in Sao Paulo are from those two orchestras.

Morgana, one of the best romantic Brazilian singers (exclusive of Copacabana), is going to press a Brazilian version of the big success "Tender Passion," a wonderful rock-ballad recorded in Belgium by the Albimoor Orchestra.

RGE Records issued a very good collection of compacts and 78 R.P.M. releases including:

### COMPACTS:

Roy Roger's theme and "Trenzinho Do Meu Brazil" (Little Train Of My Brazil) with Omar Izar (Harmonic) and voices.

"Berlin Melody" and "Come September," with Billy Vaughn and his orchestra. "The Green Leaves Of Summer" and "The Alamo's" theme with Harry Simeone chorus.

"Volta Meu Bem e Salto Na Eternidade" (Come Back My Darling and "Jump To Eternity" with the Brazilian singer Helena De Lima.

"Part Of A Fool" and "Poor Little Rich Boy" with Robin Luke.

"Chao De Estrelas e Raizes" with Maysa.

"Yellow Bird," "Runaway," "On The Alamo" and "Melodie D'Amour" (a double compact) with the Lawrence Welk Orchestra.

### 78 R.P.M.:

"Pedro Das Flores" with Helena De Lima and "Miltinho" and "Pierrot" with Helena De Lima.

"Tema De Boneco De Palha" and "Menino Desce Dai," with Paulinho Nogueira and his guitar.

"Devuelveme El Corazon" and "Si Tu Volvieras," with Julio Jaramillo.

"Quem Eu Quero Nao Me Quer" and "Mal De Amor" with Raul Sampaio.

"Sucessor De Bohemio" and "Nosso Lar," with Ventura Ramirez.

Phillip Boutet, editor of Barclay of France, made a recent visit to Brazil. Boutet came to Brazil looking for the next Carnival repertoire because the French people like our contagious rhythm very much. One example is "Brigitte Bardot," carnival march pressed by Jorge Veiga, still a big hit in France and all Europe. In this time of the year, more than 200 carnival songs were written.

## Brazil's Best Sellers

### SAO PAULO

- \*Tu Sabes—Martha Mendonça — (Chantecler)
- \*Orgulho—Carlos Galhardo — (RCA)
- Moliendo Cafe—Poly—(Chantecler) (Ricordi)
- Egoismo—Bienvenido Granda—(RGE)
- \*Tenho Cieme De Tudo—Orlando Dias—(Odeon)
- Nao Sei Explicar—Morgana—(Copacabana) (Vitale)
- Bat Masterson—Carlos Gonzaga —(RCA) (Fermata)
- As Folhas Verdes Do Verao—(The Green Leaves Of Summer) —Wilma Bentivegna—(Odeon) (Todamerica)
- Runaway—Del Shannon—(London) (Fermata)
- Escondido—(A Escondidas) — Francisco Egydio—(Odeon)

### RIO DE JANEIRO

- Faz-Mir Rir—(Mida Risa)—Edith Veiga — (Chantecler) (Vitale)
  - \*Tenho Cieme De Tudo—Orlando Dias—(Odeon)
  - Runaway—Del Shannon—(London)—(Fermata)
  - Bat Masterson—Carlos Gonzaga (RCA) (Fermata)
  - Beyond The Blue Horizon—Billy Butterfield & Ray Conniff (Columbia)
  - \*Maria Chiquinha—Sonia Mamede & Evaldo Gouveia—(RGE)
  - Serenata—Angela Maria—(Continental)
  - As Folhas Verdes Do Verao—(The Green Leaves Of Summer) —Wilma Bentivegna—(Odeon) (Todamerica)
  - Louco Por Voce—Roberto Carlos —(Columbia)
  - Moliendo Cafe—Poly—(Chantecler) (Ricordi)
- \*Brazilian Music

## Sao Paulo's Top Ten LP's

- 'S Love—Ray Conniff—(Columbia)
- 'S Different—Ray Conniff—(Columbia)
- Metais Em Brasa No. 2—Henry Jerome—(Decca)
- Metais Em Brasa No. 3—Henry Jerome—(Decca)
- Metais Em Brasa No. 1—Henry Jerome—(Decca)
- 'S Music—Ray Conniff—(Columbia)
- \*Miltinho E Samba—Miltinho—(RGE)
- \*Noite De Saudade—Nelson Gonçalves—(RCA)
- Os Romanticos De Cuba No Cinema—Romanticos de Cuba—(Musidisc)
- Billy Vaughn No Cinema—Billy Vaughn—(Dot-RGE)



## FRANCE

This has been a month full of activity and important events for the French world of records and song. First there was the big triumph for Johnny Hallyday at the Olympia Music Hall. Everyone feared for the worst before the show began—and only the best came out of it. Then Sacha Distel got back in contact with the Parisian public at the ABC. Dario Marino opened the season at The European which has also become a Music Hall. Jacque Brel's Olympia stint then confirmed him as the leading French singer today, along with Aznavour. Among the new songs he presents each evening, one seems on its way to becoming a hit—it's "Les Bourgeois." Curiously enough, the song has never been recorded and no one knows when it will be, or how or by whom for it is not even edited yet. Every editor thinks he might get to be the chosen one. Meanwhile, Brel's contract with Philips is reaching the expiration date.

Marcel Amont is at present in Italy where he is the star of a TV series.

Speaking of Italy, we might mention that Joe Sentieri, a Ricordi recording artist, will be heard and seen on Andre Salvat's TV song show, "Toute La Chanson," November 6. Pats on the back for someone when it comes to such Italian-French exchange deals.

Ran into the U.S. orchestra leader Doug Fox at Eddie Barclay's house. And speaking of Barclay, that was a very successful cocktail party that Eddie and Nicole gave recently in honor of Ray Charles. All Paris was there, as the expression goes, but in any case, the world of records, radio, journalism, etc. were out in full force, including Lucien Morisse, the well-known Europe No. 1 disk commentator.

Scheduled to open at the A.B.C. on November 14 are that rockin' group, Les Chaussettes Noires (Barclay), singer Orlando (Bel-Air) etc.

Dalida will face the public again at the new Olympia show opening November 6. She will feature several new songs but most of all her run there will provide an opportunity to find out whether there's still room in Paris for other kinds of music than the rock and the virile and biting songs of Jacques Brel.

Which reminds us—among the "cases" in the song world today is that of Joel Holmes (Ducret Thomson). Joel is certainly among the most talented of the younger composer-singers and his original works, clever, gay or sad, are always marked by a certain something which sets them off from all others. And this also explains why the record crowd is waiting for that song which will create that famous break for Joel and place him where he certainly should be—among the first.

A few words about the dance that's all the rage—The Twist. Every record-maker must have at least one, even if the original by Chubby Checker is not yet available as a single. Among the latest is an excellent "Twist-Twist" by the Chakachas.

There's a new Harry Belafonte "Calypso" album out on RCA and—what is even more a rare event—a new Elvis Presley which is the original sound track of "Blue Hawaii". Among the RCA—Italian production here, an excellent issue "Le Grain De Sable" by Nico Fidenco. RCA's latest jazz issues include three 10-inch albums by Duke Ellington, Sydney Bechet and King Oliver while the Perez Prado "Dansons Le Chunga" is the latest dance contribution on the label.

From Philips-Fontana it was learned that U.S. pianist Rudolf Perking will give a piano recital on November 5 at the Champs Elysees Theatre. "Guitar Tango" which Tutti publishers handle here is still the object of good work on the part of the firm. RCA's Armand Miggiani is the latest to wax the tune, along with "Rien" and "Terre Promise". Pierre Sellin has also recorded the latter.

Richard Anthony now has on the market his version of "Take Good Care Of My Baby" which Pierre Dalanoe has adapted in French under the title "Veille Bien Sur Mon Amour". Richard includes on this disk "Boum Badaboum" which is the very free translation of "Who Put The Bomp."

Annie Cordy will be responsible for the first vocal version of a "Sunset". The new set-up at Pathe-Marconi is gradually getting into motion. F. Valousiere reports that there are tremendous sales on disks by "Les Chats Sauvages" and "Les Shadows" and also talked to us about Helen Shapiro, the latest EMI discovery who shows promise of a brilliant singing career in France.

Ray Anthony gives with "Moliendo Cafe," a Charlie Barnett "Jazz Oasis" and a new Nat King Cole plus a Judy Garland. Rare is the news from SEMI Editions, but here's some anyway—"Les Cousins" (Palette-Bel-Air) have recorded "Dang Dang" and both "Oublie Larry" and "Le Jet" sung by Les Pirates (Bel-Air) continue to sell like mad. The film music of "Le Gout De La Violence" which seems slated to do big business will be published by Salvat Editions to whom Ricordi has ceded world rights except for France and Italy.

Odeon has had Jean-Marc Tennberg cut an album of poems by Jacques Prevert. Name of the album—"Tender and Raw" (!) for the new issue will include some of Prevert's most daring, and uncensored works.

Serge Beucler Odeon's sales manager says Hank Ballard's original version of the Twist is chalking up more and more sales.

## France's Best Sellers

- Il Faut Savoir—Charles Aznavour French Music
- Daniela—Chaussettes Noires French Music
- Viens Danser Le Twist (Let's Twist Again)—Gosse—J. Halliday—Jackie Seven—R. Anthony—Editions Salvat
- Romeo—Petula Clark (Vogue) Ed. R. Breton
- Guitar Tango—Los Alcarson (Philips) Ed Tutti

## Rio De Janeiro's Top Ten LP's

- 'S Love—Ray Conniff—(Columbia)
  - 'S Different—Ray Conniff—(Columbia)
  - \*Miltinho E Samba—Miltinho—(RGE)
  - Os Romanticos De Cuba No Cinema—Romanticos de Cuba—(Musidisc)
  - \*O Tango Na Voz De Nelson Gonçalves—Nelson Gonçalves—(RCA)
  - \*Ed Lincoln, Seu Piano E Seu Orgao Espetacular—Ed Lincoln —(Musidisc)
  - Meu Ultimo Tango—Sarita Montiel—(Hispa-Vox—Fermata)
  - \*Barquinho—Maysa—(Columbia)
  - Metais Em Brasa No. 2—Henry Jerome—(Decca)
  - \*A Meiga Elizette—Elizette Cardose—(Copacabana)
- \* Brazilian Music



**DENMARK**

There are two songs on the Danish Best Sellers at the moment which have reached the top 10 with the speed of a rocket. "Marianna" sung by Ping Ping and "I'm Gonna Knock On Your Door" with Eddie Hodges became top sellers over night due to radio and TV promotion. Both songs are published in Scandinavia by publishers in Stockholm, "Marianna" by Sweden Music and "I'm Gonna Knock . . ." by Belinda.

Metronome expects a lot from its local recordings of "Jesse James" with Peter Abrams and "Ivan Ivanovitch" with Grethe Ingmann. Two more records from the Metronome catalog will be released by Atco in the U.S., they are "Violetta"/"Pine Tops Boogie" with Jörgen Ingmann and "Omkring Et Flygel" (Around A Piano) from the TV program with same title with Danish Metronome head Bent Fabricius-Bjerre. This record is backed with "Poeten" (The Poet) from a Danish film.

**FINLAND**

Swedish songstress Siv Malmquist opened in version of "Irma La Douce" at the Swedish Theatre in Turku. According to the critics, the Metronome artist made a tremendous success, and the theatre has already decided that the originally planned 15 performances will be at least 20 or probably 30, before the play closes.

Oscar Ruuskanen, A & R man of Fazer's, to Stockholm for Swedish recordings with singer Johnny Forsell for Decca.

**NORWAY**

A/S Nor-Disc expects a lot from the recently released German language recording "Schade Schade Schade"/"Nepomuk" with Swedish songstress Siv Malmquist in Metronome.

Key Brothers are a new disk group in Norway, and their debut record is "Marianna" and the German song "Weisses Land," were discovered at Chat Noir's and Verdens Gang's Saturday night show "Ti På Topp" (Ten At The Top) recently.

Newcomer on the Norwegian Best Sellers is Elvis Presley's "Little Sister" on RCA.

**SWEDISH**

An agreement between Radio Nord and Swedish IFPI (International Federation of Phonograph Industries) has finally settled the problems between certain record companies and the so-called pirate radio station. According to Swedish law, record companies are entitled to certain payment when their records are played by radio and TV stations. Jack S. Kotschack, head of Radio Nord, has agreed to pay for this, but since Radio Nord is a commercial station, Kotschack wanted the record companies to use their money for advertising programs over the station. Some record companies have agreed to do so, other companies have refused to have anything to do with an illegal station. The latter have asked for payment in cash, something that Radio Nord has refused. This on the other hand has led to a boycott of records from labels as RCA, Warner Bros., Decca, London, Telefunken, etc. The agreement, signed Oct. 27 means that Radio Nord again will play Presley and other popular artists who have not been heard over the station during the last two months.

Ake Gerhard-Larsson, head of Europa-Produktion, reports great success with the Russian song "Iwan Iwanowitsch," a song he heard in Finland and later purchased for Scandinavia from a German publisher. There are three recordings at the market so far, Hasse Burman on Columbia, Anna-Lena Löfgren on Metronome and Lille Gerhard on Karusell. The latter is a parody with rock 'n roll beat telling the story of singing comrade Iwan who won a song competition when he sang "The Volga Song," and how he becomes the big idol from Crimea to White Sea, with his first records rushing to the top on "Pravda's Twenty Top," etc. The lyric (by Maj Akerlund) is very good.

A Swedish instrumental group, The Climbers, has done an EP for Odeon. The titles are "Song From Israel" (Hava Nagila), "The Cossack Patrol," "Wig-Wam" and "Lissabon" and the EMI label has probably got a top seller with this record.

When TV was new here, the film companies cried that TV killed the cinemas and people had no time to see films. Now, with records played 24 hours a day by various radio stations, the record companies seems to have the same problems. There is so many records played on the air that people never get time to play their own records, actually they don't buy any, this is the general feeling. However, one thing is for sure, this autumn season has been the poorest in years for the record trade in Sweden.

Metronome produced and presented its own 15 minutes program over the so-called illegal radio station Radio Nord Oct. 27. The program was well received, and Metronome will do a weekly program from now on.

Radio Nord last week began a program titled "De 10" (The 10), a program in which only in Sweden produced recordings will be presented. The idea with this program is to do something to promote the local Swedish record production, according to Jack S. Kotschack, head of Radio Nord. The program will appear every Sunday for 45 minutes.

**Denmark's Best Sellers**

1. Romeo (Petula Clark/Pye) Wilhelm Hansen Musikforlag
2. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) Belinda (Scandinavia) AB
3. Hello Mary Lou (Ricky Nelson/California) Bens Music AB
4. Her I Lejren (Buster Larsen/Polyphon)
5. A Girl Like You (Cliff Richard/Columbia) Wilhelm Hansen Musikforlag
6. Marianna (Ping Ping/Sonet) Sweden Music
7. Jeg Vil Vente Ved Telefonen (He'll Have To Go) (Gustav Winckler/Tono) Morks Musikforlag
8. I've Told Every Little Star (Gitte/HMV) Multitone
9. Tonight My Love Tonight (Paul Anka/ABC-Paramount) Bens Music AB
10. How Wonderful To Know (The Clifters/Philips) Wilhelm Hansen Musikforlag

Concerning our current controversial subject on Canadian records, Jack Stephens of CKSL in London, Ontario, offers his views. Stephens points out that most of the Canadian companies have a majority of American masters over local product. These American masters are exploited by the U.S. firms to such a degree that if a record becomes a hit, the promotion is usually channeled into Canada and it becomes a hit in Canada without promotion required by the Canadian companies, Stephens feels. Stephens points out that there are the odd exceptions. He mentions that the large Canadian firms simply mail out their releases to radio stations with a newsletter giving their views of the records they are sending out. He states that this is sufficient since the disks are already on their way up the charts in the U.S. Since 80% of the Canadian population lives within 100 miles of the U.S. border many radio and television shows from the U.S. such as American Bandstand, Ed Sullivan, D.J. radio shows, etc. are made available to Canadians. Stephens mentions that the Canadian record companies could not possibly do a good job on their local product by merely mailing out these disks in the same manner they promote their American disks. He offers these suggestions to the Canadian companies, "What's wrong in having their artists take a tour to radio stations and promoting themselves on the air? Why not have the artists who are plugging a record make appearances at record hops? Why not make individual promo tapes for different deejays? This is done every day in the states. Every time that tape is being used, which will be often, that specific artist is being promoted. If Canadian companies were to apply these suggestions I think it would do a lot more good than just mailing the disk. It all goes back to the old theory that if something or someone is heard enough, it or he will sell. Let's stop fighting each other and start working together. All of us will be better off in the long run."

Bill Fisher of Phonodisc currently working with these items, "Why Not Now," by Matt Munro on Warwick, "Never, Never" b/w "People From Another World" by The Jive Five, "The Peppermint Twist" by Danny Peppermint on Carlton, and "What A Walk" by Bobby Lewis on Delta.

Quality Records released the first disk by Montrealer Dean Morgan on 20th Century Fox. Dean, who began his career with London Records, recently recorded "Ouch! You're Breaking My Heart" for 20th. The tune was written and arranged by Barry "Who Put The Bomp" Mann.

Quality also released a Canadian produced recording entitled, "Let Love Walk Right In" b/w "Two Faced Woman" by Kelly Jay and the Jamies. With exposure this record could become a big hit. There should be no difficulty in securing an American release.

Denis Lapointe, Capitol Records sales manager for Quebec, has been promoted to national sales manager. He and his family will be moving to Toronto.

Harold Pounds of Sparton Records just released, "Talk To Me" by Lloyd Price on Sparton and "My Faith" by Wynona Carr on Reprise.

**Canada's Best Sellers**

**ENGLISH**

1. Big Bad John—Jimmy Dean—Columbia
2. Runaround Sue—Dion—Reo
3. This Time—Troy Shondell—Liberty
4. Hit The Road Jack—Ray Charles—Sparton
5. Sad Movies—Sue Thompson—Reo
6. Bristol Stomp—The Dovells—Parkway
7. Fool #1—Brenda Lee—Decca
8. The Fly—Chubby Checker—Parkway
9. Crying b/w Candy Man—Roy Orbison—Monument
10. You're The Reason—Bobby Edwards—Barry

**FRENCH**

1. Meo Penche—Les Jerolas—RCA Victor
2. Marin—Pierrette Roy—Rusticanna—Les Compagnons de la Chanson—Pathe
3. Je Ne Sais Pas—Michel Louvain—Apex
4. Qu'il Est Doux—Tino Rossi—Pathe—Dante—Cavalier—Roger Miron—RCA Victor
5. Colombe—Fernand Gignac—Trans Canada
6. Pepito—Los Muchucambos—London
7. Dans Le Cœur De Ma Blonde—Marcel Martel—Apex
8. Non, Je Ne Regrette Rien—Edith Piaf—Pathe
9. Brigitte Bardot—Antonio Del Playa—London
10. Adieu Mon Jean—Ginette Sage—Apex

**Norway's Best Sellers**

1. Michael (The Highwaymen/United Artists) Multitone
2. Hello Mary Lou (Ricky Nelson/California) Bens Music AB
3. Violetta (Ray Adams/Manu) Stockholms Musikproduktion
4. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) Belinda (Scandinavia) AB
5. Down By The Riverside (The Blue Diamonds/Fontana)
6. Walking Back To Happiness (Helen Shapiro/Columbia) Norsk Musikforlag
7. Kon-Tiki (The Shadows/Columbia) Sweden Music
8. Johnny Remember Me (John Leyton/Top Rank) Southern Music
9. You Don't Know (Helen Shapiro/Columbia) Norsk Musikforlag
10. Little Sister (Elvis Presley/RCA) Belinda (Scandinavia) AB

**Sweden's Best Sellers**

1. Violetta (Ray Adams/Fontana) Stockholms Musikproduktion
2. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) Belinda (Scandinavia) AB
3. Hello Mary Lou (Ricky Nelson/California) Bens Music AB
4. I've Told Every Little Star (Gitte/HMV) Multitone
5. Putti Putti (Jay Epae/Mercury) Edition Odeon
6. Den Siste Mohikanen (Da Sprach' Der Alte Häuptling) (Lille Gerhard/Karusell) Multitone
7. Soria Moria (Ray Adams/Fontana) Sweden Music
8. Bortom Bergen (Loch Lomond) (Siv Malmquist/Metronome) Multitone
9. Little Sister (Elvis Presley/RCA) Belinda (Scandinavia) AB
10. Du Har Sara Lekt Med Mej (Foolin' Around) (Siv Malmquist/Metronome) Gehrman's

\*Local copyright.





# COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS

**DICK TAYLOR**  
CHED  
Edmonton, Can.

1. Under The Influence Of Love (B. Owens)
2. Walking The Streets (W. Pierce)
3. Big Bad John (J. Dean)
4. You're The Reason (H. Locklin)
5. The Restless One (H. Snow)
6. Tender Years (G. Jones)
7. Funny How Time Slips Away (B. Walker)
8. Here We Are Again (R. Price)
9. Cozy Inn (L. McAuliff)
10. Crazy (P. Cline)

**MORISS TAYLOR**  
KPAY  
Chico, California

1. Big Bad John (J. Dean)
2. Walk On By (L. Van Dyke)
3. You're The Reason (B. Edwards)
4. Tender Years (G. Jones)
5. How Do You Talk To A Baby (W. Pierce)
6. Why I'm Walking (W. Smith & S. Collie)
7. Under The Influence Of Love (B. Owens)
8. What A Laugh (F. Hart)
9. The Comancheros (C. King)
10. When Love Forgets To Die (R. Sanders)

**BOB NORRIS**  
KASH  
Eugene, Ore.

1. Big Bad John (J. Dean)
2. Walking The Streets (W. Pierce)
3. Under The Influence Of Love (B. Owens)
4. Walk On By (L. Van Dyke)
5. Call Of The Wild (W. Smith)
6. Backtrack (F. Young)
7. Tender Years (G. Jones)
8. Soft Rain (R. Price)
9. It's Your World (M. Robbins)
10. We're Proud To Call Him Son (H. Howard)

**JIM OWEN**  
WROA  
Gulfport, Miss.

1. Walk On By (L. Van Dyke)
2. No Room Left For Me (E. Ashworth)
3. How Do You Talk To A Baby (W. Pierce)
4. Soft Rain (R. Price)
5. My Ears Should Burn (C. Gray)
6. Who Can I Count On (P. Cline)
7. Bad, Bad Dream (B. Owen)
8. Hello Fool (R. Emery)
9. Finally (J. Newman)
10. Restful One (H. Snow)

**DAVID CHILLY**  
WLSM  
Louisville, Miss.

1. Big Bad John (J. Dean)
2. Happy Birthday To Me (H. Locklin)
3. Walk On By (L. Van Dyke)
4. Tender Years (G. Jones)
5. It's Your World (Marty Robbins)
6. Love Divided By Three (C. Sauceman)
7. Under The Influence Of Love (B. Owens)
8. Day Into Night (K. Wells)
9. Please Be My Love (C. Sauceman)
10. I Fall To Pieces (P. Cline)

**CHUCK BROWN**  
WJWS  
South Hill, Va.

1. To You And Yours (G. Hamilton IV)
2. Back Track (F. Young)
3. Tennessee Flat-Top Box (J. Cash)
4. Through That Door (E. Tubb)
5. Big, Big Love (W. Stewart)
6. Big Bad John (J. Dean)
7. Sweethearts Again (B. Gallion)
8. Crazy (P. Cline)
9. Here We Are Again (R. Price)
10. I've Got Some (R. Drusky)

**JERRY SAWYER**  
KHAT  
Phoenix, Ariz.

1. Big Bad John (J. Dean)
2. Walk On By (L. Van Dyke)
3. It's Your World (M. Robbins)
4. Here We Are Again (R. Price)
5. Sad Movies (S. Thompson)
6. Tender Years (G. Jones)
7. It Hurt Me More The Second Time Around (Louvin Bros.)
8. Under The Influence Of Love (B. Owens)
9. To You And Yours (G. Hamilton IV)
10. How Do You Talk To A Baby (W. Pierce)

**EDDIE MATHERLEY**  
WKCV  
Warrenton, Va.

1. Big Bad John (J. Dean)
2. Crazy (P. Cline)
3. To You And Yours (G. Hamilton IV)
4. Walk On By (L. Van Dyke)
5. You're The Reason (B. Edwards)
6. Under The Influence Of Love (B. Owens)
7. The Old Spinning Wheel (S. Whitman)
8. Losing Your Love (J. Reeves)
9. Tender Years (G. Jones)
10. Po' Folks (B. Anderson)

**CHARLIE GRANT**  
WLIL  
Lenoir City, Tenn.

1. Only The Hangman (B. Sykes)
2. Through That Door (E. Tubb)
3. Big Bad John (J. Dean)
4. The Outsider (B. Phillips)
5. Tell Her Bye (B. Guitar)
6. What I Feel In My Heart (J. Reeves)
7. Talk To A Baby (W. Pierce)
8. Be Quiet Mind (D. Reeves)
9. I Wanted Heaven (C. Beavers)
10. Day Into Night (K. Wells)



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## CASH BOX BULLSEYE



"THE SAME OLD TROUBLE" (1:59) [Acuff-Rose BMI—B.&F. Bryant]  
"LONESOME NUMBER ONE" (2:18) [Acuff-Rose BMI—Gibson]  
DON GIBSON (RCA Victor 7959)

Looks like an easy two-in-a-row for Gibson as he follows his "Sea Of Heartbreak" smash with another outstanding essay of romantic difficulty. Aboard a deliciously fascinating combo beat-chorus chant backdrop on "The Same Old Trouble" he swings an appealing lament. "Lonesome Number One" also features particularly attractive musical accompaniment, as well as the superb Gibson vocalizing. Both have country chart strength, with "Trouble" pegged for some pop exposure.

"LET'S END IT BEFORE IT BEGINS" (2:10)  
[Lowery BMI—Raniwater, Isle]

"TALK TO ME OLD LONESOME HEART" (2:35)  
[Glad BMI—O'Gwynn]

CLAUDE GRAY (Mercury 71898)

Claude Gray's followup chart entry could be the "Let's End It Before It Begins" side, a flavorful, heavy beat ballad lament on a familiar country subject. Pop-angled musical backdrop might mean added pop coin here. Coupler, "Talk To Me Old Lonesome Heart" is very much in the same vein.

"WORLD'S WORST LOSER" (2:30) [Big Bopper BMI—Inman]

"I CHANGED MY MIND" (2:16)  
[Glad, Copar BMI—Barnes, McPherson]

BENNY BARNES (Mercury 71896)

Scorability is almost assured for Benny Barnes' heartfelt etching of the weeping words on "World's Worst Loser." One of the singer's best sides. Rates quick attention. Sprightly affair, "I Changed My Mind," is a charming bit of romantic confusion. Could offer competition.

"THE MIGHTY BATTLE CRY" (2:22) [Acuff-Rose BMI—Cooper]

"HEARTACHES DON'T LIE" (2:18) [Acuff-Rose BMI—Foree, Foree]  
WILMA LEE & STONEY COOPER (Hickory 1157)

The Coopers whip up a frenzy here on "The Mighty Battle Cry," a saga of patriotism during the Civil War and should find the tune their next big chart item. A rousing, thrilling vocal affair. On "Heartaches Don't Lie," Wilma Lee solos in a tradition-styled medium paced weeper. Also very listenable.

MARGIE BOWES (Mercury 71897)

(B+) "LONELY PILLOW" (2:33)  
[Sure-Fire BMI—Leonard]

Margie Bowes' first for Mercury is a very slow, r&r-beat weeper that the thrush etches with tear-filled throatiness, especially the mid-deck recitation. Eyes both country and pop airplay.

(B+) "ALWAYS REMEMBER"

(2:16) [Tree BMI—Singleton,  
Singleton, Kennedy] Happy, hand-

clapping music support and a fetching multi-track romantic warning gives this end a strong outlook.

BILL DUDLEY (Nashville 5036)

(B+) "TOP TEN IN HEAVEN"

(2:46) [Starday BMI—Dud-

ley, Brasher] Here's another "Hill-billy Heaven" type dedication that Dudley reads with appropriate sincerity. Country music greats are mentioned and a special plug for disk jockeys is a feature that could assure the deck tremendous exposure. Could happen.

(B) "THAT'S WHAT HAP-

PENED TO ME YESTER-

DAY" (2:14) [Backwood BMI—Dud-

ley, King] Here Dudley's concerned with a more conventional c&w weeper. Side sports a spirited real country feeling. Fiddles sound good.

VIRGINIA SPURLOCK (Epic 9477)

(B+) "I'LL TAKE THE BLAME"

(2:35) [Marty's Music BMI—

Spurlock] Epic's initial entry into the c&w field is new thrush Virginia Spurlock's warm warbling of an appealing blue flame ballad. Interesting deck; could mean added diversity for the label.

(B) "A QUEEN FOR A DAY"

(2:33) [Marty's Music BMI—

Babcock] Here the fiddles join in for another turn at a familiar ballad affair. Lark has the goods to deliver.

THE OSBORNE BROTHERS

(MGM 13045)

(B) "EACH SEASON CHANGES

YOU" (2:15) [Acuff-Rose

BMI—Goree, Talley] Boys, after an

absence of some time from disk scene,

turn in a delightful performance here

of a mountain romancer. Stylish deck

that'll be appreciated in some c&w

markets.

(B) "THE BLACK SHEEP RE-

TURNED TO THE FOLD"

(2:13) [Milene ASCAP—Rose]  
Here's an old Fred Rose inspirational  
that the Osbornes essay sturdily. Good  
sound both ends.

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# COUNTRY TOP 50



# COUNTRY ROUND UP

		Pos. Last Week		Pos. Last Week
<b>1</b>	<b>BIG BAD JOHN</b> <i>Jimmy Dean (Columbia 42175)</i>	3	<b>26</b>	<b>PO' FOLKS</b> <i>Bill Anderson (Decca 31262)</i>
<b>2</b>	<b>WALK ON BY</b> <i>Leroy Van Dyke (Mercury 71834)</i>	1	<b>27</b>	<b>HANGOVER TAVERN</b> <i>Hank Thompson (Capitol 4605)</i>
<b>3</b>	<b>TENDER YEARS</b> <i>George Jones (Mercury 71804)</i>	2	<b>28</b>	<b>MY EARS SHOULD BURN</b> <i>Claude Gray (Mercury 71826)</i>
<b>4</b>	<b>WALKING THE STREETS</b> <i>Webb Pierce (Decca 31298)</i>	4	<b>29</b>	<b>HELLO FOOL</b> <i>Ralph Emery (Liberty 55352)</i>
<b>5</b>	<b>UNDER THE INFLUENCE OF LOVE</b> <i>Buck Owens (Capitol 4602)</i>	5	<b>30</b>	<b>GO HOME</b> <i>Lester Flatt &amp; Earl Scruggs (Columbia 42141)</i>
<b>6</b>	<b>SOFT RAIN</b> <i>Ray Price (Columbia 42132)</i>	6	<b>31</b>	<b>BIG, BIG LOVE</b> <i>Wynn Stewart (Challenge 9121)</i>
<b>7</b>	<b>HOW DO YOU TALK TO A BABY</b> <i>Webb Pierce (Decca 31298)</i>	9	<b>32</b>	<b>SWEETHEARTS AGAIN</b> <i>Bob Gallion (Hickory 1154)</i>
<b>8</b>	<b>IT'S YOUR WORLD</b> <i>Marty Robbins (Columbia 42065)</i>	7	<b>33</b>	<b>THE COMANCHEROS</b> <i>Claude King (Columbia 42196)</i>
<b>9</b>	<b>YOU'RE THE REASON</b> <i>Bobby Edwards (Crest 1075) Joe South (Fairlane 21006) Hank Locklin (RCA Victor 7921)</i>	8	<b>34</b>	<b>STAND AT YOUR WINDOW</b> <i>Jim Reeves (RCA Victor 7905)</i>
<b>10</b>	<b>TO YOU AND YOURS</b> <i>George Hamilton IV (RCA Victor 7934)</i>	10	<b>35</b>	<b>I FALL TO PIECES</b> <i>Patsy Cline (Decca 31193)</i>
<b>11</b>	<b>THROUGH THAT DOOR</b> <i>Ernest Tubb (Decca 31300)</i>	13	<b>36</b>	<b>WHAT A LAUGH</b> <i>Freddie Hart (Columbia 42146)</i>
<b>12</b>	<b>BACK TRACK</b> <i>Faron Young (Capitol 4616)</i>	11	<b>37</b>	<b>HILLBILLY HEAVEN</b> <i>Tex Ritter (Capitol 4567)</i>
<b>13</b>	<b>SEA OF HEARTBREAK</b> <i>Don Gibson (RCA Victor 7890)</i>	12	<b>38</b>	<b>IN THE MIDDLE OF A HEARTACHE</b> <i>Wanda Jackson (Capitol 4635)</i>
<b>14</b>	<b>ONE GRAIN OF SAND</b> <i>Eddy Arnold (RCA Victor 7926)</i>	16	<b>39</b>	<b>THE OLD SPINNING WHEEL</b> <i>Slim Whitman (Imperial 5778)</i>
<b>15</b>	<b>CRAZY</b> <i>Patsy Cline (Decca 31317)</i>	23	<b>40</b>	<b>HERE WE ARE AGAIN</b> <i>Ray Price (Columbia 42132)</i>
<b>16</b>	<b>CALL OF THE WILD</b> <i>Warren Smith (Liberty 55336)</i>	15	<b>41</b>	<b>SIGNED, SEALED AND DELIVERED</b> <i>Cowboy Copas (Starday 559)</i>
<b>17</b>	<b>HAPPY BIRTHDAY TO ME</b> <i>Hank Locklin (RCA Victor 7921)</i>	27	<b>42</b>	<b>DIGGY LIGGY LOU</b> <i>Rusty &amp; Doug (Hickory 1151)</i>
<b>18</b>	<b>FUNNY HOW TIME SLIPS AWAY</b> <i>Billy Walker (Columbia 42050)</i>	18	<b>43</b>	<b>DEAR OKIE</b> <i>Johnny &amp; Jonie Mosby (Toppa 1047)</i>
<b>19</b>	<b>I WENT OUT OF MY WAY</b> <i>Roy Drusky (Decca 31297)</i>	14	<b>44</b>	<b>ANYWHERE THERE'S PEOPLE</b> <i>Lawton Williams (Mercury 71867)</i>
<b>20</b>	<b>WHY I'M WALKIN'</b> <i>Shirley Collie &amp; Warren Smith (Liberty 55361)</i>	17	<b>45</b>	<b>LOSING YOUR LOVE</b> <i>Jim Reeves (RCA Victor 7950)</i>
<b>21</b>	<b>DAY INTO NIGHT</b> <i>Kitty Wells (Decca 31313)</i>	33	<b>46</b>	<b>WE'RE PROUD TO CALL HIM SON</b> <i>Harlan Howard (Capitol 4612)</i>
<b>22</b>	<b>THE OUTSIDER</b> <i>Bill Phillips (Columbia 42158)</i>	24	<b>47</b>	<b>AIN'T GONNA DRINK NO MORE</b> <i>Clyde Beavers (Decca 31314)</i>
<b>23</b>	<b>RESTLESS ONE</b> <i>Hank Snow (RCA Victor 7933)</i>	30	<b>48</b>	<b>COZY INN</b> <i>Leon McAuliff (Cimarron 4050)</i>
<b>24</b>	<b>OPTIMISTIC</b> <i>Skeeter Davis (RCA Victor 7928)</i>	22	<b>49</b>	<b>IT HURTS ME MORE</b> <i>Louvin Bros. (Capitol 4628)</i>
<b>25</b>	<b>BE MINE AGAIN</b> <i>Ernest Ashworth (Decca 31292)</i>	20	<b>50</b>	<b>OUR MANSION IS A PRISON</b> <i>Kitty Wells (Decca 31313)</i>

**BACK TO NORMALCY**—a good motto for this week as everyone hitches up their britches in a mass evacuation from Nashville back to the daily grind until next year. Again, the festival topped the previous years' outings, as it does each succeeding year, and we can look forward to a bigger and better (if that's possible) fest next time.

The recent repeal of the Sunday "Blue Laws" in Ontario, Canada, now makes it possible to have entertainment there on Sunday for which admission can be charged. Naturally, among the first in the area to kick off the old shackles were the country music promoters, who have laid plans to test the receptiveness of a live Sunday country music show with, at first, a lineup of local Canadian talent. The first such venture took place Oct. 29 at the Red Barn in Oshawa, Ont., where such area names as the York County Boys (bluegrass style), Slim Gordon & Shirley, Floyd Lloyd and his Golden Valley Boys and Lonnie & Lettie O'Reilly performed for 2½ hours. Pending the final tallying of receipts, etc., the promoters intend to start bringing in Stateside names, especially some of the big "Opry" package shows.

The annual International Livestock Exposition, holding forth at Chicago's cavernous International Amphitheatre for a seven-day run later this month, will have the Ozarks' Slim Wilson and Bill Ring as twice-daily entertainment. For the tall, slender Wilson and 300-pound Ring—a space-age version of Mutt & Jeff—it's another in a lengthy string of engagements they are playing for Massey-Ferguson, the farm equipment people who are such staunch believers in the crowd-pleasing qualities of country music.

Dewey Groom, of the famous Longhorn Ranch in Dallas, Texas, has gone on a big name new booking spurt. Recent appearances there were made by Wanda Jackson, George Jones, Hank Thompson, Cowboy Copas and Ferlin Husky (he adds that Simon Crum was there too). Dewey's still plugging away at trying to establish his own name nationally in country wax circles. Latest release, out this week, for Dewey on his Longhorn label couples "Butane Blues" with "That's All I Want Out of Life." . . . Roy Drusky, besides keeping busy with personals, recording sessions, etc., has had time to take flying lessons. Last week he received word that he had passed the CAA private license test. Now watch his smoke.

Since Lawton Williams' "Anywhere There's People" (Mercury) jumped onto the chart last week (#48), the KCUL deejay reports a flood of offers for personals. Last week he inked a pact with Oklahoma City's Trianon Ballroom for a series of Dec. appearances. More is in the offing. . . . June Carter in New York last week preparing to fly to Germany for a series of Armed Forces base appearances. Members of the Carter Family will accompany the jaunt. Deal was inked through the Jolly Joyce Agency, which recently booked Hank Snow into a successful string overseas. Other c&w stars are contemplating the same deal. June's new Liberty wax, her first for the label, is "The Heel," which the diskery is pushing for pop play.

'Sheriff' Bill Davis, long a bastion of country music in the Tidewater (Virginia), is returning to radio station WCMS in Norfolk after several years absence. The Sheriff had been in Tidewater radio and television for



SHERIFF BILL DAVIS

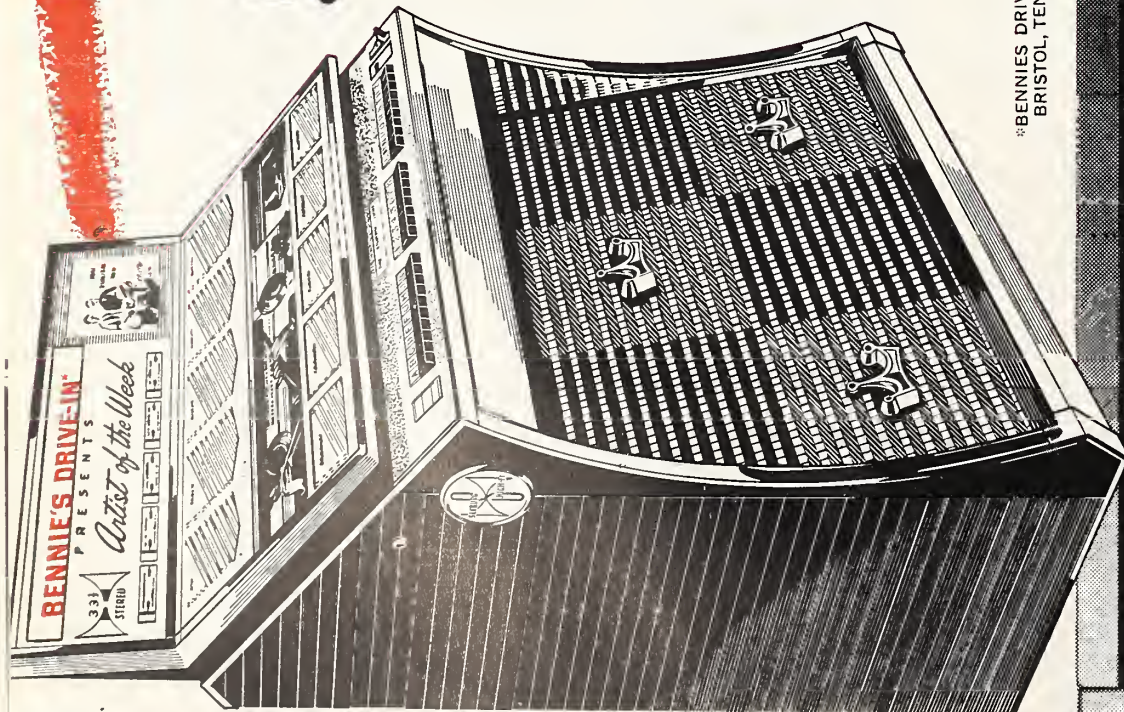
over ten years and during that time had amassed a legion of fans. Davis originally brought country music to the area in the late 40's via WLOW. Later he added the area's only c&w TV show on the now-defunct WTOV-TV. When WCMS signed on in 1954 as an exclusive country outlet Davis was asked to head up the operation. The ensuing years saw him build up a tremendously large loyal following. He's now back (as of Nov. 1) with his own disk show.

Rounding out 26 successful years at one station with a country music show is quite an accomplishment so we allow Doc Williams to do a little bragging. Doc's been at the same stand as headline attraction of the World's Original Jamboree on WWVA-Wheeling, W. Va., and is still going strong. Witness the SRO signs posted at almost all of Doc's p.a.'s. Wish him another successful 26 (at least) at the mike. . . . Word from Australia (via Eric Scott of radio 7LA-Launceston, Tas.) has it that Hank Locklin's "Happy Birthday to Me" and Tex Ritter's "Hillbilly Heaven" are new chart items. Patsy Cline continues to top the field with "I Fall To Pieces." . . . After two years with KYVA-Gallup, N.M., Bob Lunningham has moved to KRZE-Farmington, N.M., which just went all-country. The station now needs wax service. . . . Little Joe Penny has joined the staff at WYAL-Scotland Neck, N.C., and will be holding down more c&w air-time than he did at WNNT-Warsaw, Va. He's doing six hours daily. . . . Jim Ameche's syndicated radio lineup has entered the c&w field with a show starring Johnny Bond. Ameche's also inked Hank Thompson to do a similar show soon and is planning to sign more names in the near future, aiming to build a full stable of country shows. . . . "Tennessee Border," WKCR-FM-New York, the city's only regularly scheduled country music show, has doubled its air time from ½ hour to a full hour. Hank Davis is the man to send the disks to.

For the second time in two weeks, promoter Ward Beam hitched his wagon to a star named Foley. Beam scored two night-time full houses and a ¾ full matinee with Red at Youngstown, Oct. 21, and at press time it looked like another boxoffice bonanza for the Foley-Beam team at Toronto last Friday and Saturday, Nov. 3-4. Crossroads TV's John Mahaffey accompanied Red on the across-the-border trip.

**FREDDIE ROSE** plays  
**"77 LOUISIANA FIDDLES"**  
on  
**FLAT-GIT-IT RECORDS** Box 82 Norwalk, Calif.





# SEEBURG

## personalized for your locations!

THE SEEBURG location owner can present his great Seeburg music *personally* . . . because the location name, or *his* name, is brightly displayed on Seeburg's showcase top panel. He can even feature the name of his favorite customer or waitress as an occasional novelty!

Only Seeburg offers this popular new **PERSONALIZED** feature!

And only the Seeburg Artist of the Week phonograph makes it possible **FOR YOUR LOCATIONS** to offer a *great new show every week*—ten top album hits, by the same artist, in magnificent 33 $\frac{1}{3}$  stereo (**INTERMIXED** with 45's). The Seeburg Sales Corporation, Chicago 22.

\*BENNIE'S DRIVE-IN  
BRISTOL, TENN.

# SEEBURG

## ARTIST OF THE WEEK

TEN-SELECTION 33 $\frac{1}{3}$  STEREO ALBUM RECORD PACKAGES



**WEEK OF NOVEMBER 6**  
JUDY AT CARNEGIE HALL

**JUDY GARLAND** (CAPITOL)

HE'S THE KING

**AL HIRT** (RCA VICTOR)



**WEEK OF NOVEMBER 13**  
JUMP UP CALYPSO

**HARRY BELAFONTE** (RCA VICTOR)

JUST A LITTLE SENTIMENTAL

**MARTY ROBBINS** (COLUMBIA)

# LOCATION NAME GOES HERE

P R E S E N T S

*Artist of the Week*

33 $\frac{1}{3}$  STEREO



81	82	83	84	85	86	87	88	89	90
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## 1961 NAMA CONVENTION

# A Living Symbol for America

An event took place in Chicago's McCormick Place last week that was much more than a trade convention. The amazing success that was this 1961 NAMA Convention was an example for America to see. For here was the largest turnout ever seen for a vending show, estimated at 12,500, attending this convention from all parts of America and dozens of foreign countries, viewing the most elaborate display of new products and new ideas, investing perhaps hundreds of millions of dollars in a basic idea, namely that of serving the public through machines, and all of this at a time when the world is caught in a stranglehold of disagreement.

Coming at a time when too many industries are offering pessimistic forecasts of the future, the vending machine industry cut a swathy figure for everyone to see. With an increased attendance of some 70% arriving from all corners of the country and from dozens of overseas nations, this was a most notable achievement and one for American business to mark as an outstanding example of faith in the future of our country.

The success of the convention was amazing even coming at the close of a year that has seen vending become big business in the broadest sense of the term. Mergers, acquisitions and public offerings have marked the year 1961 and if there has been any doubt in the wisdom of some of these vast changes this doubt was removed when this record-breaking attendance figure literally cast its vote for the success of vending on a grand scale.

More machine manufacturers exhibited than ever before and the result was more ideas for the visitors to absorb. Great strides have been made with each passing year but 1961 will probably go down as the year in which so many future achievements of the vending industry were outlined and presented in visual form.

An interesting sidelight was the quick acceptance of an international segment with the First International Symposium taking place before hundreds of guests who heard from men in this same business around the globe. An immediate camaraderie was evident and this phase of our rapidly growing annual convention will no doubt be a permanent part of the annual show.

Also encouraging was the constant flow of people throughout the vending exhibits from the first day until the finale. Seldom was there so much as a lull in the quick pace. Much of the attraction and excitement was due, of course, to the companies who exhibited machines in an atmosphere of absolute grandeur. The subject matter was definitely available and the anxious visitors were quick to acknowledge it. Compliments must go deservedly to NAMA and its staff for presenting the finest trade show we have ever had the pleasure of attending. The program was obviously the result of a full year's effort.

Let's hope that this greatest convention of all is the keynote of success for everyone who participated. It was certainly an accomplishment of which the nation's business community can be proud.



**Cash Box**  
**VENDING NEWS**  
*The Vending Machine Industry's Only Newsweekly*

# 1961 NAMA Convention Draws Record 12,500 To Chicago's McCormick Place

**145 Exhibits Offer Widest Array  
Of Machines Ever Displayed;  
Panel Sessions Held In Packed Halls**

**Intl. Symposium Attracts Hundreds  
From Europe; Drew Pearson Delivers  
Keynote Address At Member Meet**

CHICAGO—The 1961 National Automatic Merchandising Convention was held here last week in McCormick Place and an estimated 12,500 people attended the trade show. Following reports of an expected attendance of 8000, the enormous turnout set exhibitors on their heels reeling with overflow crowds of operators and vending industry representatives. One hundred forty-five exhibitors displayed machines and supplies and services from several hundred booths. From opening day on Saturday, October 28, until Tuesday evening, October 31, when the show was capped with a gala banquet, Chicago was one mass crowd scene and most of it was due to the vending convention. Never before had so many trade reps viewed so much that was new. Previous NAMA Convention turnouts never came within 5000 of this show's crowd. While sales figures are often difficult to arrive at, no exhibitor was for want of a potential buyer. Demonstrations conducted with new type equipment often attracted crowds of op-

erators ranging from twenty to fifty persons watching at one time. By Monday, the attendance figure had surpassed the 10,000 mark and an all-time record was already in the making.

It's difficult to highlight the main attractions at any show and this show in particular offered so much that the displays of prime importance would have to be outlined by the individual operator. Hot food, microwave cooking, first-in-first-out candy machines, translucent drinking cups, multiple coin changers, new type milk machines, larger-than-ever-before merchandise machines designed for department and grocery stores, were only some of the ideas presented to the capacity crowd.

The exhibit floor was open to visitors for close to twenty hours during the four-day show and not once during that time was there a slack in the crowd. Notable during the show was an unusually large number of visitors from foreign shores, no doubt attracted by NAMA's first Int. Sym-

posium. Also, adding heavily to the usual crowds were the hundreds of juke box and amusement machine operators, many of whom distribute equipment for AC Automatic, Rock-Ola, Seeburg and the Bally Manufacturing Company.

The discussion sessions and panels offered a variety of topics and many of the forums drew up to several hundred listeners. The Silver Anniversary Meeting of NAMA on Sunday attracted several thousand people. It was held in the North and South Banquet Halls of McCormick Place, and with Drew Pearson, the Washington columnist on the agenda, the crowd easily filled the entire area.

He delivered the keynote address to a hall filled with several thousand people on Sunday. His talk, "Two Days With Krushchev" was filled with color, warmth and interest. The newsman spun a tale that pointed out many highlights of Governmental affairs and on occasion drew several laughs from an understanding and eager audience. His was a timely and

excellent choice for the task.

Appointments were made to the Board during the meeting, and David Ladd, Commissioner of Patents presented an award to NAMA for outstanding facility and contribution in this direction. Tom Donahue, NAMA prexy, accepted the award.

The First International Symposium featured speakers from dozens of foreign countries, all of whom contributed to a picture of vending in their respective countries.

While the entire NAMA program was excellent from start to finish, the excitement was on the exhibit floor. More machine manufacturers than ever displayed from multiple booths obviously after much preparation and untold amounts of money expended on the elaborate displays. The 1961 NAMA Convention was without a doubt the most successful trade show ever conducted within the bounds of the automatic merchandising industry and confirmed the opinion of many that vending is one of the finest growth industries in America today.

## Thousands Hear NAMA Execs Report On '61 At Silver Anniversary Meet

(DETAILS APPEAR ON FOLLOWING PAGES)



**SIDNEY RUDIN**  
Chairman



**THOMAS DONAHUE**  
President



**THOMAS HUNGERFORD**  
Exec. Director



**HENRY DAVIDSON**  
Treasurer



**DAVID LADD**  
U.S. Comm. Patents



**CARL MILLMAN**  
Nominating



SILVER ANNIVERSARY MEETING drew thousands as NAMA presented year end reports to members.



**DREW PEARSON**  
Wash. Columnist





the new name  
in vending  
is now the  
big name for



**MODEL TRLB-M—  
BATCH BREW VENDOR**

Batch brew, using freshly roasted coffee, refrigerated fresh cream, liquid sugar. Also serves piping hot soup or tea; delicious hot whipped chocolate.

# COMPLETENESS

## IN COFFEE AND HOT DRINK VENDORS

From ROCK-OLA comes the most complete line of precision-engineered coffee and hot drink vendors available today.

This COMPLETENESS of line means it's no longer necessary to pass up the profit of even the smallest location. There's a Rock-Ola vendor to serve any amount of traffic. There's VARIETY in the Rock-Ola line.

Each unit not only serves the perfect cup of coffee and taste-tempting creamy-smooth hot whipped chocolate. The Model TRLB-M also serves delicious soup, or refreshing tea.

There's SERVICEABILITY in the Rock-Ola line as well. All working parts can be quickly removed for rapid servicing, cleaning, or repairing. In addition, there's QUALITY of ingredients; the INTEGRITY of the fine Rock-Ola name; the DEPENDABILITY of the most trouble-free vending equipment available today.

Coffee and liquid refreshments are big business. Set yourself up for your share by calling or writing to Rock-Ola today.



look to Rock-Ola for advanced products for profit  
ROCK-OLA IVI CORPORATION, 800 N. Kedzie Ave., Chicago, Ill.  
A Subsidiary of Rock-Ola Manufacturing Corp.



**MODEL 1400—SINGLE  
CUP FRESH BREW VENDOR**

Brews fresh roasted coffee a cup at a time, served four ways with soluble creme and sugar (no refrigeration). Also serves delicious hot whipped chocolate. Model 1400-S (same as 1400) except with whipped soup.

**MODEL 1300—SINGLE  
CUP FRESH BREW VENDOR**

Brews fresh roasted coffee a cup at a time, served with refrigerated fresh cream, liquid sugar. Also dispenses delicious hot whipped chocolate.

**MODEL 3400—COFFEE  
AND HOT DRINK VENDOR**

Serves soluble coffee, powdered creme, granulated sugar. Also serves delicious hot whipped chocolate.



# Cash Box

## VENDING NEWS

The Vending Machine Industry's Only Newsweekly

### AC Automatic's Exhibit Featured 'Genl. Store', First-In, First-Out Candy, 'Personalized' Cig Vender, 'Celebrity' Design

CHICAGO—An automatic "general store"; a full line of modular vending machines in pastel colors; a unique "first-in first-out" candy vendor; a new single-brew coffee machine, and a new "personalized" cigarette machine highlighted the display at the Convention by AC Automatic Services, Inc., a subsidiary of Automatic Canteen Company of America.

Joel M. Kleiman, AC Automatic President, described the products on exhibit "as the most complete, the most significant collection of automatic merchandising equipment ever shown by our company. They represent an uncompromising approach to quality of workmanship and technical excellence, combined to provide vending operators with a wide selection of maintenance-free, revenue-producing equipment."

Included in the AC Automatic exhibit were:—"Automart," a new automatic "general store" which accepts up to \$5 in bills and coins and sells 260 different items, including sundries, variety and sporting goods, hardware and toys, as well as hot or cold foods. Heart of the unit is the AC Automatic "Bill Changer," proven in more than 1,000 installations throughout the country, which validates and accepts good money, but rejects foreign or counterfeit.

—"Vari-Fresh," a new, high capacity "first-in first-out" candy vendor which delivers the actual bar displayed, by means of a dramatic breakthrough in engineering technique.

—"Celebrity" vending machines, a full line of modular vending units combining new exteriors in pastel shades with rugged, unitized construction to provide more flexible, more attractive installations in plants and offices. Two customer-tested colors are available—white with orange trim, or light blue with dark blue trim. Units include the Vari-Fresh candy vendor, machines for hot foods, hot drinks, sandwiches, pastries, cold foods, cold drinks, and cigarettes, plus a special condiment dispenser.

—"Personalized" Riviera cigarette machine, a new 800-pack unit featuring an exclusive "personalized" display panel, which carries the name of the location. Special features include a new "sav-a-match" post-selection button which can save up to 30 percent on match costs and a choice of five front colors in vinyl-clad steel panels which can be changed to fit surrounding decor.

—"Single-Brew" coffee machine, new 750-cup capacity single-cup unit designed specifically for economical, one-cup brewing. Easily adaptable for vending hot soups, chocolate drinks and tea.

### Amer. Can's Dixie Div. Shows Dish- Plastic Combination

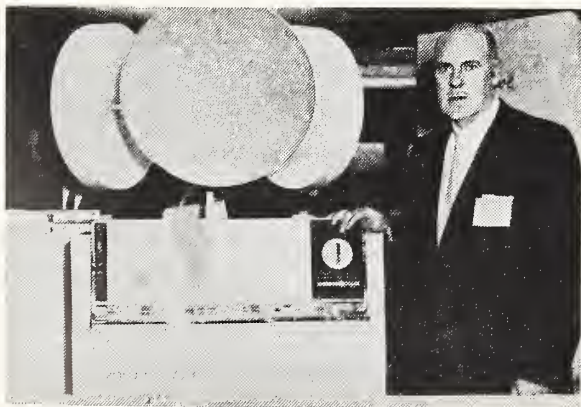
CHICAGO—A new paper dish-plastic closure combination that facilitates the vending of hot and cold foods was shown and demonstrated at the NAMA show.

The new products were exhibited by the Dixie Cup Division of American Can Company.

The dishes, available in the attractive "Blue Sparkle" design, are a part of Dixie Cup's "Mira-Glaze" line. They are lined with polyethylene and are available in 5 and 7 ounce sizes.

The lids for the dishes are clear plastic. They are domed, thus permitting food operators—vendors, as well as caterers, fast food and other food service facilities—to offer maximum eye appeal with heaping, over-the-brim portions, yet providing the necessary sanitary protection. A second clear plastic closure—more flat in design—also is being produced.

The polyethylene lining of the dishes allows them to be hot-filled, frozen or refrigerated, and re-heated before vending. Foods also may be cooked in them up to 45 minutes at temperatures not exceeding 350 degrees.



RIVIERA "PERSONALIZED" CIGARETTE VENDER as shown at NAMA with AC vice-president Jack Dunwoody demonstrating new features of machine including the "sav-a-match" concept which reportedly can save up to 30% in match costs.

### NEW ENGLAND DISTRIB RE-ORGANIZES WITH ACCENT ON PERSONNEL, SERVICE Redd, Seeburg Outlet, Lays 'Prosperity Cornerstone'

BRIGHTON, MASS.—Service is the keynote of activity at the Redd Distributing Company plant here, after the vending machine outlet conducted a staff meeting last week which resulted in a complete reorganization and revamped sales and service program.

The company, headed by Si Redd, is distributor in New England for the Seeburg vending line. Since the acquisition by Seeburg of the Bally coffee machine, many Seeburg distributors have strengthened their respective positions but the Redd organization has distributed the Bally line for many years. The Seeburg and Bally lines are sold by Redd in six New England States: Maine, Vermont, New Hampshire, Rhode Island, Connecticut and the home state, Massachusetts.

"We are conscientiously laying the cornerstone for our future prosperity by giving the vending machine operators in these six states, the ultimate in service," stated Redd during a conversation last week at the NAMA show in Chicago.

Recent "summit" meetings at the vast Brighton plant have led to reorganization of various depts. and service groups, in order to facilitate more efficient service.

Julius (Jake) Jacobi heads the firm's vending division. Jacobi has thirty five years experience in the business. He has specialized in the marketing and engineering of the Bally coffee machine and is reportedly one of the experts on this particular equipment in all of New England, according to Redd. Joseph Maggioni, CPA and treasurer of the firm, continues to exercise his "first love", that of selling equipment. To many of the area's operators, Joe is noted more for his selling and demonstrations than for his business and finance acumen, a talent incidentally that president Si Redd publicly acknowledges. Gerry Nantais has been in the business for ten years and is an expert in plant appraisals and evaluation of machines. Nantais is special sales representative for Connecticut and Western Mass. Charles (Chuck)

Moro, recognized as one of New England's top servicemen, is assisted by Bob Thurston, another veteran with twenty five years in the business. John Doherty and John Manning handle road duties and supervise repair and service of operator equipment on location.

In the words of Redd, "that's a lot of talent with a few hundred years' experience behind it." And it's all available to the New England vending operator on a moment's notice, according to the Seeburg-Bally distributor.

### Campbell's Intros 4 New Foods

CHICAGO—As part of its recently announced new policy for its Institutional business, Campbell Soup Company has introduced four new hot food vending machine products, two of which are not available in the retail market.

The additions to the ready-to-serve line reflect the statement by William P. MacFarland, Institutional Product Marketing Manager, that Campbell will formulate and pack special and exclusive products to meet the needs of the food service industry.

Packed in the standard "8-ounce can" with Campbell's special insulated label, the new items are Beef Stew, Chicken Stew, Chili Beef Soup and Barbecue Beans.

The Beef Stew combines tender juicy beef and fresh garden vegetables with a rich brown gravy in a hearty individual serving.

Savory chicken and select vegetables—carrots, celery, onions and potatoes—in a well-seasoned milk and chicken stock sauce are the ingredients of the Chicken Stew.

The 19th in Campbell's line of individual-service soups, Chili Beef Soup blends selected pink beans and tender beef with true chili flavor seasoning.

Barbecue Beans provide a new taste in the combination of Great Northern Beans, tender baby limas and California pink beans in a mild, vegetarian barbecue sauce.

### Auto. Cafeterias Names Lester Harris

WESTBURY, N.Y.—The appointment of Lester R. Harris as sales manager of Automatic Cafeterias for Industry, Inc., vending machine operator, has been announced by Morris Blinder, secretary of the Westbury, Long Island, firm.

Harris was formerly Long Island sales manager for the Muzak Corporation, New York City. He was

with that organization for ten years, serving with metropolitan New York sales divisions.

In acquiring the services of Harris, Automatic Cafeterias has taken its first major step in an expanded sales program which is aimed at getting a much larger share of the automatic vending market in this area, Blinder said.

### NAMA Commended By Patent Office

CHICAGO — David Ladd, United States Commissioner of Patents awarded NAMA a Certificate of Commendation on Sunday, during NAMA's Silver Anniversary Meeting. The award was accepted by Tom Donahue, president of NAMA, who asked the visitors to keep one minute's silence in honor of the many people, who down through the years, "have contributed to this wonderful acknowledgement of achievement."

### NAMA Membership Reaches 1797 Firms: Hungerford

CHICAGO—NAMA executive Tom Hungerford addressed the Silver Anniversary Meeting at McCormick Place in Chicago last week and outlined the year's accomplishments as "the busiest and most productive ever."

Hungerford mentioned the number of legislative victories the marvelous public relations programs commenting that while the national PR level was tops, the local level was "outstanding"; and pointed to public health problems as one of the most im-

portant jobs in NAMA areas.

He reminded members that public officials are naturally slow in understanding industry procedures and added that if NAMA hadn't asked originally for a public health program, the situation would be quite discouraging. Mentioning the coffee machine explosions which were recorded in several instances earlier this year, Hungerford pointed to the evolution of the present safety program which now exists in full force.

More than \$1 million has been paid

to NAMA insurance members, said Hungerford, adding that membership has grown to 1797 member companies. The employee breakdown of these firms is as follows: 21% have 1 employee; 35% with from 1 to 2 employees; 15% employing from 3 to 5 people; and only 27% of the membership employing 6 or more employees.

Hungerford closed with a public display of appreciation for the NAMA staff, each of whom was introduced to the vast attendance.



# Cash Box

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Coin-Operated Shaver Keeps Conventioneers Well-Groomed

CHICAGO—A new service offered through a vending machine was made possible last week with the introduction of an air-cooled sterilized Shav Air, allowing four minutes of shaving time for 25¢. The result was that thousands of conventioneers remained well-groomed during the 4-day show.

Designed and manufactured by Shav Air of America, Inc., of Atlanta, Georgia, the new instrument was introduced at the NAMA Show.

Housed in an aluminum alloy cabinet, 12" wide and 24" deep, which may be hung on a wall, the unit makes an attractive addition to any location.

When not in use, the shaver is kept sterilized constantly by being "baked" by ultra-violet rays. When coin is inserted, the ultra-violet rays turn off automatically, and the mirror, adjustable to height of customer, which lights up from behind provides ideal shaving conditions. No pre-shave lotion is necessary since the new Shav Air, a rotary action unit, actually begins circulating a cushion of air on contact with the face. There is no motor in the shaver. Hence, the unit can never get "hot". It is cable-driven, much like a speedometer.

The Shav Air is actuated by air pressure, with vents all around the shaving head. On contact with the skin, air starts to circulate. It actually sets up a suction which "lifts" the hair off the surface of the face. All shaved hair is automatically removed to a central disposable unit inside the cabinet.

A warning light goes on 30 seconds before the unit is ready to shut off. After each shave, the extended cable automatically brings the Shav Air gently back into the cabinet, the window closes and locks.

## Jennings' Shows Can Vendor

CHICAGO—A new, all-weather, compact soft drink can vendor the newest item from Jennings & Company and was displayed at the NAMA show last week. The vendor offers a choice of four varieties of canned soft drinks, and features the simplest, fastest, "drop-in" loading yet developed, company officials claimed.

"I honestly believe this vendor opens new horizons in soft drinks vending," said Louis Urban, Jennings & Company President. We have finally put out a unit priced so that it pays off fast. And with this unit, installation costs simply disappear."

The unit is completely self-contained, comes equipped with forced air circulation, self-defrosting, and the entire compressor unit is hermetically sealed. Though the cabinet is 18 gauge steel, a welded one-piece unit, the total weight is under 500 pounds. The unit goes anywhere, indoors or out, and installation simply consists of plugging into a 110 volt AC circuit.

Fully loaded, the vendor delivers 128 12-ounce cans. This is believed to be the biggest load for any machine of its compact size. Dimensions are: 23" deep, 32" wide and 71" high.

The hair-free shaving head is immediately passed through an ultra-violet lamp and is deeply submerged and scrubbed for 30 seconds in Shav Air's bacteria-destroying sterilizing bath. After 30 seconds more for the "baking" process, the unit is dry and ready for the next customer.

## Brass Rail Displays At NAMA

CHICAGO—An automatic restaurant which provides luxury meals at the drop of a coin, was introduced to the trade during the NAMA Convention.

This new dining facility, the Brass Rail Automatic Restaurant, will feature complete lines of prepared foods. According to Interstate Vending Company president Ronald Wolff, the automatic restaurant results from the recent combination of Interstate—one of the leading vending operating companies—with The Brass Rail, Inc.

Wolff said that the Brass Rail Automatic Restaurant will enable consumers for the first time to receive luxury meals automatically. He explained that previously a very limited line of foods was available through vending equipment—and these foods differed in quality according to the talents of local caterers.

"We will be able to maintain complete quality control over all foods served," according to Wolff.

# When you look for locations where looks count...

# M-20

Wherever you need a smart looking vending machine...M-20 will get you in!

Striking new design...very modern...in two-tone, decorator colors. The eye-appeal of this smart vendor means purchaser-attraction too!

720-pack capacity...20 different brands...three-prices simultaneously...and coin mechanisms include slug rejectors.

### SAVES TIME IN SERVICING!

With M-20's new retaining device, you simply load the auxiliary column and push it back into position. It locks there. Then you're all set to load the primary column.

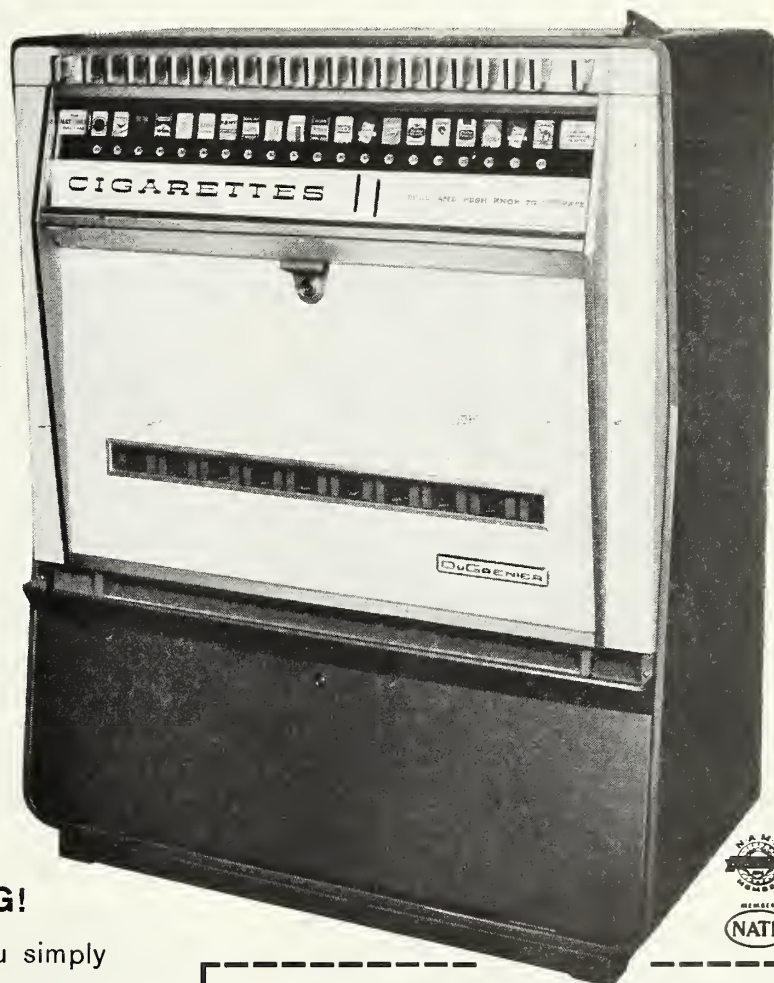
Also, major parts are easily interchangeable. Cabinet door and base easily removed without special tools.

Start M-20 making sales for you. The way it looks will get you locations...the way it works will keep you in locations!

Manufacturers, not Operators...

ARTHUR H. *DuGrenier* INC.  
15 HALE STREET HAVERHILL, MASS.

General sales office:  
250 West 57th Street, New York 19, N. Y.  
Telephone: CO 5-4718



Arthur H. DuGrenier, Inc. Dept. CB 111  
250 West 57th Street, New York 19, N. Y.

I am particularly interested in the vendors checked:

- M-20 Manual Cigarette Console
- Candymart     20-column Smokemaster
- 14-column Smokemaster     Laundry Supply Vendor
- Multi-pack Cigar Vendor
- Pastrymart     Sandwichmart

NAME \_\_\_\_\_

STREET \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

TELEPHONE \_\_\_\_\_



# Cash Box

## VENDING NEWS

The Vending Machine Industry's Only Newsweekly

### National's "Consol-ette 20" Now In Production

CHICAGO—A new low cigarette merchandiser, designed to enable operators to get more "up-front" locations, was announced at the NAMA show by A. F. Diederich, president of National Vendors, Inc.

The machine, called the Consol-ette 20, is reportedly now in production.

Embodying National's time-proved, all-manual mechanism, the Consol-ette 20 is 49 $\frac{3}{4}$  inches high, 34 $\frac{3}{4}$  inches wide and 22 inches deep. Except for its lower height, the merchandiser is styled to match National's Series 800 and CC Deluxe merchandisers.

The new low vendor has 20 columns, with a total capacity of 670 packs. To enable heavier stocking of better-selling brands, the 10 front columns have shifts for a maximum capacity of 40 packs per column. The 10 rear columns have a maximum capacity of 27 packs each. Columns accommodate standard, flip-top and snapack packages.

Quick-set price selectors are incorporated on each column, and the Consol-ette's all-combination mechanical register permits vending of any three different prices, from 5 cents to 60 cents. All combinations of nickels, dimes and quarters to make up the total price are accepted.

Other features include easy loading, with the front column tilting forward. The door can be taken off to simplify servicing in crowded locations. Sturdy, heavy-duty tubular steel legs are welded to the cabinet. They have non-marring, easily adjustable levelers. An automatic book match dispenser is standard, and a manual match dispenser is optional at no additional cost.

The Consol-ette 20 has corrosion-resistant, gold-anodized aluminum, polished stainless steel and chrome-plated trim. There is a large display area, lighted by two standard 18-inch fluorescent tubes. The Consol-ette 20

is available in coppertone, green or gray hammerloid, and ebongold and honeygold colors.

Also included in the National Vendors display at the convention was its Moduline merchandisers, a uniform line of cigarette, candy, pastry, cold sandwich and hot-canned food vendors; and the Consoline of cigarette, candy and pastry merchandisers.

### Lily-Tulip Highlights China-Cote Plus

CHICAGO — China-Cote Plus, Lily-Tulip's new insulated hot drink vending cup, was the highlight of Lily's display at the NAMA show.

Now in full supply, the vending cup is the industry's first successful application of a new development in which a flexible sheet of foam styrene is bonded to sheet of paper, according to Lily officials.

Because of the exceptional insulation qualities of the polystyrene foam, China-Cote Plus provides the consumer with a hot drink vending cup which is safe and comfortable to hold, yet permits the dispensing of coffee at precisely the correct temperature required for full brewed strength. It allows just enough heat to penetrate to make the user aware that the drink is hot. Lily spokesmen report that this represents a degree of convenience and comfort to the consumer which is unattainable in any other hot drink vending cup now on the market.

The method of utilizing the combination of polystyrene foam and paper gives China-Cote Plus lasting rigidity. It holds its shape even when filled with a high temperature beverage, yet can be easily crushed and disposed after use. This dimensional stability provides sure vendability.

All drinking surfaces of the new China-Cote Plus cups are completely lined, including the entire rim section to eliminate even the slightest possibility of "paper taste." The special lining used in the China-Cote Plus cups has a silver opalescence, which sets off coffee to its best advantage.

Printed in a brown color, with a white petal design, China-Cote Plus is now available in the popular 7 oz. size.

### Swarts Named Rockwood Sls. Mgr.



JOHN L. SWARTS

HOBOKEN, N.J.—William B. Rubin, President, The Sweets Company of America, Inc., Hoboken, N. J., manufacturers of Tootsie Rolls, has announced the appointment of John L. Swarts, Sales Manager, Ice Cream Division, as National Sales Manager of the Rockwood Chocolate Company, wholly-owned subsidiary of The Sweets Company. This designation of additional responsibilities is effective immediately.

Swarts is well-known throughout the country in areas of food sales and distribution. For fifteen years he served as Executive Director of The Retail Products Division, S. Gumpert Company and as Sales Manager of their Ice Cream Division.

### Jennings Sees Item-Specialized Units Increasing Sales To 50% by 1971

CHICAGO—The item-specialized vendor, which now accounts for 10% of all units now in operation, is expected to increase to 50% of the total in the next ten years, it was stated here last week by E. J. Howard, Sales Manager of Jennings & Co., Chicago, oldest U. S. manufacturer of vending machines.

This growth, according to Mr. Howard, will result from the increasing use of vending machines by manufacturers of specialty products, who have recognized the broadened markets offered by automatic merchandising. Manufacturers of food, confectionery, pharmaceutical, novelty, apparel, photo slides and many other products require machines tuned specifically to the merchandising needs of their products.

A vendor designed for a particular product, continued Mr. Howard, offers significant economies because there is no need for complex mechanisms and added size to accommodate a range of products. These savings are particularly important when large numbers of units are employed. Product specialization also provides a built-in guarantee that products other than the manufacturer's will not be sold in the machine.

Another reason for the increase, added Mr. Howard, is the hard-hitting point-of-sale promotion that may be provided by item-specialized units. Styling limitations of the utility vendor are eliminated and machine shape, finish, and promotional message can be combined to produce the desired product image.

As a service to manufacturers interested in item-specialized vendors for their products, Jennings & Co. has created a new Contract Vendor department, fully equipped with design, engineering, and production personnel and tool- and die-making facilities.

### "This Year Is Just The Beginning" States Donahue During Meeting

#### "I Love You All" Says Pres. As Term Expires

CHICAGO—President Tom Donahue reviewed the anniversary year for guests attending NAMA's Silver Anniversary on Sunday and pointed to the accomplishments of NAMA after outlining the original promises made one year ago.

He outlined also the vast acceptance of the current PR program, acknowledging the participation of members who have "told the public what the vending machine industry's purpose is—namely that of serving the public." Donahue remarked on the amount of literature distributed during the year and the informative value it has had in educating the public.

He mentioned the vending library in St. Louis and the formal history of

vending which was published last year.

Closing, the president said that this 75th Anniversary was "just a beginning" for the vending industry and NAMA. Directing the attention of the crowd-filled arena, Donahue said that he hoped the merging of companies during the year would set the pattern for the merging of effort on the part of everyone in the industry during the coming year. Donahue, in closing, mentioned that his term of office would come to a close shortly, and finalized his message to the members with a quote from the Philosophers: "The meaning of love is to wish the very best to everyone. And so I leave you by saying 'I love you all'."

### Natl. Rejectors Shows Small Accumulator; Intros New Service

CHICAGO—A small, reportedly inexpensive, mechanical accumulator with a reported greater capacity and versatility than existing electrical accumulators was introduced by National Rejectors, Inc., last week.

Announcing the new development, NRI Executive Vice President David D. Mason said, "Besides its great potential as a replacement for complex electrical accumulators, our new mechanism offers major segments of the vending industry for the first time a practical means of price and time flexibility."

The simplified accumulators, which already are in production, can supply either electrical or mechanical outputs, Mason said. Less than one-third the size of electrical models, they can accept and keep track of up to 30 nickels, dimes, quarters and half-dollars for a single purchase, or for multiple purchases. Price changes can be made by a simple adjustment without parts or special tools.

"We use the term 'Simplified Credit System' to describe the advantages the new accumulator brings to the automatic merchandising industry. Teamed with limited-function components of existing coin-handling equipment, the S.C.S. accumulator provides

a coin-control system of great flexibility and capacity. Used instead of an electric accumulator in complex systems, it can increase flexibility and capacity while, at the same time, simplifying design and cutting costs sharply," Mason said.

A drop-chute device, the S.C.S. accumulator can be incorporated into any channel assembly. It can be used alone in simpler vending machines, or combined with relays, escapements, timers and other devices in more complex systems.

Thus, NRI expects the new accumulators not only to benefit segments of the industry that already use advanced coin-control systems, but also to provide new avenues of automatic merchandising. These avenues will be especially significant for machine manufacturers and operators in such fields as candy, cigarette and coin-operated laundry, which have been hampered by the limitations of coin-handling mechanism.

For timed-service machine, NRI will offer the S.C.S. accumulator with a timing unit that will permit a broad range of changes in price, time interval or both, merely by making a simple adjustment. The timer-accumulator will be available for internal

mounting or with a housing.

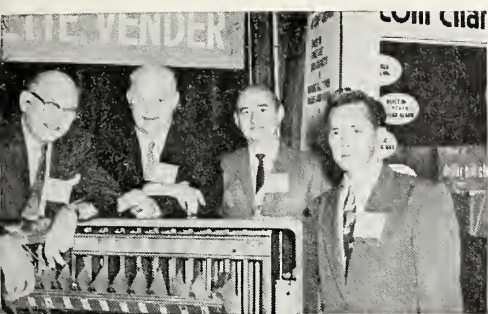
A new service program that provides factory reconditioned electrical changer and rejector units on a one-day shipment basis, at an established price, has been put into effect, according to NRI officials.

Under the plan, called "Sudden Service," coin equipment users ship repairable units collect to the nearest NRI branch service facility. Within 24 hours after receiving the units, reconditioned replacements are shipped back pre-paid. NRI provides special shipping cartons and labels. One published price covers the entire cost.

The replacement units are completely reconditioned by NRI service engineers. Worn parts are replaced with new ones. Further, the replacement units contain the latest up-dating of the particular model. They are warranted for 90 days.

"Sudden Service offers a number of significant benefits," H. George LeClerc, NRI vice president-marketing, said. "It enables coin-equipment users to pin-point labor overhead, reduce their parts inventories, cut handling costs and get serviceable equipment when needed—regardless of the number of units required or the time of year.





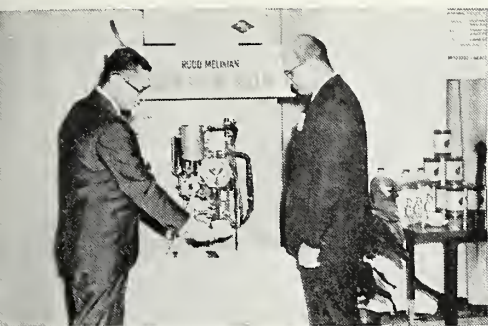
**BALLY:** *Herb Jones, Art Garvey, Ed Guinin, Lenny Reinhardt*



**COINCO:** *Claud Trieman, Robert Frank, Len Kornfield, Jim Carter, Joe Shehab*



**VICTOR:** *Sol Marcus, Dave Parker*



**RUDD-MELIKAN:** *Mr. Rudd and Dr. S. Segall*



**DUGRENIER:** *Arthur, Francis, and Gary DuGrenier, Dick Gibbs and Jack Nelson*



**COLE:** *Al Cole, Stan Gaines, Dick Cole*



**SMOKESHOP:** *Bob Buzicky, Al Weymouth, Art Brier*



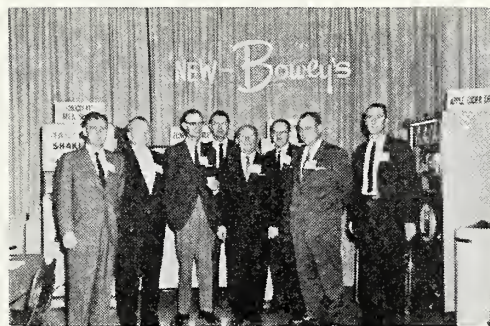
**CONTL. CAN:** *R. A. Palanca, J. S. Lee, N. D. Mitchell, R. N. Burchinal*



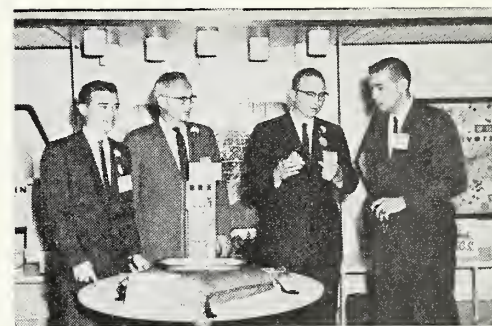
**CAMPBELL:** *Ken Gill, Jack Drummond, Sylvia Riese, Bill Palmer, Murray and Anita Riese*



**7-UP:** *Ray Wenstrom, Larry Ferel, Joe Schack*



**BOWEY'S:** *Hickman, Moberg, Murray, Downie, Weisnicht, Butz, Epps, Dodson*



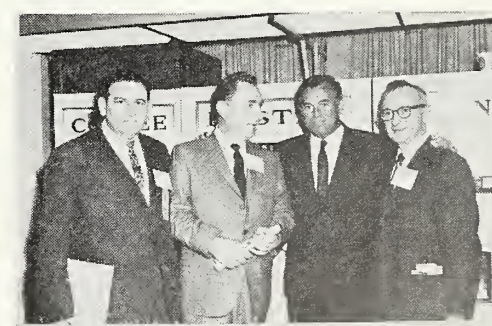
**NRI:** *G. Rizzie, D. Mason, J. Souders, G. DuGrenier*



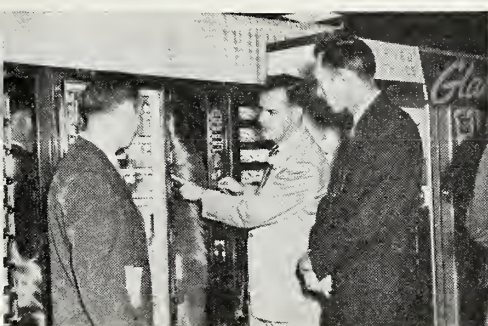
**LILY:** *Bob Russell, Joe Rutledge, Kay Callum*



**UNIMATCHCO:** *Wm. Lynch, Lou Price, H. F. Sackett, Bert Nathan*



**SEEBURG:** *L. Brooks, Bill Adair, Del Coleman, Meyer Parkoff*



**WITTENBERG:** *J. Douglas, J. Low, O. Clem*



**GLASCO:** *Wm. T. Janney*



**SUPERIOR:** *Julie Hodge, Earl Cohen, M. Hodge, Judy Hodge, M. Stramer*





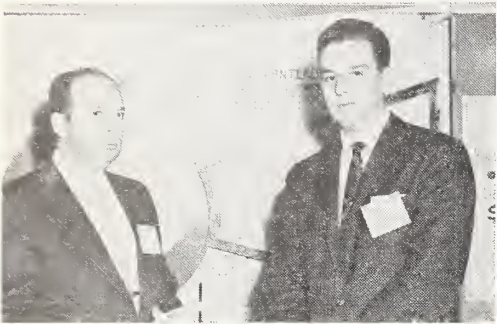
HAVEG-WARE: *W. Holt, J. Alvey, J. Callis*



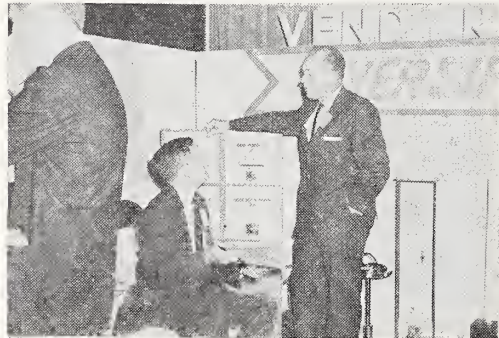
WRIGLEY: *Ed Safte, Roy Cochran*



LUCY ELLEN: *R. Harshman, Mr. and Mrs. L. Colclasure*



BEV. CONCENTRATES: *S. Weinman, A. Mortillo*



VEND RITE: *Ray McLaughlin*



YATES-AMERICAN: *J. H. Johnson*



ARTHUR CASTLE: *Al Janich, Arthur Castle*



MOBIL CHEF: *Catering truck*



RICH: *T. Bowler, A. Keller, R. Middleton*



NECCO: *Bob Harrington, Chas. Izzo*



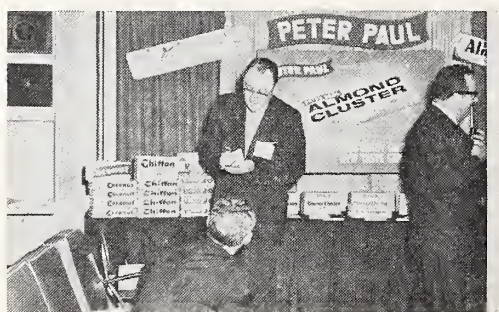
ROCK-OLA: *David Rockola, Mr. and Mrs. A. Adickes*



ROYAL CROWN: *K. MacKenzie, J. Garson*



WAUKESHA SPRINGS: *Don Gale, Lee Haspl*



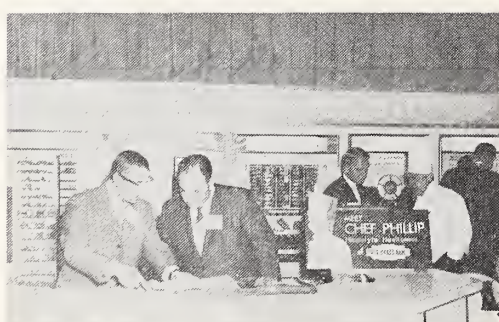
PETER PAUL: *H. M. Billings*



WECHSLER: *Bob Angard, Perc Arnstein, A. Nussbaum*



WECHSLER: *Demonstration taking place*



BRASS RAIL-INTERSTATE EXHIBIT



PEPSI: *Miss Ill. '59, Nancy Kesler, Miss Chicago '61, Jackie Bingert, Miss Ill. '61*



# Cash Box

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Continental-APCO's Hot Foodshoppe Displayed At Vending Show

WESTBURY, N. Y. — Continental-APCO announced its new Hot Foodshoppe at the NAMA Convention last week.

The Hot Foodshoppe will be of particular interest to operators who now operate, or plan to operate, full-line vending installations in industrial plants and other in-plant feeding locations, as it introduces a totally new concept in hot-food vending. The Hot Foodshoppe actually reconstitutes frozen food to a delicious hot meal in one single operation. By eliminating all the expensive, time-consuming problems of cooking, preheating, defrosting and trying to transport hot foods to locations, the Hot Foodshoppe offers fast, efficient and economical operation and service at all times according to Mel Rapp, the firm's president.

Frozen platters and casseroles are loaded into the machine in the same manner as cigarettes or candy bars. First, the meals are rapidly heated. Then, the temperature automatically adjusts and maintains the meals at the perfect serving temperature.

The Hot Foodshoppe has a 72-meal capacity and vends a choice of two platters and one casserole, each priced individually.

To add further to the machine's efficiency and to guarantee maximum sales, Continental-APCO has designed an exclusive, fool-proof computer type coin mechanism for the Hot Foodshoppe. At the touch of a dial, prices can be set from 5¢ to 95¢, at increments of five cents. Nickels, dimes and quarters are accepted, and the coin mechanism also makes change.

The Hot Foodshoppe has been tested and perfected for over two years in the nation's leading office and industrial cafeterias and is completely service-free, explained Rapp.

Several of the nation's best known food processors have developed more than sixty different moderately priced, restaurant quality meals, which adhere to the rigid standards and specifications resulting from Continental-APCO's on-location experience. This full array of platters and casseroles is packaged in custom-designed plastic containers which retain all the natural flavors and juices of the foods.

The purchase and operation of the Continental-APCO Hot Foodshoppe and the purchase of popular price frozen food for the machines are completely free of franchise fees and special agreements. Frozen food distribution points have been set up to adequately meet all operators' requirements.

Operators using the Hot Foodshoppe will have available to them blueprints of complete automatic cafeterias, together with many other new innovations, such as specially designed table utensils, etc.

The Hot Foodshoppe opens up many new types of locations, in addition to office, industrial and drive-in cafeterias. It is truly the answer to the average vending operator becoming an in-plant feeder and food purveyor without the necessity of costly commissaries, kitchens, and chefs.

## Conex Shows Translucent Cups

CHICAGO — The flavor shows through the newest plastic cold drink cup, displayed at the NAMA by Conex Division, Illinois Tool Works Inc., Des Plaines, Illinois, received an unusually large amount of attention from visitors.

The flavor actually shows through the thin-walled translucent all-plastic cup and is available in 3 sizes—7, 9 and 10 ounces, to complete the Conex line of vending cup products. All sizes and styles are vended in all standard vending mechanisms.

A pioneer in the field, Conex has now also entered food and other container product areas and has only recently completed a large new manufacturing plant in Des Plaines.

## Amer. Std. Displays New Thermometer

CHICAGO—A Rochester remote-reading thermometer of 2" dial size, designed to provide dependable, extremely accurate temperature measurements in refrigerated dispensing equipment, soup and beverage machines, coffee urns, and many other types of vending units, is announced by the American-Standard Controls Division, Detroit, Mich.

The versatile new thermometer was introduced to the vending industry by American last week.

Hermetically sealed in a space-saving, compact cylindrical case available in a wide variety of materials and finishes, the thermometer is manufactured in 17 different scale ranges—from -40° -60°F all the way up to and including 100° -220° F—and with various copper, plain, plated, or braided capillary tube lengths. Calibration is nominally 3% of scale span.

## American Univend Announces "Plus 10" Program; Acquires Vending Industries

CHICAGO—American Univend Corporation, lessors of automatic vending equipment, unveiled last week at the NAMA show new equipment lease-merchandise sale aimed at helping operators increase substantially their volume and profits without additional capital outlay.

The plan, which has captured the enthusiasm and support of merchandisers and market research people in those test markets in which it has been in effect for several months according to the firm, is built around a single "package" which offers both AU equipment and merchandise. Called "Plus 10," it gives the vendor an arrangement whereby he can lease American Univend machines, and then stock them with AU products—"Alkalds," "Cloramints," and "F&F Cough Lozenges," and F&F 10¢ line of candies—for the cost of the products alone.

Briefly, "Plus 10" works like this: American Univend leases its two-column machine to the operator for \$10 a year. The company, at no additional cost, then gives the operator an amount of AU merchandise equal to retail to the annual rental. The operator, in order to qualify for the plan, must purchase a minimum quantity of American Univend prod-

ucts. This minimum quantity has been carefully determined—on the basis of extensive market research and experience—to be the *minimum* volume which the operator, with adequate and proper location and merchandising, can expect from the machine. Thus, he has acquired the American Univend merchandising unit, at no additional capital cost.

As a result of its recent acquisition of the \$2-million-a-year leasing and financing service organization of Vending Industries, Inc., American Univend also is able to supply to operators a whole range of important product, equipment, merchandising, financing, and leasing services. According to John Hopson, president of Vending Industries, now a wholly owned subsidiary of American Univend, "As a result of combining the resources and experience of American Univend and Vending Industries, we now have a strength and market potential that neither company possessed individually. We can offer our customers an extremely wide variety of services under specialized leasing and/or financing arrangements that are tailor-made for the operator's growth requirements to meet today's demand for vending equipment."

## USED VENDERS — FOR SALE

### CIGARETTE VENDERS

12 Seeburg E-2—early models .....	\$195
1 Rowe Cigarette—20 col. ....	195
1 Rowe Cigarette—14 col.—split .....	95

### SOFT DRINK

4 Lyons VMC-1400—single drink—as is .....	45
10 Cole Spa—3 flavors—3 drinks .....	185
2 Cole Spa—3 flavors—3 drinks .....	185
4 Spacarb—4D53—4 flavors .....	175
1 Spacarb—4D52—4 flavors .....	150
9 Spacarb—4D51—4 flavors .....	125

### HOT DRINK

2 Bally 597—w/whipper—batch brew—ref. cream, liquid sugar, also 2 cold drink selections .....	825
1 Vendo HB900A—coffee, batch brew, w/hot choc. ....	495
2 Bert Mills M-56 Coffee Venders .....	75
1 Apco Jr. Coffee Vender—dry ingredients .....	275
1 Rudd Melikian 300—1 c. brewer, dry ingred. ....	900
(sold less than 8000 drinks, tea & coffee—4 sel. cap. ...	...
sugar, also 2 cold drink selections .....	...
1 Rudd Melikian BAC—1, cap. 500, 1 c. brewer, ref. ....	1050
(cr. tea, choc. & sugar, sold 12,000—like new—red) ...	...
2 IVI Bonanza—1 c. brewer, w/ whipped choc. ....	750
2 Mills Coffee Bars .....	100
1 Apco SC6-SL Coffee Shoppe (#1958) coffee-hot choc. ...	345

### OTHER VENDERS

2 Rowe Sandwich—5 sel. 75 cap. ref. ....	195
2 Rowe Pastry—4 sel. 60 cap. ....	125
1 Rowe Candy—8 sel. 3 mint & gum, model 77 .....	175
3 Gold Medal Popcorn Venders—new .....	275
3 DuGrenier—4 col. pastry .....	130
1 National Pastry—new—5 col. ....	300
1 National Candy—new—9 col. & gum .....	345
1 Vendo 210-A Ice Cream—3 sel. ....	425

## VEND, INC.

126 Lincoln St. Brighton 35, Mass. Algonquin 4-4040



A busy lunch hour at St. Michael's Hospital Cafeteria, Newark, New Jersey, where the Continental-APCO Hot Foodshoppe and Capri-Fresh-Brew Coffee Machine are major parts of the full-line automatic installation.



# The Coin Machine Scene

**Juke Box and Amusement Machine Firms Were Well Represented As Interest In Vending Continues To Grow**

**Many Firms Are Established In Vending, Others Are Dabbling, While The Remainder Continue To Analyse Its Potential**

*Pictured below are the many coinmen who attended this largest of all NAMA Conventions. Reading from left to right, starting with the top row: Howard Grant and Bert Lane, R. F. Jones and Carl Lavson, Harry Stern and Marty Toohey. Eli Ross, Sam Taran and Fred Caramica, Tom Sams and Paul Hunger.*

*Second row: Iz Edelman, Charles Bengimina and Sam Goldsmith, Al Simon and Al D'Inzillo, Louis Dunis and Stan Terry, Al Herman and Mo Mandell, Jim Ginsberg, Judd Weinberg, Joe Mangone and Al Rodstein.*

*Third row: Al Rodstein and Jim Ginsberg, Bernie Shapiro and R. E. Territ, Ronald Wolff with Wall St. Jul. reporter, Viola and Jack Bess with Nate Feinstein, Clint Shockey, Howard Derringer and Clarence Schuyler.*

*Fourth row: Herman Shuster, Davey Weiss, Leo Crawford and Joe Wasserman, Dave Rosen, Leo Crawford, Davey Weiss and Frank Friedberg, Lee Brooks and Clarence Schuyler, Donald Rockola and John Totteu, Sid Balin and Marty Toohey.*

*Fifth row: Gabe Gabrielson, James and Russell Cates, Dave and Alvin Gottlieb, Bill Adair and Marty Toohey, Joe Orleck, Frank Meucuri and Lee Brooks, Lou Casola and Joe Orleck.*

*Sixth row: Jack Barabash and Lee Brooks, Barney Sugerman, Irving Kaye and Dave Stern, Marty Toohey and Hymie Zorinsky, Joe Orleck and Ralph Wycoff, Bert Betti and Marty Toohey.*

*Seventh row: Joe Orleck and Joe Mangone, Marty Toohey, Jack Gordon and Lee Brooks, Irv Ovitz and Harold Schwartz, Kurt Kluever, Paul Calamari, and Marvin Roth.*





# Cash Box

# VENDING NEWS

*The Vending Machine Industry's Only Newsweekly*

## Smokeshop Shows 50¢ Coin Changer

CHICAGO—Art Brier, sales manager for Automatic Products Corp., manufacturers of the Smokeshop cigarette machine line, has advised the trade that acceptance of this year's line, which was on display during the NAMA Convention, was highly satisfactory and encouraging. "Our sales program for the coming year will no doubt result in topping previous sales figures and I can say this after talking with close to one thousand prospective buyers during the four day show," said Brier.

The Smokeshop machine featured a half-dollar coin mechanism with nickel changer accepting nickels, dimes, quarters and half-dollars. The machine returns change in nickels with cigarettes upon deposit of half-dollar or quarters. Up to four prices may be set in one machine, according to Brier. The machine holds a top capacity of 680 nickels—115 nickels to each tube.

"The nickel tubes can be emptied quickly and the serviceman need count only the partially filled tube," continued Brier. When the changer is emptied, an illuminated sign lights and reads: "Use Correct Change Only." Fifty-cents merchandise can be vended upon insertion of any denomination of coins. A penny changer is also a feature of the Smokeshop and also allows for four prices on each machine. Penny capacity is 1600—270 per tube.

"Our changer has opened entirely new fields for cigarette vending," said Brier, "and operators can now service locations such as super markets, drug stores, and many new type locations."

## Name 10 NAMA Directors

CHICAGO—Ten directors were elected to the board of NAMA during the NAMA Silver Anniversary Meeting on Sunday in Chicago's McCormick Place.

Elected for a one-year term were: Elmer Kuekes, Payne Products; John Burlington, The Vendo Co.; and Paul Mercy, Automat Co.

Elected to three-year terms were: Henry Davidson, ARA; Al Diederich, NAN Vendors; Charles Manambian, MAB Vendors; William Martin, Automatic Candy Corp; James McGuire, Canteen; Mel Rapp, Continental-APCO Corp. and Lou Risman, Mystic Auto. Sales Co., Inc.

Carl Millman moderated this portion of the meeting and explained representation on the board of NAMA directors and the policy of the board in electing to the board members from the same company. "Because of recent mergers, the board has become temporarily unbalanced," stated Millman, "but by this time next year, this problem won't exist." The bylaws have been revised to read one director only from each company, according to Millman.

## Seeburg Intros 6 New Machines; First-In, First-Out Candy Unit Bows

CHICAGO—Seeburg has launched its full-line vending program with six new vendors in modular design. The new line includes revolutionary new candy and pastry merchandisers, a startlingly new milk carton vendor, and, for the first time under the Seeburg name, the popular Bally coffee vendor. The machines attracted one of the largest crowds during last week's NAMA convention.

Completing the introductory line-up are new modular-styled versions of the Seeburg "Ice-O-Vend" cold drink vendor and the all-electric cigarette machine.

Uniform in basic exterior design and blue color styling, units in the new Seeburg modular line can be used for freestanding installation or in a multiple set-up without the need for separators or adapters.

The door of every vendor in the line opens within its own dimensions. This permits placement flush with a side wall or flush with any other modular Seeburg vendor.

All units in the new line feature larger capacities, strong merchandise identification, brightly lighted merchandise displays, faster, easier loading, and new cleaning ease.

Leading the new Seeburg modular line is a radically new candy vendor that is easily adapted in the field to be a snack vendor (candy with pastry) or to be a straight pastry merchandiser.

For the first time ever, it gives the industry automatic first-in/first-out rotation of stock. Hand shifting of stock is eliminated entirely. Unique continuous spiral shelves utilize the helix principle to deliver merchandise in first-in/first-out rotation.

These new helix spirals are available in many different sizes to provide maximum capacity for every size of candy bar and pastry goods. This permits tremendous new capacity—up to 800 units—double that of most other candy machines.

Set up for candy alone, it vends 12 selections. As a combination candy and pastry (snack) vendor, it offers selections of six candy bars and four kinds of pastry. As a straight pastry vendor, it offers eight selections.

New "triple pricing" permits sales of candy or pastry at any three prices from 5 cents to 50 cents. Price-changing on location has been made fast and easy. A coin changer, as standard equipment, accumulates nickels, dimes, and quarters up to 55 cents in

any combination of these coins. Self-loading nickel and dime tubes return change for any sale up to 50 cents.

The new gum and mint section features "dual pricing" at 5 cents and 10 cents, and vends six selections of any standard size or shape.

A new fast-opening lock eliminates need for a loose crank.

A new carton vendor, compact in size but with large capacity, the Seeburg milk merchandiser offers three selections in either half-pint or ten-ounce sizes in Canco, Sealking, or Pure-Pak styles.

Like the candy vendor, it offers automatic first-in/first-out stock rotation and eliminates hand shifting. The unitized refrigeration system is hermetically sealed.

Depending on the style of carton stocked, capacity ranges from 288 to 384 units.

Presented for the first time under the Seeburg name, the NAMA-AMHIC-approved Bally coffee and hot drink vendor (Model 661) offers coffee brewed a cup at a time, with dry or refrigerated cream, and has the optional "extra cream and sugar" feature. It also vends hot tea or soup and whipped hot chocolate. Capacity is 450 squat 7-ounce cups.

This new modular model, NAMA-AMHIC approved, now offers seven drink selections with a capacity of more than 2,900 seven-ounce drinks. Vends with or without crushed ice, as the customer prefers. Stores ice for twenty drinks, but recovery is so rapid that the machine never runs out of ice in the busiest locations. The ice-maker has only two moving parts, never freezes up.

With the same proved features of the most recent model Seeburg cigarette vendor, the new Seeburg cigarette vendor is styled to fit into the new modular line-up. Scientifically distributed 825-pack capacity reduces service calls. Twenty-two columns, with 11 of 55-pack capacity and 11 of 20-pack capacity.

Automatic switch-over delivers top-selling brands even when one of two columns is sold out. "Triple pricing" and match-saver feature are included.

Seeburg is also continuing the popular free-standing model of last year, with the addition of a third color style, jet black. The other two color styles in the line are aqua and beige.

Seeburg distributors in all major market areas will soon show the new modular line.

## Wittenborg "400" Attracts Audience

CHICAGO—The complete Wittenborg line was shown last week in Chicago.

Included in the convention display was the Wittenborg Model "400", which has freed vending from many of its former limitations as to size and shape of the foods and other merchandise offered. With the "400", the vending compartment can be changed both in height and width. This permits vending such diverse objects as sandwiches, cartons of eggs, boxes of candy, corsages, whole chickens, and half-gallon containers of milk. New users are being found daily for this versatile machine which vends at a choice of 25 different prices, ranging from 5¢ to \$1.25, according to the firm's president, Jack Low.

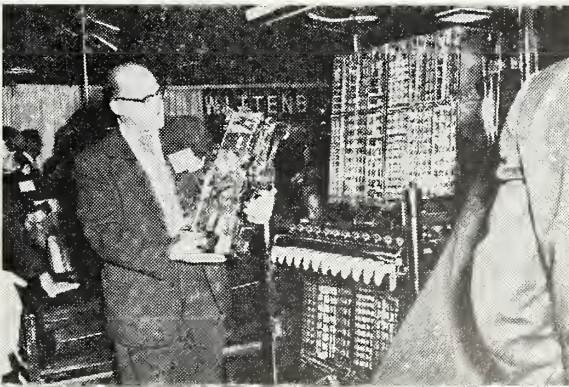
A single Wittenborg "400" can vend up to 12 different types of foods or goods, each at a different price. Top capacity is more than 400 items. The possibilities are multiplied greatly when these machines are used in banks of three, six, ten and more individual units, or in combination with the Wittenborg Model "300", designed specifically to vend "TV" type platter dinners.

All Wittenborgs have sales-window visibility—a merchandising feature that displays and illuminates the actual items vended.



NEW YORK, N.Y. — Miss Ann Marie O'Connor, of Manhattan, pins on a corsage vended from a Wittenborg refrigerated "400" in Grand Central Station. The machine is operated by George Spencer, of Greenwich, Conn., who has founded a firm called Automated Flowers Company. Wittenborg, U.S.A., is a subsidiary of Universal Match Corporation.

Spencer has added some features to the machine which include special packaging of flowers, tubes for water to keep flowers fresh longer, and special promotion for the unit.



**SEEBURG CANDY VENDER** was demonstrated by John Stuparitz who managed a demo every five minutes—totaled 288 for entire show with approx. 20 listeners each time. Total for show—6000 impressions!

## Unimatchco Div. Displays Refrig-Non-Refrig Units

CHICAGO — Unimatchco Merchandiser Division of Universal Match exhibited a machine that sells both non-refrigerated and refrigerated goods last week at NAMA. The demonstration version will embody for the first time merchandise flexibility combined with currency-handling and refrigeration capabilities. It is called a Multi-Purpose Merchandiser, and is—in ef-

fect—an automatic shop.

While the refrigerated and non-refrigerated combination was selected for the convention, Multi-Purpose Merchandisers can also be built to sell heated and frozen products, Hugh F. Sackett, general manager of Unimatchco, said. In addition, these four capabilities can be teamed in any desired combination.

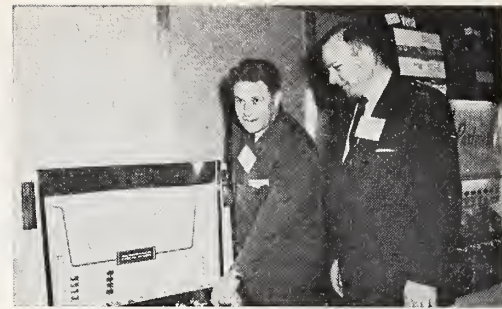




VENDO: *H. Habel, H. E. Saunders, H. Thiele*



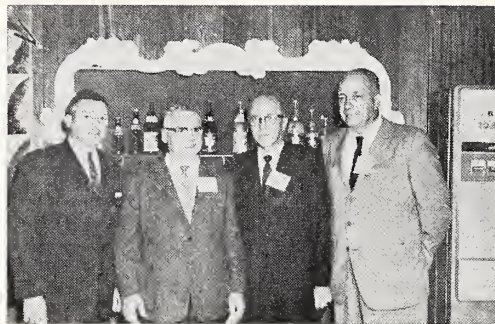
AUSTIN: *P. Broicu, H. Dwyer, E. Fox, A. L. Van Ness*



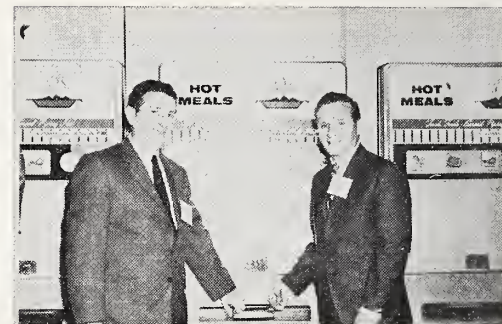
NATIONAL: *Frauk Haws, Henry Brown*



HILLS BROS.: *M. Kral, C. Eversmau, D. St. Pierre*



CANADA DRY: *G. Filasky, Fred Naas, N. Tunell, P. Allen*



CONTINENTAL-APCO: *Ed Rubin, Herb Sterberg*



P. LORILLARD: *Harry Seiler, Al Dion*



COCA-COLA: *B. Nathan, J. Fitzgerald, D. Collins, H. Tucker, L. Price*



MARYLAND CUP: *W. Young, H. Plotkin*



WILLIAMSON: *John Grant*



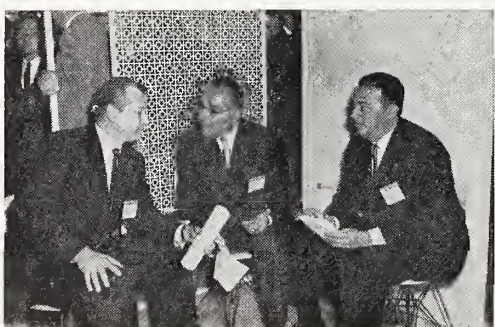
THERMOWAVE: *T. Kirby, B. Taylor, P. T. Farbas, D. Parnell*



THERMOWAVE: *R. Perry, G. Epstein, L. Hanna*



AC AUTOMATIC: *M. Toohy, L. Brooks, D. McMurdie, A. D. Schaffer, J. Kleiman, J. Orleck*



AC AUTOMATIC: *McMurdie, Schaffer, Kleiman*



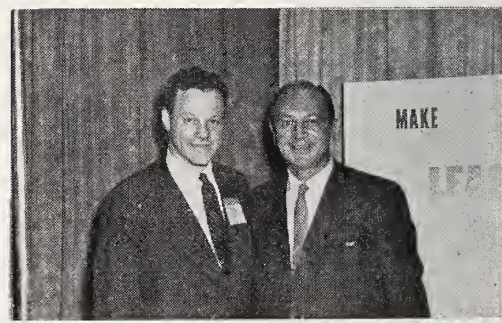
HOLLYWOOD CANDY: *G. Wyman, J. Frain, F. Schonlau*



USAMCO: *R. D. Allen*



CONEX: *Aruold, Thickstun, Wilkinson, Hetzel, Wawrzynski, Anderson, Saloman*



BEV. EQUIPMENT: *Geo. Haas, Percy Wachtel*



# Cash Box

## VENDING NEWS

The Vending Machine Industry's Only Newsweekly

### Vendo Display Of 75 Individual Units Occupies 7500 Sq. Ft. At Show

CHICAGO—One of the largest displays at the NAMA show, the Vendo exhibit, incorporated 7,500 square feet of floor space last week and a total of 75 individual pieces of vending equipment were shown to the 12,500 guests who attended the show.

The exhibit with the theme, the "VendOasis," featured two full banks of Vendo-manufactured machines capable of offering complete meal, beverage and refreshment service. These were placed around a central patio set off by palm trees.

Vendo's rack merchandiser, which automates the distribution of thousands of products mounted on cards, was also shown for the first time.

A completely automated convenience-type grocery store which can handle 500 or more popular selections was displayed in the Vendo booth.

One of the new coin-operated venders sells "fill-in" and convenience foods such as bakery goods, snack items, and boxed dinners, as well as such products as soaps, tissues and household needs. The other sells tinned goods ranging in size from small cans of baby foods to large cans of fruit juices.

"These two new venders, teamed with Visi-Vend equipment which sells hot, cold or frozen foods at the drop of a coin, plus a carton vender for soft drinks and bulk items such as sacks of potatoes, make it possible to sell virtually every type of grocery item automatically," says Spencer L. Childers, Vendo executive vice-president.

"Vendo will open a completely automated retail grocery store within the next few weeks, using this new equipment and a selection of other coin-operated models. In a year, a number of these facilities will be found in various cities, making sales around the clock.

"The increasing demand for convenience foods, plus late hour shopping tendencies, has spurred a need for automatic grocery sales.

"The self-serve equipment may either be used as an all-automatic installation, such as we plan, or in combination with conventional facilities. Thus, a grocery store or supermarket may continue its regular operation, yet realize additional sales through the coin-operated venders.

"The automatic equipment may either be placed inside the store—allowing busy shoppers to by-pass checkout counter bottlenecks—or in an exterior wall where walk-up or drive-up service is available 24 hours a day.

"As a matter of fact, such an installation need not even be placed on the premises, in order to increase grocery sales. A selected number of automatic venders can form 'satellite installations' in high traffic locations such as large apartment houses, service station merchandising centers, parking lots and small shopping areas. These would be serviced from the central store."

Both of the new double-section venders are open back models which are loaded from the rear so they may be re-stocked without interfering with service. They operate on the gravity feed principle. Both sell items at prices ranging from 10 cents to \$1.25, and do not make change.

The grocery item vender is a push-button model which displays a variety of packages and boxes behind two large see-through panels. Each item is individually priced. The customer drops the proper coins into the central control panel, pushes a bar below the item selected, and the product drops into a delivery bin.

Products sold by the grocery item vender include boxed dinners of dry ingredients, cake and pizza mixes, crackers, potato chips, cereals, sugar, detergents, soaps, cleaning powders, paper tissues and picnic supplies such as paper cups and plates.

The can vender is an open front model displaying cans of varying sizes in a horizontal position, securely held in place by slanted metal racks. The customer notes the price of the can he selects, deposits coins in the central panel, and an automatic release permits him to remove a single can at a time. Approximately 80 selections may be offered by this vender, with a total capacity of between 600 and 700 items, depending on size.

### Thermowave Shows Two Units and Draws Wide Interest Heats Food Via Separate Or Integrated Unit

CHICAGO—Two new microwave ovens were displayed by Thermowave Corporation, New York, at the NAMA Convention last week.

One Thermowave Oven, a free standing unit, is specifically designed to work alongside and in conjunction with refrigerated food vending machines such as the Rowe, Wittenborg and Vendo. Thermowave Corporation, the manufacturer, states their ovens will heat refrigerated and frozen dishes in seconds through the utilization of ultra high frequency waves which penetrate the foods placed in the oven. The foods are heated thoroughly and tastefully while the containers and dishes in which the food is placed remain cool. Requiring no buttons to be pushed or dials to be set, the Thermowave Oven automatically sets its own cooking time electronically, eliminating any possibility of foods being over or under cooked.

A second unit, designed for installation in hot food vending machines by manufacturers, utilizes the same principle of ultra high frequency waves. Frozen or refrigerated food platters in these vending machines will remain in their selective state, until the selection is made. After the coins are inserted the selected food item is heated to its precise edible temperature by the Thermowave Oven. The entire process is done automatically.

Hot food vending machines which will feature Thermowave Ovens require no thawing or heating time. Only after the selection is made will the selected item be instantly cooked. Waste and spoilage are completely eliminated since frozen platters remain frozen in the machine until the next feeding time. Thermowave Corporation believes that hot food vending machines will have to incorporate these ovens so that food operators will no longer be plagued with losses due to waste or spoilage.

### Rock-Ola "Heartened" By Huge Turnout As "IVI" Line Gets Nod From NAMA Attendance

#### Doris And Crew Pleased With Reception

CHICAGO—Edward G. Doris, executive vice president at Rock-Ola Manufacturing Corporation, this city, boasts this week of having a complete, and very popular lineup of models of hot drink venders represented in the new Rock-Ola "IVI" line. In this array of vending machines for the trade there are four models, and another with a slight variation.

In this group are: Model TRLB-M—Batch Brew Vender, model 1400—Single Cup Fresh Brew Vender (also model 1400-S offers whipped soup), model 1300—Single Cup Fresh Brew Vender, and, finally, model 3400 Coffee and Hot Drink Vender.

The entire Rock-Ola "IVI" series of drink venders was on display at McCormick Place in this city, during the NAMA Convention.

### Machine Leasing And Financing Discussed

CHICAGO—"Machine Leasing and Financing" was discussed last week at the NAMA Convention by Jack Hopson, Vending Industries, Inc., a national leasing firm; Arnold Harlem, vice-president of Standard Financial Acceptance Corp., and Ray Erfle, vice-president of Philadelphia's Broad Street Trust.

Hopson, speaking on the advantages of leasing, advised that several advantages were immediately open to the operator leasing machines: "Leasing is another form of financing equipment on a long term basis."

He exclaimed that leasing provides working capital, makes possible 100% financing, offers tax advantages, and stated that although gross costs are more—net costs are less; and in general makes available extra dollars for use in other areas. "Ownership and equity do not of themselves assure profit," concluded Hopson.

Harlem stated that lack of information on the part of operators often leads into disadvantageous contracts. He also suggested that operators study the question of whether or not leasing fits in with the operation of vending machines. "Many leases are nothing more than conditional sales contracts," said Harlem, asking the audience, "What is a true lease?" He concluded by stating that one of the reasons operators secretaries lease equipment is to "clean up a statement."

Erfle, Philadelphia banker, closed the session with a discussion of short term loans, equipment loans, and advised the listeners to inform their banks of the problems of the industry, offering the assistance of his own bank (Broad Street Trust, Phila.) in aiding out-of-town banks should they care to contact him.

"Many times a turn-down on credit is because of an educational problem and it's up to the operator to solve it," said Erfle. He concluded by saying that interest among banks is growing at a fast rate.

Doris and other Rock-Ola executives were extremely heartened by the results attained with these venders during the convention, and by the great interest shown by visiting vending operators.

"The descriptive word we must apply to this well engineered and very dependable line of hot drink venders is—"completeness," Doris declared.

"For," he continued, "this Rock-Ola 'IVI' lineup of popular vending machines represents the most complete array of precision engineered coffee and hot drink venders available today.

"This completeness of the grouping means it is no longer necessary to pass up the profit of even the smallest, seemingly insignificant location. There is a Rock-Ola vender to serve any amount of traffic. And, there's variety in this 'IVI' line."

Doris further explained that each unit not only serves the perfect cup of coffee and taste-tempting, creamy-smooth hot whipped chocolate. Model TRLB-M also serves delicious, hot soups, or a refreshing cup of tea.

He dwelled for a bit on the serviceability of the complete line of Rock-Ola "IVI" venders, when he stated that all working parts can be easily, and quickly removed for rapid servicing, cleaning, or repairing.

Doris further advised that production of the Rock-Ola "IVI" coffee and hot drink vending line has recently been considerably expanded in the huge Rock-Ola factory (located on the near northwest side of Chicago) to amply service the operators throughout the United States and in the many foreign markets.

"The demand," he said, "has been very heavy and we aim to keep all of our customers well satisfied. If it ultimately becomes necessary to expand further, we will do so."

Model TRLB-M (batch brew vender) utilizes freshly roasted coffee, refrigerated fresh cream and liquid sugar. It also serves piping hot soup or tea, and delicious hot whipped chocolate.

Model 1400 (single cup fresh brew vender) brews fresh roasted coffee a cup at a time, served four ways (there is a selector dial in front of the cabinet) with soluble cream and sugar. It also serves hot whipped chocolate. Model 1400-S is similar to model 1400, except that it serves hot, whipped soup.

Model 1300 (single cup fresh brew vender) brews fresh roasted coffee a cup at a time, served with refrigerated fresh cream and liquid sugar. It also dispenses hot, whipped chocolate. Model 3400 (coffee and hot drink vender) serves soluble coffee, powdered cream and granulated sugar. In addition it serves hot, whipped chocolate.

### The Prendergasts Make It Seven!

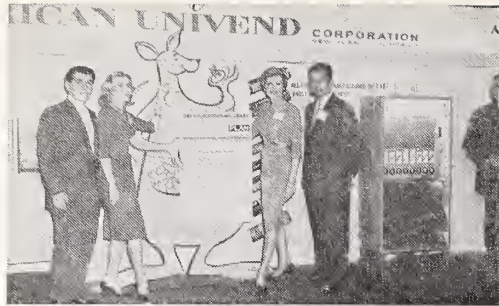
CHICAGO—An announcement concerning the appointment of Dick Prendergast to the post of Marketing Director for AC Automatic Services appeared in this space last week and reference was made to "his wife Rita and their six children."

Well, Rita did it again on Sunday during the NAMA Convention and the bouncing boy, James Whalen, made it a total of seven children. "Anything to make the press print a correction!" explained Prendergast.

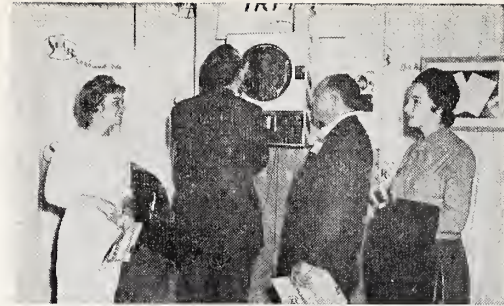




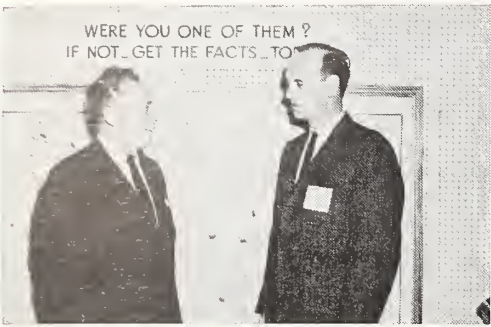
SANNA DAIRIES: *Van Dyke, Knudson, Steil, McAllister, Raisbeck*



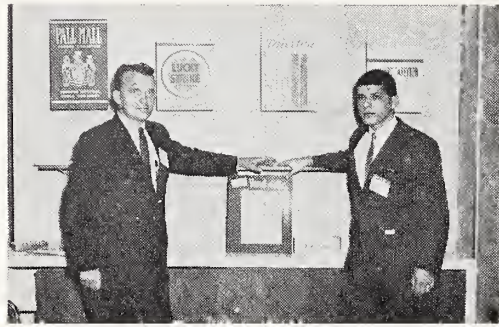
AMER. UNIVEND: *Dick Damaso, Jos. Sanzeri*



SHAVEAIR: *Bob Glass, Richard Roberts*



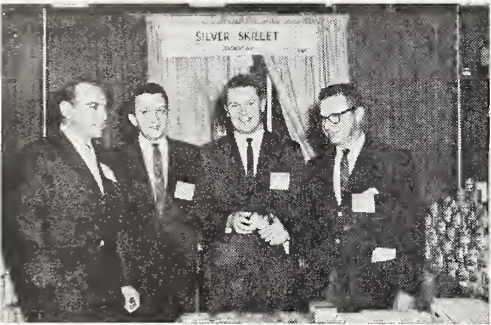
VENDING INDUSTRIES: *J. Hopson, R. Roberts*



AMER. TOBACCO: *G. Kousek, R. Benjamin*



RELIN INTL.: *Rosalie and Les Miller*



SILVER SKILLET: *Steele, Horwitz, Miller, C. Miller*



PERO: *J. Pero, R. Overton, R. Perault*



ROCK-OLA: *Les Rieck, Ed Doris*



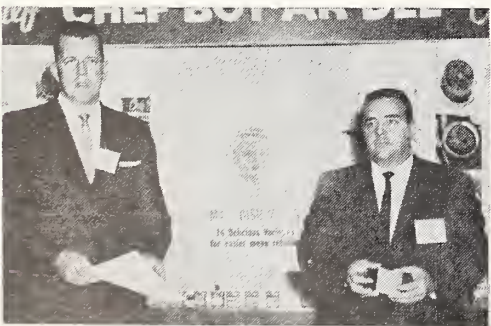
VENDOTRONICS: *Wm. Marcusen, Burgess Case*



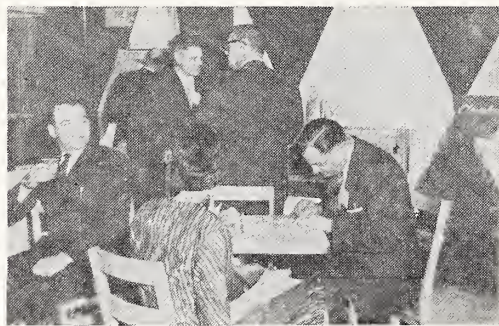
CHEVROLET: *H. Blankenship, E. Guerin Jr.*



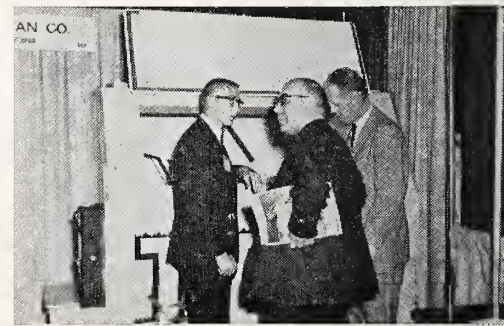
PROGRESS FOR VENDING: *Ivan Sharps*



AMER. HOME FOODS: *G. Thompson, A. Gentuso*



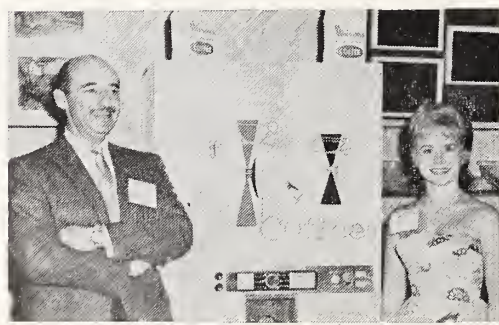
LA TOURAINE: *Charles Di Napoli*



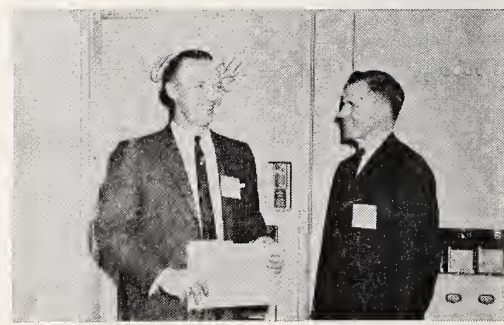
ALASKAN CO.: *Jack Davis, demonstrating*



KING KUP: *H. Cook, D. Williams, W. J. Butler*



H. H. HIXON: *David D. Sohr*



MASTER KRAFT: *J. Shure, R. Irvin*



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Rudd-Melikian Display Features Raymond Loewy Designed Machines "Answers Full-Line Problems" — Melikian

CHICAGO—A new modular line of automatic food and beverage vending machines, styled by Raymond Loewy/William Snaith Associates, was introduced by Rudd-Melikian, Inc., Hatboro, Pa. at the NAMA show.

"The new line, being shown for the first time, gives the industry a practical and profitable answer to the vital full-line vending problem," stated K. Cyrus Melikian, Board Chairman. "The new units feature an exclusive flexibility never before available. They are being offered at prices that will give operators the opportunity to render maximum customer services, and at the same time, realize a reasonable profit."

### Three Units Make Bow

Units in the new modular line that have been designed by staff engineers following suggestions offered by the company's unique Operators Advisory Council, and styled by the noted Raymond Loewy/William Snaith Associates are:

"Full Line" automatic vending machine is a basic food machine that offers many exclusive advantages including complete flexibility without the wedge-packaging problem, visibility without that "picked-over" look, true first-in first-out dispensing, less floor space requirements with front or rear loading. Most any item, including hot or cold foods, packaged beverages, and dry goods can be dispensed on 8-serving levels with a total capacity of 56 to 240 items.

Brew-A-Cup automatic coffee vending machine is a restyled model of the popular Brew-A-Cup first introduced three years ago. Primary change in operation is in the single cup brewer. Now it has a slightly different cycle which results in a fuller-bodied cup of good coffee with restaurant quality flavor. It is brewed in only 9 seconds after a coin has been inserted.

The new Brew-A-Cup offers up to eleven selections—four coffee, four tea, whipped chocolate, and two soups. After each coin is inserted, a cup of coffee is brewed individually from pods of fresh ground coffee that are on a continuous filter-tape. Portions are precisely controlled serving cups that are uniform in strength, temperature and flavor.

Coffee tapes of 300 or 500 servings with three weights of coffee are available in three blends.

Its new cabinet design makes drink selection easier, and serving faster. In addition, it can be coupled with the other new units in complete banks for the simplest and best planned-modular appearance.

Kwik Kooker is a high-speed microwave oven which heats food very fast. For example, it can heat a platter in 60-seconds, a hot dog in 22, casseroles in 40, and pastries in only 7.

Operated in conjunction with food vending equipment, such as Rudd-Melikian's new "Full Line" universal

vendor, foods can be kept under refrigeration until a customer is ready to eat. Then the food can be heated after purchased. Food may be served on glass, china, paper or plastic containers.

Kwik Kooker will quick-heat any foodstuff that can be stored in a vending machine including sandwiches, vegetable side dishes, and entrees.

## "How To Sell Vending" Discussed By Ops; Mitchell Leads Session Theoretical Plant Depicted

CHICAGO—"How To Sell Vending Services" was the subject of an NAMA discussion held during the NAMA Convention last week and a theoretical plant with 900 employees was used for demonstration purposes. Assuming that general conditions were as close to normal as possible, Joe Mitchell, Mitchell Vending, led the 400 listeners on the assumption that "machines or no machines, certain situations come about."

Pointing to some of the "musts" in an industrial firm, Mitchell advised that with machines, of course, the dining area would remain about the same. The kitchen, however, does permit the company a saving of space which is brought about once the machines are placed. With an example showing a plant with 1000 square feet utilized by a food area, with costs set at \$21 per square foot, the cost to equip this plant would run \$20,000 to \$30,000 with manual feeding equipment and personnel. The kitchen would cost approximately \$50,000.

The advantages of vending machines in this case were outlined as follows: recovery and saving of space; saving on capital investment for company; where about five employees per minute may travel through a cashier, machines permit from 12 to 15 per minute; flexibility of adding or subtracting machines; versatility—at least three people are needed to open a standard cafeteria whereas vending machines may be opened to the employees by just one person; a manual operation is at best an untidy one; vending relieves management of health dept. problems; and close scrutiny of a caterer's statement can sometimes mean high costs to management.

Mitchell then discussed several subjects, one of which asked the question: "We shouldn't ask how much of a commission should be paid to a plant—but rather should we pay a commission or ask for a guaranteed subsidy?"

## DuGrenier's "M-20" Cig Machine Receives "Biggest Reception" According To Gibbs

CHICAGO—"We have enjoyed sales success at NAMA Conventions for many years but this one is without a doubt the biggest reception our line has ever had the pleasure of receiving." That's the way DuGrenier's sales manager, Dick Gibbs wrapped up the firm's four-day stint at the NAMA Convention.

He was referring of course to the company's cigarette line, which included the Model "M-20". "The 'M' is for 'magnificent'" continued Gibbs,

who spent each day on the exhibit floor ably assisted by Arthur, Francis and Gary DuGrenier and sales rep Jack Nelson.

The "M-20" sells 20 brands and holds 720 packs. It is a manual machine and features 3-price vending. The unit dispenses matches only upon the request of the customer and Gibbs claims that the major parts of the machine are interchangeable. "Dimes are also separated in the coin mechanism to prevent jamming," stated Gibbs, demonstrating the machine for viewers during the show.

"Loading is simplified and speeded up with a new retaining device that permits you to load the secondary column and push it back into position. It locks there and permits loading of the primary column, said Gibbs.

He added that the DuGrenier line is sold by "manufacturers" not operators, referring to the recent paid advertisement which appeared stating that the firm was looking for independent operators for sales advising that the DuGrenier firm does not of itself operate equipment.

if they couldn't make a profit after outlining all of the above obstacles then perhaps they should ask management for a subsidy to offset a possible loss.

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NAME .....

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CITY ..... ZONE ..... STATE .....

Be Sure To Check Business Classification Above!

Please Check Proper Classification Below

MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

JUKE BOXES .....   
 AMUSEMENT GAMES   
 CIGARETTES .....   
 VENDING MACHINES   
 OTHER .....

**THE BRINKMANN FAMILY** was at least one reason why NAMA attendance figures broke records as evidenced by Mr. and Mrs. Charles Brinkmann's family pictured here (l. to r.) Nanck, Charles Jr., Barbu, Helaine and Mrs. Brinkmann. Brinkmann, a veteran in the vending machine business, lives in Chicago and performs executive duties for Interstate Vending Company.





# Cash Box

## VENDING NEWS

*The Vending Machine Industry's Only Newsweekly*

### *First International Symposium Highlights Convention*

#### *Day-Long Program Illustrates Techniques, Problems Around The World*

CHICAGO—Tuesday, October 31st, was International Day at the NAMA Convention. The First International Vending Symposium was held via four separate panels held at the Conrad Hilton Hotel and the general opinion at the day's end was that the export segment of the Convention was a fine success and a brilliant addition to the general convention activities. It was the first time NAMA had delegated international discussions to prime panel session time.

Several hundred vending representatives attended from countries around the globe and comparisons between foreign and US style vending were made. The discussions were highlighted in many instances by color slides which helped overcome the slight language barriers and helped visualize the foreign vending picture for listeners.

Tea vending, cigarette and cosmetic vending, shipyard installations, storefront locations, automatic public restaurants, licensing, and export problems highlighted the topics on the international agenda.

Jack Low, Wittenborg Inc. president, was chairman of the day-long event, and did an admirable job simply by permitting the delegates to conduct presentations in their own individual manner.

G. Norman Ditchburn, a major juke box operator and distributor in Great Britain, represented the English portion of the panel from Europe and advised that the firm is also well established in vending, a situation coming about more and more around the world. France, Germany, Okinawa, Sweden and Italy were just several of the countries with representation.

The sessions were divided into four segments: "How USA Style Vending Operates In Other Countries," "Unusual Vending Methods Around The Globe" and export workshop entitled "Licensing As A Method of Export" and "Solving Export Problems." The highlights of these discussions appear elsewhere on this page.

### Hot Food Vending Attracts Many Overseas Reps To Intl. Symposium

#### US Ops Hear Of Popularity Of Soft Drinks



**JACK LOW**  
Moderator



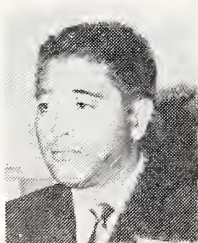
**G. NORMAN DITCHBURN**  
England



**ROBERT GOODA**  
England



**FRANK BART**  
Jamaica



**TOM HIGA**  
Okinawa



**P. A. ATTERBOM**  
Sweden

CHICAGO—"How USA-Style Vending Operates In Other Countries" led off discussions during NAMA's First Intl. Symposium last week and the panel, moderated by Jack Low, included G. Norman Ditchburn, England, who discussed vending in his native land; Robert Gooda, an Englishman, who talked on cigarettes; Frank Bart, a Jamaican, who lectured on vending in schools; Tom Higa, Coca-Cola Bottler from Okinawa, who discussed soft drinks, and P. A. Atterbom, Sweden, who lectured and showed slides on shipyard vending installations.

Atterbom advised that soft drinks are as popular in the Scandinavian countries as they are in America and displayed color slides which showed the vending machines housed in "kiosks," wooden cabinets which protect the machines from the cold temperatures.

The informal panel discussed electrically heated machines in the northernmost countries of Europe and outlined interest in US vending, pointing to progress in the vending of hot foods, which is the prime reason many foreign reps were present.

### Cole, Melikian Lead Export Panel In Discussion On Entering Foreign Mkts.



**RICHARD COLE**



**K. C. MELIKIAN**



**JOHN HADDOCK**



**CHARLES YOUNG**



**RUDOLPH KRAY**



**HENRY GADDIS**

CHICAGO—The second-half session of NAMA Intl. Symposium discussed export problems, and was paneled by John Haddock, Automatic Canteen Company of America; Richard Cole, Cole Vending Industries; Rudolph Kray, Glasco Corp., a subsidiary of Universal Match; Charles Young, Lily-Tulip Cup Corp.; K. C. Melikian, Rudd-Melikian Inc.; and Henry Gaddis, The Vendo Co.

Cole, in a discussion on the problems of entering a foreign country with American-made machines, outlined that an intelligent and all-encompassing approach must be taken. "First off," he stated, "define your problem, obtain the necessary data, find out where to get the facts, go after every bit of information available, and then analyse and determine your position."

He said that the country best suited to your goal must be considered. "Which machine is to be produced, the ultimate production volume and your return on investment are just three major questions we must ask ourselves before going ahead," stated Cole. He advised that methods of distribution, cost of promotion, population growth of the country, size of present vending industry, and the potential of development are all vital questions which must be answered. "The design of a machine is very important," according to Cole. "It isn't always wise to blindly copy our own American styles," he continued, "because the European market for one expect and are accustomed to something altogether different."

Rudolph Kray discussed the transportation aspects of exporting equipment and outlined several basic programs which can be used. Charles Young gave credit to the machine manufacturers of this country for paving the way for the cup firms. He also discussed the problems and techniques of selling cups in foreign countries listing the various sizes which are most acceptable.

K. C. Melikian offered criticism of some operators for "deciding that since stores close at 4 PM they should go right into vending at that time with a storefront installation." Melikian attested as to how it "just doesn't work that easy" and certainly more research and analysis should go

into the program. "To place vending machines on location and expect people to flock to them is absurd. A certain amount of promotion is necessary." He cited the cigarette and soft drink industries as examples of using machines in ads which help to educate the public.

Henry Gaddis discussed product packaging and displayed several different packages used in Europe today.

John Haddock advised the listeners that "if you are considering export then pay close attention to the small duties. Many presently in the business are not making a profit," said Haddock. He also called for assistance from the US firm in helping foreign firms to make a profit.

#### "Unusual Vending Methods" Discussed



**PAUL du CHAYLA**  
France



**HANS ROSENWEIG**  
Germany



**ALESSANDRO G. d'ANNA**  
Italy



**FRANK VELLINGA**  
Holland

CHICAGO—Five European vending representatives formed a panel and discussed "Unusual Vending Method Around The Globe" last week during the First Intl. Vending Symposium. The talks were held in the Wallingford Room of the Conrad Hilton Hotel. Paul du Chayla, France, talked and



## NAMA Treasurer Explains Budget To Convention

### \$590,000 Spent Annually

CHICAGO—"There is not one activity we can eliminate from the NAMA year-long program, and there are many that we eventually would like to add,"—that's the way in which NAMA treasurer Henry Davidson summed up his report to members on Sunday, October 29, when the Silver Anniversary Meeting was held for NAMA members in McCormick Place. Reading a financial report for the year, Davidson advised that dues from operators totaled \$282,000, with the amounts broken down just about 50-50 between operators and manufacturers; \$264,000 income from NAMA's Western and Regional conferences; a miscellaneous totaling \$44,000 with about \$590,000 expected for the year 1961.

The money in turn is used for services, including various activities, legislation, public health programs, employer-employee programs, the Price-Waterhouse study, the convention, membership, state council programs, safety standards, a staff of fourteen in the NAMA office, 8 department heads, and two assistants headed by one Director. "That's the way in which our costs and income show up and the picture is once again very bright," said Davidson in conclusion.

## Glasco Shows 5 Beverage Venders

CHICAGO—Demonstrating the company's latest developments in design and engineering, five Glasco beverage venders were displayed at the NAMA show.

These included the Glascoroma Coffee Vendor, the Glasco Dairy Vendor, the Glasco Pre-mix Icemaker Vendor, the Glasco Carton-Milk Vendor, and the Glasco Post-mix Vendor. They were shown in the Universal Match Corporation exhibit. Glasco is a subsidiary of UMC.

The first three are already being produced in the Muncie, Indiana, plant where Glasco has won an outstanding reputation in the beverage field. The Carton-Milk and Post-mix Venders were shown in a prototype form.

Both the Glasco Post-mix Vendor and the Carton-Milk Vendor are styled to match the Moduline merchandisers of National Vendors, Inc., another UMC subsidiary.

The Glascoroma Coffee Vendor, in production during the past year, now corresponds in styling to the Moduline units, also. National Vendors machines in the Moduline group include cigarette, candy, pastry, cold sandwich and hot canned-food merchandisers.

The Pre-mix Vendor, which is widely used by bottlers of Coca-Cola, has the exclusive Glasco Cubette Icemaker built into the machine, delivering bite-sized ice cubelets with each vendable drink. A working model of the Cubette unit was operating in the Glasco booth to illustrate its simplicity of design and dependability in constant use.

The Glasco Comet Pre-mix Vendor with Cubette Icemaker, most popular

# NCMDA Meets, Elects Si Redd Pres.; Calls For Regional Meetings; Cites 4-Pt. Program

CHICAGO — The National Coin Machine Distributors' Association (NCMDA) convened for the organization's annual meeting, Sunday, October 29, at the Morrison Hotel.

Election of officers was held and the distributor organization elected a new president. Si Redd, Redd Distributing Company, Inc., New England distributing firm for The Seeburg Corporation and major amusement machine lines. Redd is also a major vending machine distributor in the six-state area. Past president Irvin Blumenfeld, General Vending Co., Baltimore, was elected executive vice president. The second vice president is Lou Wolcher, Advance Automatic Sales, San Francisco. Vice president is Ron Rood, Southern Music Dist. Co., Orlando, Fla. Joe Kline, First Coin Machine Exchange, Chicago, was named treasurer, and the secretary is Jack Bess, Roanoke Vending, Richmond, Va.

The new board of directors consists of Harold Lieberman, John Bilotta, Hy Branson, Phil Weinberg, Gil Kitt, Mickey Anderson, Jake Friedman, Morris Gisser, Ed Shaffer and George George.

O. L. (Bob) Slifer, NCMDA's executive director advised that there was an extremely enthusiastic group of distributors in attendance and that the members displayed considerable interest in the general problems facing the industry, as well as the coin machine industry at large.

On the agenda, along with the discussions, was the annual election of a panel of officers for the new term, and a new board of directors.

There was a discussion and resolution passed with regard to the Coin Machine Council (CMC), national public relations program. Slifer, aside from being a vice president and a member of the executive committee of CMC, has also served as chairman of the powerful steering committee of the PR program. He had also actively served on many other committees.

Slifer explained that NCMDA is preparing plans for continuation of a public relations program covering all facets of the coin machine industry, and will call upon the industry as a whole to participate in this vital effort.

He said: "NCMDA's distributor members firmly believe that the continuation of a public relations program is of the gravest importance to the industry. Particular reasons for this need are to better inform the public and to eliminate the misconception regarding the coin machine industry

ice-in-cup vendor of pre-mix drinks among bottlers of Coca-Cola, was included in the Glasco NAMA display as further evidence of the company's know-how in beverage vending equipment.

The new Glasco Carton-Milk Vendor will offer up to four selections of milk, juice or other dairy products. This model vends 88 half-pint or 1/3 quart cartons.

The Glasco Post-mix Vendor, of a new design, will offer a choice of four soft drinks. Both the syrup and carbonated water are flash-cooled and then mixed at the dispensing valve, resulting in a uniformly mixed, ice-cold drink every time. Re-stocking of the cabinet is made simple and quick, by having all parts and systems readily accessible.



W. S. (Si) REDD

in the public mind, and to better inform the newspapers and other communicative agencies, as well as to make available more reliable information to the present misinformed public officials."

Also discussed during the annual session was the apathy with which distributors, operators and some manufacturers view trade associations and their value and benefits to the industry as a whole. As well as to the country and our free enterprise system.

"Many statements have been made by public officials concerning their dependence on trade associations to help to retain the free enterprise system," Slifer said.

NCMDA will hold more regional and board meetings in the year ahead to acquaint distributors and other interested industry people with the needs and the general purposes of NCMDA, and the association's goals towards uplifting the general welfare of the coin machine industry as a whole. There will likewise be a nationwide membership drive.

Slifer added: "The importance of a sound insurance program is a 'must' requirement for NCMDA today. Even though we recognize that many distributors have their own business insurance, and belong to, or are affiliated with other trade groups which offer several forms of group insurance. This has gone beyond the investigative stage and discussions are underway now with prominent insurance firms on up-to-date benefits of several different types of group insurance programs which will be present-

## "Pros And Cons Of Leasing" Available

CHICAGO—A fifth edition of its popular study on equipment leasing has just been issued, it was announced by the Foundation for Management Research.

Revised and expanded to 24 pages, the study is entitled: "The Pros and Cons of Leasing."

A new section added advises on renewals and options-to-buy at the end of the lease period. Also examined are the latest Internal Revenue Service rulings with regard to write-offs of payments on leased equipment.

Included in the study are new tables and charts analyzing the comparative costs of leasing, outright cash purchase, purchase by conditional sales contract, and purchase through bank financing. Charts analyzing cash flow are also included. Specific situations where it is advantageous and disadvantageous to lease equipment are analyzed.

Single copies of the fifth edition are available free to business executives by writing to the Foundation for Management Research, 121 West Adams Street, Chicago 3, Illinois.

ed to the NCMDA membership at the next meeting.

"In view of the rapid changes taking place throughout the industry today with diversification into the vending field and vice versa; with operating companies owning distributorships; and some distributors selling the same lines for different manufacturers in certain areas, there will be —of necessity—an intensive reviewing of all NCMDA by-laws to bring them up to date to meet these new challenges and possible trends," he said.

"Recognizing that ethics represent, individually and collectively, a preferential conscience that moral issues and judgments are at stake, which require something in addition to legal regulations by which one is governed, NCMDA unanimously adopted the following code of conduct: (A four point program)

The members of NCMDA, privileged to be constituents of an organization dedicated to the preservation of the highest ethical and moral standards in business and civic affairs, and ever mindful of their duties and obligations as members of a free society engaged in an honorable, useful and expanding industry, do publish and declare the following Code of Ethics, which individually and collectively we pledge to honor, maintain and preserve:

1—To carry out the spirit and letter of all contracts, and to otherwise so conduct our business and affairs in such manner as to merit the confidence and respect of our fellow members, our customers, the manufacturers we represent, and the general public.

2—To keep faith with our associates within the industry by promoting and preserving the highest standards of business conduct; to elevate and maintain the industry to a position of eminence and prestige.

3—To cooperate with the law enforcement agencies, their regulatory commissions in the field of taxation and licensing, that to the end that fair and non-discriminatory treatment and practices may be afforded to all segments of the industry in all regions of the country.

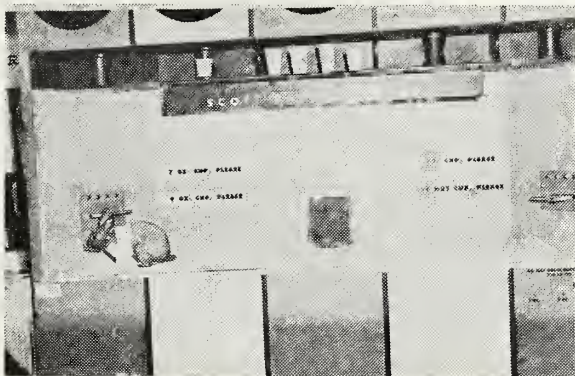
4—To actively and continuously support a program of public relations by fostering, maintaining and preserving the purposes and objectives for which this association was organized, as stated in the bylaws. Dated this 29th day of October, 1961. O. L. (Bob) Slifer, executive director."

Irv Blumenfeld, who served as president for the past two years, was awarded a citation plaque, presented to him by Si Redd, for his unstinted devotion to the association. Lou Wolcher was also honored with a plaque as the first president of NCMDA, which was founded 14 years ago, and because he served in many other official capacities and board of directors over the years.

Fischer Sales & Mfg. Co., through Ewald Fischer and W. R. (Bill) Weikel, presented NCMDA with a new model "Crown Fiesta" bumper pool table, which was won by Mickey Anderson of Erie, Pa. Bally Mfg. Co., through the firm's sales officials, likewise presented NCMDA with a "Marksman" target gun game. It was won by Irv Blumenfeld.

In conclusion Slifer said: "With this leadership NCMDA members look forward to gaining many of the benefits for which they have striven these past years. They look forward to the future with considerable optimism, and towards the expansion and growth of the amusement, as well as vending facets of this great industry."

**SCOTTY THE RABBIT** was a big draw at the Scott Paper Co. exhibit as the trained rabbit demonstrated the vendability of the firm's cup line via a series of buttons. Rabbit went through an eight-week training course.





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### Correction

Last week's Mickey Anderson Amusement Company ad featured an Auto-Bell Circus Play Ball upright with an incorrect price. The correct price, as advertised this week is \$45.00.

**Report On NAMA  
Convention Begins  
On Page 54**

## Keeney Intros "Two-Gun Fun"

Target Game In Peak Production To Fill Orders

CHICAGO—Paul Huebsch, vice president of J. H. Keeney & Company of this city, last week acclaimed the introduction of a new type of gun and target amusement game—Keeney's "Two Gun Fun"—which he stated is the first two gun competitive play gun with the moving and pop-up (animal) targets incorporated into this game.

"In 'Two Gun Fun,'" Huebsch said, "the players have much more fun—and, most important—the operator earns much more money because of the exciting play action.

"Of course," he continued, "the stellar feature is the competitive play between two players shooting at pop-up and moving targets of 'squirrels', 'woodchucks', 'raccoons', and 'foxes'."

Huebsch further explained that "Two Gun Fun" can very easily be adjusted for one or two players for one coin, two players for two coins. The game is optional for 5¢ or dime denominations.

If the operator prefers he can easily adjust "Two Gun Fun" for the following units of time rather than shots per play: 25 shots per game, or against the time adjustable from 30-40-50-60 units of time. In this way the operator determines the length of time the game is played for single or competitive play.

Another feature in "Two Gun Fun," Huebsch was extremely anxious to explain, is that players can fire either pistol (single shot) or machine gun (rapid) firing by merely touching a simple adjusting pin on the gun.

The gun game is beautifully and very colorfully cabinetted, and designed to fit into any size location. The cabinet is 72 inches high, 30 inches wide and 49½ inches in depth. Huebsch stated: "Players seem

very interested in skill amusement games, and we are quite confident that they'll be delighted with the type of skill shooting—on a competitive basis—we offer them in 'Two Gun Fun'."

Sample shipments have already been shipped to Keeney's distributors all over the country, and the thing that delights Huebsch is that there have already been several large re-orders from some of the distributors.

Huebsch also escorted the Cash Box reporter through the production and assembly line in the large Keeney plant to show that there has been a sudden, and very welcome, spurt in production of Keeney's "Startime" two-ball pinball amusement game. Although the game 'caught fire' slowly, this acceptance made it necessary to increase production considerably, according to Huebsch.

"Startime" features high scoring, with number columns flashing on the lightbox for total score, sub-total score, and special bonus total score. The total score depends solely on the player's skill. The game is actually adjustable for one ball or two ball play.

The highlight in "Startime" is the new "Blue Star" feature, which offers a unique method of scoring for the special total bonus score. This is in addition to the regular high score advance of columns and upright combinations.

In conclusion Huebsch stated that production in the Keeney factory is primed for maximum shipping to the firm's distributors of both "Startime" and "Two Gun Fun." Pre-test location reports indicate that both games will enjoy excellent acceptance everywhere, according to Huebsch.

## Foreign Vending Methods

Continued from page 68

showed slides to highlight his presentation on lockers, and token-type vending machines in France. The presentation was wisely directed around a simulated "tour" of France beginning with "arrival" in the country and ending as the "tourist" "checked out" his "baggage" from a coin-operated locker.

Tokens are used in France instead of coins because the rate has changed twenty times during the last five years. The pictures also showed a bottling machine on location in an industrial plant, vending what are known in the USA as "heros". Reason for this conversion, according to du Chayla, is that the Frenchman likes lots of bread with his sandwich and French bread is used for all sandwiches. The larger dimension requires that a bottle vending machine be used to vend these "heros".

Edy Faessler, a Swiss representative, also spoke on vending in Switzerland and discussed the high cost of entering vending as a business in this country.

Italy was represented by Alessandro G. d'Anna. Mr. d'Anna talked of licensing problems in Europe and also commented on the narrow streets in his native land which almost prohibits using machines on street locations. However, short shop hours stimulates the use and the need for vending machines in this area. Hans Rosensweig, Germany, was present and discussed vending in his native land.

Frank Vellinga, Holland, discussed vending in public restaurants and showed excellent slides of automatic diners in use in the Dutch country commenting on statistics which opened the eyes of the listeners. Evidently most Dutch eat from the automatic machines today whereas until several years ago, a small percentage had ever eaten away from home. Automatic vending has introduced restaurant eating to the Dutch, literally.



# Parks Show Plans "Kiddie Korner" Feature

CHICAGO—Plans for a stepped-up kiddieland program with special arrangements for informal bull sessions are being drafted for the 43rd annual convention of the National Association of Amusement Parks, Pools and Beaches, Sherman Hotel, Chicago, Nov. 26-29, William H. Watson, kiddieland chairman, has announced.

A "Kiddie Korner" hospitality suite will be open during all non-business periods for operators and their wives to relax and refresh themselves. John O'Brien, of Fun Fair Kiddieland, Skokie, Ill., is in charge of this project.

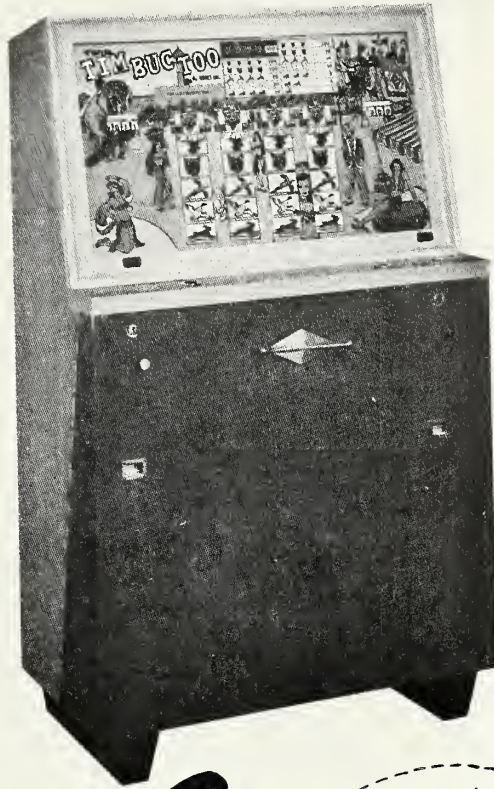
The program sessions, according to Watson, of Peppermint Park, Houston, Texas, will include "what's your problem?" forum discussions. These "bread and butter" discussions will cover promotions, publicity, ticket prices, ride maintenance, safety, and other operational problems.

In addition, and to supplement the group discussions, several outstanding guest speakers will be on the program, Watson said. They will be announced shortly.

Assisting Watson in all of the arrangements is vice-chairman Ferd A. Clemen, of Pee-Wee Valley Kiddieland, Cincinnati, Ohio.

Other committee members are: Robert K. Bell, Bell's Amusement Park, Tulsa, Okla.; Thomas G. Egan, Storybook Gardens, Wisconsin Dells, Wis.; Morton Fink, Kiddietown, Norridge, Ill.; Robert L. Gast, Gast's Concessions, St. Louis, Mo.; H. Glenn Holland, Santa's Village, Arcadia, Calif.; Theodore A. Kruse, Enchanted Forest, Chesterton, Ind.; Wallace Massey, Fair Park, Nashville, Tenn.; Virgil E. Pierson, Fair Park Kiddieland Fairgrounds, Birmingham, Ala.; Justin Plyer, Gay Dolphin Park, Myrtle Beach, S.C.; Maynard L. Reuter, publisher, Amusement Business; Jimmie Thompson, City Park Funland, Alexandria, La.; Herbert H. Youtie, Playtown Park, Morton, Pa., and O'Brien.

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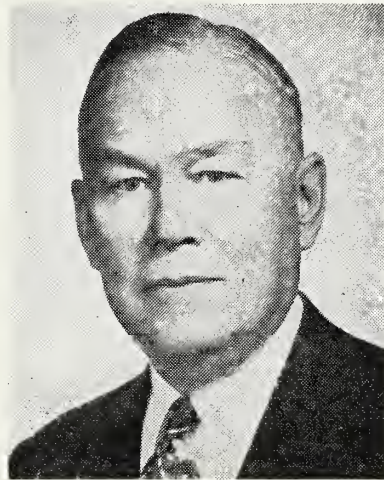
Height — 57"  
Width — 34"  
Depth — 18"

## Wurlitzer 2nd Qtr. Sales Up 10%

CHICAGO—R. C. Roling, president, The Wurlitzer Company, this city reported last week that sales for the second quarter (July, August and September) were \$9,464,766, up 10.5% from the same period a year ago. The net earnings for the second quarter were \$107,622, equal to \$0.12 per share on 890,291 shares, compared with net earnings of \$165,071 or \$0.19 per share on 887,722 shares for the same period last year.

Sales for the first half of the current fiscal year (April to September inclusive) were \$16,135,126 compared with \$16,094,528 for the same period last year. The net loss for the six months period was \$49,588, compared with net earnings of \$244,498 for the corresponding period a year ago.

While net earnings for the second quarter were less than a year ago, September earnings were greater than last year due to a sharp upturn in business which commenced in August and which we fully expect will carry through the balance of the year. More pianos were shipped in the month of



R. C. ROLING

September than any September in the history of the Company.

If the economy of the country remains at a fairly high level, which we believe it will, the results for the year as a whole should be satisfactory.

## Teddy Lawn Passes Away

MINNEAPOLIS — One of the industry's veteran operators, Teddy Lawn, passed away here on Monday evening, October 23rd, after suffering from a heart condition for several years.

Lawn leaves a widow, Maxine; his son, Jeffrey, and three daughters, Judith, Joyce and Jill. The Lawn Family resides in St. Louis Park. Services were conducted at the Hodroff Mortuary on October 25th.

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Kewpie Doll	" 1488	Genco-Circus Gun
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Straight Shooter	Wurlitzer	Test Pilot
Spot A Card	Wurlitzer 1800	Auto Test
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Show Boat	" 2100	Train
Big Casino	" 1650A	Genco-Night Fighters
Hi Diver	Seeburg	United Carnival Gun
Dancing Dolls	Seeburg 6	William-Safari
Flipper Parade	" V200	Genco-State Fair
Silver	Arcade-Guns-Bowlers	United Shooting Stars
Sitting Pretty	Bally Little Champ Horse	William-Roll A Ball
Williams	Bally Spook Gon	Joker Ball
Rocket	Bally Golf Champ	Midway
Jig Saw	Bally Police Bike	C. C. Hollywood Bowler
King of Swat	Midway Shooting Gallery	Red Ball Midway
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Big League Baseball	Genco Hi Fly	C. C. Playmate
Bally Targettes	Genco Champ	Bally Trophy
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# New Law Prohibits Loans and Bonuses To Chicago Locations Serving Alcoholic Liquor

CHICAGO—One of the most important problem plaguing operators throughout the nation over the years is the matter of "Loans" and "Bonuses" to location owners. This matter seems to be resolved in favor of the operator this past week in this city when the City Council of the City of Chicago, Committee on Licenses voted unanimously that "retail dealers in alcoholic liquor are prohibited from accepting money, etc., for installations of coin-operated or amusement devices on licensed premises."

On motion of Alderman Tourek, the City Council took up for consideration the report of the Committee on Licenses deferred and published September 27, 1961, page 5485, recommending that the City Council pass the following proposed ordinance, as amended by the committee:

"Be It Ordained by the City Council of the City of Chicago:

"SECTION 1. Chapter 147 of the Municipal Code of Chicago is hereby amended by inserting, following Sec-

tion 147-16.1, a new section to read as follows:

"147-16.2. Restrictions on receiving money (or anything else of value.) No person licensed under this chapter shall accept, receive or borrow money, or anything else of value directly or indirectly from any person connected with or in any way representing any manufacturer or distributor of any coin-operated or amusement device who shall install or furnish such device for use on the licensed premises; provided that the provisions of this section shall not apply to commissions or rental fees arising out of the use of such coin-operated or amusement device on the licensed premises."

"SECTION 2. This ordinance shall become effective upon its passage and due publication."

On motion of Alderman Tourek the committee's recommendation was concurred in and said proposed ordinance as amended by the committee was passed unanimously.

## Intros New Twin Upright

CHICAGO—"There is nothing that will excite play appeal—and consequently operator interest—more than a Games, Incorporated twin model electric upright amusement game," declared Clarence Schuyler, president of Games, Incorporated of this city, when he announced that he was presently releasing his new twin model "Tim-Buc-Too" game to the coin machine trade.

The game is just loaded with exciting playing features, according to Schuyler. However, one thing he particularly stressed was that amusement game operators will be very pleased with the fact that "Twin Tim-Buc-Too" offers fast, exciting and colorful action for players everywhere.

The new "twin" cabinet is very attractively designed and colorfully finished to create maximum interest in all locations. "Twin Tim-Buc-Too," which measures 57 inches in height, 34 inches in width and is 18 inches deep, can easily be placed in all types of locations—from the smallest to the larger locations.

Schuyler made particular mention of the prime features in Games, Inc.'s new upright electric free play scoring game, when he highlighted the new "Light The Name" feature. Which, incidentally, was first introduced in the twin's forerunner, "Tim-



CLARENCE SCHUYLER

Buc-Too." The new amusement game also is equipped with 116 ways to score.

In conclusion Schuyler stated: "After all, we at Games, Incorporated were the originators of the modern electric upright free play scoring amusement game. In our 'Twin Tim-Buc-Too' we know very well we have created the very ultimate in upright models in several years."



## Eastern Flashes

The official report from NAMA is that some 12,500 operators, distributors, manufacturers and suppliers attended the NAMA Convention and Exhibit. We expected to see large numbers of music and amusement machine coinmen on hand, but were surprisingly amazed at the extraordinary amount of these businessmen in Chicago for the show. Not only those who have already taken on a vending line (and looking to expand their activities), but those who were there to study the vending field with the purpose to add this type of equipment to their present businesses.

The West Coast was well represented. Among those whom we met with were: Ron Peeples, Lou Dunis, Lou Wolcher, Bob Portale, Ed Wilkes, Jack Simon, Jerry Harris, Ray Jones, Frank Negri and V. Van Natten.

Any number came from the East Coast. Mickey Anderson, Al Denver, Dave Bond, Dan Brown, Abe Green, Barney (Shugy) Sugerman, Myron Sugerman, Irving Kaye, Dave Stern, Albert Herman, Moe Mandel, Al Simon, Al D'Inzillo, Max Weiss, Irv Morris, Aspet Varden, Tommy Greco, Johnny Bilotta and John Bilotta, Jr., Si Redd, Al Siegel, Viola and Jack Bess, Art Rutzen and Sam Schwartz of Canada, Jean Coteau of Canada, Joe Barton, Ozzie Trupman and Bill Whitcomb of Florida, Max and Harry Hurvich (The Gold Dust Twins) of Birmingham, Ala., Irv Blumenfeld, Sammy Weisman, Tiny Weintraub, biz mgr of CMA of N.Y., George George, Joe Abraham of Youngstown, Dick Mandel, Al Rodstein, Dave Rosen, Gerard Vadeboncoeur, Meyer Parkoff, Oscar Parkoff, Murray Kaye, Rob Romig, Al Wertherimer, Harry Wertheimer, Bert Betti, Jack Mitnick, Larry Galenti, John Stuperitz, Joe Ash, Clint Shockey, Joe Westerhaus, Harry Stern, Ray Erfle, Sam Taran, Eli Ross, Marvin Roth, Bert Lane, Iz Edelman and Sam Goldsmith.

This was a convention which should have been attended by "Senator" Al Bodkin. He would have enjoyed it immensely and his friends would have enjoyed having him there. . . . Irving Kaye hosted his friends and customers in a hospitality suite at the Bismarck. He evidently did very well with his pool tables as he was beaming. . . . Congrats to Si Redd, elected president of NCMDA, the national distrib organization. . . . Many coinmen from all over the nation (and foreign countries), advised that they were planning on visiting New York City before returning home.

The exhibit displays were not only well attended, but they were designed and constructed to attract the maximum of attention. The manufacturers are to be complimented for the time and effort put into constructing these tremendously elaborate and well serviced booths.

And, of course, no expense was spared in hosting visitors at the many hospitality suites at the Conrad Hilton. Opening right after dinner every night of the show, these suites were filled until the early hours of the morning. Those friends whom we missed on the enormous exhibit floor during the day, were usually seen at one or the other hospitality suites. Another place where we met up with a great number of friends was at the distributor dinner which Sammy Stern of Williams Mfg. threw at the Bismarck Hotel.

Our biggest thrill, however, of all the many spots we visited, was provided by our tour of the Gottlieb Memorial Hospital. Together with a number of coinmen, we ate a relaxed luncheon, with Alvin and Nate Gottlieb as hosts. Then, with Alvin as tour director, the group made a complete trip through the various floors and sections of the hospital. Although it's well known throughout the coin machine industry that this Gottlieb project has been under way, and is now functioning, we cannot recommend too strongly to all those in the coin machine industry, in any and all of its phases, to visit the hospital when visiting Chicago. No member of any industry, or any industry itself, could feel prouder than a coinman to be associated with a humanitarian project of this kind.

When Al Siegel of Canada and Si Redd of Boston, met on the exhibit floor, it was the first time in many years they had seen each other. They recalled an experience, which today seemed terribly funny, but which at the time was almost disastrous. They were in a small airplane which crashed upon landing. The humorous part of the experience was the remark Si made to Al, which now breaks them up.

We were happy to meet up with a number of our friends from foreign countries—among them John Hunger, Norman Ditchburn of England, Al Adickes of Germany, Norbert Levy of France, and Pizarro Forttes, Sr. and Jr. of Chile. The Pizarros, upon leaving Chicago, head for North Tonawanda, N.Y. to visit the Wurlitzer plant, then on to New York City before returning home.

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# Chicago Chatter

Now that the curtain has rung down on the gala Silver Anniversary celebration and the National Automatic Merchandising Assn. Convention of the mushrooming vending industry it can be reliably and happily reported, thanks to Walter Reed, publicity director of NAMA, that attendance figures have far exceeded the previously anticipated 8,000 plus. In fact, we're told that more than 12,500 vending and coin machine people representing many facets of the industry registered at huge McCormick Place. Many familiar faces were seen on the exhibit floor and at the Conrad Hilton Hotel.

It wouldn't be possible to mention all of the out-of-town Cash Box friends who were seen, but we'll list just a few here: Barney (Shugey) Sugerman, Abe Green, Myron Sugerman, Al Denver, Al Simon, Dave Stern, Irving Kaye, Johnny Bilotta, Lou Dunis, Tommy Greco, Gordon Stout, Clint Pierce, Harold Lieberman, Les Montooth, Hymie Zorinsky, Howard Ellis, Ted Nichols, Dave Bond, Dan Brown, Alfred Adickes—a welcome visitor from Hamburg, Germany, Norman Ditchburne from London, England, Lou Wolcher, Bob Portale, Murray Kaye, Joe Bolton, Jerry Harris, Ray Williams, R. H. Williams, Bill Williams, Al Siegal, Art Rutzen and Sam Schwartz of Canada, Si Redd, Si Lazar, Joe Barton, Bill Whitcomb, Ed Wilkes, Meyer Parkoff, Oscar Parkoff, Ray Jones, Ron Peeples, Frank Negri, Jack Simon, Max Hurvich, Harry Hurvich, Al Rodstein, V. Van Nathen, Joe Mangone, Mac Perlman, Irv Morris, Aspet Varden, Jean Coteau, and many, many more coinmen.

It was the opinion of many critical observers making the rounds on the vast exhibition floor at McCormick Place that never before have so many seen so much exciting equipment offered for view by vending manufacturers. After circling the floor many times we're prone to agree, considering this an understatement (this includes Cash Box publisher Joe Orleck and manager of the coin machine and vending sections Marty Toohey).

Pertinent remarks on the vending exhibits were dished out by genial Irv Kupcinet, Chi's celebrated "Kup," who said: "Two show-stoppers at the NAMA Show were a vending machine that dishes up a frozen dinner, cooked via infrared rays in seconds, and another that hands you an electric shave which whisks away that five o'clock shadow with an air-cooling process in four minutes. We're now living in a vending age!"

Exciting news in the midst of all the convention business: AC Automatic's Dick Prendergast added to the hustle and bustle with an announcement that his lovely wife presented him with a husky baby boy early Sunday morning at Ingalls Memorial Hospital. The tot's name is William Wayland Prendergast (look for that name in Notre Dame's backfield in about 17 years!) Oh, yes, this is Dick's seventh youngster!

Congrats to coinvet Paul Calamari on his recent appointment to the AC Automatic staff. Paul busied himself, along with many other AC people at the huge Rowe exhibit. Among those counted were prexy Joel Kleiman, vice prexies Jack Dunwoody, Dean McMurdie, Tom Sams, also Dick Prendergast, Bernie Shapiro, Jim Newlander, and many others. Atlas Music personnel on hand at the AC Automatic Services exhibit were Nate Feinstein, Harold Schwartz, Bill Phillips, Mike Spagnola and Irv Ovitz. Eddie Ginsburg was out on the west coast during the interim.

Some of the heaviest play was in the exciting Seeburg exhibit and among those on hand were a very excited Delbert Coleman, Seeburg prexy, and such other Seeburg execs as Leonard Gross, Tom Herrick, Jack Gordon, Stuart Auer, Stan Jarocki, Jr., etc. For World Wide Distributors were Joel Stern, Leonard Micon, Fred Skor and Howie Freer. Also Red Smith and Harold Freeman. George Stuperitz was perpetual motion personified explaining the new Seeburg candy vendor to the multitude on hand at the booths.

Another exhibit that lured many during the big four day conclave was Rock-Ola Mfg., where Dave Rockola, Don Rockola and Ed Doris headed a group which included Ralph Wyckoff, Art Ehlert, Art Janousek, Frank Mitchell, Jack Barabash, Frank Doyle, Les Rieck, Kurt Kluever and Frank Schultz. The highlight was the Rock-Ola "IVI" lineup of coffee and hot drink vendors. . . . United Mfg's. Herb Oettinger and Bill DeSelm were on hand on the exhibit floor to tell us in glowing terms about the release last week of United's new "Play-boy" shuffle alley bowler.

One of the most popular cigarette vending machines was shown by Bally. Herb Jones, Bally vice president revealed that it is a 33 column cigarette vending machine. . . . Other convention highlights included a gathering in Fischer Sales & Mfg's. suite at the Morrison Hotel, hosted by Ewald Fischer and Bill Weikel, to show Fischer's new line of billiard tables.

Sam Stern, prexy of Williams Electronic Mfg. Corp., Jack Baigelman and Marv Rosenstein hosted a gala dinner & cocktail party for the firm's distributors at the swank Bismarck Hotel last Sunday evening (Oct. 29). . . . Nate Gottlieb, and Alvin Gottlieb hosted a luncheon at Gottlieb Memorial Hospital for visiting coinmen for the purpose of thanking them for their support nationally of the hospital fund. Also on hand at the luncheon, Tuesday, October

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31, was Joe Orleck, publisher & president of Cash Box. Unable to attend were Dave Gottlieb, who had to attend a funeral of a close friend, and Judd Weinberg, who remained at the plant.

Clarence Schuyler, prexy of Games, Inc., stopped us briefly on the NAMA exhibit floor to tell us of the great success and acceptance he is enjoying with his new "Twin Tim-Buc-Too" electric upright amusement game. . . Clayton Nemeroff, J. H. Keeney & Co., made the general "cook's tour" of the NAMA events and exhibits, while vice prexy Paul Huebsch and prexy Roy McGinnis busied themselves (on projects) at the Keeney plant.

We regretted hearing that Don Moloney, prexy of Donan Distributors, was hospitalized t'other day with "an achin' back." Mac Brier is watching the store during Don's absence. . . They're so busy at Chicago Dynamic Industries that prexy Sam Wolberg, Sam Gensburg, Jerry Koci, Art Weinand and Mort Secore had to stay close to the big plant to keep an eye on production and shipping schedules of ChiCoin amusement games.


Many distrib members attended the annual meeting and election of officers for the 1961-1962 period last Sunday, October 29, at the Morrison Hotel. Bob Slifer infos that new officers include Si Redd, president; exec vice prexy is Irv Blumenfeld; 2nd vice prexy is Lou Wolcher; vice president is Ron Rood, the treasurer is Joe Kline, Jack Bess is secretary. Directors are Harold Lieberman, Johnny Bilotta, Hy Branson, Phil Weinberg, Gil Kitt, Mickey Anderson, Jake Friedman, Morris Gisser, Ed Shaffer and George George. . . . Morrie Wiczer, Wico Corp., was seen huddling with many friends at McCormick Place.

Joe Robbins of Empire Coin, and accompanied by Jack Burns, visited with Bernie Shapiro of AC Automatic Services (they're old, old buddies). . . John S. Bowman, executive director of NAAPP&B, urges all members and exhibitors to rush reservations in for the gala 1961 Annual Convention & International Outdoor Amusement Exposition, skedded for November 26 thru 29 at the Hotel Sherman. John advises that there will be an "early bird" cocktail party (Sunday, Nov. 26) in the Sherman's Skyline Club.

A near tragedy almost occurred with a three car collision in which several coinmen and their wives were involved. In the taxi were Hymie Zorinsky, Mr. and Mrs. Norman Gefke, Mr. and Mrs. Howard Ellis, Mr. and Mrs. Ted Nichols. None were injured but all were shaken up, with Zorinsky complaining later on of pains in his chest and side. He planned on seeing a doc when he got back to Omaha.



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**California Clippings**

Although this Fall Season may not be a record-breaker from a business stand-point, most operators and distributors are happy with the results so far with a growing confidence evident that a continued up-ward trend should carry well into '62. . . . At Badger Sales, **Leo Simone** still in Phoenix calling on all the operators there. **Pete Ley** off to San Diego and reports that route sales lately have been very encouraging. . . . **Joe Duarte**, at Duarte International, reports that **Smith Smithyson**, from Bangkok Coin Machine Operations, has been in town on a combined business and pleasure trip and will return to Bangkok via Hong Kong. Duarte commented that he was in Portland over the week-end to see relatives and some coin machine men in the area. **Gilberto Marquez**, from the shop, and wife, are expecting their first baby. . . . At the R. F. Jones Co., **Gus Hartgrov** informs the background music division enjoyed a successful showing of their line at the recent Restaurant Show held at the sports arena. **Chuck Klein** states the new "Bally Bowler" is still going at a hefty pace. **Ralph Cragan** mentioned that sales on the AMI "Continental II" have been especially strong the past week. Two new girls have been added to the office staff—**Melodee Carr** will be in the parts dept., and **Jan Gaines** will be at the switchboard. . . . **Gene McDaniels**, along with **George Russell**, in at California Music to check sales on Gene's Liberty Records hit "Tower of Strength." **Little Richard** stopped by with his first release in quite a while, "Joy, Joy, Joy" on Mercury Records. **Jerry Barish**, former employee, just out of the service and rejoining the Cal Music staff. **Gabe Orland** on a combined business-pleasure trip with **Nick Carter**, of Mayflower Music, visiting Reno and other points on their way back to L.A. Reprise Record's artist, blues singer **Jimmy Witherspoon**, stopped in for a few minutes to say bello. . . . At C. A. Robinson & Co., **Hank Tronick** reports United's "Playboy" shuffle targette game, has caused lots of interest among the operators following its introduction. We are awaiting the arrival of Williams "Kismet" 4 player pin ball game, Hank went on, which should create excitement for those interested in what looks to be a real money maker. . . . **Clayton Ballard**, at the Wurlitzer factory branch, in San Diego the past week calling on operators. **Ozzie Osborne** has been busy covering the Long Beach area. **John Scavarda** seen getting an export order loaded and on its way to the port for shipment. . . . At Simon Distributing, **Sonny Lomborg** informs there has been increased activity around Simon's resulting from the circular sent out to all op's in the So. Calif. area. . . . **Charlie Daniels**, at Paul A. Laymon's, states that phonographs have shown a healthy spurt recently with the Rock-Ola "Princess" model continuing to lead the way. Charlie said that numerous out-of-town operators had been in the past week. . . . At American Coin Machine, **Vinny Lanzy** comments that business continues good with both new and used phonographs moving out at a good clip. Also, said Vinny, they've been busy completing a big order for an out-of-state shipment. . . . **Mary Solle**, at Leuenhagen's "record bar," says they've been spending extra time getting their Christmas stock in and in order for the start of the Holiday Season. **Al Chapman**, of Modern Dist., dropped by to tout **Glen Campbell's** "Turn Around Look At Me," on the Crest label. Capitol salesman, **Lowell Caldwell**, states that **Vic Damone's** "Something You Never Had Before" is getting the big push from everyone at the diskery. . . . Some of the visiting operators seen on Pico this week were: **Bill Farlow**, Bakersfield; **Johnny Knowles**, Escondido; **Bill Bradley**, Covina; **C. B. Ellison**, Lancaster; **Neeley Colley**, Covina; **Harry Dunsing**, Balboa; **John Manley**, Buena Park; **Pete Shupp**, Downey; **Frank Lamb**, Montebello; **Charlie Gauger**, Ventura; **Perry Irwin**, Oxnard.



**UPPER MIDWEST MUSINGS**

**Bill Hunder**, Wheaton, Minn. in the cities this week for a few hours visiting a few distributors. Just got back from a trip to the Bahamas with **Mrs. Hunder**. . . . **Art Hagness**, Grand Forks, No. Dakota in town for the day making the rounds, had to pick up his record supply and some parts. Art is driving a new Mercedes-Benz on the road and says that it is the most economical car he has ever driven. . . . **Bob Bregal**, Willmar, Minn. in town this past week to pick up his record supply and parts order. . . . Good entertainment this week in the Minneapolis area, **Rusty Warren** at **Freddie's Cafe**, **Penie Pryor** blues and ballads at the Flame Room, also **Johnny O'Brien** humorist of the harmonica at Flame Room and the **Kingston Trio** and **George Shearing** spend an evening at the Minneapolis Auditorium Nov. 4th., 8:30 P.M. . . . Congratulations to **Mr. & Mrs. Ernie Feight**, Rhinelander, Wisc. on the arrival of a new baby daughter Monday, Oct. 23. **Mrs. Feight** and baby doing just fine and **Ernie** passing out cigars. . . . Congratulations to **Mr. & Mrs. Amos Heilicher**, Minneapolis, on the marriage of their daughter **Elissa Joy Heilicher** to **Stuart Kloner**, St. Paul. The couple were married Oct. 15th in Bethel Synagogue and are living in Chicago. . . . **Eddie Kubes**, New Prague, Minn. in town for a few hours to pick up some records. . . . **Teddy Lawn** for some twenty years in the coin machine business died Monday evening Oct. 23rd. Ted had been ill for the past few years with a heart condition and had been in the hospital several times this year. Survivors include his wife **Maxine**; son, **Jeffrey**; daughters **Judith**, **Joyce**, and **Jill**, all of St. Louis Park. Services were held at the **Hodroff** mortuary Wednesday, Oct. 25. . . . **Lou Rubin** and **Harold Lieberman** of the Lieberman Music Co. in Chicago for the Seeburg meeting and will attend the N.A.M.A. convention. Also attending the convention will be **Irv Sandler**, **Sandler Dist. Co.**, Mpls., **Amos** and **Danny Heilicher**, Advance Music Co., Minneapolis.

**Happy Birthday This Week To:**

**Abraham Dolins**, Hyannis, Mass. . . . **Robert M. Bender**, Charleston, W. Va. . . . **Herbert F. Wagner**, So. Milwaukee, Wis. . . . **Glenn J. Crowl**, Ft. Wayne, Ind. . . . **Joseph Vinski**, Turtle Creek, Pa. . . . **Arthur L. Pineau**, Baltimore, Md. . . . **Ralph Harvey**, Mitchell, S. D. . . . **Roy Foster**, Sioux Falls, Md. . . . **Herman Koepfel**, N.Y.C. . . . **LaMar B. Himes**, Cleveland, Ohio. . . . **Forrest N. Dahl**, Fergus Falls, Minn. . . . **Tony Trucano**, Deadwood, S.D. . . . **A. H. Ward**, Winnetka, Ill. . . . **Virgil (Chris) Christopheh**, Balt., Md. . . . **Marvin Liebowitz**, N.Y.C. . . . **Angelo Angeleri**, Chgo. . . . **Max Eisenberg**, Balt., Md. . . . **Russell Locke Merritt**. . . . **Ed Zorinsky**, Omaha, Nebr. . . . **Claude Balz**, N.Y.C. . . . **Irving Lichtman**, N.Y.C.





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## United's New "Playboy" Shuffle Alley Has Advance and Flash-O-Matic

CHICAGO—C. B. (Bill) DeSelm, vice president in charge of sales for United Manufacturing Company of this city, heralded the release this past week of United's new "Playboy" shuffle alley bowler for twofold reasons in particular.

Initially, he advised that "Playboy" is equipped with a new-type heavy duty puck return motor, which, he said, assures immediate, instantaneous return of the puck to the player.

"It has been proven to us in previous shuffle alley models that slow recoil of the puck delays play," DeSelm stated.

"Therefore, in the long run the operator does not achieve maximum collections due to slower action in play. We feel we have eliminated this problem in our shuffle alleys through the installation of our new heavy duty puck return motor.

"In fact," he added, "results in several test locations with our new 'Playboy' shuffle alley bowler have proven to us that operators everywhere—as well as location owners—will be delighted with this innovation."

The second innovation in "Playboy," according to DeSelm, is the application of the two most popular bowling games—"Advance" scoring and "Flash-O-Matic" scoring—ever used in United's coin-operated bowling games.

In "Advance" scoring numerical values are constantly being advanced. The high point score is 7800 pins. The ever constant and rapid increase in strike and spare values is easily the highlight in this particular scoring game.

"Flash-O-Matic" scoring, according to DeSelm, has caught on to such an extent among the nation's operators (as well as to overseas operators) that it is particularly requested in most of United Mfg's. bowling type (big ball and shuffle alley) amusement games.



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It offers skill shot timing, whereby the traveling lights on the playfield (moving across the playfield and on the pin-hood above the bowling pins) register the ever changing values of strikes and spares. Strike values graduate from "300," "400," "500" and "600," to "800" in the fifth frame. From there the point values decrease back to "600," "500," "400" and finally back to "300."

There is much excitement connected with "Flash-O-Matic" scoring, DeSelm said.

As many as six players can compete in "Playboy" shuffle alley simultaneously. The cabinet is a standard size shuffle alley with a large, colorful lightbox. There is a game selector button directly in front of the cabinet for the convenience of the players.

DeSelm concluded by stating that in keeping with the current glamorous trend connected with the playboy mo-

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## WANT

WANT—To buy—Bally Lotta Fun and Barrel of Fun and all Bally Bingos. FOR SALE—Late Seeburg Music—Big Ball Bowlers & Shuffle Alleys, Vending Machines. Our prices have been reduced. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. ALgonquin 4-4040).

WANT—Call Collect Wnt for immediate export. Bally Bingos, Gottlieb Pingames, All Types of Seeburg, AMI, Wurlitzer music. Cash waiting. BELGIAN AMUSEMENT CO. 806 NO. BROAD STREET, PHILADELPHIA. PENNA. POplar 3-7808.

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—Bingo Games, Gottlieb Pins 1957 up, Lotta-Funs. Wire, write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Records, 45's and LP's, new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WARINER, KNICKERBOCKER MUSIC CO., 453 McLEAN AVE., YONKERS, N. Y. (Tel. GREENleaf 6-7778).

WANT—To purchase surplus 45's, LP's, EP's. No quantity too large or small. Store stock included. Advise in first letter quantity and description. HAM-MIL DISTRIBUTORS, 1520 NO. BROAD ST., PHILADELPHIA 21, PA. (Tel. PO 3-0585).

WANT—Will buy—Bingos, Shuffle Alleys, Bowlers, any amount of Phonographs. LEW JONES DISTRIBUTING COMPANY, INC., 1301 N. CAPITOL AVE., INDIANAPOLIS, INDIANA.

WANT—Arcade pieces, Baseball games, Hockey, Basketball, Cranes, Diggers, Ray Guns, Rifle Galleries, Autotest, Pinballs, etc. DUARTE INTERNATIONAL SALES, 835 E. 31ST., LOS ANGELES 11, CALIFORNIA.

WANT—Are regular buyers late Bingos, Gottlieb 2-4 players, Seeburg V-200, unshopped but of course complete working order, packed in original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR 23, ANTWERP, BELGIUM. (Tel. 33-81-33).

WANT—Arcade Equipment of all kinds. Kaye Ducees Wild; United & Chicago Coin Big Ball Bowlers. State quantity and best price 1st letter. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO. (Tel. Superior 1-4600).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 17725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—Exhibit's IOU, Selectem and Horseshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—One Panoram in A-1 condition. FOLLETT MUSIC COMPANY, 1131 WEST FIRST AVE., SPOKANE, WASHINGTON. (Tel. MA 4-3344).

WANT—Wms. & Gottlieb used 1, 2 & 4 players, as is, complete, 1959 and up. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—Used Records, 45 rpm, no quantity too large or small. Highest prices paid. INTERBORO MUSIC CO. INC., 433 WEST 45TH ST., NEW YORK 36, N. Y. (Tel. Judson 2-2363).

WANT—Used 45 RPM records. We buy all year round and pay top prices. Interested in monthly shipments. I & D AMUSEMENTS, 1 VIOLETTA ST., W. PEABODY, MASS. (Tel. JE 2-0737—call collect).

WANT—All types of music. Bally Bingos, Wms. Pins, Gottlieb Pins, all types of Shuffles, Bowling Alleys, Rifles, Arcade Vending. Quote prices. FAS, U.S.A. Port. State condition. BOX #540, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

WANT—Bally County Fairs, Laguna Beach. Roller Derby, advise price & condition. For resale. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO (Tel. CH 3-7191).

WANT—We need great quantities of Bally Bingos. Quote us your lowest prices F.O.B. nearest seaport. U.S.A. P.V.B.A. VERHEDA, KRONEN-BURGSTRAT 94, ANTWERP, BELGIUM. (Cable address: VERHEDA).

WANT—Bingos, Big Shows, Show Times, Key West, Miss America, Sun Valley, Cypress Gardens, Double Headers and all other late Bingos, in quantity. CLEVELAND COIN MACHINE EXCHANGE, 2029 PROSPECT AVE., CLEVELAND, OHIO. (Tel. TO 1-6715).

WANT—To Buy for Resale—Wurlitzer 1900, 2104, 2204; Seeburg R & L; Gottlieb Pinballs from 1958 on. ACTIVE AMUSEMENT MACHINE CO., 666 NO. BROAD ST., PHILADELPHIA 30, PA. (Tel. POpplar 9-4495).

WANT—Twin Super Wild Cats and late Gottlieb Pin Games, quote us your best price, any quantity. KAY'S MUSIC SERVICE, 147 COLUMBIA AVE., VANDERGRIFT, PA. (Tel. VANDERgrift 1884).

WANT—Rowe Cigarette Vendors; 14 Column Ambassadors; 20 Column 700; Seeburg VL & KD; National 22 column Cigarette Vendor; Wms. Ten Pins & Ten Strike. Quote best price. DAVE LOWY & COMPANY, 632 TENTH AVE., NEW YORK 18, N.Y. (Tel. LT 1-1033).

WANT—New or used 45 RPM Records that have been on the Cash Box Top 100 in the last 6 months. We pay 12¢ to 15¢ and can use 100 of a number. We pay the freight. VISTA RECORDS, 1004 GLENMERE ROAD, VISTA, CALIF.

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—Panorams and Panoram parts. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—New (salvage, overrun, scrap) 45 RPM singles, kiddy & 12" long play records, also juke box records. We are top promotional record house in the business, see us first. NATIONAL BAG-O-TUNES, INC., 224-09 LINDEN BLVD., CAMBRIA HEIGHTS 11, NEW YORK. (Tel. AR 6-6333) BEN JACOBS, DAN WANCIO.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1953 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-EUROPE-BRUSSELS).

WANT—Wurlitzer Models 1700-1800-1900-2104-2250-2150-2300 and 5250 wall boxes; Seeburg Models C & R and 3WI wall boxes; Rock-Ola Models 1438-1446-1448. EQUIPMENT DISTRIBUTORS, INC., 1611 VIRGINIA BEACH BLVD., NORFOLK, VA. (Tel. MA 7-8129).

WANT—United Jupiter; Midway Jokers Wild; Gottlieb Flipper and Flipper Parade; Wms. Space Glider; Titan, Crusader; ChiCoin Pony Express; Genco Gun Club; send us a price we can start dickering from. CONTINENTAL COIN, 1827 ADAMS, TOLEDO 2, OHIO. (Tel. 248-3359).

WANT—New 45 RPM records that have appeared on the Cash Box Top 50 within the last 6 months. We pay 15¢ to 18¢. Can use any quantity. KAY ENTERPRISES, 659 N.E. 123RD ST., NORTH MIAMI, FLORIDA. (Tel. PL 7-8061).

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—Late 1, 2, 4 player Five Ball Amusement Machines. COIN MACHINE EXCHANGE, 4605-127TH SW., TACOMA 99, WASH. (Tel. JU 8-7153).

WANT—Key West, Show Times, Miss Americas, Sun Valley and all other late Bally Bingos; Seeburg Phonographs Model AY 160s slightly used. Quote us your bottom prices. We pay cash in advance. MUSIC-BOXES, 25, AVENUE DES ACACIAS, GRI-VEGENEE-LIEGE, BELGIUM.

WANT—JUKE Box Operators! If you want a steady outlet for your used records, call or write: EASTERN RECORDS, INC., 138-43 JAMAICA AVE., QUEENS 35, NEW YORK. (Tel. Jamaica 3-7030).

WANT—To purchase 5,000,000 new records, all speeds. We prefer large quantities and will buy for cash. Top prices offered. No Juke Box Records. Write to: RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel. GEneral 2-1650), JESSE SELTER, Pres.

WANT—Your used or surplus records all speeds. We buy all year round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. UNION 1-7500, JACKSON 1-5121).

WANT—AMI 120 and 200 Phonographs. Hide-aways, Selection Boxes, Steppers. Late model Gottlieb Pin Games; 5¢ & 10¢ Counter Games. Write stating quantity condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. MEIrose 1-9550).

WANT—Submit full details on any vendors for sale. Especially interested in smaller inexpensive machines of all types. We have several salesmen on the road at all times and can give volume orders. AZAR, 2314 EAST 15TH, OAKLAND 1, CALIF.

WANT—Un Triple-Plays. NOBRO NOVELTY COMPANY, 142 DORE ST., SAN FRANCISCO 3, CALIF. (Tel. Market 1-5438)..

WANT—Hollycranes any quantity available. Cable quantities and prices T.G.A., 60 RUE VAN SCHOOR, BRUSSELS 3, BELGIUM, Cable JEUMATE-BRUSSELS.

WANT—Will pay \$20. for United Banner Shuffle Alley Glass. Write P.O. BOX 1995, WICHITA, KANSAS.

## FOR SALE

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—Bring your old Juke Boxes up to date with sound reverberation. 1961 tone quality for \$44.95. Easy to install, write: HASTINGS DISTRIBUTING CO., 6100 WEST BLUEMOUND RD., MILWAUKEE 13, WISCONSIN.

FOR SALE—Attention Importers! All makes and Models Phonographs—Seeburg, AMI, Wurlitzer, Rock-Ola. Clean. Ready for shipment. We specialize in Export. Exclusive Seeburg Distributors in New York, New Jersey, Connecticut. ATLANTIC NEW YORK CORP., 843 TENTH AVE., NEW YORK 19, N.Y. (Tel. PLaza 7-3140, Cable: ATLAN-TYORK).

FOR SALE—9 Un. Playmate Rebounds \$50. ea.; Chicago Coin. United Small Ball Bowlers \$125.; Regulation \$200.; 5 C. C. Bulls Eye Drop Ball used \$125, new \$250.; Williams Hercules Crusader and Titan Guns, used, write for price; all models AMI Phonos, lowest prices. Write or call: CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS 3, MO. (Tel. MA 1-3511).

FOR SALE—2 Bally Moon Raiders @ \$199.50; 10 Skill Card @ \$49.50; 3 Bally Skill Roll @ \$75.; 1 Chicago Coin Bullseye Big League \$139.50. DICKSON DISTRIBUTING CO., 631 W. CALIFORNIA, OKLAHOMA CITY 4, OKLA.

FOR SALE—United U. P. B. Phonographs. United Slugger Baseballs. United Atlas. Eagles, United 6 Star Regulations. UNITED EAST COAST CORP., 533 TENTH AVE., NEW YORK 36, N. Y. (Tel. PE 6-6680).

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—All new 45 RPM records, packed 100 assorted per carton, \$12.50 per 100. All known artists. Trial order will convince these are best lots on market. Satisfaction guaranteed. C & S ENTERPRISES, INC., 1628 BEDFORD AVE., BROOKLYN, N. Y.

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. PIONEER VENDING, INC., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel. Montana 1-5000).

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax, 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; APT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 12, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—Pool Table Supplies at reasonable prices. 48" Cue Sticks \$18. doz.; 52" size \$21 doz.; Extra Live 6 Pkt. Cushions \$22. set for Reg. Bumper Pool \$11.95 set. CHAMPION DIST. CO., 3451 N. MILWAUKEE, CHICAGO 41, ILL. (Tel. Avenue 6-6751).

FOR SALE—Uprights, slightly used; Wagon Wheels \$100.; Playballs \$100.; Galloping Dominoes \$120.; Mermaids \$150.; One-ball Games, Beauty Contest \$145.; Eleven Bells \$195.; Also pin games, Joker Balls. Write or phone for prices. PENN COIN-O-MATIC CORP., 821 NO. BROAD ST., PHILA. 23, PA. (Tel. PO 5-2676).

NOTICE—Buy your parts and supplies from the nation's oldest and original parts and supply house. Save real money. One transportation charge. Largest stocks, lowest prices. Useful gifts with orders of \$25. or more. Catalog free. BLOCK MARBLE CO., 1425 NO. BROAD ST., PHILADELPHIA, 22, PA.

FOR SALE—Attention Exporters—The vending business is lucrative—the market untapped. We have a complete line of vending equipment—new and used. Write for best prices and possible exclusive distributing rights to: SHELDON SALES DISTRIBUTING CORP., 881 MAIN ST., BUFFALO 3, N.Y. (Tel. TT 5-9106).

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. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

FOR SALE—Mills & Jennings Fruit Machines for export, A-1 condition, Brown, Blue & Chrome Fronts, Q.T.'s, Black Cherries, Jewel Bells, Melins, Tokens, Black & Gold, Blue Bells, Twenty-one Bells, Standard Chief, etc., Deluxe Draw Bells, Triple Bells and Bingos; Holly Cranes. BELL DISTRIBUTORS, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

FOR SALE—Or trade—5 Seeburg KD200 at \$395. each, all for \$1750.; 2 Wurlitzers 2000 at \$295. each; Chicago Coin Drop Ball \$150. BIRD MUSIC DISTRIBUTORS, INC., 124 POYNTZ AVE., MANHATTAN, KANSAS.

FOR SALE—Large supply of Bingos, Rock-Ola Jukeboxes 1478, 1455, 1468, 1454 and 1436, Seeburg 100 Wall Boxes and Rock-Ola 120 Wall Boxes. HALLGREEN DISTRIBUTORS, INC., 1626-3RD AVE., MOLINE, ILLINOIS.

FOR SALE—Used machines of all models, as is or shipped and ready for locations. AUTOMATIC MUSIC DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel. FOrest 5-3456).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Williams, Bally, DeGrenier and Genco. TARAN DISTRIBUTING, INC., 3401 N.W. 36th ST., MIAMI 42, FLA. (Tel. Newton 5-2531).

FOR SALE—Have several fine routes for sale. Liberal financing to responsible parties. MID-WEST DISTRIBUTORS, 709 LINWOOD BLVD., KANSAS CITY, MO. (Tel. Westport 1-8776).

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. JUmpier 8-1814).

FOR SALE—6 Pocket Pool Tables—Fischer, new slates, new cushions, all new accessories, completely reconditioned and refinished like new—73" x 45"; 90" x 50"; \$260.; Chicago Coin Drop Ball \$95.; Un. Regulation S.A. \$150.; Wms. Ten Pins \$115.; C.C. Bullseye B.B. \$135.; Grip Test Machine \$85.; All types Bowling Lanes 14' \$95.; Bally Rocket Bowler \$110.; Skill Cards \$50.; Seeburg 100B \$145. H. BETTI & SONS, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. Union 3-8584).

FOR SALE—A real opportunity, complete Kiddieland and Amusement Park. CALL: JOHN BILOTTA, NEWARK, NEW YORK. (Tel. DE 1-1855).

FOR SALE—Seeburg's B's \$125., C's \$175., G's \$300., KD's \$395.; V-3WA's \$75.; Wurlitzers 1700 \$195., 1800 \$245., 1900 \$325., 2104 \$395.; Cigarettes, Games, Alleys, Bingos also available. GABRIELSON & COMPANY, 724 MEMORIAL DR., S. E., ATLANTA 16, GEORGIA. (Tel. JA 5-7441).

FOR SALE—Williams "21" \$225.; Wurlitzer 2200 (200) \$450.; Chicago Coin Bowling League \$200.; Bally Lotta-Fun \$350., all in top shape ready for your location. Call or write: NASTASI DISTRIBUTING CO., 912 POYDRAS ST., NEW ORLEANS, LOUISIANA. (Tel. 523-6386).

FOR SALE—Or trade for late Gottlieb Games. Wms. 10 Strike; Wms. Safari Gun; Wms. Crusader Gun; C.C. Glide Pool, C.C. Playland Rifle, C.C. Pony Express, C.C. Twin Hockey, C.C. Goalie; I. K. Super Hockey; Std. Metal Typex; Ba. Boon Raider; Jr. Deputy Sheriff; G. Motorama; Ge. Space Age; Metro Pony. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH.

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnkirk 3-8735).



# CLASSIFIED ADVERTISING SECTION

**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**, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. UN 3-8574).

**FOR SALE**—Cigaromat, like new; 3—6 column with stand \$75. each; 3—3 column with stand \$60. each; 6—Robt. Burns Packs \$30.; 6—Wm. Penn Packs \$30.; 6—double Stands holds 1 Robt. Burns, 1 Wm. Penn. \$600. takes all. **SEACOAST DISTRIBUTORS, INC.**, 1200 NORTH AVE., ELIZABETH 4, NEW JERSEY. (Tel. Bigelow 8-3524-5).

**FOR SALE**—Arcade Building 65x40, land 100x100, state licensed to give prizes. 60 Machines. Exclusive South Jersey Seashore Resort. No competition. Price \$60,000. Owner wishes to retire after 25 years in business. **BEACON AMUSEMENTS, BRANT BEACH, NEW JERSEY.**

**FOR SALE**—Used Bally Bingos; Used Seeburg Model E-1 @ \$275. **GLOBE DISTRIBUTING COMPANY, INC.**, 1623 N. CALIFORNIA AVE., CHICAGO 47, ILL. (Tel. ARmitage 6-0780-81).

**FOR SALE**—Counter Games Zipper, plays 1-5-10-25¢ last coin shows. 12" wide, 17" high, 9" deep. Price \$44.50 each. If check or money order accompanies order we will prepay any place in U.S. **WESTERN DISTRIBUTORS**, 1226 S.W. 16TH AVE., PORTLAND 5, ORE. (Tel. Capitol 8-7565).

**FOR SALE**—Seeburg C-100 @ \$175.; Wurlitzer 2000 @ \$395.; 1800 @ \$295.; 2300 @ \$795.; 2100 @ \$425.; 2200 @ \$650.; **AMI**; 1-200 @ \$495. 1/3 deposit, balance C.O.D. **NORTHWEST SALES CO. OF OREGON**, 1040 S.W. 2nd AVE. PORTLAND 4, ORE. (Tel. Capitol 8-6557).

**FOR SALE**—Williams Royal Crown, Williams Jolly Joker, Genco State Fair Gun, Midway Bazooka Gun. **SALINA MUSIC & AMUSEMENT CO.**, 210 SO. FIFTH ST., SALINA, KANSAS.

**FOR SALE**—Export Buyer's Bargain—Seeburg KD200's \$350. each in lots of ten; \$75. in lots of five; \$395. single order. All machines clean and ready for location. We stock all makes and model used phonograph and vending equipment. **MARTIN AND SNYDER CO.**, 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).

**FOR SALE**—Cup-Pac coffee machines. Never used, in original cartons. Needs no plumbing. Sacrifice at \$150. each. **MIKE MUNVES CORPORATION**, 577-10TH AVE., NEW YORK CITY. (Tel. BRyant 9-6677).

**FOR SALE**—Ballerina \$425.; Touchdown \$365.; Carnival Queen \$265.; Lite-A-Line \$560.; **GENERAL DISTRIBUTING COMPANY**, 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

**FOR SALE**—Good used upright Hunters, Skeeet Shoot, Wagon Wheel, Touchdown, Criss Cross Diamond, Big Round Up, Sportsman, Wild Cat, write; Gold Star, 4 Star, Sluggin Champ \$50. each; Fair Lady, Quartette, Toreador \$75. each; Gusher \$100.; Rocket Ship \$125. Send 1/2 deposit. **GUERRINI'S** 1211 W. 4TH STREET, LEWISTOWN, PA.

**FOR SALE**—Reconditioned-Guaranteed: Bally Beauty Contest \$75.; Games, Inc. Trail Blazer \$385.; Super Wildcat \$345.; Wildcat \$145.; Skeeet Shoot \$75.; Auto-Bell Circus Side Show \$75.; (DeLuxe) Hialeah \$195.; Wagon Wheel \$65.; Galloping Dominoes \$50.; Play Ball \$45.; Keeney Criss Cross Diamond \$145.; Big Three \$295.; Red Arrow \$325. Rush Deposit; **MICKEY ANDERSON AMUSEMENT COMPANY**, 314 EAST 11TH STREET, ERIE, PENNSYLVANIA. (Tel. GLendale 2-3207).

**FOR SALE**—Foreign Buyers Note: Available Bingos, Music, Gottliebs Pins, and Alleys in quantities. Write for prices. Guarantee delivery. try us. **D & P MUSIC**, 27 E. PHILADELPHIA ST., YORK, PA. (Tel. 81846).

**FOR SALE**—AMI Models, B. C. D. E. All plastics available, louvers, etc. at a fraction of original cost. Also Seeburg Model A glass domes @ \$10. each. **ATLAS DISTRIBUTORS**, 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384-85-86—Cable: GAVCO).

**FOR SALE**—Mills & Jennings Fruit Machines—Black Cherries, Golden Falls, High Tops, Blue Front, Brown Fronts, Diamond Fronts, A-1 condition. Ready for export. **COIN MACHINE DISTRIBUTORS CO.**, 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

**FOR SALE**—Call or write our nearest office for best prices on New and Used equipment. **TRI STATE DISTRIBUTING CO.**, P. O. BOX 615, ROME, GA. (Tel. 234-7123) or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

**FOR SALE**—Used jukebox records. We have steady source of supply. Quote best price. **No Race Records. LIEBERMAN MUSIC COMPANY**, 257 PLYMOUTH AVE., NO. MINNEAPOLIS, MINNESOTA.

**FOR SALE**—United Eagle S.A. and Bally Lucky Shuffle @ \$295. ea.; **WANT**—Gottlieb Flipper. **MOHAWK SKILL GAMES CO.**, 67 SWAGGERTOWN ROAD, SCHENECTADY, NEW YORK.

**FOR SALE**—Sportamans \$225.; Touchdowns \$165.; Criss Cross Diamonds \$185.; Dlx Big Tents \$150.; Big Round Ups \$135.; Double Shots \$110.; Super Big Tents \$85.; Big Tents \$75.; Hunter \$75.; PlayBall \$75. **D & L COIN MACHINE COMPANY**, 414 KELKER ST., HARRISBURG, PENNA. (Tel. Cedar 4-1051 & Cedar 4-2235).

**FOR SALE**—Shuffle Alleys, Bally ABC Deluxe \$135.; United Handicap \$100.; United Leader \$75.; United Bowling Alley (small ball bowler) \$100. **CAPITOL-RELIABLE COIN MACHINE CO.**, 184 WINDSOR ST., HARTFORD, CONN. (Tel. JA 7-8511).

**FOR SALE**—Millions of extra coins are taken from clean machines. Clean right with Lemonite. **Franco Distributing Co.**, Montgomery, Alabama uses and sells Lemonite. Try new Lemonite Liquid Cleaner. **GRACO SALES CO.**, ARLINGTON, TENNESSEE.

**FOR SALE**—Small ball bowlers \$75.; Wurlitzer 1600 \$100., ready for location. Also new and used locks keyed alike 50¢ and \$1.00 each will not sell less than 25. Used cigarette machines. Write **GUERRINI'S** 1211 W. 4TH ST., LEWISTOWN, PA.

**FOR SALE**—United, 13' Tip Top B.A. \$695.; 13' Handicap B.A. \$595.; 16' League B.A. \$575.; 13' & 16' Bonus B.A. \$375.; 13' & 16' Jumbo B.A. \$295.; 11' & 14' Bowling Alleys 95.; Deluxe Flash S.A. \$450.; Eagle S.A. \$325.; Atlas S.A. \$295.; Super Bonus S.A. \$175.; Championship S.A. \$175.; Bally, All Star Deluxe Bowler \$95.; Midway Shooting Gallery \$295. **CENTRAL OHIO COIN MACHINE EXCHANGE, INC.**, 858 N. HIGH ST., COLUMBUS 15, OHIO (Tel. AXminster 4-3529)

**FOR SALE**—Ranger Del. Rifle \$150.00. Make offer 2 Keeney National & 1 Speedlane shuffles. Genco Sweet 21's \$60.00 ea. Brand new Chrome Stands \$10.00 ea. Bally Beach Queens \$175.00 ea. Games Doubl Shot upright \$100.00. **GRECO BROS. AMUSEMENT CO., INC.**, 1288 Broadway, ALBANY 4, N.Y. (Tel. HO 5-0228)

**FOR SALE**—Brand new 45 RPM Records; Top 100's past and recent packed 100 assorted per carton, \$11. postage prepaid. Send check or money order; **RECORDS INC.**, 2707 W. PICO BLVD., LOS ANGELES 6, California.

**FOR SALE**—Specials: Rockola 1478, \$625.; Rockola 1468, \$525.; Rockola 1475, \$550.; **AMI J** 120, \$550.; **AMI F** 120, \$200.; **AMI G** 200, \$200.; **Wurlitzer** 1700, \$150.; **Wurlitzer** 1900, \$275.; **Wurlitzer** 2150, \$250.; **Bally Acapulco**, \$665.; **Bally** 14 ft. Lanes, \$90.; **CC Bowling League**, \$90.; **CC Classic**, \$235.; **Keeney Little Buckaroo**, \$135.; **Keeney Touch down**, \$150.; **Keeney Hi Straight**, \$125.; **LAKE CITY AMUSEMENT CO.**, 4533 PAYNE AVE., CLEVELAND 3, OHIO.

**FOR SALE**—Gottlieb Queen of Hearts, Southern Belle, Hawaiian Beauty, Dragon-ette, Frontiersman, Fair Lady, Royal Rainbow, Green Pastures, Sluggin' Champ, Duetette, Wishing Well, Poker Face, Bally Sun Valley, Key West, Big Show, Frolics, Broadway, Miss America, Bally & UN. Bowling Alleys.

**FOR SALE**—7 Counter Model Mercury Grips 1950E; 2 Kicker Ketchers 1750E; 2 Binks Whiz Bowlers 1750E; 1 Pikes Peak 1500; 1 Challenger Late 2500; 1 Bally Skill Roll 3500; **Marvel Best Hand. CLOER DIST. CO.**, 1613 MAIN, JOPLIN, MO. (Tel. MA 3-4202)

**FOR SALE**—1 Gottlieb Flipper \$249.; 1 Flag Ship \$65.; 1 Silver \$100.; 1 Rainbow \$100.; 1 World Champ \$90.; 1 Sunshine \$169. **GEO'S MUSIC**, R #4 PEEBLES, OHIO. (Tel. 587-2461)

## MISCELLANEOUS

**MISCELLANEOUS**—Pool Table special specials. Beautiful Cue Sticks packed 12 to shipping carton, 48"-\$1.50; 52"-\$1.75; 57"-\$2.75. Chalk \$3.75 gross. Highest quality cloth, no cheap stuff. 60" wide, \$6.95 yard. **BLOCK MARBLE CO.**, 1425 N. BROAD ST., PHILADELPHIA, PA.

**SPECIAL**—Bally: Acapulcos \$555.; Bikinis \$735.; Circus Queens \$685.; Touchdowns \$349.50.; Skill Scores brand new in orig. crates \$100.; Gottlieb: Flying Circuses \$375.; Williams: Ten Spots \$295. **NEW ORLEANS NOVELTY COMPANY**, 1055 DRYADES STREET, NEW ORLEANS, LA. (Tel. 529-7321)

# Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers' list prices, F.O.B. factory. Where no prices are listed, the manufacturers have not authorized price publication.

**AMI, INC.**  
Continental 2-200 Stereo Round\* with Automix, 200 Sel. Stereo Phono.  
Continental 2-200 Monaural (no Automix) 200 Sel. Monaural Phono.  
Continental 2-100 Stereo Round\* with Automix, 200 Sel. Stereo Phono.  
Continental 2-100 Monaural (no Automix), 100 Sel. Monaural Phono.  
(\*Stereo Round plays 33-1/3-45 rpm records intermixed)  
**HAC-200**—Hideaway, 200 Sel. Monaural or Stereo  
WQ-120 120 Sel. W. B. ....  
WQ-200 200 Sel. W. B. ....  
KO-200-1 200 Sel. W.B., Dual Price Play  
WQ-200-3 200 Sel. W. B., Dual price Play, 4-Coin Rejector .....  
Bar Grip W. B. Mounting Bracket ....  
EX-600 Cylindrical Wall Spkr. ....  
L-2130 Ceiling Spkr., Choice of Grille Types Listed  
L-2135 Random Pattern Grille ....  
L-2136 Uniform Pattern Grille ....  
L-2137 Circular Flush-Mount Grille Remote Vol. & Cancel Cont., St. or Mo.

**AUTO-PHOTO CO.**  
Model 12 Studio .....\$3,245.00

**BALLY MFG. CO.**  
Can Can (Bingo) .....\$1,142.00  
Bally Bowler 16' lengths .... 1,575.00  
5' Extension Sections 75.00 ea.  
Marksman (Pistol-Target) .. 685.00  
Pony Twins (Kiddie Ride) .. 705.00  
Toonerville Trolley ..... 865.00  
The Champion (all metal cab) 865.00

**CHICAGO COIN MACHINE**  
Continental Bowler .....  
Triple Gold Pin Shuffle .....  
Pro Basketball .....  
Pro Hockey .....  
Commando Machine Gun ....

**EXHIBIT SUPPLY CO.**  
Card Vendor .....

**FISCHER SALES & MFG. CO.**  
Imperial VII .....  
Imperial VI .....  
B-7 .....  
B-6 .....  
Fiesta Pool (Bumper) .....

**J. F. FRANTZ MFG. CO.**  
New Frontier (Counter Pistol)  
Dodge City (Counter Pistol) .  
Kicker & Catcher .....  
ABT Challenge Pistol .....  
ABT Guesager Scale .....  
ABT Rifle Sport .....  
Aristo Scale .....

**GAMES, INC.**  
Tim-Buc-Too .....

**D. GOTTLIEB & CO.**  
Flipper Fair, 1 Plyr.

**IRVING KAYE CO., INC.**  
Deluxe Eldorado 6 Pkt. Series  
Mark I, 77x45; Mark II, 82x46;  
Mark III, 93x52; Mark IV, 106x58.  
Satellite, 77x45. ....  
Deluxe Klub Pool, 56x40 .....

**J. H. KEENEY & CO., INC.**  
Flash Back .....  
Old Plantation .....  
Black Dragon .....  
Sweet Shawnee .....  
Deluxe Red Arrow .....  
Twin Red Arrow .....  
Red Arrow .....  
Popcorn Vendor .....

**MIDWAY MFG. CO.**  
Rifle Gallery

**ROCK-OLA MFG. CORP.**  
1488 120 Sel. ....  
Model 1493 100-sel. Princess stereo-  
mon. phono. ....  
1495 200 Sel. ....  
100 Wall Phono—100 Sel. ....  
1622 Stereo Twin Speakers ...  
1623 StereoTwins jr. spkrs.  
1623 Hi Fidelity Extension  
Speakers .....

33 1/3-45 rpm Mech-O-Matic intermix  
play Dual-speed turntable  
1950 Remote Vol. Cont. with Cancel  
Button 50¢  
1972 Reverbera-sound kit  
1554 100-sel. wall box  
Coin Chute Available for All  
Models

Dual Credit Unit Available for 200 Sel. Model 1485  
1555 Dual W.B. for 120 or 200 Sel.  
1745 Receiver unit

**THE SEEBURG CORP.**  
AY160S—Stereo 160 selection phonograph. Half dollar, remote control, optional.  
AY100S—Stereo 100 selection phonograph. Half dollar, remote control optional.  
Y100M—Monaural 100 selection phonograph. Half dollar, remote control, optional.  
3W100—Wall-O-Matic 100  
Single pricing  
S3W160—Wall-O-Matic 160  
Single pricing  
TW1—Twin stereo wall speakers  
TC1—Twin stereo corner speakers  
TR1—Twin stereo recessed speakers.  
EBTC1-12—Twin stereo extended base —12" corner speakers.  
PRVC-2—Powered remote volume control  
CC-2—Coin counters  
PS61Z—Power supply  
BMS-1—Background music unit plays 1000 selections  
BMC—Background music compact unit plays 1000 selections  
BMCA—Background music companion audio  
E2—Cigarette vendor—Beige or aqua  
E2XM—Cigarette vendor—beige or aqua—less match dispenser.  
4SCD—Cold drink vendor — with crushed ice.  
SFB-1000—Fresh brew coffee vendor  
SFB-500—Fresh brew coffee vendor  
SM-500—Soluble coffee vendor.

**SOUTHLAND ENGINEERING INC.**  
Western Trails .....

**UNITED MFG. CO.**  
Playboy .....  
Stardust Shuffle Alley .....  
7-Star Bowling Alley .....  
**UNITED MUSIC CORP.**  
UPC-100 Monaural  
UPC-100S Stereo  
UPBW-1, Sel. 3 Wire W. B.  
**VALLEY SALES CO.**  
Model 9000 6 Pkt. Pool Table  
50"x90" .....  
Bumper Pool Table  
(2 Models Available) .....  
6 Pocket Pool Table  
(5 Models Available) .....

**WILLIAMS MFG. CO.**  
Road Racer .....  
Reserve, 1 Plyr .....  
Skill Ball, 1 Plyr. ....  
Double Barrel, 2 Plyr.  
Standard 75 Pool Table .....  
DeLuxe 75 Pool Table .....  
DeLuxe 90 Pool Table .....

**THE WURLITZER COMPANY**  
2500-S, Stereo, 200 Sel. Phono.  
2500, Mono., 200 Sel. Phono.  
2504-S, Stereo, 104 Sel. Phono.  
2504, Mono., 104 Sel. Phono.  
2510-S, Stereo, 100 Sel. Phono.  
2510, Mono., 100 Sel. Phono.  
Steppers available all models  
Dual pricing on 200 and 100 selections  
Wall Boxes  
5252W.B., 200 Sel. with Dual Pricing  
& Half Dollar Play  
5250 W.B., 200 Sel. 10-25-50¢  
5207 W.B., 104 Sel. 10-25¢  
5202 W.B., 100 Sel. with Dual Pricing  
& Half Dollar Play  
5200 W.B., 100 Sel. 10-25-50¢

**Speakers**  
5119 High Fidelity Ceiling Spkr.—12" Cone  
5122 Stereo Convertible Console Spkr.  
5123 Stereo Wall Spkr.—12" Coaxial  
5124 Stereo Corner Spkr.—8" Extended Range  
5125 Stereo Extender Spkr. (Packed in Pairs)  
5126 Stereo Directional Spkr. (Packed in Pairs)

**Hideaway Phonographs**  
2517-S, Stereo, 200 Sel.  
2514-S, Stereo, 104 Sel.  
2511-S, Stereo, 100 Sel.

**Steppers**  
2517, Mono., 200 Sel.  
2514, Mono., 104 Sel.  
2511, Mono., 100 Sel.  
261 Stepper, 200 Sel.  
257 Stepper, 104 Sel.  
295 Stepper, 100 Sel.





THIS WEEK'S USED MACHINE QUOTATIONS

NOTE: HIGH and LOW price quotes appearing in Cash Box Price Lists are WHOLESALER SELLING PRICES received each week from various sections of the United States and DO NOT necessarily reflect trade-in values on equipment.

Prices tend to vary in different cities due to the status of a particular market, condition of equipment offered, and the general nature of a specific sale.

METHOD: "The Cash Box Price Lists" should be read as follows: First price listed is lowest price quoted for the week; Second price listed is highest price quoted.

CODE (Numeral Preceding Machine)

- 1. Prices UP
2. Prices DOWN
3. Prices UP and DOWN
4. No change from Last Week
5. No quotations Last 2 to 4 Weeks
6. No quotations 4 Weeks or Longer
7. Machines Just Added
\* Great Activity



PINBALL GAMES

BALLY

Table listing Bally pinball games with columns for model name, year, and price ranges.

Miss Annabelle 1P

Table listing various pinball games with columns for model name, year, and price ranges.

WILLIAMS

Table listing Williams pinball games with columns for model name, year, and price ranges.

GOTTlieb

Table listing Gottlieb pinball games with columns for model name, year, and price ranges.



PHONOGRAPHS

AMI

Table listing AMI phonograph models with columns for model name, year, and price ranges.

Table listing AMI phonograph models with columns for model name, year, and price ranges.

WURLITZER

Table listing Wurlitzer phonograph models with columns for model name, year, and price ranges.

ROCK-OLA

Table listing Rock-Ola phonograph models with columns for model name, year, and price ranges.

SEEBURG

Table listing Seeburg phonograph models with columns for model name, year, and price ranges.



"FIRST NIGHT" GLAMOUR BUILDS PLAY!

## EXCITING AS A BROADWAY OPENING!

Headliners of the music and entertainment world help you boost location revenue when you feature their names, record jackets and song titles on the selector panel of the AMI "100." And you do the choosing from the wide range of selections now available on 33 1/2 rpm stereo singles.

Programming with the AMI Top Talent "100" is completely flexible!

# NEW TOP TALENT AMI "100"

## POTENT PLUS FOR THE LOCATION

You can give the location a big play, too, on the same AMI "100" selector panel. It's a friendly gesture of location advertising that pays off . . . in location good will . . . in hard cash.

## STEREO ROUND!

Exclusive AMI Stereo Round brings full-range stereo beauty to every patron, without the use of remote speakers. No other coin-operated phonograph provides this major advancement.

### Another Star Performer THE AMI "200"

Genuine diamond stylus standard equipment on both "100" and "200" models.

See Your AMI Distributor or Write

**AC AUTOMATIC SERVICES, Inc.**

18 S. Michigan Avenue, Chicago 3, Ill.







# Cash Box

# PRICE LISTS



SHUFFLES and BOWLERS



ARCADE EQUIPMENT

## BALLY

### Shuffles

4. ABC Bowler (7/55) ..	125.00	150.00
4. Deluxe model .....	125.00	150.00
4. Congress (7/55) .....	165.00	190.00
4. Jumbo Bowler (9/55) ..	150.00	195.00
4. King Pin Bowler (9/55) .....	200.00	250.00
4. ABC Super DeLuxe Bowler (9/57) .....	225.00	275.00
4. All-Star Bowling (12/57) .....	75.00	95.00
4. All-Star Deluxe (2/58) ..	100.00	125.00
4* Lucky Shuffle (9/58) ..	300.00	350.00
4. Star Shuffle (10/58) ..	295.00	400.00
4. Speed Bowler (11/58) ..	245.00	295.00
4. Club Bowler (2/59) ..	350.00	400.00
4. Club Deluxe (5/59) ..	375.00	425.00
4. Monarch Bowler (11/59) ..	450.00	500.00
4. Official Jumbo (3/60) ..	450.00	500.00
4. Jumbo Deluxe (9/60) ..	525.00	575.00

### Ball Bowlers

4* ABC Bowling Lane (1/57) .....	125.00	150.00
4. ABC Tournament Bowler (6/57) .....	175.00	200.00
4. ABC Champion Bowler (10/57) .....	250.00	300.00
4* Strike Bowler (11/57) ..	150.00	195.00
4. Trophy Bowler (4/58) .....	295.00	350.00
4. Lucky Alley (8/58) .....	325.00	395.00
4. Pan American (6/59) ..	600.00	650.00

## CHICAGO COIN

### Shuffles

4. Triple Strike (2/55) ..	100.00	125.00
4. Arrow (2/55) .....	125.00	150.00
4. Criss Cross Targette (1/55) .....	35.00	50.00
4. Bonus Score (4/55) ..	125.00	150.00
4. Hollywood (5/55) .....	125.00	150.00
4. Blinker (8/55) .....	175.00	200.00
4. Score-A-Line (9/55) ..	95.00	125.00
4. Bowling Team (10/55) ..	150.00	195.00
4. Rocket Shuffle (3/58) 1 Player .....	75.00	95.00
4. 2 Player .....	100.00	125.00
4. Explorer Shuffle (6/58) ..	200.00	225.00
4* Rebound Shuffle (12/58) .....	50.00	75.00
4* Championship (11/58) ..	175.00	225.00
4. Double Feature (12/58) ..	295.00	350.00
4* Red Pin (2/59) .....	395.00	425.00
4. Bowl Master (8/59) ..	450.00	495.00
4. 4-Game Shuffle (11/59) ..	450.00	495.00
4* Bull's Eye Drop Ball (12/59) .....	125.00	150.00

## Ball Bowlers

4* Bowling League (2/57) ..	95.00	125.00
6. Ski Bowl (11/57) 6 Player .....	50.00	75.00
4* Classic Bowling League (7/57) .....	250.00	300.00
4. TV Bowling League (11/57) .....	225.00	275.00
4. TV (with rollovers) ..	250.00	325.00
4. Lucky Strike (1/58) ..	250.00	300.00
4* Player's Choice (9/58) ..	450.00	525.00
4. Twin Bowler (10/58) ..	395.00	450.00
4. King Bowler (3/59) ..	595.00	695.00
4. Queen Bowler (9/59) ..	625.00	695.00

## UNITED

### Shuffles

6. Clipper (5/55) .....	95.00	125.00
4. DeLuxe model .....	125.00	150.00
6. 5th Inning (6/55) .....	65.00	75.00
4. Capitol (6/55) .....	150.00	175.00
4. DeLuxe model .....	165.00	195.00
4. Super Bonus (9/55) ..	175.00	200.00
6. DeLuxe model .....	195.00	225.00
4. Top Notch (10/55) ..	175.00	200.00
4* Regulation (11/55) ..	175.00	200.00
6. DeLuxe model .....	220.00	245.00
4. 6-Star (10/57) .....	250.00	275.00
4. Midget Bowling Alley (3/58) .....	75.00	100.00
4. Shooting Stars (4/58) ..	100.00	125.00
4* Eagle (5/58) .....	295.00	325.00
4* Atlas (8/58) .....	325.00	375.00
4. Cyclone (10/58) .....	350.00	375.00
4. Niagara (11/58) .....	300.00	350.00
4. Dual (1/59) .....	400.00	450.00
4. Zenith (6/59) .....	450.00	495.00
4. Flash (6/59) .....	450.00	500.00
4. 3-Way (9/59) .....	495.00	550.00
4. 4-Way (12/59) .....	550.00	600.00
4. Big Bonus (2/60) .....	550.00	600.00

## Ball Bowlers

4* Bowling Alley (11/56) ..	100.00	125.00
4* Jumbo Bowling Alley (9/57) .....	295.00	325.00
4. Royal Bowler (12/57) ..	295.00	325.00
4. Pixie Bowler (8/58) ..	100.00	125.00
4. Duplex (11/58) .....	525.00	575.00
4. Simplex (5/59) .....	325.00	400.00
4. Advance (5/59) .....	500.00	550.00
4. League (10/59) .....	550.00	595.00
4. Handicap (11/59) .....	595.00	650.00
4. Teammate (12/59) .....	600.00	625.00
4. Falcon (4/60) .....	625.00	695.00

## WILLIAMS

### Ball Bowlers

4. Roll-A-Ball (12/56) 6 Player .....	90.00	100.00
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## UPRIGHT AMUSEMENT GAMES

4. AB Circus (5/56) .....	100.00	125.00
4. AB County Fair (3/57) ..	100.00	125.00
2. AB Circus Wagon Wheel (12/58) .....	65.00	95.00
2. AB Galloping Dominos .....	60.00	100.00
2* AB Circus Play Ball (4/59) .....	50.00	95.00
4. AB Magic Mirror Horoscope (11/59) ..	200.00	250.00
4. AB Mermaid (3/60) .....	125.00	150.00
4. B Jumbo (5/59) .....	350.00	400.00
4. B Sportsman (6/59) ..	225.00	275.00
4. CC Star Rocket (5/59) ..	245.00	295.00
2. GA Skeet Shoot (1/57) ..	65.00	95.00
2. GA Super Hunter (6/57) ..	75.00	125.00
4* GA Double Shot (4/58) ..	75.00	110.00
4. GA Wild Cat (12/58) ..	175.00	200.00
4. GA Twin Wild Cat (7/59) .....	350.00	395.00
2. GA Super Wild Cat ..	365.00	400.00
2. K Big Tent .....	75.00	100.00
2. K Spr. Big Tent (6/57) ..	85.00	100.00
4. K Shawnee (1/59) .....	250.00	275.00
4. K Big Roundup (3/59) ..	125.00	175.00
4. K Little Buckaroo (4/59) .....	150.00	200.00
4. K Del. Big Tent (5/59) ..	150.00	200.00
4. K Big 3 (5/59) .....	350.00	395.00
4* K Touchdown (9/59) ..	165.00	195.00
6. K Big Dipper (10/59) ..	295.00	325.00
6. K Twin Big Tent .....	395.00	425.00
4* K Criss Cross Diamond (1/60) .....	150.00	175.00
4. K Red Arrow (4/60) ..	350.00	365.00

6. ABT 6 Gun Rifle Range	375.00	425.00	6. Jungle Joe	45.00	125.00
6. Air Football	112.50	195.00	6. Ke Air Raider	50.00	150.00
6. Air Hockey	125.00	195.00	6. Ke Sub Gun	50.00	125.00
4. Auto Photo Model 9 ..	995.00	1200.00	6. Ke Sportland	135.00	150.00
4. B Batting Practice (8/59) .....	300.00	325.00	6. DeLuxe model	130.00	175.00
6. B Undersea Raider ..	95.00	125.00	4. Ke Ranger (3/55) ..	150.00	195.00
4. B Derby Gun (2/60) ..	400.00	450.00	6. DeLuxe model (3/55)	190.00	230.00
4. B Bulls Eye Shooting Gallery (9/55) .....	195.00	250.00	4. Ke League Leader (4/58) .....	75.00	95.00
4. B Big Inning (5/58) ..	175.00	195.00	6. Ke Sportland	135.00	150.00
2. B Heavy Hitter (4/59) ..	195.00	250.00	4. Mid Red Ball (5/59) ..	195.00	225.00
4. B Ball Park (4/60) ..	400.00	450.00	4. Mid Joker Ball (11/59)	200.00	250.00
4. B Sharpshooter (5/61) ..	375.00	395.00	4. Midway Bazooka (10/60) .....	275.00	325.00
4. B Golf Champ (8/58) ..	150.00	175.00	4* Midway Shooting Gallery (2/60) .....	350.00	375.00
4. Skill Roll (Upright) (B 3/58) .....	65.00	85.00	4. Mills Panorama Peek (11/54) .....	350.00	400.00
4. B Moon Raider (7/59) ..	275.00	300.00	4. Mu Atomic Bomber ..	65.00	95.00
4. B Targets (10/59) .....	225.00	250.00	6. Mu Ace Bombers .....	85.00	125.00
4. B Spook Gun (9/58) ..	225.00	250.00	6. Mu Dr. Mobile (Prewar) .....	65.00	125.00
4. B Skill Parade (1/59) ..	150.00	195.00	6. Mu Fly Saucers .....	95.00	125.00
4. B Del. Skill Parade (4/59) .....	125.00	175.00	4. Muto Lord's Prayer ..	125.00	150.00
4. Capitol Midget Movies	100.00	125.00	6. Mu Photo (Pre-War) ..	100.00	200.00
4. CC Bullseye Baseball ..	150.00	175.00	6. Mu Photo (DeLuxe) ..	195.00	295.00
4. CC Basketball Champ ..	75.00	95.00	6. Mu Silver Gloves .....	175.00	195.00
6. CC 4-Player Derby .....	95.00	125.00	4. Mu Sky Fighter .....	95.00	125.00
4. CC Goalee .....	95.00	110.00	6. Munves Squoits (11/57)	395.00	495.00
6. CC Midget Skee .....	60.00	125.00	6. Muto Voice-O-Graph ..	165.00	225.00
6. Super model .....	85.00	130.00	6. Pre-War Model .....	165.00	225.00
6. CC Big League (5/55) ..	100.00	150.00	6. Post-War Model .....	1,025.00	1,100.00
4. CC Twin Hockey (5/56) ..	150.00	200.00	6. Mu K. O. Champ .....	150.00	245.00
4. CC Shoot The Clown ..	350.00	395.00	6. Mu Drive Yourself .....	395.00	485.00
4. CC Steam Shovel (5/56) ..	85.00	115.00	6. Mu Bang-O-Rama (4/57)	37.50	75.00
4. CC Batter UP (4/58) ..	175.00	195.00	4. Philadelphia Toboggan Skee Alley .....	225.00	275.00
4. CC Criss Cross Hockey (10/58) .....	200.00	250.00	6. Scientific Pitch Em ..	45.00	125.00
4. CC Croquet (8/58) .....	50.00	75.00	4. Seeburg Bear Gun .....	125.00	150.00
4. CC Playland Rifle Gallery (8/59) .....	350.00	400.00	4. Seeburg Coon Hunt ..	125.00	150.00
4. Ex Gun Patrol .....	75.00	100.00	4. Set Shot Basketball ..	165.00	195.00
4. Ex Jet Gun .....	95.00	125.00	4. Telequiz .....	65.00	95.00
4. Ex Space Gun .....	100.00	125.00	4. Un Jungle Gun .....	95.00	145.00
6. Ex Pony Express .....	75.00	125.00	4. Un DeLuxe model .....	75.00	125.00
6. Ex Six Shooter .....	55.00	95.00	4. Un Carn. Gun (10/54) ..	125.00	160.00
4. Ex Shooting Gal. (6/54) ..	75.00	95.00	6. DeLuxe model .....	85.00	125.00
4. Ex Star Sgt. Gal. (9/54) .....	75.00	125.00	4. Un Bonus Gun (1/55) ..	165.00	195.00
6. Ex Sportland Shooting Gallery (11/54) .....	65.00	125.00	6. DeLuxe model .....	145.00	175.00
6. Ex "500" Shooting Gallery (3/55) .....	110.00	125.00	4. Un Star Slugger (7/55) ..	100.00	125.00
4. Ex Treasure Cove Shooting Gallery (6/55) .....	210.00	245.00	4. Un Super Slugger (4/56) .....	100.00	125.00
4. Ex Jungle Hunt (3/57) ..	195.00	225.00	4. Un Pirate Gun (10/56) ..	200.00	245.00
6. Ex Ringer Ball (11/56) ..	35.00	75.00	4. Un Yankee Baseball (3/59) .....	295.00	325.00
4. Ex Pop Gun Circus (9/57) .....	225.00	275.00	4. Un Sky Raider (10/58) ..	195.00	225.00
6. Ge Lucky Seven .....	65.00	90.00	4. Wm. DeLuxe Baseball (4/53) .....	75.00	95.00
4. Ge Sky Gunner .....	100.00	125.00	4. Wm. Major Leaguer, 6-Player .....	95.00	115.00
4. Ge Night Fighter .....	70.00	140.00	6. Wm Big League Baseball (2/54) .....	100.00	150.00
4. Ge 2-Player Basketball	125.00	175.00	6. Wm. Jet Fighter (10/54) .....	95.00	145.00
4. Ge Rifle Gal. (6/54) ..	110.00	135.00	4. Wm. Safari (2/54) .....	175.00	210.00
4. Ge Big Top Rifle Gallery (6/54) .....	175.00	195.00	6. DeLuxe model .....	180.00	265.00
6. Super model (12/55) ..	250.00	275.00	6. Wm Polar Hunt (3/55) ..	150.00	175.00
4. Ge Gun Club .....	425.00	450.00	4. Wm. Sidewalk Engineer (4/55) .....	85.00	105.00
4. Ge Wild West Gutn (2/55) .....	150.00	175.00	4. Wm. King of Swat (5/55) .....	90.00	125.00
4. Ge Sky Rocket Rifle Gallery (5/55) .....	75.00	125.00	4. Wm. Four Bagger (4/56) ..	125.00	150.00
4. GE Championship Baseball (9/55) .....	110.00	125.00	6. DeLuxe Model .....	195.00	220.00
4. Ge Quarterback (10/55) ..	50.00	75.00	4. Wm Crane (10/56) .....	60.00	115.00
4. Ge Hi Fly Baseball (5/56) .....	75.00	95.00	4. Wm Peppy The Clown (12/56) .....	125.00	150.00
4. Ge State Fair Rifle Gal. (6/56) .....	165.00	195.00	4. Wm 1957 Baseball .....	175.00	245.00
4. Ge Davy Crockett (10/56) .....	190.00	225.00	4. Wm Ten Strike (12/57) ..	120.00	150.00
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4. Ge Gypsy Grandma (5/57) .....	165.00	195.00	4. Wm. Pinchhitter (4/59) ..	295.00	325.00
4. Ge Space Age Gun (6/58) .....	150.00	195.00	4. Wm. Vanguard (10/58) ..	265.00	295.00

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