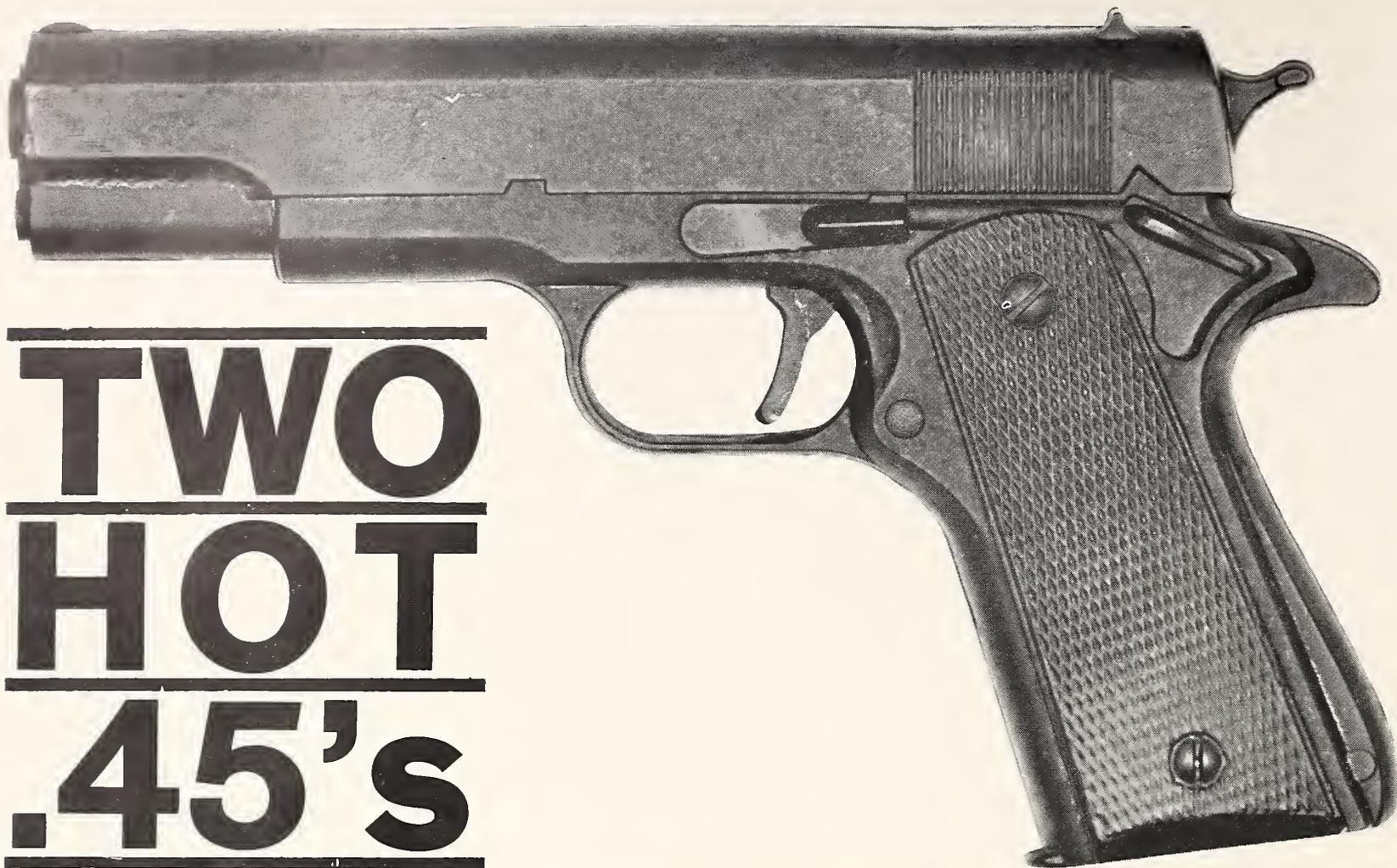


# Cash Box



Currently represented on the top 100 with "Where Have All The Flowers Gone" and high on the album chart with their "College Concert" LP, Capitol Records' Kingston Trio has been one of the most consistent best sellers in the past several years. Veteran Capitol A&R man Voyle Gilmore, who has steered the recording career of the Trio since its inception, is shown with Bob Shane, John Stewart and Nick Reynolds as the trio cut its latest Capitol LP, "Jane, Jane, Jane" and "Scotch and Soda."



**TWO  
HOT  
.45's**



**STEVE LAWRENCE**  
"THE LADY WANTS TO TWIST"  
C/W "TELL HER I SAID HELLO"

4-42396

**THE BROTHERS FOUR**  
"DARLIN' SPORTIN' JENNY"  
C/W "SLOWLY SLOWLY" (THEME FROM "LA FAYETTE")

4-42391

**COLUMBIA**   
**SINGLES SELL!**



FOUNDED BY BILL GERSH

# Cash Box

Vol. XXIII—Number 32

April 21, 1962

## Cash Box

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JOE ORLECK, President and Publisher  
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GEORGE ALBERT, VP and Treasurer

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# THE SPLIT RECORD

One of the greatest difficulties confronting the record manufacturer today is the length of time it takes for a new release to catch on. There are endless cases of records which break into national best sellers after knocking about on the local level for as long as six or seven MONTHS. There are also ten times as many cases of good records which have died because they were unable to get concentrated national exposure in a reasonable span of time.

This problem is more intense today than it's ever been because of the change in radio programming that took place earlier this year. Prior to the mass movement to "sweeter programming" it was much easier for the manufacturer to determine which side of a record he was going to push. When he was convinced which was the "A" side, he devoted all his efforts to that deck and lost very little sleep over the few dissenters. But today manufacturers are designing their singles with the existing radio situation in mind (making one side soft and the other hard rock) and are finding themselves faced with a frequent split situation. There no longer seems to be a small group of dissenters when a new release is issued. Now air play seems to be lining up

on one side of the fence or the other.

Of course, prior to the swing to the "sweeter" side, there were many split situations that created a great deal of confusion. But never have we noticed as many as in recent months.

Manufacturers themselves are avoiding making a decision as to which side to work on. In turn, this feeling is passed on to the promotion man who cannot, in many cases, offer radio a convincing suggestion on behalf of one side or the other. The end result is obviously dangerous. The exception of both sides developing into tremendous smashes is very pleasant and easy to live with. But to have two sides on the brink of success and watch both of them go down the drain is heartbreaking.

As is the case with many other problems confronting our business, there is no simple solution to the increased split record situation. Both the daring, who put all their chips on one side, and the fence straddlers, who try to ride both ends, are taking chances. It's just another phenomenon that has reared its head in recent months to make our business more complex every day.



# Cash Box TOP 100

SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—APRIL 21, 1962

	Position	4/14	4/7
<b>JOHNNY ANGEL</b>			
★SHELLY FABARES-Colpix-621	2	4	
<b>MASHED POTATO TIME</b>			
★DEE DEE SHARP-Cameo-212	4	6	
<b>GOOD LUCK CHARM</b>			
★ELVIS PRESLEY-RCA-7992	1	2	
★PRINCE CHARLES-Class-301			
<b>SOLDIER BOY</b>			
★SHIRELLES-Scepter-1228	9	17	
<b>SLOW TWISTIN'</b>			
★CHUBBY CHECKER-Parkway-835	3	1	
★CLARK DALE-Twin Hits-2009			
<b>STRANGER ON THE SHORE</b>			
★MR. ACKER BILK-Atco-6217	11	23	
★DRIFTERS-Atlantic-2134			
★SAMMY GARDNER-Norman-517			
★BUDDY MERRILL-Dot-16346			
<b>LOVER PLEASE</b>			
★CLYDE McPHATTER-Mercury-71941	8	10	
★DENNIS TURNER-Louis-2002			
<b>LOVE LETTERS</b>			
★KETTY LESTER-Era-3068	7	9	
★VAL PALMER-Twin Hits-2011			
<b>YOUNG WORLD</b>			
★RICKY NELSON-Imperial-5805	10	12	
<b>SHOUT (PART 1)</b>			
★JOEY DEE & STARLITERS-Roulette-4416	15	19	
★ISLEY BROS.-RCA-7588			
<b>HEY! BABY</b>			
★BRUCE CHANNEL-Smash-1731	6	5	
★BAN-LONS-Fidelity-4051			
<b>DEAR ONE</b>			
★LARRY FINNEGAN-Old Town-1113	14	16	
★DARREL McCALL-Philips-40015			
<b>DON'T BREAK THE HEART THAT LOVES YOU</b>			
★CONNIE FRANCIS-MGM-13059	5	3	
<b>LOVE ME WARM AND TENDER</b>			
★PAUL ANKA-RCA-7977	12	13	
<b>TWISTIN' THE NIGHT AWAY</b>			
★SAM COOKE-RCA-7983	13	8	
<b>TWIST, TWIST SENORA</b>			
★GARY U.S. BONDS-Legrand-1018	26	37	
<b>P.T. 109</b>			
★JIMMY DEAN-Columbia-42338	27	57	
<b>SOUL TWIST</b>			
★KING CURTIS-Enjoy-1000	21	24	
<b>SHE CRIED</b>			
★JAY & AMERICANS-United Artists-415	29	44	
★TED DARYLL-Utopia-1003			
<b>SOMETHING'S GOT A HOLD ON ME</b>			
★ETTA JAMES-Argo-5409	20	21	
★FRAN COOPER-Twin Hits-2011			
<b>MIDNIGHT IN MOSCOW</b>			
★KENNY BALL-Kapp-442	16	14	
★JAN BURGENS-London-10503			
★TROY WALKER-GNP-179			
★TEDDY BUCKNER-GNP-180			
★AIMABLE ORK-GNP-180			
<b>LET ME IN</b>			
★SENSATIONS-Argo-5405	17	7	
<b>WHAT'S YOUR NAME</b>			
★DON & JUAN-Bigtop-3079	19	15	
★RAY GARNETT-Twin Hits-2010			
<b>FUNNY WAY OF LAUGHIN'</b>			
★BURL IVES-Decca-31373	42	66	
<b>DREAM BABY</b>			
★ROY ORBISON-Monument-456	18	11	
<b>NUT ROCKER</b>			
★B. BUMBLE & STINGERS-Rendezvous-166	25	31	
★JACK B. NIMBLE & QUICKS-Dot-10319			
<b>YOU BETTER MOVE ON</b>			
★ARTHUR ALEXANDER-Dot-16309	31	39	
<b>WHAT'D I SAY</b>			
★BOBBY DARIN-Atco-6221	34	45	
<b>SHOUT, SHOUT (KNOCK YOURSELF OUT)</b>			
★ERNIE MARESCA-Seville-117	39	50	
<b>GINNY COME LATELY</b>			
★BRIAN HYLAND-ABC-10294	28	36	
<b>WHEN MY LITTLE GIRL IS SMILING</b>			
★DRIFTERS-Atlantic-2134	22	18	
★RAY GARNETT-Twin Hits-2010			
<b>SHE CAN'T FIND HER KEYS</b>			
★PAUL PETERSON-Colpix-620	32	40	

	Position	4/14	4/7
<b>EVERYBODY LOVES ME BUT YOU</b>			
★BRENDA LEE-Decca-31379	63	—	
<b>JAM (PART 1)</b>			
★BOBBY GREGG & FRIENDS-Cotton-1003	36	46	
<b>THE ONE WHO REALLY LOVES YOU</b>			
★MARY WELLS-Motown-1024	45	58	
<b>JOHNNY JINGO</b>			
★HAYLEY MILLS-Vista-395	38	51	
<b>HIDE NOR HAIR</b>			
★RAY CHARLES-ABC-10314	47	65	
<b>UPTOWN</b>			
★CRYSTALS-Philles-102	49	63	
<b>CINDERELLA</b>			
★JACK ROSS-Dot-16333	41	48	
<b>TELL ME</b>			
★DICK DEEDEE-Liberty-55412	43	53	
<b>TWO OF A KIND</b>			
SUE THOMPSON-Hickory-1166	37	47	
<b>CATERINA</b>			
★PERRY COMO-RCA-8004	53	71	
<b>PLEASE DON'T ASK ABOUT BARBARA</b>			
★BOBBY VEE-Liberty-55419	23	22	
<b>I'VE GOT BONNIE</b>			
★BOBBY RYDELL-Cameo-209	24	20	
<b>I WISH THAT WE WERE MARRIED</b>			
★RONNIE & HI-LITES-Joy-260	58	72	
<b>IF A WOMAN ANSWERS</b>			
★LEROY VAN DYKE-Mercury-71926	33	33	
<b>OLD RIVERS</b>			
★WALTER BRENNAN-Liberty-55436	68	84	
<b>DUKE OF EARL</b>			
★GENE CHANDLER-Vee-Jay-416	30	25	
★TIMMY REYNOLDS-Operators-2008			
<b>COME BACK SILLY GIRL</b>			
★LETTERMEN-Capitol-4699	35	26	
<b>AT THE CLUB</b>			
★RAY CHARLES-ABC-10314	56	69	
<b>TWISTIN' MATILDA</b>			
★JIMMY SOUL-S.P.Q.R.-3300	78	88	
<b>WHERE HAVE ALL THE FLOWERS GONE</b>			
★KINGSTON TRIO-Capitol-4671	44	29	
★LANDSMEN-Arvee-5052			
<b>ANYTHING THAT'S PART OF YOU</b>			
★ELVIS PRESLEY-RCA-7992	51	55	
<b>ANNIE GET YOUR YO-YO</b>			
★LITTLE JR. PARKER-Duke-345	61	70	
<b>TRA LA LA LA</b>			
★IKE & TINA TURNER-Sue-757	60	64	
<b>PATTI-ANN</b>			
★JOHNNY CRAWFORD-De-Fi-4172	40	41	
<b>I WILL</b>			
★VIC DANA-Dolton-S1	65	77	
<b>YOU ARE MINE</b>			
★FRANKIE AVALON-Chancellor-1107	62	76	
<b>SHE'S GOT YOU</b>			
★PATSY CLINE-Decca-31354	46	27	
<b>KING OF CLOWNS</b>			
★NEIL SEDAKA-RCA-9007	76	90	
<b>HERE COMES THAT FEELIN'</b>			
★BRENDA LEE-Decca-31379	100	—	
<b>YOU WIN AGAIN</b>			
★FATS DOMINO-Imperial-5816	48	30	
<b>MEMORIES OF MARIA</b>			
★JERRY BYRD-Monument-449	64	74	
★BUDDY MERRILL-Dot-16346			
<b>THE BIG DRAFT</b>			
★FOUR PREPS-Capitol-4716	71	79	
<b>CRY, BABY, CRY</b>			
★ANGELS-Caprice-112	55	35	
<b>YOU TALK ABOUT LOVE</b>			
★BARBARA GEORGE-A.F.O.-304	73	78	
<b>I FOUND A LOVE</b>			
★FALCONS-Lu-Pine-1003	75	89	
<b>CONSCIENCE</b>			
★JAMES DARREN-Calpix-630	93	—	

	Position	4/14	4/7
<b>VILLAGE OF LOVE</b>			
★NATHANIEL MAYER-Fortune-UA-545	79	91	
★HALOS-Trans-Atlas-690			
<b>BLUES (STAY AWAY FROM ME)</b>			
★ACE CANNON-Hi-2051	80	98	
<b>MOST PEOPLE GET MARRIED</b>			
★PATTI PAGE-Mercury-71950	87	100	
<b>LOVERS WHO WANDER</b>			
★DION-Laurie-3123	—	—	
<b>I SOLD MY HEART TO THE JUNKMAN</b>			
★BLUE BELLES-Newton-5000	85	—	
<b>ITTY BITTY PIECES</b>			
★JAMES RAY-Caprice-114	84	92	
<b>I LOVE YOU</b>			
★VOLUMES-Che-1002	86	—	
<b>ANY DAY NOW</b>			
★CHUCK JACKSON-Wand-121	91	—	
<b>DON'T PLAY THAT SONG (YOU LIED)</b>			
★BEN E. KING-Atco-6222	—	—	
<b>NUMBER ONE MAN</b>			
★BRUCE CHANNEL-Smash-1752	99	—	
<b>(I WAS) BORN TO CRY</b>			
★DION-Laurie-3123	—	—	
<b>HEARTS</b>			
★JACKIE WILSON-Brunswick-S5225	—	—	
<b>EVERYBODY'S TWISTIN'</b>			
★FRANK SINATRA-Reprise-20063	82	87	
<b>TUFF</b>			
★ACE CANNON-Hi-2040	52	32	
<b>THE RAINS CAME</b>			
★BIG SAM-Eric-7003	72	75	
<b>WHITE ROSE OF ATHENS</b>			
★DAVID CARROLL-Mercury-71917	57	60	
★NANA MOUSKOURI-Riverside-4513			
★CHORDETTE-Cadence-1417			
★GEOFF LOVE-United Artists-436			
<b>I LEFT MY HEART IN SAN FRANCISCO</b>			
★TONY BENNETT-Columbia-42332	96	—	
<b>TO LOVE SOMEONE</b>			
★RAL DONNER-Gone-5125	88	93	
<b>RUNAWAY</b>			
★LAWRENCE WELK-Dot-16336	94	—	
<b>I'LL TAKE YOU HOME</b>			
★CORSAIRS & UZZELL-Tuff-1818	—	—	
<b>COUNT EVERY STAR</b>			
★LINDA SCOTT-Canadian-American-133	—	—	
<b>WALK ON WITH THE DUKE</b>			
★DUKE OF EARL-VeeJay-440	—	—	
<b>BALLAD OF THUNDER ROAD</b>			
★ROBERT MITCHUM-Capitol-3986	66	56	
<b>PLAY THE THING</b>			
★MARLOWE MORRIS QUINTET-Columbia-42218	81	85	
<b>THOU SHALT NOT STEAL</b>			
★JOHN D. LOUDERMILK-RCA-7993	97	—	
<b>SO THIS IS LOVE</b>			
★CASTELLS-Era-3073	—	—	
<b>I'M ON MY WAY</b>			
★HIGHWAYMEN-United Artists-439	—	—	
<b>DR. FEEL-GOOD</b>			
★DR. FEEL-GOOD & INTERNS-Okeh-7144	95	99	
<b>OUR ANNIVERSARY</b>			
★SHEP & LIMELITES-Hull-748	83	82	
<b>MARCH OF THE SIAMESE CHILDREN</b>			
★KENNY BALL-Kapp-451	—	—	
★U.S.ROCKETS-Kimco-100	—	—	
<b>TEACH ME TONIGHT</b>			
★GEORGE MAHARIS-Epic-9504	—	—	
★BOBBY YOUMANS-Tifco-827	—	—	
<b>BALBOA BLUES</b>			
★MARKETTS-Liberty-55443	—	—	
<b>MEET ME AT THE TWISTIN' PLACE</b>			
★JOHNNY MORRISSETTE-Sar-126	—	—	
<b>SUGAR BLUES</b>			
★ACE CANNON-Santo-603	—	—	



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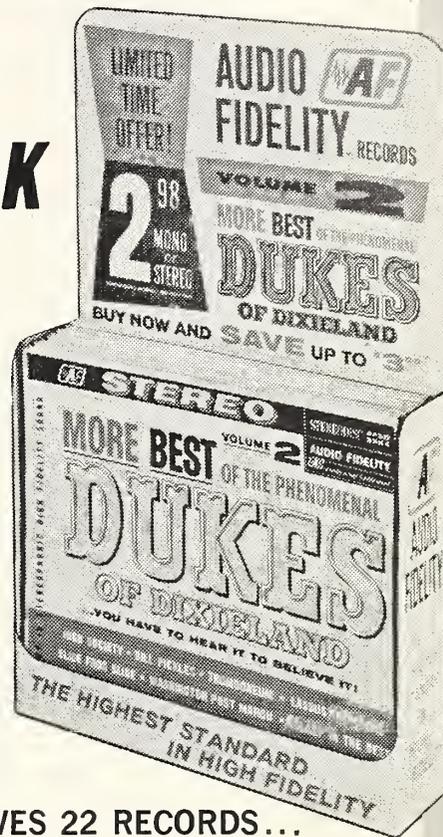
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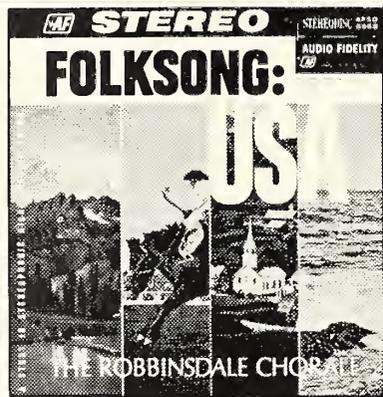
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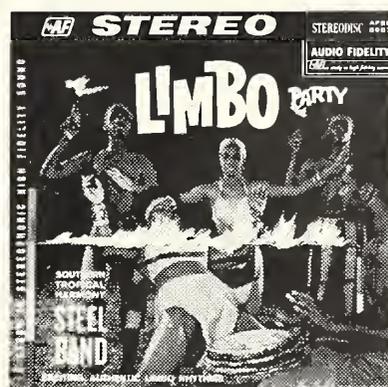
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AFLP 1965 • AFSD 5965



**OSCAR BRAND—ROLLICKING SEA CHANTIES.** Yankee Ship, Johnny Come Down To Hilo, Whiskey Johnny, Paul Jones, Ballad of Wm. Kidd, High Barbaree, others.

AFLP 1966 • AFSD 5966



**LIMBO PARTY.** Cachita, Pepe, Look For A Star, Never On Sunday, Pachanga, others.

AFLP 1967 • AFSD 5967



**PATACHOU** at the St. Regis Maisonette. Jolie Mome, Que Reste-t-il, Je T'Aime Encore Plus, Ces Petites Choses, others.

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# Decca-MCA Merger Near

NEW YORK—The merger of Decca Records and the Music Corporation of America, the giant producing-talent firm, a strong trade rumour since last year, reached the point of "imminent" and "may be any day" last week. Indications that the move was just about a fact came about at Decca's annual stockholders' meeting last week (10) in N.Y., where besides a financial statement (see separate story) of Decca's first quarter earnings, Decca president Milton R. Rackmil told the gathering of "developments in my talks with MCA." Rackmil stated: "On and off since the late fall, conversations were had with MCA and what began with possible production and distribution arrangements led into discussions looking for a closer tie-up of that company with Decca and its subsidiary companies. It became increasingly evident that since the activities of the respective companies are not competitive

their integration would be highly beneficial to each of the operating companies. There would be no overlapping. Instead, there could and would be greater development and use of talent and personnel in all phases of phonograph record, motion picture and television production and distribution.

"There are various possibilities, one of which is an exchange of MCA stock for Decca stock. That is where we are now. The next step is for MCA to submit its offer. When that will take place I cannot say. My guess is that it is imminent and may be any day."

Though MCA wasn't talking on the subject, its president, Lew Wasserman, based on the coast, is in N.Y.

The combined gross incomes of Decca and MCA in 1961 was \$173 million (Decca's total was \$90.8 million, MCA's was \$82.3 million).

## Decca Reports Top 1st Quarter Earnings

NEW YORK—Decca Records came with its top earnings quarter for the period ending March 30, 1962. This was reported to stockholders last week by Decca president Milton Rackmil, who said that earnings for the first quarter of 1962 were \$137,000. Earnings for a similar period last year were \$963,815. The first period total represents \$1.65 per share, while the previous first period per share total is 75¢. Rackmil told the stockholders, gathered in New York on Tues. (9), that there were indications that "this is going to be the biggest year Decca ever had."

Though the rosy financial report includes earnings from Universal Pictures, Decca's subsid, whose earnings for the first fiscal half of 1962 (ending April 28) are expected to ex-

ceed all of fiscal 1961, Rackmil noted that sales in the disk division during the first quarter of 1962 were more than double those of the initial quarter of 1961.

Also at the stockholders' meet, the entire membership of the board of directors were re-elected.

The board then re-elected the following officers: Rackmil, president; Leonard W. Schneider, executive vice-president; Louis A. Buchner, vice-president and treasurer; Milton Gabler, vice-president; Martin P. Salkin, vice-president; Samuel Yamin, secretary; Isabelle Marks, assistant secretary; and Irving E. Wiener, assistant treasurer.

The meeting was represented by 1,109,244 shares or over 86% of the company's stock in the hands of the public.

## Hearings On Celler Bootlegging Bill Set For May 10th

WASHINGTON, D.C.—A hearing on the Celler Bill (HR 6354), a bill designed to impose criminal penalties on the counterfeiting of records and labels has been called for Thursday morning, May 10th before the House Judiciary Committee in Washington, D.C.

Heads of the various industry associations are now aligning representation for testimony on behalf of

the recording industry. RIAA's executive secretary Henry Brief and ARMADA president Art Talmadge will testify and it is expected that by May 10th heads of many of the industry's leading record companies will be present. ARMADA will be repre-

## "West Side Story" Oscars Boost Disk Sales; "Moon River" Chosen Best Song

NEW YORK—The comeback for Hollywood musicals—original or otherwise—may be greatly accelerated by the showing—10 Academy Awards—of "West Side Story" last week.

The most impressive—and far reaching—"Oscar" for the flick version of the Broadway hit, produced by the Mirisch Co. for United Artists, was one for best picture of the year. In addition, the awards for best supporting actor and actress went to "Story's" Rita Moreno and George Chakiris. Another "Oscar" for the pic was for the scoring of the Leonard Bernstein melodies, by Saul Chaplin, Johnny Green, Sid Ramin and Irwin Kostal.

Columbia Records, which has the soundtrack LP (as well as the Broadway cast release) reported, by week's end, that there had already been "a sharp" increase in sales orders for the album, which tops both the mono and stereo LP charts. The awards picked-up by "Story" has also "sparked" sales of the Broadway rendition, according to Richard Smith, Columbia's director of sales administration. The label is promoting the flick's "Oscar" success with "extensive" advertising and point-of-

sales promotion campaigns. Window streamers and special stickers for album covers have been sent to Columbia distributors.

In the best song category, it was, as most expected, "Moon River," from "Breakfast at Tiffany's." Writers are Henry Mancini and Johnny Mercer. Famous Music (ASCAP) is the publisher. Mancini also received an Oscar for the best musical score for a dramatic or comedy picture, also for "Tiffany's."

Columbia again capitalized on the "Moon" award by rush-releasing an LP by Andy Williams—who sang the tune on the awards telecast—called "Moon River & Other Great Movie Themes."

The LP also includes two songs from "West Side Story," "Maria" and "Tonight." Label will have a "major" advertising and promotion campaign for the LP, including colorful new dealer point-of-sales material and a special sticker for the album cover.

Mancini had a big single, on RCA Victor Records, of "Moon River," while the soundtrack LP, also on Victor, reached the top of the mono and stereo charts.

## UA Kiddie Line Set For Fall Bow

NEW YORK—United Artists Records will unveil a new kiddie disk line at its distributor sales meeting in Miami Beach late in June. The showing of the complete Fall merchandise at the meeting will mark the entry of UA into this important phase of the industry.

Included in the line will be 30 standard titles, Talmadge said, with 10 packages scheduled for the initial release. Music for the 12-inch albums is performed by the Hollywood Studio Orchestra, and a special group of actors will be used for each album to portray the various characters in the stories.

The line will be divided into two categories. One package will include the 12-inch record and will sell for 99 cents. The second group will incorporate a story book into the package, with the juveniles being able to follow the record in the book, and also being able to color the picture pages. This deluxe package will list for \$1.98. All albums will be colorfully illustrated and packaged.

The first 10 titles to be released are: "Robin Hood," "William Tell," "Snow White," "Cinderella," "Knights of The Round Table," "The Sleeping Beauty," "The Three Musketeers," "The Ugly Duckling," "Puss In Boots," and "The Story of Chopin Told To Young People." Each includes the full orchestral background as well as the dramatization of the story line.

The line will be backed with a complete promotion and merchandising program, including advertising, window and in-store displays and special containers for the full series.

United Artists Records had been planning the move into the children's record field for many months. The demand for quality product in this area at the retail level, from dealers and rack jobbers, has been a major factor in UA's decision to finalize its initial releases for the Fall, 1962 program.

## Capitol To Tape Judy's Carnegie Follow-up "Live"

NEW YORK—On Friday evening, April 20, at 11:30 p.m., Capitol Records will record Miss Judy Garland "live" at New York's Manhattan Center before a by-invitation-only audience of some 3000 entertainment-world personalities.

Capitol will thus seek to equal the immense success of Miss Garland's 1961 smash-hit "live" recording "Judy At Carnegie Hall," an album that has been a top chart contender for the past 38 weeks.

Miss Garland's Manhattan Center program will include a dozen songs never before recorded by the artist. Mort Lindsey, who conducted Miss Garland's Carnegie concert, will again lead the orchestra. Capitol Executive A&R Producer Andy Wiswell will produce the session.

## Mercury Issues 3 LP's

CHICAGO—Mercury Records has just made a special release of three albums. "Twist With Cugat" features Xavier Cugat, Mike Simpson & His Ranch Hands offer "Dixie Twist" and various artists perform on "All American Goes Country Style." Latter LP, featuring music from the "All American" score, includes the Merry Melody Singers, Margie Singleton, Leroy Van Dyke, Margie Bowes, James O'Gwynn, Hall Willis and Merle Kilgore.

**BULLETIN**

**AVNET BUYS LIBERTY**

NEW YORK—At press time Friday Al Bennett, President of Liberty Records announced that Liberty had been sold to Avnet Electronics for approximately \$11,000,000. Management of the record company will remain the same and the disk firm will operate as a separate entity. (Complete details in next week's issue.)

## Liberty To Offer More Stock

WASHINGTON—Liberty Records has registered with the Securities and Exchange Commission \$2 million of convertible subordinated debentures, due 1977, to be offered at 100% of principal amount, and 100,000 shares of outstanding stock. Crowell, Weedon & Co., Los Angeles, heads the list of underwriters.

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# Top Turnout At NARM Miami Meet

NEW YORK—Another excellent convention . . . still the best convention held in the record industry . . . a convention where you get an opportunity to talk face to face with the people who buy so much of our merchandise; that was the general opinion of the 4th Annual NARM Convention held last week in Miami Beach.

More than 300 people, by far the largest attendance yet, came down to the year's confab and among them were the upper echelon of every important record company.

Although a great deal of interesting conversation took place in small, formal, off-the-record, gatherings and stage, many major topics of interest to both the rack jobber and the

manufacturer came to the fore during the many panel discussions throughout the convention. One topic for discussion dealt with the "Cherry Picking" problem—that rack jobbers buy only the hits and little catalog. However, it was generally agreed that the trend on the part of the jobber was definitely in the direction of deeper catalog buying.

A complaint from one jobber that manufacturers burden them by insisting that they stock all new product was quickly negated by both manufacturers and other jobbers.

A request by a jobber for a year-round discount plan on all product was quickly nixed as amounting to a price cut. A manufacturer clarified that a discount plan was designed to

up business during the slow months and push certain new product.

An advertising allowance for jobbers was another major topic. Another was how jobbers determine what they buy. Past performance of an artist and chart action were the two most important factors mentioned.

A comment that overproduction by manufacturers was choking the jobber was resolved by the statement that the vast amount of new merchandise issued produced the stars of tomorrow. All manufacturers seemed to believe in the principle of not forcing anything on the jobber that he doesn't need.

Manufacturers were also in agreement that the record distributor is

the backbone of the business and the manufacturer must work with and through his distributor because of the distributor's credit control over his clients and because the manufacturer cannot keep up with the need of thousands of small operations thrown all across the country.

The subject of low priced phonographs to up singles sales was also brought up and Jack Burgess of Victor stated that his company is currently working on just such a project.

All manufacturers also agreed that more statistical information on the field of rack jobbing would greatly aid in designing more saleable product.

(Cont'd on pg. 37, col. 2)

## George Marek Addresses NARM On Great Need For Creativity

MIAMI, FLA.—As artistic as ever in his well chosen words and his excellent use of slides, George Marek, President of RCA Victor made a number of much needed comments on the subject of "Creativity" in our business—from the manufacturer through to the rack jobber—when he addressed the NARM Convention in Miami last week.

He opened with a blast aimed at imitators who offer nothing in the way of improvement of music but vote all their talent to making copies of successful product and reuse it under the pretense of being original. He called this kind of creativity a "thin soup." Creativity must be directed toward making of a thick, nourishing, warm, rich soup" because music as all entertainment dies on new ideas and dies if it leaks by imitation or formula.

After getting this off his chest, Marek turned to a survey which Victor has begun, a "depth interview research, to help us understand our customers" and revealed these interesting findings:

1. People who like music are more creative people generally. They do more of everything else, gardening, reading, etc. They have a wider range of interests than non-music lovers—a lot of importance because music buyers are therefore better customers for a great many pleasant products and luxuries sold in the same store records.

2. For what do they use music? For three general reasons: When they are or want to feel in a romantic mood; for day dreaming; when they are happy.

"But there is one reason which overrides all others, and seems to be the main propulsive force which pushes people toward music" . . . family activity. People believe that music binds the family together. It is something that kids and grownups can enjoy in the living room.

To produce the records that will fulfill the public's needs, a creativity which is multifaceted is required. First, musical creativity. It is a known fact that the public likes melodies it can recognize both in classical and popular music. Presenting these familiar themes in a fresh way

takes musical ingenuity . . . in choice of artists, arrangements, in the use of stereo, etc.

Second, packaging creativity. The album cover is almost as important as its contents. "The record industry has shown remarkable skill and occasionally fine daring in packaging concepts."

(Cont'd on pg. 37, col. 3)

## Wallichs To Jobbers: Success = Responsibility

MIAMI BEACH—"Success brings with it responsibility." This is the phrase that Glenn Wallichs, president of Capitol Records, used in his keynote speech before the NARM membership at the Eden Roc Hotel to urge rack-jobbers to recognize their responsibility to labels in the area of artist development and discounting.

" . . . we manufacturers must admit that rack sales are substantial and growing . . . but mixed with our appreciation of this fact is a significant amount of apprehension," Wallichs declared.

"Why? The major record companies have built extensive catalogs of worthwhile recordings that exist in some, and often in substantial demand. How do we gain exposure for this catalog—worth literally millions of dollars—if racks continue to take an increasing share of total record sales by concentrating only on top hits?"

" . . . we must develop new stars. Does your sense of responsibility to the record industry, of which you have become so important a part, suggest to you that you should help develop new artists?"

Wallichs said that while the rack-jobber may well put the responsibility of promotion and salesmanship on the shoulders of labels, he wondered what happened when the manufacturer, in order to sell to the rack-jobber in quantity, must discount his product to the point where there is no margin left to cover such promotional costs.

"There is obviously no pat answer to the general problem. But the heart of the problem can be summed up, I think, in this way: the capacity to 'squeeze' and to be 'squeezed' is not limitless. At some stage you will kill the goose that lays the golden egg. And when you have no more golden eggs you have no more business."

"In my view," he said, "you cannot expect the manufacturer to absorb all the financial risks peculiar to this business, and at the same time expect him to sell his product at less than cost."

Wallichs said that "in almost every case, it seems to me, you record mer-

(Cont'd on pg. 37, col. 3)

## NARM Elects New Board Of Directors

MIAMI BEACH—A new board of directors and officers were named at the 4th Annual NARM Convention held here last week. Glenn C. Becker, of Music City Records Racks, Los Angeles, was elected president. Alvin Driscoll, Pioneer Distributing Co., of Kansas, was elected as vice-president. The post of secretary went to Ken Sachs, Merchants Wholesale Service Co. of Detroit, while George Berry, Modern Record Service of New Or-

leans, was re-elected treasurer. By acclamation, Jules Malamud, was named executive director instead of executive secretary.

Edward M. Snyder, Edge, Ltd. of Washington, D.C. and Becker were elected to 2 year terms on the board of directors while Cecil Steen, Record Wagon, Inc. of Boston and Driscoll were elected to serve for 3 year terms.

## NARM Study: Rack-Jobber Sales At \$140 Million In '61

MIAMI BEACH—Rack-jobbers accounted for \$140 million in disk sales in 1961, or 27.4% of the total disk sales during the year, according to the first rack-jobber study sponsored by the National Association of Record Merchandisers (NARM).

NARM members were responsible for a gross dollar volume of \$80,080,950, or 16% of disk sales at all retail levels [the NARM study reports a total sales volume of \$510 million in 1961; the figure however, has been noted as being closer to \$6 million].

These figures and others concerning the rack-jobbing field were revealed for the first time last by Jules Malamud, NARM's executive director, in a speech last Mon. (9) at the association's fourth annual convention at the Eden Roc Hotel in Miami Beach.

As a separate entity in the industry, the NARM membership was responsible for 16% of the total \$510 million retail disk sales for 1961.

Sixty percent of NARM members do over \$1 million gross volume. "The NARM gross," Malamud noted, "is almost twice that of the juke-box operators, and exceeds the gross of the highly successful record clubs by several million dollars."

Looking at the above statement "a little more realistically," Malamud said that record sales to juke box operators, some \$45 million, cannot in any sense be regarded as sales to consumers. Record clubs, which account for some \$75 million in disk

(Cont'd on pg. 35, col. 3)

**NARM CONVENTION COVERAGE**

**CONTINUED ON PGS. 33, 35 & 37**

# LONDON

## INTERNATIONAL

THE LEADER IN EUROPEAN HITS OFFERS

# 4 BIG ONES

from

# England



A smash — already 14 on the English charts...

## Johnny Keating

# "Z"

B/W

## The Lost Patrol

10512

Picked in Cash Box, Billboard and Music Reporter  
The two way hit... Pop hit... Country & Western hit

## Johnny Duncan

# GUNGA DIN

10509

Great DJ reaction

# MY FRIEND THE SEA

Sung by a great new artist

## Petula Clark

10504

England's No. 1 Jazz Vocalist

## Cleo Laine

in her fast SWINGING release

# SOMETHING'S GOTTA GIVE I'LL REMEMBER APRIL

B/W

10506

**ATTENTION DJ'S**  
**SEND FOR FREE PROMOTIONAL COPIES**  
write on station letterhead

LONDON RECORDS, INC., 539 West 25th St., New York, N. Y.



# LOOKING AHEAD

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

- 1 NIGHT TRAIN  
James Brown (King 5614)
- 2 DO THIS, DO THAT  
Little Nat (Klp 242)
- 3 OPERATOR  
Gladys Knight & Pips (Fury 1064)
- 4 WILLING AND EAGER  
Pat Boone (Dot 16349)
- 5 DREAM/SUCH A NIGHT  
Dinah Washington (Mercury 71958)
- 6 LOVE THEME FROM EL CID  
Billy Storm (Infinlty 013)
- 7 CHAPEL OF TEARS/FUNNY  
Gene McDaniels (Liberty 55444)
- 8 AFTER THE LIGHTS  
GO DOWN LOW  
George Maharis (Epic 9504)
- 9 PATRICIA TWIST  
Perez Prado (RCA Victor 8006)
- 10 SHAKE THE HAND OF A FOOL  
Johnny Hallyday (Phillips 40014)
- 11 "X-15 CONCERTO"  
Elliott Evans (Reprise 20039)
- 12 OH, MY ANGEL  
Bertha Tillman (Brent 7029)
- 13 HOMBRE  
Belmonts (Sabina 503)
- 14 DRUMMIN' UP A STORM  
Sandy Nelson (Imperial 5829)
- 15 SCOTCH AND SODA/  
JANE, JANE, JANE  
Kingston Trio (Capitol 4740)
- 16 LEMON TREE  
Peter, Paul & Mary (Warner Bros. 5274)
- 17 AIN'T SHE PRETTY  
Billy Duke (20th Fox 301)
- 18 TEACH ME HOW TO TWIST  
Chubby Checker & Bobby Rydell  
(Cameo 214)
- 19 SPANISH HARLEM  
Santo & Johnny  
(Canadian American 137)
- 20 COOKIN'  
Al Casey (Stacy 925)
- 21 (THE MAN WHO SHOT)  
LIBERTY YALANCE  
Gene Pitney (Musicor 1020)
- 22 LOVESICK BLUES/THE  
FIRST HURT  
Floyd Cramer (RCA Victor 8013)
- 23 FUN HOUSE  
Roosters (Felsted 8652)
- 24 EXPERIMENT IN TERROR  
Henry Mancini (RCA Victor 8008)
- 25 IF I CRIED EVERY TIME YOU  
HURT ME/LET MY LOVE  
WALK IN  
Wanda Jackson (Capitol 4723)
- 26 IF YOU WANT TO  
Carousels (Gone 5118)
- 27 AUF WIEDERSEHEN MARLENE  
Bob Moore (Monument 457)
- 28 IT KEEPS RIGHT ON A-HURTIN'  
Johnny Tillotson (Cadence 1418)
- 29 YOU DON'T MISS YOUR WATER  
William Bell (Stax 116)
- 30 DO THE SURFER'S STOMP  
Bruce Johnston (Donna 1357)
- 31 HONKY TONK MAN  
Johnny Horton (Columbia CL 1721)
- 32 JUST PLAIN HURT  
Chuck Reed (Hit 101)
- 33 DEEP IN THE HEART OF  
TEXAS/SAINTS AND SINNERS  
Duane Eddy (RCA 7999)
- 34 LOVE CAN'T WAIT  
Marty Robbins (Columbia 42375)
- 35 TO MAKE A LONG STORY  
SHORT  
Eddy & Starlighters (Scepter 1202)
- 36 NEED YOUR LOVE  
Metallics (Baronet 2)
- 37 COLINDA  
Rod Bernard (Hall-Way 1902)
- 38 A LOSING BATTLE  
Johnny Adams (Ric 986)
- 39 MY NAME IS MUD  
James O'Gwynn (Mercury 71935)
- 40 (TWISTIN') WHITE SILVER  
SANDS  
Bill Black's Combo (Hi 2052)
- 41 THAT'S MY DESIRE  
Sensations (Argo 5412)
- 42 WOMAN IS A MAN'S BEST  
FRIEND  
Teddy & Twilights (Swan 4102)
- 43 I'VE BEEN GOOD TO YOU  
Miracles (Tamla 54053)
- 44 TWO DIFFERENT WORLDS  
Robert Goulet (Columbia 42369)
- 45 THE TOWN I LIVE IN  
McKinley Mitchell (One-Derful 2030)
- 46 TROUBLE'S BACK IN TOWN  
Wilburn Bros. (Decca 31363)
- 47 WALKIN'  
Jerry McGhee (Reprise 20057)
- 48 JUMPIN' THE BLUES/ONE  
O'CLOCK JUMP  
Jimmy Smith (Blue Note 1820)
- 49 VIOLETTA  
Ray Adams (Laurie 3178)
- 50 TURKISH COFFEE  
Tony Osborne (Medallion 611)

# GEORGE MAHARIS has a two-sided smash!

"Teach Me Tonight"  
c/w "When the Lights  
Go Down Low" 5-9504

And a Brand New  
Album Now Available



LN 24001/BN 26001-Stereo

**EPIC** Records

A FOLLOW-UP SMASH...  
**"THAT'S MY DESIRE"**  
 ARGO 5412

**"CONGRATULATIONS ON YOUR WEDDING"**  
 THE TUNEWEAVERS  
 CHECKER 1007

**"I'LL TAKE YOU HOME"**  
 THE CORSAIRS  
 CHESS 1818

**"THE STORY OF MY LIFE"**  
 AL DOWNING  
 CHESS 1817

**"MR. BUS DRIVER-HURRY"**  
 DAVID RUFFIN  
 CHECKMATE 1010



**CHESS**  
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 2120 Michigan Ave.  
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# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED APRIL 11TH)

% OF STATIONS ADDING TITLES TO PORG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
40%	Lovers Who Wander	Dion—Laurie		45%
35%	Number One Man	Bruce Channel—Smash		45%
33%	Balboa Blues	Marketts—Liberty		43%
30%	Conscience	James Darren—Colpix		50%
30%	Everybody Loves Me But You	Brenda Lee—Decca		60%
30%	Don't Play That Song	Ben E. King—Atlantic		30%
25%	Most People Get Married	Patti Page—Mercury		91%
25%	Walk On With The Duke	Duke Of Earl—Vee-Jay		25%
23%	Liberty Valance	Gene Pitney—Musicor		43%
22%	Funny	Gene McDaniels—Liberty		27%
22%	That's My Desire	Sensations—Argo		22%
20%	Lemon Tree	Peter, Paul & Mary—Warner Bros.		38%
17%	Old Rivers	Walter Brennan—Liberty		78%
17%	I Love You	Volumes—Chex		32%
15%	Count Every Star	Linda Scott—Can-Am		60%
15%	Funny Way Of Laughin	Burl Ives—Decca		83%
15%	Mississippi Mud	Si Zentner—Liberty		30%
15%	Jane Jane Jane	Kingston Trio—Capitol		25%
14%	I'll Take You Home	Corsairs—Tuff		61%
14%	Dream	Dinah Washington—Mercury		14%
13%	Such A Night	Dinah Washington—Mercury		13%
13%	Deep In The Heart Of Texas	Duane Eddy—RCA		13%
13%	Twistin' White Silver Sands	Bill Black—Hi		13%
12%	I Sold My Heart To The Junkman	Blue Bells—Newtown		12%
12%	It Keeps Right On Hurtin'	Johnny Tillotson—Cadence		12%
12%	I'll Hang My Letters Out To Dry	Kathy Young—Indigo		12%
10%	Uptown	Crystals—Philles		20%
10%	Why'd You Wanna Make Me Cry	Connie Stevens—Warner Bros.		10%
10%	Don't Take Your Love Away	Johnny Nash—Warner Bros.		10%
10%	I Wish That We Were Married	Ronnie & Highlights—Joy		63%
10%	Here Comes That Feelin'	Brenda Lee—Decca		25%
10%	The One Who Really Loves You	Mary Wells—Motown		25%
10%	So This Is Love	Castells—Era		68%
10%	If I Cried Everytime	Wanda Jackson—Capitol		20%
10%	Blues (Stay Away From Me)	Ace Cannon—Hi		32%
10%	Village Of Love	Nathaniel Mayer—Fortune		20%
10%	Any Day Now	Chuck Jackson—Wand		20%
10%	Hearts	Jackie Wilson—Brunswick		10%

### LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
Frustration		The Lody Wants To Twist		Trouble's Bock In Town	
Zonies (Dore)	20%	Steve Lawrence (Columbia)	8%	Wilburn Bros. (Decco)	6%
Coterino		Swingin' Gently		Amen	
Perry Como (RCA)	55%	Earl Gront (Decco)	8%	Bob Azzom (London)	6%
Spanish Horlem		Rome Adventure		Atlonto	
Sonto & Johnny (Can-Am)	41%	Dello Reese (RCA)	7%	Tiffanys (Swon)	5%
Hide Nor Hair		Buster		Kingpin	
Roy Chorles (ABC Por.)	60%	Bill Doggett (Columbia)	7%	King Guion (Diamond)	5%
She Cried		Corovon Of Lonely Men		Hucklebuck (Twist)	
Jay & Americons (UA)	73%	Tony Richards (Carlton)	7%	Ernie Fields (Rendezvous)	5%
Dr. Feelgood		For The First Time		Night Troin	
Dr. Feelgood (Epic)	15%	Adom Wade (Coed)	7%	James Brown (King)	5%
I'm On My Woy		Invisible Choirs		Tell Me Whot He Soid	
Highwaymen (UA)	14%	Hilliord Street (Reprise)	7%	Helen Shopiro (Copitol)	5%
Colindo		Talkin' 'Bout Thot River		Dorlin' Sportin Jenny	
Rod Bernard (Holl-woy)	21%	Al Hirt (RCA)	6%	Brothers Four (Columbia)	5%

# A VERY SPECIAL DELIVERY

(for a very special new LP)

JULIE LONDON  
LIBERTY RECORDS  
HOLLYWOOD

SPECIAL DELIVERY

PERSONAL

...visual sound STEREO

## Love Letters

Julie London

*Love Letters*  
*Never on Sunday*  
*Fascination*  
*Broken Hearted Melody*  
*And That Reminds Me*  
*What A Difference A Day A*  
*I Miss You So*  
*Hey There*  
*Come On-a My House*  
*The Second Time Around*  
*I Love You Better*  
*All The Way*

*P.S. This new album is offered at these special terms:*

- \* 15% cash discount
- \* 100% exchange privilege
- \* July 10, 1962 payment

*Another reason to go Liberty in '62*



# 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

"HIT RECORD" (2:33) [Luristan, Dave Dreyer ASCAP—Williams]

"THANKS TO THE FOOL" (2:50)

[Bennie Benjamin, Dave Dreyer ASCAP—Benjamin, Marcus]

BROOK BENTON (Mercury 71962)

Here's one that definitely looks like another "Hit Record" for Brook Benton. It's a twistin', steady driving tongue-in-cheek description of the ingredients that go into the making of a chart item. Sensational choral and ork showcase. "Thanks To The Fool" puts the artist's outstanding beat-ballad stylings on display. Excellent companion piece.

"IT KEEPS RIGHT ON A-HURTIN'" (2:45) [Tanridge BMI—Tillotson]

"SHE GAVE SWEET LOVE TO ME" (2:18)

[Tanridge BMI—Tillotson, Tannen]

JOHNNY TILLOTSON (Cadence 1418)

Tillotson can climb way up the hit ladder with his latest Cadence stand. It's a touching, self-penned (country-flavored) lover's lament, labeled "It Keeps Right On A-Hurtin'," that Johnny shuffles thru in tender beat-ballad fashion. Coupler's a haunting, soft beat cha-cha ballad with tear-compelling love lyrics.

"DRUM STOMP" (2:03)

"DRUMMIN' UP A STORM" (2:18)

[Travis BMI—Nelson, Polodor]

[Travis BMI—Polodor]

SANDY NELSON (Imperial 5829)

Drummer-man Sandy Nelson should soon be adding another pair of percussive hits to his collection, which now includes "Drums Are My Beat" and "Birth Of The Beat." They're two attention-getters, dubbed "Drum Stomp" and "Drummin' Up A Storm," that Sandy pounds out with money-making authority. It's a toss-up for honors.

"PLAYBOY" (2:38) [Jobete BMI—Holland, Bateman, Horton, Stevenson]

"ALL THE LOVE I GOT" (2:34)

[Jobete BMI—Holland, Bradford, Gordy]

THE MARVELETTES (Tamla 54060)

The Marvelettes, whose most recent chart triumph was "Twistin' Postman," can have their third click in-a-row as they knock one out in "Please Mr. Postman" dance style. It's a delighter with a mashed potatoes-rock-a-cha-cha tempo, tabbed "Playboy," that the teeners are sure to pick up on real quick. "All The Love I Got" takes a bright twist route on the other end.

"PALISADES PARK" (1:56)

"JUNE, JULY AND AUGUST" (2:10)

[Claridge ASCAP—Barris]

[Claridge ASCAP—Slay, Binnick, Mammarella, Picariello]

FREDDY CANNON (Swan 4106)

Freddy Cannon dishes up a pair of items that are tailor-made for the coming months. They're two sensational twisters, the multi-tracked "Palisades Park" and the frenzied "June, July And August," that Freddy and the Frank Slay ork drive out in a manner the teeners'll love. Both sides are chock full of commercial sounds.

"STRANGER ON THE SHORE" (2:40) [Mellin BMI—Bilk, Mellin]

"WHAT TO DO" (2:45)

[Sassy-Tredlow-Progressive BMI—Samad, Davis, Treadwell]

THE DRIFTERS (Atlantic 2143)

The Drifters, who are currently riding high with "When My Little Girl Is Smiling," should soon be represented in chartsville with their newest Atlantic outing. It's the first vocal version of Acker Bilk's Atco smash, "Stranger On The Shore," and it's an interesting beat-ballad stand. "What To Do" is an r&b-angled rock-a-shuffler that also looks like a strong money-maker. Slick Klaus Ogermann arrangements.

"THAT HAPPY FEELING" (2:55) [Northern ASCAP—Warren]

"TAKE ME" (3:00) [Kaempfert, Brusewitz]

BERT KAEMPFERT (Decca 31388)

Kaempfert, whose instrumentalists recently attracted loads of loot with "Afrikaan Beat," should do more of the same with this new Decca session. It's a samba-like delighter, with strings, handclaps and sans-lyric choral chants that give "That Happy Feeling." "Take Me," on the other end, takes an easy-goin' finger-snappin' ride.

JIMMY SMITH (Verve 10255)

(B+) "WALK ON THE WILD SIDE—PART ONE" (2:27)

[Columbia Pictures ASCAP—Bernstein] Jimmy Smith, who is presently kicking up attention with his Blue Note entry, offers proof positive of his versatility by professionally rendering this commercial-sounding jazz rendition of the Elmer Bernstein flick theme.

(B+) "WALK ON THE WILD SIDE—PART TWO" (3:33)

[Columbia Pictures ASCAP—Bernstein] More of the same good jazz sounds. This time the action is more on the fast-moving uptempo side.

SCAPPY LEE (Pamic 81597)

(B) "SWEET THING YOU IS" (1:58)

[Anita BMI—Middleton, Watts, Newkirk] Vocalist and combo-chorus belt with good R&B zest. Date has an effective chant section. Diskery operates out of N.Y.

(C+) "UNITED (We Stand)" (1:58)

[Anita BMI—Middleton, Watts] Martial beat to this call for romantic unity.

OLGUITA (Pacific 345)

(B) "PA-PA-PACHANGA" (2:42)

[E. B. Marks BMI—Rodriguez] Lark and George Hernandez ork offer a nice easy pachanga statement. Side is from an LP called "Latinville."

(B) "LA CONECCION" (2:31)

[Hall of Fame BMI—Hernandez] Colorful mambo cut from the LP.

JERRY MURAD'S HARMONICATS (Columbia 42412)

(B+) "THEME FROM 'CARNIVAL' (Love Makes The World Go 'Round)" (3:07)

[Robbins ASCAP—Merrill] Here's one of the most attractive portrayals of the oft-cut waltzer from the hit musical. Harmonica team could fill the airwaves with its choice softie sounds here.

(B) "IT HAPPENED IN ATHENS" (2:46)

[Miller ASCAP—Hadjidakis] Outfit again speaks softly on a pretty item—also previously cut by other artists—by the writer of "Never On Sunday."

ROD LAUREN (RCA Victor 8020)

(B+) "I DREAMED" (2:24)

[Cherio BMI—Grean, Moore] The years-back hit by Betty Johnson is updated with bright Latinish polish by the songster on his return to the Victor label. His warble is assisted by male chorus chant gimmicks that resemble The Marcels' "Blue Moon" smash. Could bring the tune back to chart recognition.

(B) "A WONDROUS PLACE" (2:14)

[Hill & Range BMI—Giant, Lewis] A softer Latinish go for an intriguing romantic number.

BIG BEN BANJO BAND (King 5627)

(B+) "MARCH OF THE ANGELS" (2:29)

[Ardmore & Beechwood Ltd. ASCAP—Stellman, Aznavour, Garvarentz] English import has an attention-getting familiar melodic line and march beat presentation, which involves a chanting male chorus against a bright banjo-led instrumental setting. Could make noise.

(B) "BOURBON STREET SHUFFLE" (2:34)

[Ivy Ltd. ASCAP—Paramor] Sunny stuff in the English "trad" style.

FRED ASTAIRE (Choreo 100)

(B+) "THANK YOU SO MUCH MISSUS LOWSBOROUGH GOODBY" (2:01)

[Columbia Pictures ASCAP—Porter] Fred Astaire's Choreo label, handled by MGM, has released a single from LP of musical moments from the three Astaire TV "evenings." The performer delightfully narrates a rare Cole Porter item, one of his satirical stabs at high society, this one concerning a hostess who entertains with "infinite weekends." A gracious ork sound supports. Fine adult luff fare.

(B) "THAT FACE" (2:08)

[Empress ASCAP—Spence, Bergman] The LP is also the source of a typical Astaire ballad warble.

PETE RUGOLO (Mercury 71957)

(B+) "THEME FROM BEN CASEY" (2:07)

[Marfran ASCAP—Raksin] This is an exciting, jazz-inclined reading of the majestic theme of the extremely popular TV'er. There's a toned-down easy-swing middle section.

(B) "MY THREE SONS THEME" (1:13)

[Edwin H. Morris ASCAP—DeVol] Soprano sax tops the continental-styled main-title of another TV series. Both tracks stem from an LP, "TV's Top Themes."

JESSIE HILL (Minit 646)

(B+) "CAN'T GET ENOUGH (Of That Ooh Poo Pah Doo)" (2:37)

[Minit BMI—Neville] This is an infectious sequel to the performer's awhile-back success, "Ooh Poo Pa Doo." Teeners will appreciate a return of the hit sound.

(B) "THE POT'S ON A STRIKE" (1:53)

[Minit BMI—Neville] Catchy humor item about a wife who hasn't been "acting right."

THE MONTAGUES (Lee 1005)

(B) "I JUST KISSED ELIZABETH" (1:48)

[Adams—Ethridge BMI—Adams, Ethridge] Good-natured rock-a-billy doings with "one-eye," says the label, on the current publicity on the marital difficulties between Elizabeth Taylor and Eddie Fisher. Latter publicity or not, deck has a good commercial sound.

(B) "FOOLISH ONE" (2:35)

[Adams—Ethridge BMI—Greenhill] Boys again come up with an agreeable romantic with a rock-a-billy touch.

KATYNA RANIERI (MGM 13071)

(B) "COME BACK TO ROME" (3:26)

[Tobias & Lewis & Myra ASCAP—Tobias, Frisch] Foreign lark, who has had previous singles and LP exposure here, does a pretty job on another attractive salute (with a romantic approach, as usual) to the Italian capitol. Nice lush ork backdrop. Fine "good-music" spin value.

(B) "NO REGRETS" (2:37)

[Miller ASCAP—Tobias, Ingraham] A solid reading of one of the big successes by Edith Piaf.

THE STRANGERS (Checker 1010)

(B+) "PA & BILLIE" (2:03)

[Arc-Kae Williams BMI—The Strangers] Boys display a Coasters-like approach on the lively novelty cut. Their combo accompaniment speaks a solid-sounding sock-rock language.

(B) "DARLIN'" (2:28)

[Arc-Kae Williams BMI—The Strangers] Lead voice has a honest way as he recites the pleasing lovey-dovey.

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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

## Pick of the Week

"INTERMEZZO" (2:52) [SESAC—Provost]

"THE SKATERS WALTZ" (2:34) [Trad.]

ROGER WILLIAMS (Kapp 454)

Here's another beautiful entry from keyboard master Roger Williams. It's the lovely oldie, "Intermezzo," that Roger and the Ralph Carmichael ork serve up in ear-arresting fashion. Should be all over the airways in the coming weeks. Artists tastefully glide over another old favorite on the flip portion.

"COMFY 'N COZY" (2:02) [Roosevelt BMI—Blackwell, Scott]

"A LITTLE PIECE OF HEART" (2:31)

[St. Louis BMI—Blackwell, Scott]

CONWAY TWITTY (MGM 13072)

It's a good bet that Twitty will soon be adding "Comfy 'N Cozy" to his long list of chart credits. It's a chorus-backed rhythm shuffler that could make a big splash in the country and pop marts. Flipside, the chanter wrings every ounce of emotion out of "A Little Piece Of Heart." Effective mid-deck recitation.

"NA-NE-NO" (2:30) [Trio BMI—Dino]

"JUST BECAUSE" (2:46) [Pamco BMI—Price]

TROY SHONDELL (Liberty 55445)

"Na-Ne-No" has what it takes to put Troy Shondell back on the winning track. It's an attention-getting rock-a-cha-cha novelty with click ingredients notched into every groove of the lid. Fascinating vocal and musical sounds along the way on this Phil Spector-arranged date. Backing's a flavorful, beat-ballad up-dating of the while-back Lloyd Price hit stand.

"BROKEN HEARTS

"LET'S LEAVE IT THAT WAY"

ANONYMOUS" (2:57)

(2:15)

[Big Bopper BMI—Clement]

[Aldon BMI—Shayne, Brooks]

JOHNNY PRESTON (Mercury 71951)

Preston comes up with a powerful new duo that could enter hitsville via both ends. One half is a captivating, beat ballad lament tabbed "Broken Hearts Anonymous" while the other is tearful rock-a-cha-cha affair labeled "Let's Leave It That Way." Top notch, two-sided choral-ork support for Preston's standout vocal efforts.

"TEENAGE SENORITA" (2:34)

[Almimo BMI—Barberis, Weinstein, Randazzo]

"U.S. MAIL" (2:17)

[South Mountain BMI—Weinstein, Barberis, Randazzo]

TEDDY RANDAZZO (ABC-Paramount 10312)

Randazzo can head back to hitdom with his newest ABC-Paramount effort. It's a dramatic, bolero-like opus, titled "Teenage Senorita," that Teddy puts across (partly dual-tracked) with telling effect. Excellent string-filled ork and choral support from Sid Feller's outfit. The Dazzlers colorfully join Randazzo as he delivers the "U.S. Mail" in catchy rock-a-cha-cha style. Watch it too!

"I NEED YOU" (2:11)

"SHOW BOAT" (1:53)

[Floyd Robinson BMI—Robinson]

[Floyd Robinson BMI—Robinson]

FLOYD ROBINSON (Dot 16352)

Robinson, who clicked a short-while back (on Victor) with "Makin' Love," can have his first Dot chart-maker with this one. It's a rock-a-cha-cha-twist'er, tagged "I Need You," that Floyd and the ork deliver in coin-catching style. "Show Boat," a sparkling dual-tracked jumper, also has a solid chart outlook. Could be a big double-header.

"COME ON AND TRUCK" (1:56)

"TROUBLES ON MY MIND"

[Progressive - Trio - Placid BMI —

(2:00)

Turner]

[Progressive-Placid BMI—Turner]

THE IKETTES (Atco 6223)

The gals, who make a big impression on both the pop and r&b hit lists, can repeat that success with this new Atco ditty. On it, a tantalizing rock-a-cha-cha-like ditty, the Ikettes hope to create a new teen dance fad as they sing "Come On And Truck." Coupler, a pounding, middle beat blueser tabbed "Troubles On My Mind," is also loaded with hit potential. Watch 'em both.

THE VARJU BROS.

(Mercury 71963)

(B+) "LOLITA" (2:13) [Chappell ASCAP—Harris, Riddle] The oft-cut pic main-title receives a pretty outing by the harmonica duo, who are supported by a soft string-included ork arrangement. Good mood-music version of the waltzer.

(B) "DANCE OF LOVE" (2:06) [S. & H. BMI—Dorf, Michaelides] Bouncy novelty whose vehicle is a reminder of "Never On Sunday."

RAY ELLIS ORCH.

(RCA Victor 8023)

(B+) "DUMPY" (2:00) [Spanka BMI—Anka] A good-humored stint, with a whacky chant voice, that has a made-in-Mexico style. Could be a winner for the Ellis Ork.

(B) "THE SHEIK" (2:19) [Spanka BMI — Anka] Here the ork twists with a good-sounding Latinish feel. A harpsichord and brass & string sections highlight the stand. Might get some attention.

NELSON RIDDLE (Capitol 4741)

(B) "ROUTE 66 THEME" (2:09) [Gower BMI—Riddle] The maestro's own theme for the favorite TV'er is a swingin' ork affair, including his knack for coming-up with a hip sound from the string section. Commercial jazz-oriented instrumental.

(B) "LOLITA YA YA" (2:33) [Chappell ASCAP — Riddle] Nelson wrote this sprightly ditty for the upcoming flick version of "Lolita." Chorus offers a "ya-ya" bit.

FRANK CHACKSFIELD ORCH.

(London 9519)

(B+) "EBB TIDE" (2:47) [Robbins ASCAP—Maxwell] Popular mood maestro from England directs a lush revival of his beautiful years-back smash, getting new exposure in the pic, "Sweet Bird Of Youth." Here's a commanding "Ebb Tide" cut.

(B) "FACE TO FACE" (2:23) [Burlington ASCAP—Berlioz, Arr. Rogers] A tune by Hector Berlioz retains much of its classical form in this big-sounding arrangement.

BERNARD GRIBBINS

(Verve 10253)

(B+) "THE HOLE IN THE GROUND" (1:50) [Duchess BMI—Dicks, Rudge] Zany cockney novelty is a current hit in England. The Gribbins stint is supported by a swingin' combo sound. Might interest U.S. humor jocks.

(B) "AND ALL THE WHILE" (2:58) [Duchess BMI — Rudge, Dicks] An engaging folk novelty is charmingly performed by both the performer and his cheerful ork backdrop.

CAROL LAWRENCE"

(Choreo 102)

(B) "MORE THAN YOU KNOW" (3:15) [Miller ASCAP — Youmans, Eliscu, Rose] Lark-actress, the original "Maria" of "West Side Story," does a pretty cuddle of the great evergreen, including the fine verse. Attractive moody sound from the lush ork. Track is from an LP, "This Heart Of Mine." MGM distributes the label.

(B) "TELL ME LIES" (2:39) [Wolf-Mills ASCAP — Wolf, Landesman] Another inviting romantic caress from the package.

PRINCE CHARLES (Class 301)

(B) "TWISTIN' AT THE POOL" (2:35) [Recordo BMI—Vikki] Poolside humor with a jungle-type twist beat. Arrangement includes a vocal, "crowd" and splashing of water sounds. An original use of the dance fad.

(B) "GOOD LUCK CHARM" (2:10) [Gladys ASCAP—Schroeder, Gold] Elvis Presley's latest triumph get a sort of Bill Black Combo easy shuffle-beat sound from the instrumentalists. Good change-of-pace programming on the now familiar ditty.

GORDON JENKINS ORCH.

(Time 1049)

(B+) "(Love Theme From) LOLITA" (2:13) [Chappell ASCAP—Harris] After striking string and harp comments in the opening, the ork goes into a lovely string-loaded reading of the oft-cut pic theme. A poignant portrayal of what may be a big number.

(B) "HAVA NAGILA" (2:28) [Leeds ASCAP — Jenkins] Lots of hi-fi color to this rendition of the familiar opus. Session stems from an LP, "Soul Of A People."

GINA BOYER (Liberty 55447)

(B+) "TWILIGHT TIME" (2:27) [Porgie BMI—Ram, Nevins, Nevins, Dunn] Oldie is done with good blues-oriented rock sense by the songstress and her band backing. There's a dynamic quality here that could get the deck heavy exposure.

(B) "I DON'T HURT ANYMORE" (2:30) [Hill & Range BMI—Rollins, Robertson] Good hard-beat blues listening.

REG OWEN ORCH. (Palette 5096)

(B+) "TANGO ITALIANO" (2:25) [Southern ASCAP—Malgoni, Pallesi, Beretta] Tune, a current hit in Italy, gets a rich-sounding going-over from the English ork and chorus, which offers both Italian lyrics and chants. Strong ork sparkle here.

(B) "EL TORO TANGO" (2:27) [Zodiac BMI—van Wetter] A gayer tango affair.

THE RUSSELLS

(ABC-Paramount 10319)

(B+) "WASTIN' AWAY FOR YOU" (2:28) [Edwin H. Morris ASCAP — David, Bacharach] Though the theme is wistful, tune has a charm that is admirably conveyed, in a light rock-a-cha style, by the talented larks. Engaging teen-slanted lovey-dovey.

(B+) "FOR ALL TIME" (2:38) [Edwin H. Morris ASCAP—David, Bacharach] Gals appealingly cuddle a touching true-love opus. Also a worthy outing.

BILLY ECKSTINE (Mercury 71967)

(B+) "GUILTY" (3:04) [Leo Feist & Whiting ASCAP—Kahn, Akst, Whiting] It's good to hear a disk version of the fine oldie again, especially in such a pleasing performance as this. Smooth Eckstine warble is supported by an inviting softie sound from the ork. Likely to get lots of station spins.

(B) "I WANT TO TALK ABOUT YOU" (3:05) [St. Louis VMI —Eckstine] The artist has written an agreeable sentimental, which he handles with inviting warmth.

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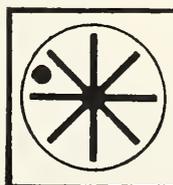
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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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

## Best Bets

### JOEY & THE TWISTERS (Duel 509)

B+) "DO YOU WANT TO DANCE" (2:28) [Clockwork BMI—Freeman] Joey & the Twisters pull out all the stops as they rock out twistin' up-dating of the few-years-back Bobby Freeman hit stand. Potent performance that could attract loads of loot.

B) "LAST DANCE" (2:03) [Saxon BMI—Verutto] There's a complete about-face on this low paced, beat-ballad instrumental affair with the sax in the lead.

### DICK DALE (Deltone 5019)

B+) "EIGHT TILL MIDNIGHT" (2:23) [Monsour ASCAP—Dale] Dale & his Del-Tones, who recently scored with "Let's Go Trip-in'," can come thru once again with this infectious bouncer. Lotsa ear-arresting sounds.

B+) "MISERLOU" (2:15) [Colonial BMI—Tauber, Wise, Ruanis, Leeds] This driving, jet-paced instrumental revival of the an August classic can also make the chart grade. Both ends feature a host of musical gimmicks.

### KIP CUNNINGHAM (Kapp 455)

B+) "MONEY" (2:00) [Jobete BMI—Bradford, Gordy] Newcomer Skip Cunningham can have a first-time-out success on Kapp with his sock-rock revival of the few-years-back Barrett Strong smash. Hard-hitting Bob Johnston arrangement on lid that can crash thru the pop-r&b hit barrier.

B) "THE BEST MAN CRIED" (2:25) [Ark-La-Tex BMI—Batchelor, Roberts] Here the songwriter hands in a feelingful ballad-with-a-beat performance. A talent to keep your eyes on.

### BETTY CARTER (ABC-Paramount 10307)

B+) "ROCK-A-BYE BABY" (2:17) [Pamco BMI—Carter] The fine song stylist can have her first big chart stand with this one. It's a finger-snapping up-dating of the lullaby that builds to a swinging, big band finish. Sensational vocal job that should easily please the platter pinners.

B) "FRENESI" (1:54) [Peer Int'l X BMI—Dominguez, Charles, Whitcup, Russell] Gal does a high-speed, scat vocal on this revival stand.

### HAROLD DORMAN (Sun 377)

B+) "IN THE BEGINNING" (2:05) [Sandra—Pure Gold—Knox BMI—Carroll] Dorman, who clicked big awhile-back with "Mountain Of Love," can again make the chart grade here. This one's an exciting rock-a-rhythmic that Harold and the instrumentalists belt out in ultra-commercial fashion.

B+) "WAIT TIL' SATURDAY NIGHT" (2:14) [Gando BMI—Dorman, Gann] This romantic cutie takes a chorus-backed rock-a-cha-cha route. Could be a big back-to-back coupling.

### KING RICHARD (Apollo 1201)

B+) "I'M NOT ASHAMED" (2:35) [Bess BMI—V. Witherspoon] King Richard bows on Apollo with a sock, rock-a-twist'er that can do a big sales job in both the pop and r&b depts. Terrific instrumental support from the Poor Boys. Keep close tabs on it.

B) "DIDN'T WE FOOL THEM" (2:20) [Bess BMI—Witherspoon] Artist switches to a pulsating, beat-ballad blues pace on this end. Potent two-sided intro.

### BEN HIGGINS (Jamie 1217)

B+) "A WHOLE LOT O' LOVIN'" (2:27) [Cherio & Jamie BMI—Parris, Goldman] Rhythmic number with a philosophic angle is presented with fine R&B-styled color by the warbler. Making things click for the kids, too, is the busy ork-chorus stand. Exciting entry that could showup.

B) "REALLY PARADISE" (2:23) [Cherio & Jamie BMI—Parris, Goldman] Reliable speedy-beat Latinish.

### VALJEAN (Carlton 573)

B+) "THEME FROM BEN CASEY" (2:30) [Marfran ASCAP—Raskin] The pianist and lush ork backdrop present a concert-like picture of a TV main-title that should be familiar to millions who view the show each week. Could get around.

B) "THEME FROM DR. KILDARE" (2:46) [Robbins ASCAP—Goldsmith] A chorus is part of the big-sounding proceedings on another number that identifies another popular medical program.

### LITTLE LINDA (Coral 62312)

B+) "LITTLE RICHIE" (2:37) [Emorey BMI—Gardner, Carroll] There's lotsa twistability to this engaging romantic novelty that could be a noise-maker for the teenage lark. Sock blues-flavored support from the Henry Jerome aggregation.

B+) "DANCING LOVER" (2:10) [Wiley BMI—Williams] Here the gal tastefully carves out an inviting rock-a-cha-cha opus that can also step out.

### JIMMY SMITH (Blue Note 1820)

B+) "JUMPIN' THE BLUES" [Leeds ASCAP—McShann, Parker, Brown] Jimmy Smith, currently making lotsa noise with "Midnight Special," offers a tasty free-flowing, straight-blues line opus culled from his current Blue Note album. Could develop into a solid chart item.

B) "ONE O'CLOCK JUMP" [Leo ASCAP—Basie] Here the organist attacks the Count Basie oldie with a new-wave, spirited fresh approach. Wax looms a sure favorite with jockeys and ops.

### VIGOR FISHER (Mala 448)

(B+) "LAST CHANCE TO FOOT STOMP" (2:09) [Republic BMI—Fisher] Teeners get a strong stomp romp from the musicians here. A rock workout that could mean something.

(B) "THE WAY YOU LOVE ONLY ME" (2:26) [Republic BMI—Fisher] Vocalist belts one out against a rapid-fire combo affair.

### LONESOME SUNDOWN (Excello 2213)

(B+) "MY HOME AIN'T HERE" (2:03) [Excellorec & Jamil BMI] Lonesome Sundown comes up with a lively, hard-driving blues lament with an infectious, danceable beat. Spinners should dig the wax.

(B) "I WOKE UP CRYIN'" (2:52) [Excellorec & Jamil BMI] Here the chanter reads a slow-paced ballad on traditional-oriented r&b theme. Good airplay potential here.

### LES PARKER (T-Kay 111)

(B+) "LOVE SICK BLUES" (2:23) [Mills ASCAP—Friend, Mills] This is an offbeat presentation of the country-styled oldie by the country performer. A pop femme chorus is heard in the setting, along with a bouncy country combo stint. Might make noise for the Brooklyn-located label.

(B) "WE'RE GONNA DANCE ALL NIGHT" (2:17) [Mayhew BMI—Sutik] Speedy rock-a-billy side.

### QUINCY JONES (Impulse 206)

(B+) "FOR LENA AND LENNIE" (4:14) [Silhouette ASCAP—Jones] Ace arranger Quincy Jones renders this easy, relaxed self-penned mood jazz opus culled from his Impulse album with his expected verve and style. Side should make some noise.

(B) "THE QUINTESSENCE" (4:14) [Foundation ASCAP—Jones] Another listenable side for Jones. This time the alto takes the spotlight and the effect is entirely pleasing. Good wax.

### RAMSEY LEWIS TRIO (Argo 5413)

(B+) "SPRING FEVER" (2:35) [Newroads BMI—Lewis] Ramsey Lewis and crew deliver a potent, lively professional jazz cut taken from their new Argo LP. Side boasts some impressive solos by the trio. Eye the side for sales acceptance.

(B) "BLUE SPRING" (3:00) [Newroads BMI—Lewis] On this side the trio launches into a delightful, breezy affair with enough good stuff in it to get loads of spins.

### KIP WALTON (Decca 31383)

(B+) "LA PLUME DE MA TANTE-CHA CHA" (2:20) [International Pauline ASCAP—Hoffman, Manning] The cute novelty that made the chart grade a few years ago is brought back in an amiable cha-cha arrangement by the organist and his ork setting. Track's good-natured feel should give it solid airtime.

(B) "MI GUANTANAMERA" (2:30) [Northern ASCAP—Arr. & Adapt. Reyes] Old number gets an original-sounding cha-cha statement.

### JOHNNY LONDON (King 5611)

(B) "I WAS MADE FOR YOU" (2:30) [Pandora BMI—Davis] A folkish romantic gets a far-out, fast-paced pop-folk sound from the songster and his combo-femme chorus support.

(C+) "AIN'T IT CRAZY" (2:03) [Pandora BMI—Field, Bolin] Snappy novelty that's got a somewhat old-fashioned rock nature.

### SALADIN (Caricature 101)

(B+) "HONEY DEW" (2:10) [Profile BMI—Saladin] Newcomer Saladin bows on the new New York-based label with a delectable rock-a-twist'er. Strong choral and instrumental support on a deck that can stir up loads of attention.

(C+) "WANDERIN'" (3:00) [Profile BMI—Arr. Saladin] The deep-voiced chanter rock-a-shuffles his way thru the oldie on this end.

### LARRY PAUL (Mala 450)

(B) "THE MAKINGS OF A MAN" (1:55) [Aldon BMI—Stallman, Jacobson] Lively rock rhythmic about a fella who, with his gal by his side, believes he can become a man of decision. Good beat brightness.

(B) "MR. SATAN" (2:42) [Saxon BMI—Stallman, Jacobson] Easy, good-sounding calypso style here on an unusual ditty.

### RAY RIVERA (Dayhill 2009)

(B) "1880 TWIST" (2:08) [Maril ASCAP—Rivera] Ditty is presented with good 1962 twist vitality by the songster and the musicians.

(C+) "TROUBLES, TROUBLES" (2:20) [Maril ASCAP—Rivera, Manges] Bluesy twistin'.

### JOHNNY AMBROSE (Tribute 105)

(B) "WHEN WILL YOU MARRY ME MARYANN" (2:30) [Delaware ASCAP—Genna, Francis] Vocalist bows on the label with a nice portrayal of a tuneful folk waltzer. Full ork-chorus pleasingly supports.

(C+) "HEY! WHATCHA DOIN'" (2:07) [Delaware ASCAP—Genna, Francis] Bright rock-a-string stuff.

### BOBBY RENO (Morgil 104)

(B) "LOVE IS YOUR NAME" (2:42) [Morgil ASCAP—Gilbert] This is a teen-market ballad vocal on a pop adaptation of the lovely "Vilia" number from Franz Lehar's "Merry Widow" score. Deck has a good build-up ballad approach. Label is located in N.Y.

(B) "A TIME TO LOVE" (2:31) [Morgil ASCAP—Gilbert] A more intimate, legit romantic essay by the songster.

### BOB BAIN (Radiant 1509)

(B) "EXPERIMENT IN TERROR" (2:20) [Southdale ASCAP—Mancini] New Henry Mancini pic theme gets a generally striking jazz-rock stand, with a guitar, organ and sax contributing solo sounds. Good hip-oriented reading of the item.

(B) "SOFT GUITAR" (2:29) [Montclare BMI—Bain] Swingin' blueser that's even more in a jazz vein.

# FROM ELVIS' GREAT NEW MOVIE

**ELVIS PRESLEY**

RCA VICTOR  
45 EP EPA-4368

in  
**FOLLOW THAT DREAM**

**M** A Mirisch Company Presentation

Color by DeLuxe

UA

AN ORIGINAL  
SOUNDTRACK  
RECORDING

4 GREAT SONGS  
FROM THIS  
GREAT MOVIE



## FOUR GREAT TUNES:

"FOLLOW THAT DREAM"

"ANGEL"

"WHAT A WONDERFUL LIFE"

"I'M NOT THE MARRYING KIND"

# A 45 EP HIT!

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**RCA VICTOR**



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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

**APRIL STEVENS & NINO TEMPO** (Atco 6224)

(B+) "SWEET & LOVELY" (2:55) [Robbins—Daniels ASCAP—Arnheim, Tobias, Daniels] Pop favorite gets an effective, infectious R&B-slanted outing from the vocalists, who are supported by a continually good-sounding combo beat. Might prove a click new view of the sentimental.

(B) "TRUE LOVE (Means More Than Anything)" (2:29) [Hill & Range BMI—Batchelor, Roberts] Bouncy blend by the pair on a rewrite of "Santa Lucia."

**THE VANGUARDS** (Ensign 1753)

(B+) "REAR VIEW MIRROR" (2:15) [A.M.C. ASCAP—Weiner, Crane, Symms] Solid romantic-novelty affair, which tells of a guy who catches his gal smooching with his best-friend in the back of his car. Cute organ and horn gimmicks back-up the songster's survey. Could happen.

(B) "SHE SAW ME CRYING" (2:15) [Gleam ASCAP—Ram, Gotz] Softer rock pose by the performers.

**JORDAN & WAYNE** (Diamond 111)

(B+) "FIND A LITTLE HAPPINESS" (2:33) [PokVan & Tobian BMI—Jordan, Wayne, Sardo] Songsters could have a Top 100 with this fine rock-a-cha romantic on a pro-teen sentimental. Their reading is backed by a slick combo & femme chorus stint. Should be eyed.

(B) "THE BIG HOUSE" (2:46) [PokVan & Tobi-Ann BMI—Vance, Jordan, Wayne] Guy from the other-side-of-the-tracks doesn't get the richest gal in town in light-beat Latinish entry.

**HERMAN BEAN** (Peacock 1904)

(B+) "BABYSITTER" (2:35) [Lion BMI—Malone] Herman Bean unleashes his potent vocal talents full-last on this lovely, rockin', danceable pus. Side should get plenty of dual-chart, pop-r&b spins.

(B) "DOING FINE" (2:02) [Lion BMI—Malone] This time out the songster reads an effective shuffle-beat, slow-paced weeper with enough authority to call attention to the side.

**EGGY LEE** (Capitol 4750)

(B+) "THE SWEETEST SOUNDS" (2:21) [Williamson ASCAP—Rodgers] Stylist's easy warble of the ballad from "No Strings" is backed by a bright band sound that sometimes recalls Si Zentner's ork twist dates. Another track by the lark that should pull lots of deejay programming.

(B) "LOADS OF LOVE" [Williamson ASCAP—Rodgers] Similar doings for the hard-boiled gem from the score.

**TON GANT** (Colpix 637)

(B+) "FEMININITY" (1:55) [Acuff-Rose BMI—Montgomery] New teen-market songster makes a pro sock-rock bow. Teen novelty item's first-rate, and is presented with impressive twist-styled punch. Could breakout.

(B) "SAD EYES" (2:07) [Acuff-Rose BMI—Orbison, Melson, Cash] As the title suggests, things settle down to a wistful rock sound.

**BOB LUMAN** (Warner Bros. 5272)

(B+) "BIG RIVER ROSE" (2:45) [Acuff-Rose BMI—B&F Bryant] Effective "El Paso"-type entry from the songster, who teeners will remember for his "Let's Think About Livin'" hit. There could be chart noise this way.

(B) "BELONGING TO YOU" (2:45) [Acuff-Rose BMI—Loudermilk] Interesting sly-beat rock-a-billy outing here.

**JOHNNY JENKINS** (Atlantic 2144)

(B+) "LOVE TWIST" (2:08) [Sta New BMI—Jenkins] Intriguing medium-beat twistin' with a guitar leading the way. Side, a master purchase from the Atlanta-based Gerald label, could develop into a Top 100 side.

(B) "PINETOP" (2:40) [Sta New BMI—Jenkins] Sax is the rockin' showpiece of this busy sock date.

**ROBERT & JOHNNY**

(Old Town 1117)

(B+) "BROKEN HEARTED MAN" [Maureen BMI—Carr, Mitchell] A fine upbeat blend by the vet song duo is accompanied by a strong, calypso-styled pose from the musicians. A busy-beat side that's sure to please many in the rock 'n roll set.

(B) "WEAR THIS RING" [Maureen BMI—Carr, Mitchell] Team is affectionate here, and the kids will feel for the true-love sentiment it conveys.

**PARIS BLUE NOTES**

(United Artists 427)

(B+) "GREENFIELDS (Verte Campagne)" (2:00) [Montclare BMI—Varnay, Mamoudy] Jocks ought to take to this swingin', French-lyric version of the awhile-back hit by The Brothers Four. Song crew's slick blend is backed by a breezy swing sound from the ork (with strings). Big exposure could mean big coin.

(B) "ALEGRI" (2:01) [Moonchild & United Artists ASCAP—DeJesus] Attractive tune gets a lush cha-cha arrangement from the Luchi ork, also the backdrop on the flip side.

**HARRY M 6 MARVELS**

(ABC-Paramount 10321)

(B+) "I WON'T LOVE BACK" (2:45) [Nite-Time BMI—Middlebrooks] Highly distinctive blues-oriented ballad vocal from the songster and his harmonica-included combo accompaniment. This touching take has originality and could move after enough exposure, which it certainly deserves.

(B) "YOU ARE MY SUNSHINE" (2:35) [Peer International BMI—Davis, Mitchell] The oldie gets a hard-beat, funky reading that should interest the youngsters.

**CHARLIE RICH** (Phillips 3576)

(B+) "EASY MONEY" (2:34) [Hi Lo BMI—Rich] Infectious relaxed rock reading of a novelty ditty about a guy who has learned that acquiring "easy-money" can lead to hard times. Could catch-on.

(B) "MIDNITE BLUES" (2:50) [Knox BMI—Rich] There's also a contagious touch to this blueser.

**THE DELTAS** (20th Fox 300)

(B+) "WAITED ALL NIGHT" (2:10) [Delaware ASCAP—Voorhees, Voorhees] Songsters have an interesting bounce blend here on a haunting number with a spiritual-like feel. There's also effective narrative sections. Offbeat end that could mean something.

(B) "BYE BYE TOWN" (2:16) [Delaware ASCAP—Arnold] Quick-beat rock-a-billy stint.

**ERNIE FIELDS** (Rendezvous 170)

(B+) "ERNIE'S TUNE" (2:18) [Lizann BMI—Hemric, Kay] The Fields' ork, which has had recent chart dates, could move again with this pounding rocker, which also includes wordless chorus work. Should be eyed.

(B) "HUCKLEBUCK (Twist)" (2:29) [Chappell ASCAP—Farnon] Yet another rock (or twist) reading of the oldie—and it's a solid one.

**CHRIS CONNOR** (Atlantic 5017)

(B+) "THE SWEETEST SOUNDS" (2:32) [Williamson ASCAP—Rodgers] The lovely "No Strings" ballad gets a strong, swingin' jazz-eye view from the stylist Al Cohn's ork. This one's fine for all-around programming.

(B) "OPPORTUNITY" (3:04) [E. B. Marks BMI—Brown] Bluesy stint is somewhat more far-out.

**RONNIE ISLE & THE YO YO'S**

(Okeh 7148)

(B+) "HASSLE" (2:14) [Lowery BMI—Isle] Both the blues and pop (teen) markets have a original bit of sock whackiness here. Lead voice has a narrative manner, while the musicians provide a strong jungle-type, (including a "shout" gimmick) setting. Could move.

(B) "THE FLAME'S GONE OUT" (1:52) [Earl Barton BMI—Isle] Interesting tune is done in good-sounding quick-beat style.

**JAY JAY & THE SELECTONES**

(Guest 6201)

(B) "HUMPTY DUMPTY" (2:35) [Miljay ASCAP—Selectones, Petty] Contagious R&B-flavored use of the famed nursery-rhyme character. Outing from the New York label makes bright rock sense.

(C+) "WHEN I LOOK AROUND" (2:30) [Miljay ASCAP—Selectones, Petty] Another sunny session.

**CURLY WIGGINS** (Plaza 503)

(B) "NOBODY TO LOVE" (1:55) [Argo BMI—Miles] Warbler Wiggins and his combo backing do a simple, but generally effective stint on a catchy wistful whose melodic line has a spiritual-like quality. Something a little different in teen-market tracks from the Hollywood-based diskery.

(B) "GOOD, GOSH, GOLLY" (2:25) [Argo BMI—Paul] Brighter date with a blues-folk touch.

**BILL MASSEY** (Guyden 2063)

(B) "WHAT'CHA GONNA DO" (2:34) [Jamie BMI—Lendon] This amiable band blueser maintains a steady, good-sounding twist beat. Male chorus now-and-then interjects with the title.

(B) "STILL WALKIN'" (2:24) [Jamie BMI—Lendon] A shuffle-beat outing for teen-inclined dance steps.

**JACKIE JAMES** (Alfa 104)

(B) "ROVER GIRL" (2:34) [Fayhill—Hille] Some interesting rhythmic vocal and instrumental comments to this sprightly ditty about a chick who's searching for the love that got away. Some spins due the date.

(B) "BEWARE" (2:00) [Fayhill—Hille] Relaxed statement about the dangers of loving a careless heart.

**FREDNA PARKER** (Norman 518)

(B) "ALL YOU HAVE TO DO" (2:35) [Gil BMI—Moore, Wayne] Thrush, against cool swinging from a jazz combo, nicely warbles the say-you're-sorry-and-I'll-come-back romantic. Might interest some hip jocks.

(C+) "IT'S SPRING AGAIN" (2:15) [Gaslight BMI—Henry, Michaels] More jazzy doings on a wistful plane.

**RITA RICHARDS** (Torch 952)

(B) "GONE IS MY BABY" (2:30) [Cortile BMI—Abbott, Ledo] Lark warbles the plaintive against a triplet-falsetto femme backdrop affair.

(C+) "SOMETHING IN THE WIND" (2:05) [Cortile BMI—Abbott, Ledo] This is a rapid-fire pseudo-hillbilly novelty that has its off-beat moments. One of these is a weird guitar gimmick.

**THE IDEALS** (Fargo 1024)

(B) "THE DUCHESS" (2:35) [Instant BMI—Schwartz] This is an interesting instrumental rocker on a number that closely resembles Dion's "Runaround Sue." Lots of teen-beat value here.

(B) "TRANS ZIZSTOR" (2:35) [Instant BMI—Schwartz] Bouncy beat start, but a swingin' rock finish.

**KATHY BRANDON**

(Crystalette 748)

(C+) "DON'T GO" (2:16) [Carsey & Hidle BMI—Brandon] Young (11) thrush chirps against a sprightly combo-chorus rockin'.

(C+) "BOY OF MY DREAMS" (2:10) [Carsey & Hidle BMI—Brandon, Koll] Lass has a chant gimmick throughout this item.

**SUE LEBAN** (Bandbox 295)

(C+) "FORGIVE ME" (1:59) [Myers ASCAP—Cherney, McCall] A big-sounding rock-a-string arrangement backs the lark's emotional warble.

(C+) "IT'S ALL OVER" (2:08) [Myers ASCAP—Cherney, McCall] A more relaxed lost-love idea.

**TRAVIS EDMONSON**

(Reprise 20,071)

(B) "CURANTA LA MERA (Guantanamo)" (2:40) [Carte BMI—Arr. & Adapt. Edmonson] Folk artist heads a colorful south-of-the-border sound, something like the late Ritchie Valens' famed "La Bomba." Can get around.

(B) "THE WEB" (2:30) [Carte BMI—Edmonson] Pretty romantic with a folk heritage.

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*the theme from*

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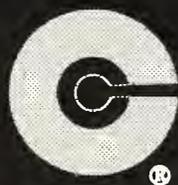
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JUMP**

b/w

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THE BLUES**

BLUE NOTE 45x1820

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RECORD GUIDE**

**ACTIVE with OPS**

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

**THAT'S MY DESIRE**

Y. Baker & Sensations (Argo 5412)

**MIDNIGHT SPECIAL**

Jimmy Smith (Blue Note 1819)

**TEACH ME HOW TO TWIST**

C. Checker & B. Rydell (Cameo 214)

**JANE, JANE, JANE/  
SCOTCH AND SODA**

Kingston Trio (Capitol 4740)

**THE RIGHT THING TO SAY**

Nat "King" Cole (Capitol 4714)

**I'M IN THE MOOD FOR LOVE**

Freddy Gardner (Capitol 4708)

**FOR THE FIRST TIME IN MY LIFE**

Adam Wade (Coed 567)

**WONDERFUL WORLD OF THE YOUNG**

Andy Williams (Columbia)

**DARLIN' SPORTIN' JENNY**

Brothers Four (Columbia 42391)

**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)

**ANOTHER**

Teresa Brewer (Coral 62306)

**WILLING & EAGER**

Pat Boone (Dot 16349)

**ONE LOVE, ONE HEARTACHE**

Billy Vaughn (Dot 16329)

**I'M GLAD THERE IS YOU**

Gloria Lynne (Everest 19431)

**OPERATOR**

Gladly Knight & Pips (Fury 1064)

**OPERATORS' SPECIAL (5 Singles)**

Seymour & His Magic Trumpet (Heartbeat)

**(TWISTIN') WHITE SILVER SANDS**

Bill Black's Combo (Hi 2052)

**WHAT NOW**

Jane Morgan (Kapp 450)

**INTERMEZZO**

Roger Williams (Kapp 454)

**DO THIS DO THAT**

Little Nat (Kip 242)

**LOVERS WHO WANDER/BORN TO CRY**

Dion (Laurie 3123)

**MISSISSIPPI MUD**

Si Zentner O. & J. Mann Singers (Liberty 55437)

**DREAM/SUCH A NIGHT**

Dinah Washington (Mercury 71958)

**(MAN WHO SHOT) LIBERTY VALANCE**

Gene Pitney (Musicor)

**I WANT TO LOVE YOU**

Renee Roberts (New Phoenix 6198)

**ROSE ROOM**

Woody Herman (Philips 40003)

**DEEP IN THE HEART OF TEXAS**

Duane Eddy (RCA Victor 7999)

**PATRICIA TWIST**

Perez Prado (RCA Victor 8006)

**LOVESICK BLUES**

Floyd Cramer (RCA Victor 8013)

**TWIST ITALIANO**

Lou Monte (Reprise 20,044)

**I REMEMBER TOMMY (5 Singles)**

Frank Sinatra Pack (Reprise PP-1)

**ONE MINT JULEP**

Sarah Vaughan & Quincy Jones (Roulette 4413)

**WHISKEY IN A JAR**

Highwaymen (United Artists 439)

**STREET OF PALMS/SMILE**

Ferrante & Teicher (UA 406)

**ISLE OF SIRENS**

Jerry Butler (Vee Jay 426)

**CALL ME DARLING**

Ella Fitzgerald (Verve 10248)

**NEW ADDITIONS to TOP 100**

**72—LOVERS WHO WANDER**

Dion (Laurie 3123)

**77—DON'T PLAY THAT SONG**

Ben E. King (Atco 6222)

**79—(I WAS) BORN TO CRY**

Dion (Laurie 3123)

**80—HEARTS**

Jackie Wilson (Brunswick 55225)

**88—I'LL TAKE YOU HOME**

Corsairs & Uzell (Tuff 1818)

**89—COUNT EVERY STAR**

Linda Scott (Canadian American 133)

**90—WALK ON WITH THE DUKE**

Duke Of Earl (Vee Jay 440)

**94—SO THIS IS LOVE**

Castells (Era 3073)

**95—I'M ON MY WAY**

Highwaymen (United Artists 439)

**98—MARCH OF THE SIAMESE**

CHILDREN  
Kenny Ball (Kapp 451)

**99—TEACH ME TONIGHT**

George Maharis (Epic 9504)

**100—BALBOA BLUES**

Marketts (Liberty 55443)

**100—MEET ME AT THE TWISTIN'  
PLACE**

Johnny Morrisette (Sar 126)

**100—SUGAR BLUES**

Ace Cannon (Santo 503)



Now hear this . . .

**"ALL OF THIS  
FOR SALLY"**

b/w

**"THE PICKUP"  
Mark Dinning**

K 13061

**Ben E. King  
"DON'T PLAY  
THAT SONG  
(YOU LIED)"**

6222



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# SURE SHOTS

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

### "CONSCIENCE"

JAMES DARREN (Colpix 630) ..... Pick of the Week—4/7

### "MOST PEOPLE GET MARRIED"

PATTI PAGE (Mercury 71950) ..... Pick of the Week—3/31

### "LOVERS WHO WANDER"

### "(I WAS) BORN TO CRY"

DION (Laurie 3123) ..... Pick of the Week—4/14

### "I SOLD MY HEART TO THE JUNKMAN"

BLUE BELLES (Newtown 5000) ..... Best Bet—3/17

### "ITTY BITTY PIECES"

JAMES RAY (Caprice 114)

### "I LOVE YOU"

VOLUMES (Chex 1002) ..... Pick of the Week—3/31

### "ANY DAY NOW"

CHUCK JACKSON (Wand 122) ..... Pick of the Week—3/31

### "DON'T PLAY THAT SONG (YOU LIED)"

BEN E. KING (Atco 6222) ..... Pick of the Week—4/7

### "NUMBER ONE MAN"

BRUCE CHANNEL (Smash 1752) ..... Pick of the Week—4/7

### "HEARTS"

JACKIE WILSON (Brunswick 55225) ..... Pick of the Week—4/7

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### "VIOLETTA"

by RAY ADAMS

Laurie 3118

Laurie RECORDS, N.Y.

ROSE ANNA

b/w I'll Come to You  
by

THE CHEERTONES

#10277

ABC-PARAMOUNT  
FULL COLOR FIDELITY

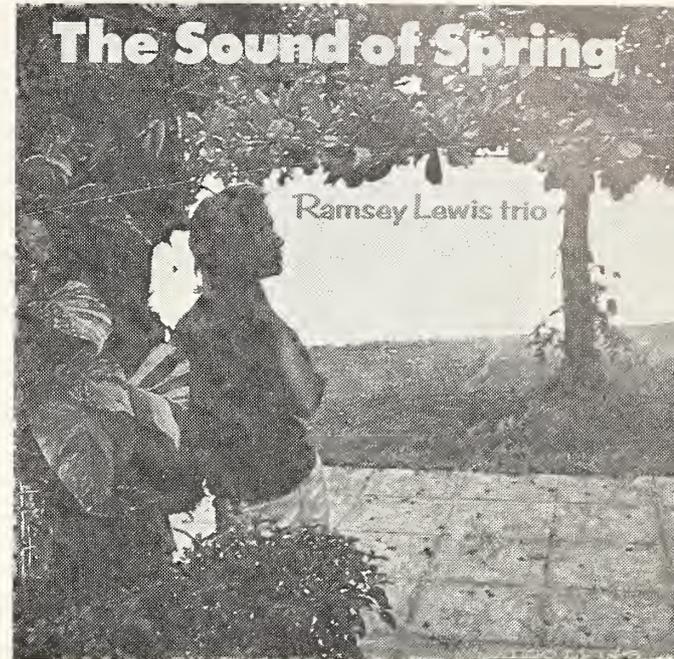
# ARGO



**BRAND NEW!**

## RAMSEY LEWIS RELEASE

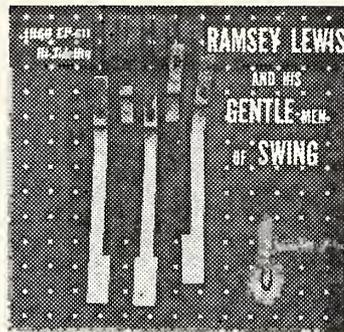
# "Sounds of Spring"



ARGO 693/693S

### GENTLEMEN OF SWING

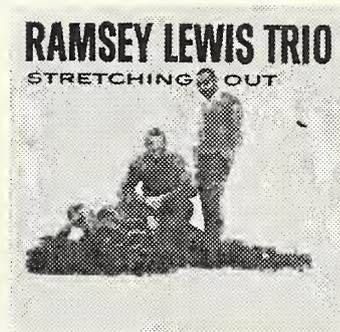
ARGO 611



### RAMSEY LEWIS TRIO STRETCHING OUT

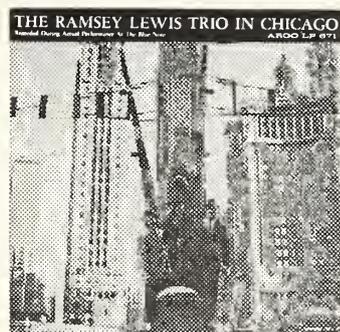
### STRETCHING OUT

ARGO 665/665S



### GENTLEMEN OF JAZZ

ARGO 627

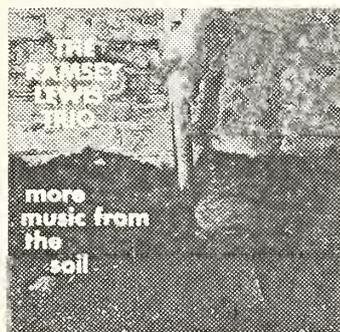


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# RECORD

# RAMBLINGS

## NEW YORK:

MGM's Danny Davis thrilled with initial deejay reaction to Larry Hunt's "Music In Motion" LP, adding that the 21 Channel Sound package is getting pick-hits on the N.Y. stations. . . . Pretty Rita Richards has her Torch Record bow, this week, with "Gone Is My Baby" and "Something In The Wind." . . . Irving Lanes, whose latest Decca package "Champagne And Bongos," reeled to the Latin Quarter (with work) over ABC radio, following a trial concert tour in Rome and Bologna. . . . Pubbery credit on Liane Lavelle's Parkway slice, "A Life," belongs to Arch ASCAP's Silverman, who's the deflator on the pairing, "Let Her Go." Lane and hubby Xavier Cugat retained the Morty Wax office handle promo on their new Mercurysessions. Abbe has "The Story Of Love" while Cugie does "Jazz Me Up." Also on the Wax roster is Gene Quinn and her Headline LP, "Enjoy Being A Girl." . . . Multitasking Teddy Randazzo followed successful South American tour with a 2-week stand at the Camelot. newest ABC effort's tagged "Senorita." . . . Peter Spargo up to tell us that

"Tweedle Dee" and "Many Tears Ago" among others. . . . Kent's Mike Shepherd pens from the coast that Pat Hunt's "Goodnight My Love" and Hal Davis' "You Never, Never Gave Your Heart" are sure to follow in the click footsteps of B. B. King's "Gonna Miss You Around Here."

Joan Whitney and Alex Kramer announce the signing of Jimmy & the Romeos to a Southside Record pact. Label's Laureen Campbell notes that the artists' initial release, "Kathy," is already attracting a host of disk friends in the Pitts., Balt. and N.Y.C. areas. . . . Sorry to hear that "Route 66" co-star George Maharis has been confined to a hospital on the west coast. Reports, however on his Epic wax bow, "Teach Me Tonight" and "After The Lights Go Down Low," should help speed up his recovery. . . . Columbia's multi-talented Oscar Brown, Jr. into the Hungry in San Francisco, for 4 weeks, 4/23-5/20. . . . Jay & the Americans, who are currently skyrocketing up the lists with "She Cried," to weekend hops 'til the end of May, when school is out, since two of the members are in college.

Mercury's Carl Deane running round town with a host of hot newbies that include Patti Page's "Most Peo-

newest package, "There Goes That Song Again," is being released this week. "Hit Record" is the tag of his newest Mercury single.

## CHICAGO:

Bourbon Street is readying the red carpet for Kenny (Midnight In Moscow) Ball who makes his American nitery debut at the club May 7 for two weeks. Owner-musician Bob Seobey embarks on a brief tour. . . . Russ Bach of Music Dist. is getting r&b going pop exposure with Bertha Tillman's "Oh, My Angel" (Brent); and he's predicting a national breakthrough on newies "Comfy 'N Cozy" by Conway Twitty (MGM) and "Tarentella Twist" by Hugo Montenegro (Time). . . . PR rep Larry Leverett spotted Gone songster Ral Donner indulging in a house specialty, the Twist Pancake, at the Act IV eatery. Artist's current chart rider is "To Love Someone." . . . Sam Kaplan made much progress around town with an item produced by him and leased by Roulette Records for national distribution. Side is "Tonight Is Just Another Night" rendered by The Martiniques. Sam will cover the Cleveland-Pittsburg territory before heading back to Detroit. . . . Ray Charles brings his ork and chorus into McCormick Place for a one night concert 4/22.

Dream" (from the movie), "Wishin' Well" by Hank Jones & Dean Kay (who appear on the Tennessee Ernie Ford TV'er), "A Wondrous Place" by Rod Lauren and "Dumpy" by Ray Ellis. . . . Mercury star Brook Benton, in at Roberts Show Club, did a special youth benefit at the nitery 4/10. . . . Moms Mabley is set for a May date at the Playboy Club, scene of one of her click LP's. Her current album rider is "Moms Mabley At Geneva Conference" (Chess). . . . Kent Beauchamp and the Big Town of Chicago folks are mighty pleased over local acceptance to singles "Boom Boom" by John Lee Hooker (Vee-Jay), "Walk On With The Duke" by the Duke Of Earl (Vee-Jay) and Gene Pitney's "Liberty Valance" follow-up (Musicor). . . . Folk artist Theodore Bikel does a one-nighter at McCormick Place's Arie Crown Theater 4/14. . . . A contingent of Vee-Jay reps led by prexy E. Abner joined the many who attended the NARM convention in Miami last week. Diskery's Duke Of Earl, currently fulfilling an engagement in Washington, is headin' for a repeat chart performance with newie "Walk On With The Duke." . . . Singles flaring up out at Garlen Dist. include "Invisible Chains" by Hillard Street (Reprise) and "Welcome Home" by Judy Thomas (Philips).



ABBY LANE

PATTI PAGE

TEDDY RANDAZZO

XAVIER CUGAT

RITA RICHARDS

LIONE JODIS

ple Get Married," Dinah Washington's "Such A Night"—"Dream" duo and Ernestine Anderson's "After The Lights Go Down Low." . . . Jerry Haymes, who served as a deejay with the Armed Forces Network, has just completed his tour of military service in Europe and is currently negotiating a wax pact. He's handled by the Jolly Joyce Agency and personal mgr. Hank Snow. . . . Didja know that RCA's Paul Anka has an oil painting on exhibition at the UN in the art show sponsored by the UN Children's Fund? Well, now you do! . . . Budd Hellowell notes that "Pachanga Queen" Olgaiva has a hot World Pacific LP, tagged "Latinville," in Miami, L.A., Chi. and N.Y. He adds that Spencer Trask's "Ten Most Wanted Men" (Keys) is also garnering lotsa territorial action. . . . Glad to hear that Joe Cal Cagno is on the road to recovery, following his recent operation, Joe asks us to send along his thanks, via this column, to his hundreds of well wishers. . . . Mercury's A&R director and artist, Quincy Jones, was a judge at a recent National Collegiate Jazz Festival held at Notre Dame U. in South Bend.

Herald-Ember's Al Silver & Hal Percher excited with reception to their new releases. Included are the Fashions' "I Just Got A Letter" (Ember), the Corvairs' "True True Love" (Comet) and Tender Slim's "I'm Checkin' Up" (Herald)—which is showing up in southern blues marts. . . . Tuff's Chuck Fly back in town for local promo on the Corsairs' latest click, "I'll Take You Home." . . . Publicity gal Joyce Becker out California-way for promo on her clients, Tina Robin, George Michel, Michael Allen, Jordan & Wayne and the Pioneer label. . . . Fellas at Morse-Gurtman tells us that Brook Benton's

Latest to board the TV medico theme bandwagon is Carlton's Valjean who serves up a lush version of "Theme From Ben Casey"—recommended in strong dosage by Allstate's Hugh Devlin. Also high on Hugh's plugging list is Sandy Nelson's "Drumming Up A Storm" (Imperial) and a newie by Ernie Fields tagged "The Hucklebuck Twist" (Rendezvous). . . . Harvey Goldstein (M. S. Dist.) is in stitches over a just out Big Top album "Mad Twists Rock & Roll." As he tells it, the pack contains straight rock and roll tunes but the hilarity lies in the titles and lyrics. (A real sidesplitter, huh?) In the singles dept., it's James Ray's "Itty Bitty Pieces" (Caprice); Dinah Washington's first on Roulette "Where Are You" and the new Johnny Tillotson offering "It Keeps Right On A Hurtin'" (Cadence). . . . United Record Dist.'s whoppers include "Any Day Now" by Chuck Jackson (Wand), "Your Love Is Important To Me" by Betty Everett (Onederful) and "Can't Stay Away" by Tarheel Slim & Little Ann (Fire). Mort Sahl headlines at Mister Kelly's commencing 4/9. . . . The Morty Wax office has been retained to handle promotion of Abbe Lane's "The Story Of Love" (Mercury), Xavier Cugat's "Jazz Me Blues" (Mercury) and Carmel Quinn's Headline LP "I Enjoy Being A Girl." . . . Gordy of Radio Doctors (Milwaukee) long distanced word that recent outings "Lemon Tree" by Peter Paul & Mary and "It Keeps Right On A Hurtin'" by Johnny Tillotson are enjoying much action thereabouts.

Jeb Stuart's "I'll Betch Gonna Like It" on Philips Int'l. is kicking up a fuss down Milwaukee way. . . . Jerry Butler (Vee-Jay) takes over the Regal Theater stage 4/20. . . . Jamie topper Harry Finer and Jack Levy of Triangle Records were visitors of Paul Glass (Allstate Dist.) last week. Harry made rounds with Howard Bednoe plugging "Love By The Jukebox" by Sue Windsor (Jamie), "I Sold My Heart To The Junkman" by The Bluebells (New Town), "Uptown" by The Crystals (Phyllis) and "Answer Me" by Terry Tyler (Landa). Jack was here to promote his newie "High School Dance" by young Johnny Guidy (Triangle).

## HOLLYWOOD:

Hanson and Schwam Agency has been appointed to handle the public relations for the Las Vegas Jazz Festival to be held in the desert city on July 7 and 8. . . . The Robinson Brothers set to appear at the Seattle World's Fair, where they'll be featuring their Flair recording of "Never Look Back." . . . Earl Glick National sales manager of Del-Fi Records in town conferring with prexy Bob Keene. Label has two new ones breaking: "The Fortune Teller" by Bobby Cortola, and "Queen Of My Heart" by Rene and Ray. . . . Gil Bogas of California Record Distributors set a simultaneous airplay on several local stations to send off the Ramsey Lewis "Sound Of Spring" album on Argo.

Mike Lipton left local Cosnat Distributing branch for the New York office where he will handle sales for all nine Cosnat branches. Ray Lawrence takes over for Mike locally. Calvin Jackson currently appearing at (Continued on page 26)

David Greenman telegrams he just finished up a 9-city, east to mid-west tour and that Ronnie the Hi-Lites' "I Wish That We Were Married" is gaining everywhere. He adds that Sleepy King's "It's Written All Over Your Face," looks good too! . . . Mgr. Noga notes that Columbia's Clifford has been signed to headline a 3-week engagement at the Playboy Club in New Orleans, starting 5/16. . . . Noted organist Mario Rega in town, from Panama City, gave his first stereo session, made in Panama, pressed here. He'll be in the U.S. for 10 days. . . . Ace BMI's Otis Blackwell and Winfield, who joined forces at the beginning of the year and have written material for such artists as Elvis Presley, Conway Twitty, Carl Perkins and others, have two tunes in the upcoming Presley pic, "Girls, Girls, Girls." Among Blackwell's credits are "Don't Be Cruel," "All Shook Up" and "Fever" while Scott has

The Ramsey Lewis Trio opened at London House 4/10. . . . Before dashing to the Milwaukee-Minneapolis circuit, RCA-Victor's Stan Pat info'd he's received good initial reaction to Elvis Presley's new EP "Follow That



**ROULETTE** *Welcomes*

**THE GREAT**

# DINAH WASHINGTON

with her 1st **BIG HIT** . . .

# “Where are you?”

b/w

“you're nobody till somebody loves you”

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*From Her Debut LP . . .*

# DINAH '62

**SR-25170**



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**RONNIE**

and the HI-LITES

**"I WISH THAT WE WERE MARRIED"**

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**TOP 100 ARTISTS**

(See Top 100 for titles and labels)

Alexander, Arthur	27
Angela	65
Anka, Paul	14
Avalon, Frankie	58
Ball, Kenny	21, 98
Bennett, Tony	85
Big Sam	83
Bilk, Acker	6
Blue Bells	73
Bonds, Gary	16
Brennan, Walter	47
Bumble B. & Stingers	26
Byrd, Jerry	63
Cannon, Ace	70, 82, 100
Carroll, David	84
Castells	94
Channel, Bruce	11, 78
Charles, Ray	37, 50
Checker, Chubby	5
Cline, Patsy	59
Como, Perry	42
Cooke, Sam	15
Corsairs	88
Crawford, Johnny	56
Crystal	38
Curtis, King	18
Dana, Vic	57
Darin, Bobby	28
Darren, Jimmy	68
Dean, Jimmy	17
Dee, Joey & Starlites	10
Dick & Dee Dee	40
Dion	72, 79
Dr. Feelgood & Interns	96
Domino, Fats	62
Don & Juan	23
Donner, Ral	86
Drifters, The	31
Duke of Earl	48, 90
Fabares, Shelly	1
Falcons	67
Finnegan, Larry	12
Francis, Connie	13
Four Preps	64
George, Barbara	66
Gregg, Bobby & Friends	34
Highwaymen	95
Hyland, Brian	30
Ives, Burl	24
Jackson, Chuck	76
James, Etta	20
Jay & Americans	19
King, Ben E.	77
Kingston Trio	52
Lee, Brenda	33, 61
Lester, Kelly	8
Letterman	49
Loudermilk, John D.	93
Maharis, George	99
Maresca, Ernie	29
Marketts	100
Mayer, Nathaniel	69
McPhatter, Clyde	7
Mills, Hayley	36
Mitchum, Robert	91
Morris, Marlowe	92
Morrisette, Johnny	100
Nelson, Rick	9
Orbison, Roy	25
Page, Patti	71
Parker, Little Jr.	54
Peterson, Paul	32
Presley, Elvis	3, 53
Ray, James	74
Ronnie & Hilites	45
Ross, Jack	39
Rydell, Bobby	44
Scott, Linda	89
Sedaka, Neil	60
Sensations	22
Sharp, Dee Dee	2
Shep & Limelites	97
Shirelles	4
Sinatra, Frank	81
Soul, Jimmy	51
Thompson, Sue	41
Turner, Ike & Tina	55
Van Dyke, Leroy	46
Vee, Bobby	43
Volumes	75
Welk, Lawrence	87
Wells, Mary	35
Wilson, Jackie	80

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



**RECORD RAMBLINGS**

(Continued from page 24)

Frascati's on Sunset Blvd., will have his first Reprise album, "Two Sides Of Calvin Jackson" released this week. The Italian Festival award winning song, "Al Di La" has been recorded by Capitol with Ray Anthony on trumpet solo, backed by Jimmie Haskell and the orchestra. . . . Don Graham reports the new Connie Stevens Warner Bros. waxing of "Why Do You Wanna Make Me Cry" is garnering pick hits up and down the Coast. . . . Jeff Clark at Decca happy with the action on the new Burl Ives, Brenda Lee and Jackie Wilson waxings. . . . Buck Stapelton broke two hits for Era out of the Phoenix area on "All You Had To Do" by Chris Montez, and "So This Is Love" by The Castells.

Gregmark recording artists, The Paris Sisters headlining a Paramount Variety show, hosted by KRLA jockey, Sam Riddle. . . . Hit-song-writer, Jerry Capeheart has turned to disk performer with first effort, "Theme For The Young And Blue" out on the Crest label. . . .



ROBINSON BROS.



KATHY BRANDON



JERRY HAYNES

New York's new jazz group, Benson Gable & Kampmen has been signed by producer Ed Gollin for his Am-Can production "Ten Girls Ago," currently in production. The combo is scheduled to open at the Bon Soir in New York, after completing the picture. . . . Ernestine Anderson visiting local deejays to promote her new release, "After The Lights Go Down Low," on Mercury. . . . Anita Bryant began a starring engagement at the "40 Thieves Club" in Hamilton, Bermuda, 4/9. . . . Margaret Alkana, Condor recording artist, has signed arranger-conductor Skip Redwine to write orchestrations for the night club act she is preparing, to tour nationally. . . . Jim Foulds & Darrell Youngman, toppers of Coast-based Flair Records, have embarked on a three-week tour of the West Coast to promote label's new entry, "Never Look Back," featuring the Robinson Brothers.

CIRCA, a distributing network for independent labels, has announced the formation of a CIRCA label to be distributed in Canada only. First release is the Jennell Hawkins hit, "Moments," on the Amazon label here. . . . For the first time in the history of Music City the #1 and 2 best sellers are two versions of the same score: the sound track album & the original cast recording of Columbia's, "West Side Story." . . . A Bing Crosby Spectacular was broadcast over KHJ 4/1, spotlighting the actors film career. . . . Kim Fowley whose "Nut Rocker" is in the nations top 20, exclaiming hit action on recent efforts of "Poppa-on-Mow-Mow" by the Rivingtons on Liberty, & "Honest I Do" by Babs Cooper, on Indigo. . . . Kathy Brandon out this week with a self-penned Crystalette pairing, "Don't Go" and "Boy Of My Dreams."

**HERE AND THERE:**

PHILADELPHIA — Kay Woodard, of Raymond Rosen distrib, letters that hot Victor newies include Neil Sedaka's "King Of Clowns," Floyd Cramer's "Lovesick Blues," John D. Loudermilk's "Thou Shalt Not Steal"

and an oldie, "Shout," by the Isley Bros. She adds that Mercury is sizzling with Patti Page's "Most People Get Married" and that it's Ace Cannon's "Blues" (Hi) and Bob Moore's "Ooh La La"—"Auf Wiedersehen" (Monument) for the London group. . . . Jimmy Myers infos that his pubbery has a host of new releases out on the Bandbox label, included are Sue LeBan's "Forgive Me" and "It's All Over" and Dean Hayden's "Just A Puppet" and "Dancing Silhouettes." All 4 tunes were penned by Lt. Commander Boris Cherney, who's stationed at the Defense Industrial Supply Center (DISC). Dean, by the way, will do his "Puppet" stand on the 4/22 Arthur Murray show. Dick Colanzi, eastern promo man for Myers Music, items that Tony Lawrence was for the 4/17 Dick Clark'er and Ed Sullivan stand at the end of May, in behalf of his "Million Words" on Jude. . . . Ted Kellern pens that the Doris Day's pic-title tune, "Lover Come Back," is busting big in the area and that Steve Lawrence is getting immediate acceptance with his Columbia bow, "The Lady Wants To Twist."

. . . Showing up strong at Cambridge are Linda Scott's "Count Every Star" (Can-Am), the Carousels' "If You Want To" (Gone), Richie Dennis' "Moonlight In Vermont" (Julia), Vito & the Salutations' "Gloria" (Rayna) and the Five Quails' "Been A Long Time" (Harvey). . . . Fran Murphy items that Ed Barsky's new label'll be named for his daughter Karen. In the hot singles dept. it's Gene McDaniels' "Funny" (Liberty), Don Carroll's "Misery Loves Company" (MGM), Chuck Foote's "I Stopped Asking" (20th-Fox) and the Marketts' "Balboa Blue" (Liberty) among others. . . . With Mainline's Buzz Curtis the big newies are the Marvettes' "Playboy" (Tamla), Eddy & the Starlites' "To Make A Long Story Short" (Scepter), Herman Bean's "Baby Sitter" (Peacock) and a local deck, "Catwalk" by the Jaguars (Hamilton). . . . Ronnie Singer, Warner Bros. man at David Rosen distrib, items that the label is really hot in the sales dept. with Johnny Nash' "Don't Take Away Your Love," Connie Stevens' "Why'd You Wanna Make Me Cry," Saverio Saridis' "Be Anything" and Peter, Paul & Mary's "Lemon Tree."

DETROIT — Leo Cheslak, promo mgr. at Cadet, informs that Ray Sajor has been added to the promo staff and that Shelley Fabares' "Johnny Angel" is the biggest record out there. Other hot items include Dick & Deedee's "Tell Me" (Liberty) Ben & Bea's "Gee Baby" (Phillips), Jerry Wallace's "Mr. Lonely" (Challenge) and Sue Thompson's "Two Of A Kind" (Hickory) among others. . . . Jean Smith pens that Mickey Denton's hot with "Ain't Nobody," Del Shannon with "Ginny In The Mirror" and "I Won't Be There," Maxmillian (the man behind Shannon's sound) with "The Breeze And I" and Cliff Richard's "The Young Ones."

MIAMI — Irwin Cassell proudly notes that a number in Paul Anka's Victor LP bow, is an adaptation of a tune, "I Love Life," penned by his wife, Mana-Zucca.



# PLATTER SPINNER PATTTER

Joey Dee and the Starlighters, of Peppermint Lounge fame, recently came twistin' in Tidewater, Virginia for a benefit show. WGH-Norfolk cooperated with a local sorority in promoting the dance tagged "A Night With Joey Dee." As a result it was sold out in advance. The station's swingin' six air personalities were on hand for the dance and evening spinner Keith James served as host for the affair. The songster arrived in Tidewater early enough in the day to appear on several of the deejay's shows. WGH reports that the twist craze is stronger than ever as a result of the Joey Dee appearance.

Ted Atkins, program director of KDAB-Denver, sends in word that his station utilized an off-beat promo to highlight the new KDAB operation. The station bought an old model A Ford and painted it up with call letters, frequency, etc. They hired several students from the Denver University to dress up as the untouchables (trench coats and toy machine guns) and drive around the town for an entire week visiting shopping centers and record stores promoting the station.

Jack Lazare, WINS-New York spinner, has a new funny bone segment, during which he plays only comedy albums. The bit is so successful that top comics have taken to dropping in to the studio. Recent visitors included Charlie Manna and Dick Gregory. Jack recently saluted Maceo ("Sweet Georgia Brown") Pinkard on his 40th anniversary with ASCAP.

Columbia wax star Jerry Vale was a recent guest on Paul Compton's special "one hour, in person" guest on his KHJ-Hollywood show. Jazz clarinetist Pete Fountain gets the next live treatment on Compton's program. The 60-minute weekly segment is part of the deejay's four-hour show.

Dick Moore, news director, KBOX-Dallas has again won the quarterly award for the best coverage of radio news, presented by the Press Club of Dallas. Moore has been recognized in the past for his consistent and complete coverage of local news.

Tuesday, April 10, WJAS-Pittsburgh went strictly "for the birds." Program manager Gil Faggen put the day aside to recognize morning man Jim Fitzgerald's new wake-up partner, a six month old canary. Music exclusively "for the bird's" was featured throughout the day including such numbers as "Red Red Robbin," "Cry Of The Wild Goose" and "Flamingo."

Harold "Pie" Traynor, KQV-Pittsburgh sports director, threw out the first ball when the Pittsburgh Pirates opened the 1962 season against the Philadelphia Phillies at Forbes Field on Tuesday, April 10th. Traynor, former third baseman and manager of the Pirates, a member of baseball's Hall of Fame, has been KQV's sports director for the past 19 years.

WINS-New York listeners are being offered the opportunity of winning prizes by submitting the most exciting, tense moment, they have ever

experienced, in 50 words or less. This contest is being run in conjunction with the opening of Columbia Picture's "Experiment In Terror." The five most exciting and stimulating letters will win transistor clock radios. The next twenty runners-up will receive passes to "Experiment In Terror."

WWDC-Washington, and Interstate Building Association have been named as winners of the National Safety Council's Public Interest Award for 1961. These annual awards are in recognition of exceptional service to safety by mass communication, and to honor leadership, initiative and originality in the promotion of accident prevention through communication. This is the seventh consecutive year that WWDC has received the award. WWDC was honored for its continued year round broadcasting activities in traffic safety, including safety editorials, the recording of safety spots by district officials, stupid driver awards and a constant flow of traffic and safety reminders. The Interstate Building Association was singled out for its sponsorship throughout the year of the "Interstate on the Road" segment of the station's Carroll James show.

WBBF-Rochester has set Friday, May 25 as the date for the 4th annual family prom at the Rochester Community War Memorial. Last year 10,000 people were entertained by Jack Scott, Janie Grant, Gene Pitney, Tony Orlando, Bryan Hyland and Neil Scott. This is WBBF's yearly thank you to its listeners for their loyalty. No admission is charged. Artists interested in appearing should contact Jack Palvino at the station.

Whoever said 13 is an unlucky number? It may be unlucky for some people, but where WERE-Cleveland and the Cleveland Indians are concerned, apparently it isn't. The number 13 crops up quite frequently when reviewing the facts about WERE and the Indians. WERE's call letters are 1300. Opening Day in Cleveland, Friday the 13th, marked the beginning of the station's 13th year of Indian broadcasting. It was on a Friday the 13th that the Indians switched their broadcasts to WERE, 13 years ago. This July marks WERE's completion of 13 years of AM broadcasting. Veteran sportscaster Jimmy Dudley is beginning his 13th year of baseball broadcasting for the Indians on the Ohio outlet. And then there's Harry Jones, new WERE baseball sportscaster. He's covered the Indians as either a writer or broadcaster for the past 13 years. Sort of makes you wonder, doesn't it? What's all this about 13 being an unlucky number?

## VITAL STATISTICS

Dale Kelly exits his program director chair at WATS-Sayre, Penna., to take over the 7-midnight shift over WPOP-Hartford. . . . Bill Jones, formerly of WIBG-Philadelphia, moves back to his home town to spin 'em on WMEX-Boston. . . . Morrie Carlson now holding down deejay duties over WLOL-Minneapolis. . . . Roger Ferrier, longtime Portland air personality has joined the staff of KISN-Portland. The spinner will occupy the 9-12 PM slot and will use the new moniker of Roger Hart.

## BIOS FOR DEEJAYS

### Falcons



The present Falcons were formed in 1959 and have appeared in clubs in every major city in the United States. They achieved tremendous success with a hit recording in that year, "You're So Fine," which was followed by appearances on top-rated TV DJ shows.

The members of the Falcons are Mack Rice, Joe Stubbs, Lance Finnie, Eddie Floyd and Ben Night, all of whom hail from Detroit. Rice and Floyd do much of the writing of material for the group.

The group's current single, "I Found A Love," occupies the number 67 slot on this week's Top 100. The wax is on the Lu Pine Label which is distributed by Atlantic Records.

### Billy Storm



Billy Storm, who is currently clicking with "Love Theme From El Cid" on Infinity, began his participation in music when his family moved out to California from Dayton, Ohio, eight years ago. Billy attended Los Angeles High School and joined the A Cappella choir, eventually becoming soloist. He was also actively interested in basketball and, for a time, it was a toss-up as to which activity he would pursue.

After high school he joined the Valiants as the group lead. In the process of looking for career management the group was brought to the attention of Manny Shribman. Manny was so impressed with Billy that he advised him to go out as a single and signed him as a client.

Billy ultimately signed with Columbia Records. His first wax, "I've Come Of Age," a popular adaptation of Tchaikovsky's "Fifth Symphony," was an instantaneous hit. As the record climbed the charts the chanter appeared on numerous television programs and his career began to take on star proportions. The rest is history.

At present, the songster is busy studying music, acting and in general preparing himself for what promises to be a very bright future.

GETTING HOT-  
ALL OVER  
THE COUNTRY!



Slim  
Whitman

VALLEY  
OF  
TEARS

#5821



IMPERIAL RECORDS

# ALBUM PLANS

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

## AUDIO FIDELITY

20% discount on April LP's plus catalog of Dukes of Dixieland and Al Hirt. Expires: May 4.

## ATLANTIC & ATCO

Catalogs of both labels are available to distributors on a 1-free-LP-for-every-7-purchased basis. Expires: May 10.

## CAMEO/PARKWAY

A six month discount program on all LP's, 12½% discount on any of 80 albums contained in a pre-pack. 90 day dating to qualifying dealers. Expires: Aug. 30.

## 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.

## DECCA, CORAL, BRUNSWICK

"Music, Music, Music"—Incentive program on 11 new LP's and 129 catalog items. Details are available from local Decca representatives. Expires: April 30.

## DOLTON

All LP's on a 15% discount, taken off the face of invoice, on the dealer's entire order; 100% exchange privilege with merchandise exchangeable any time after Aug. 1, 1962; payable ½ May, ½ June. Expires: April 30.

## DOT

"Big Spring Bonus Plan"—Dealer buys 10 LP's and gets 2 free. 1/3 payments on May 15, June 15 and July 15.

## EPIC

A 20% discount on April classical releases plus 30 best-selling classical albums. 10% discount on April pop and jazz LP's plus Ralph Burn's "No Strings" and Panama Francis' "Exploding Drums!"

## KAPP & MEDALLION

10% discount on 10 new releases. Expires: May 15.

## LIBERTY

Three twist-stomp LP's are available at a 15% discount plus 100% exchange privilege.

## LONDON

10% discount on London International TW and TF series and 20% on London classics' (not including operas) CS and CM series. Expires: April 30.

## MONITOR

5 LP's—4 classical, 1 pop, are available at \$1.98 retail. No expiration date has been set.

## PHILIPS

Label's catalog is available on a 1-free-for-every-9-purchased deal. No termination date has been set.

## RICHMOND & TELEFUNKEN

An extra 10% discount on all LP's. Expires: April 30.  
20% purchase discount on all classical product by the two labels. Expires: April 30.

## RIVERSIDE

The label plus its affiliates, Jazzland, Washington and Offbeat, are making their catalog available on a buy-10-get-2-free basis during Jan.-Feb. 100% exchange policy; deferred billing.

## SMASH

Label's first LP product, 6 albums, is available on a buy-7-get-1-free basis. No termination date has been set.

## SONODOR

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

## STARDAY

"Starday Caravan of Country Music Sale"—15% discount on all LP's and EP's. Expires: May 15.

## 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.

25% discount on entire LP catalog. Dating is May 10, June 10 and July 10. Expires: April 30.

**DEALERS—  
YOUR NEXT  
NO. 1 ALBUM...**

**ORDER NOW FROM  
YOUR ERA DISTRIBUTOR** { EL-108  
ES-108 (STEREO)

**A GREAT HIT SOUND... ON ALL THE CHARTS... GOING ALL THE WAY!**

**"SO THIS IS LOVE"  
BY THE CASTELLS**

ERA #3073

**Watch NEW LARRY VERNE Single.. JUST OUT.. His Best Yet!**  
**For.. "I'm A Brave Little Soldier" and "Hoo Ha"**

ERA #3074



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# Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—APRIL 21, 1962

## MONAURAL

## STEREO

MONAURAL		STEREO	
Pos. Last Week	Album	Pos. Last Week	Album
1	● WEST SIDE STORY Soundtrack (Columbia OL 5670; OS 2070)	1	WEST SIDE STORY Sound Track (Columbia OS-2070)
2	● COLLEGE CONCERT Kingston Trio (Capitol T 1658; ST 1658)	2	BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LSP 2362)
3	● BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LPM 2362; LSP 2362)	3	COLLEGE CONCERT Kingston Trio (Capitol ST 1658)
4	● BLUE HAWAII Elvis Presley (RCA Victor LPM 2426; LSP 2426)	4	BLUE HAWAII Elvis Presley (RCA Victor LSP 2426)
5	YOUR TWIST PARTY Chubby Checker (Parkway 7007)	5	SINATRA AND STRINGS Frank Sinatra (Reprise R 1004)
6	● DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & Starlites (Roulette R 25166; SR 25166)	6	STEREO 35/mm Enoch Light & Orch. (Command RS 826 SD)
7	● SINATRA AND STRINGS Frank Sinatra (Reprise R 1004; R 9 1004)	7	CAMELOT B'way Cast (Columbia KOS-3021)
8	● A SONG FOR YOUNG LOVE Lettermen (Capitol T 1669; ST 1669)	8	FLOWER DRUM SONG Soundtrack (Decca DL 79098)
9	● LIVE IT UP Johnny Mathis (Columbia CL 1711; CS 8411)	9	STEREO 35/mm VOLUME II Enoch Light (Command RS 831 SD)
10	THE TWIST Chubby Checker (Parkway P 7001)	10	LIVE IT UP Johnny Mathis (Columbia CS 8411)
11	● CAMELOT B'way Cast (Columbia KOL-5620; KOS-3021)	11	SO MUCH IN LOVE Roy Conniff Singers (Columbia CS 8520)
12	● FLOWER DRUM SONG Soundtrack (Decca DL 9098; DL 79098)	12	TIME OUT Dave Brubeck (Columbia CS 8192)
13	● FOR TEEN TWISTERS ONLY Chubby Checker (Parkway P 7009; S 7009)	13	JUDY AT CARNEGIE HALL Judy Garland (Capitol SWBO 1569)
14	● WEST SIDE STORY B'way Cast (Columbia OL 5230; OS 2001)	14	WEST SIDE STORY B'way Cast (Columbia OS 2001)
15	● MIDNIGHT IN MOSCOW Kenny Ball (Kapp KL 1276; KS 3276)	15	MARIA Roger Williams (Kapp KS 3266)
16	● TIME OUT Dave Brubeck (Columbia CL 1711; CS 8411)	16	MOON RIVER Lawrence Welk (Dot 25412)
17	● LET THERE BE DRUMS Sandy Nelson (Imperial 9159-12080)	17	PERSUASIVE PERCUSSION VOL IV Enoch Light (Command RS 830 SD)
18	● JUDY AT CARNEGIE HALL Judy Garland (Capitol BO 1569; SWBO 1969)	18	A SONG FOR YOUNG LOVE Lettermen (Capitol ST 1669)
19	● POINT OF NO RETURN Frank Sinatra (Capitol W 1676; SW 1676)	19	MIDNIGHT IN MOSCOW Kenny Ball (Kapp KS 3274)
20	● HEY, LET'S TWIST Soundtrack (Roulette R 25168; SR 35168)	20	POINT OF NO RETURN Frank Sinatra (Capitol SW 1676)
21	RUNAROUND SUE Dion (Laurie 2009)	21	TONIGHT Ferrante & Teicher (United Artists UAS 6171)
22	● SO MUCH IN LOVE Roy Conniff Singers (Columbia CL 1720; CS 8520)	22	BEYOND THE REEF Earl Grant (Decca DL 74231)
23	● SINCERELY Brenda Lee (Decca DL 4216; 74216)	23	EL CID Soundtrack (MGM 38 3977)
24	● MOON RIVER Lawrence Welk (Dot DLP 3412; 25412)	24	LET THERE BE DRUMS Sandy Nelson (Imperial 12080)
25	● TONIGHT Ferrante & Teicher (United Artists UAL 3171, UAS 6171)	25	SING OUT Limelighters (RCA Victor LSP 3445)
26	● NANCY WILSON/ CANNONBALL ADDERLEY (Capitol T 1657; ST 1657)	25	THE SOUND OF MUSIC B'way Cast (Columbia KOS-2020)
27	MOMS MABLEY AT GENEVA CONFERENCE (Chess LP 1463)	32	MIDNIGHT SPECIAL Jimmy Smith (Blue Note BST 84073)
28	● VERSATILE BURL IVES (Decca DL 4132; 74132)	26	GREATEST STRING BAND HITS Billy Vaughn (Dot 23409)
29	● JOAN BAEZ VOL II (Vanguard VRS 9094; VSD 297)	28	SINCERELY Brenda Lee (Decca DL 74216)
30	● EXAMINE DOCTORS Mike Nichols & Elaine May (Mercury MG 20680; 60680)	29	NANCY WILSON/ CANNONBALL ADDERLEY (Capitol ST 1657)
31	● ALBUM SEVEN BY RICK Rick Nelson (Imperial LP 9167; 12082)	30	YOUNG, WARM & WONDERFUL Peter Nero (RCA LSP 2484)
32	● MARIA Roger Williams (Kapp KL 1266; KS 3266)	31	RHYTHM SING ALONG WITH MITCH Mitch Miller & Gang (Columbia CS 8527)
33	● THE SOUND OF MUSIC B'way Cast (Columbia KOL 5430; KOS-2020)	37	MILK & HONEY B'way Cast (RCA Victor LSO 1065)
34	● COLE SINGS SHEARING PLAYS (Capitol W 1675; SW 1675)	34	TIME FURTHER OUT Dave Brubeck (Columbia CS 8490)
35	● MIDNIGHT SPECIAL Jimmy Smith (Blue Note BLP 4078; BST 84078)	35	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & Starlites (Roulette SR 25166)
36	● DRUMS ARE MY BEAT Sandy Nelson (Imperial IMP 9168; 12083)	32	COLE SINGS SHEARING PLAYS (Capitol SW 1675)
37	DO THE TWIST WITH RAY CHARLES (Atlantic 8054)	41	DRUMS ARE MY BEAT Sandy Nelson (Imperial 12083)
38	● MIGHTY DAY ON CAMPUS Chad Mitchell Trio (Kapp KL 1262; KS 3262)	43	VERSATILE BURL IVES (Decca DL 74152)
39	● CRYING Roy Orbison (Monument M4007; SM4007)	39	GREAT THEMES FROM HIT FILMS Enoch Light (Command RS 835 SD)
40	● LINGER AWHILE Vic Damone (Capitol T 1646; ST 1646)	40	NO STRINGS B'way Cast (Capitol SO 1695)
41	● NO STRINGS B'way Cast (Capitol O 1695; SO 1695)	41	BRAHMS CONCERTO NO. 2 Van Cliburn (RCA Victor LSC 2581)
42	● DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams (Columbia CL 1751; CS 8551)	42	LINGER AWHILE Vic Damone (Capitol ST 1646)
43	BABY IT'S YOU Shirelles (Scepter 504)	43	BEST OF THE DUKES OF DIXIELAND (Audio Fidelity AFSD 5956)
44	● MILK & HONEY B'way Cast (RCA Victor LOC 1665; LSO 1065)	44	MELODY & PERCUSSION FOR TWO PIANOS Ronnie Aldrich (London SP 44007)
45	● BOBBY DARIN SINGS RAY CHARLES (Atco 33-140; SD 33-140)	45	S'CONTINENTAL Roy Conniff Orch. & Chorus (Columbia CS 8576)
46	● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles (ABC Paramount ABC 410; ABCS 410)	46	ROMAN GUITAR Tony Mottola (Command RS 816 SD)
47	● HEY, BABY Bruce Channel (Smash MGS 27008; SRS 67008)	47	WEST SIDE STORY Ferrante & Teicher (United Artists UAS 6166)
48	● CONNIE FRANCIS DO THE TWIST (MGM E 4022; SE 4022)	48	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles (ABC Paramount ABCS 410)
49	● SING OUT Limelighters (RCA Victor LPM 3445; LSP 3445)	49	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING B'way Cast (RCA Victor LSO 1066)
50	● STRANGER ON THE SHORE Mr. Acker Bilk (Atco 33-129; SD 33-129)	50	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. Eugene Ormandy (Columbia Pos 1: PHS-1)

● Also available in Stereo

★ Also available in LP



# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK

### "THE MIDNIGHT SPECIAL"—Harry Belafonte—RCA Victor LPM 2449

Here's another sock album package showcasing the versatile musical talents of Harry Belafonte. This superb Jimmy Jones arranged and conducted disk contains bands in the jazz, gospel, soul and pop veins with the chanter turning in one of his most potent and feelingful performances to date. Some outstanding items here are the title tune of "Midnight Special," "On Top Of Old Smokey" and "Muleskinner." LP has all the necessary success ingredients to score heavily in the coin department.

### "TWISTIN' 'N' TWANGIN'"—Duane Eddy—RCA Victor LPM 2525

For his premiere album for Victor Duane Eddy offers up a danceable group of twist items which have clicked for other artists. Eddy's super-charged, haunting, distinctive guitar sound is quickly evidenced on this swingin' session which boasts the support of the Rebels. All of the Eddy albums have scored in the past and this new package should go a similar success route. Some potent bands on the disk are "The Peppermint Twist," "Sugartime Twist," and "Dear Lady Twist."

### "TWISTIN' THE NIGHT AWAY"—Sam Cooke—RCA Victor LPM 2555

Sam Cooke cashes in on the success of his recent chart-riding single entry of "Twistin' The Night Away" to tag this disk of self-penned items and traditional items rendered with a hard-driving, powerful twistin' beat. There have been a seemingly endless barrage of twist LP's released in recent months but this professional, listenable offering should find favor with a legion of swingin' twisters. The songster demonstrates his winning talents with the title tune, "Twistin' In The Kitchen With Dinah," "A Whole Lotta Woman" and "Camptown Twist." Sure-fire chart package.

### "TWIST PARTY VOLUME 2"—Ventures—Dolton BLP 2014

The Ventures come on strong for their second package of uptempo twist items and their sharp guitar sounds coupled with some first-rate eight-to-the-bar arrangements should bring a slew of their fans. The boys unleash their potent, rockin' talents full-blast on such swinging tunes as "Besame Mucho," "Swanee River Twist" and "Red Wing Twist." Plenty of terpsichorean delight to be had here. Disk should step out in the sales department.

### "SONGS EVERYBODY KNOWS"—"Big" Tiny Little—Coral CRL 757412

In this aptly tagged, joyful offering from Coral, "Big" Tiny Little's undisputed talent on the honky tonk piano is put to use in a host of old songs made refreshing by this versatile interpretation. In medleys of two, the 88'er plays twenty-four cleverly arranged melodies of a by-gone era. Launching the session with "Who's Sorry Now" the keyboard artist follows it with such nifties as "Moonglow," "Sweet Lorraine," and "For Me And My Gal." This exceptional disk seems to be headed for chartdom.

### "ALL AMERICAN"—Original Cast—Columbia KOL 5760

"All-American," the musical that brings Ray Bolger back to Broadway after an 11 year absence, makes for an enjoyable original-cast LP. Charles Strouse and Lee Adams follow their "Bye Bye Birdie" score with a sprightly, if less successful, collection of amiable songs. Top entry is the haunting "Once Upon A Time," one of the most impressive ballads of the nearly concluded 1961-62 Broadway season. It's wonderfully rendered by Bolger, heard on 10 tracks, and Eileen Herlie.

### "GEORGE GREELEY PLAYS GEORGE GERSHWIN"—Warner Brothers 1451

George Greeley interprets the music of George Gershwin with sensitivity and nuances that reflect a deep-seated knowledge of the composer's works. Gershwin's music speaks eloquently for itself, and the pianist gives talented and artistic renditions of the melodies. Some noteworthy listening bands are "Bess You Is My Woman," "A Foggy Day," and "Rhapsody In Blue." Greeley, a best-seller in the past, should be a contender for the charts with this LP.

### PHILIPS JOHNNY HALLYDAY SINGS AMERICA'S ROCKIN' HITS



### "JOHNNY HALLYDAY SINGS AMERICA'S ROCKIN' HITS"—Philips PHS 600 019

Johnny Hallyday is France's newest chanting sensation and this Philips session cut in Nashville as his first American LP shows him to be an exciting, magnetic vocal talent. The songster kicks things off with current noisemaker of "Shake The Hand Of A Fool" and sets the pace for the eleven other rockin' hits that previously scored in the States. Hallyday's potent voice renders top-rung arrangements of "Blueberry Hill," "Hello Mary Lou" and "Diana." Plenty of chart potential here.

### STEREO DECCA BRAZEN BRASS GOES LATIN HENRY JEROME



### "BRAZEN BRASS GOES LATIN"—Henry Jerome—Decca DL 74226

Henry Jerome's previous packages have proven successful in the past and this new album, the seventh in the current series, spotlighting Latin and Afro-Cuban rhythms should go a similar success path. The orkster effectively utilizes a potent Latin rhythm section for Dick Jacobs-arranged renditions of "Cherry Pink and Apple Blossom White," "Brazil" and "Anna." Deejays and non-twisters should come out for this quality album in droves.



### "FRENCH STYLE"—Dean Martin—Reprise R 6021

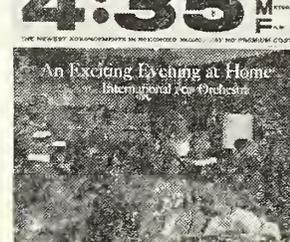
For his first LP outing for Reprise Dean Martin directs attention to a lovely group of a dozen French-flavored items skillfully arranged and conducted by Neal Hefti. The songster kicks things off with a slow swingin' arrangement of "C'est Si Bon" and quickly moves into top-flight renditions of such Gallic favorites as "April In Paris" and "The Last Time I Saw Paris." Superior listening enjoyment throughout. Disk should become a strong seller.



### "THE ELECTRIFYING ARETHA FRANKLIN"—Columbia CL 1761

Aretha Franklin unleashes her powerful vocal and keyboard talents in a dozen evergreens which showcase her gospel-trained style. Although the thrush is a newcomer to the trade, she has made some important chart inroads with her recent best-selling singles "Rock-A-Bye Your Baby," "Rough Lover," and "I Surrender Dear," all of which are included on this LP. Some other fine tracks are "Exactly Like You" and "That Lucky Old Sun." The disk looms as a strong seller.

### STEREO 4:35 M-M-F-



### "AN EXCITING EVENING AT HOME WITH THE INTERNATIONAL POP ORCHESTRA"—Cameo SC 4001

Here's a listenable session of favorites beautifully-essayed by the 110-man pops ork and recorded with magnificent stereo qualities in 4-track 35mm film. This top-drawer sound package, cut in London, has the ork turning in superb renditions of "Peanut Vendor," "Moonlight In Vermont" and "High And The Mighty." There's enough listening enjoyment here to attract a wide variety of record buyers.



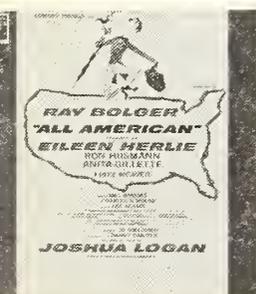
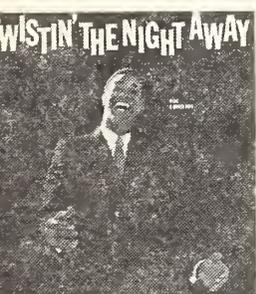
### "DON'T MESS WITH TESS"—Teresa Brewer—Coral CRL 757414

Coming on stronger than ever, Tessa lashes out with a batch of oldies and newies full of the same ingredients for success which have made her efforts hot items in the past. In addition to some powerful vocalizing, the talented songstress helped pen the title tune. With some swingin' backing by orkster Luther Henderson, the thrush reads such favorites as "Some Of These Days," "I Cried For You," and "You Came A Long Way From St. Louis." The disk should bring out a host of Brewer fans.



### "MR. OLIVER TWIST"—Rod McKuen—Jubilee JGM 5013

Rod McKuen takes advantage of his recent chart-riding single of "Oliver Twist" to name this first-rate package of distinctively-read popular items, many of them self-penned by the songster. McKuen has the ability to belt out a rock-a-billy tune with the same assurance and poise that he brings to ballad. The session showcases the chanter's wide-range, high-spirited voice on such songs as "Let's Twist Again," "What'd I Say" and "Hey Baby."





Orchestra conducted by

**JUAN DEL ORO**

scored by  
**DON COSTA**



Orchestra conducted by

**JUAN DEL ORO**

scored by  
**DON COSTA**



# LET IT RAIN

*Don't Fight It!!!*

SONODOR RECORDS (A Product of Miller International)



**"FRENCHY"—Les Compagnons de la Chanson—Capitol ST 10311**

This cheerful offering by Capitol features the happy and talented voices of Les Compagnons de la Chanson. Singing a dozen melodies from around the world in their very lucid French, the group, for the first time, is supported by an orchestra which provides authentic rhythms for their international tunes. Included in the LP are "Le Bleu De L'Ete," "La Marmite," a Brazilian specialty, and "Notre Concerto." Disk should pull coin with the group's admirers.



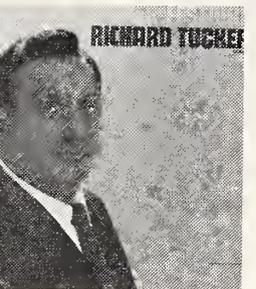
**"LATIN SI!"—Warren Covington—Decca DL 74208**

This package by Decca, designed for dancing, offers an assortment of Latin rhythms with varying tempos which include the merengue, the cha cha, and the currently popular pachanga. Under the baton of Warren Covington, the band plays some smooth and very danceable arrangements of "Wild Pachanga," "Dream Tango," "Yellow Bird," and "The Moon And I." To these fine numbers are added eight other tunes with a solid Latin beat.



**"15 GOLDEN HITS"—Various Artists—United Artists UAS 6192**

United Artists has come up with fifteen hit tunes enticingly wrapped in one package. Most of the items were chart items in the past and this collective release should spark new sales. The disk boasts an impressive roster of artists playing and singing their best-sellers. Included on the LP are "Portrait Of My Love" by Steve Lawrence, Ferrante & Teicher's "Tonight" and "Theme From The Apartment," and "Magnificent Seven" by Al Caiola.



**"PASSEVER SEDER FESTIVAL"—Richard Tucker—Columbia ML 5736**

Richard Tucker, who usually graces the stage of the Metropolitan opera, offers some of best known prayers and chants from the Passover Seder on this excellent Columbia LP. Sholom Secunda, who handles the conducting chores, has composed the service and Ben Irving provides the narration. The package has a timely value as the holiday comes at the end of this month. Tucker turns in a masterful, melodic performance on the session as does organist Alexander Richardson.



**"BEI MIR TWIST DU SCHON"—Temples—Ad Lib A-225**

In this package of twisters from Ad Lib, the instrumental group gives out with a set of old Jewish melodies with an interesting combination of beat, melody, arranging, and musicianship. Somewhat less violent than many of the current twist offerings, the disk has some good danceable tracks such as the title tune "Bei Mir Twist Du Schon," "Hava Nagila"—Twist, and "Salty Bublitchki"—Twist.



**"FAST LIFE WOMAN"—Lightnin' Hopkins—Verve 8543**

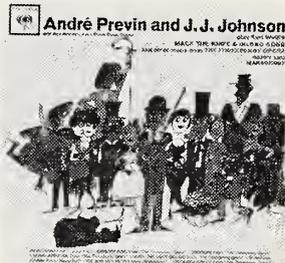
Lightnin' Hopkins, a leading exponent of the "angry blues," indulges in some serious soul-searching in his moving delivery of this collection of blues numbers. The singer uses the blues, in a very personal and down-to-earth style, to give vent to his feelings and as a social commentary of the life of the American Negro. His attitudes are potently expressed as he reads "Tim Moore's Farm," "Short Haired Woman," and "Travelin' Blues" and other slow-tempo blues items.



**"LATINSVILLE"—Olguita—World-Pacific WP 1801**

World Pacific have come up with a top-drawer LP outing containing vocal and instrumental versions of the most requested Latin dances. This listenable, danceable package boasts the talents of Olguita whose full-bodied, rich tones are perfectly suited for the big band sound of George Hernandez. The lark belts out a tasty sampling of chas, boleros and pachangas including smooth renditions of "Baila Tu," "La Mejor" and "La Coneccion."

## JAZZ PICKS OF THE WEEK



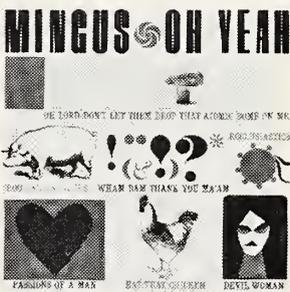
**"ANDRE PREVIN AND J. J. JOHNSON"—Columbia CL 1741**

The combination of Andre Previn and J. J. Johnson playing a group of Kurt Weill tunes could help this Columbia disk pick up some dual-market coin. Previn demonstrates his polished keyboard artistry while Johnson gets a chance to show-off his warm, feelingful trombone. The twosome are supported by Red Mitchell on bass and Frank Capp on drums. The tunes include some top-drawer arrangements of "Bilbao-Song," "Mack The Knife" and "Surabaya—Johnny." Strong sales candidate.



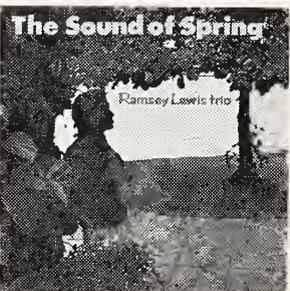
**"THE BRIDGE"—Sonny Rollins—RCA Victor LPM 2527**

Sonny Rollins, who has been on a two year sabbatical, comes up with his first album since his "retirement" and offers proof positive of his superior relaxed, free-flowing musical talents. The tenor saxist has cut a first-rate set which should appeal to both conservative and new-wave jazz buffs. Session has some listenable solos by Rollins and guitarist Jim Hall. Sonny shines on "Without A Song," "Where Are You" and an original item tagged "John S." The disk should win the saxist a host of new admirers.



**"OH YEAH"—Charlies Mingus—Atlantic 1377**

Charlie Mingus has won many laurels for himself in the past for his distinctive brand of jazz artistry and this new Atlantic disk, which premieres Mingus playing just the piano for an entire set and marks the first time that he sings, offers sure-fire proof of the jazzman's creativity and constantly progressing talents. The session has seven Mingus penned items with "Devil Woman," "Eat That Chicken" and "Passions Of A Woman" taking top honors over the selections. An added plus are the soul-searching saxophone solos of Roland Krik.



**"THE SOUND OF SPRING"—Ramsey Lewis Trio—Argo LP 693**

Looks like Ramsey Lewis could pull plenty of loot with this superbly-planned disk of free-flowing jazz geared to theme of Spring. The first side features the trio offering some newie evergreens against a lush backing of strings. Best listening bets are the title tune of "Sound Of Spring" and "Spring Is Here." The second side has the trio playing strictly solo. Here the group comes off in fine fashion with "Soft Winds." Spinners should flock to this package in droves.



**"LOVE IS A NECESSARY EVIL"—Don Elliot, Irma Curry—Columbia CL 1754**

Here's a tasty package boasting the cool, swingin' ork of Don Elliot, the relaxed, soft jazz-based voice of Irma Curry, some top-flight Al Cohn arrangements and the lyrics of Jack Segal. The lark is perfectly suited for full-bodied Segal-penned ballads as is orkster Elliot who demonstrates his fresh vibraharp playing on the set. Jazzophiles should really dig sweet renditions of "A Stranger In The City," "Too Much Too Soon" and "When Sunny Gets Blue."

## CLASSICAL PICK OF THE WEEK



**SCHUBERT: Symphony No. 9 in C Major—Philharmonic Orchestra conducted by Otto Klemperer—Angel S 35948**

Otto Klemperer and the Philharmonic Orchestra have turned in a magnificent performance of the intricate and very melodious symphony. The conductor maintains a disciplined control over the thematic development and yet his majestic and expansive conclusion of the work is almost free-flowing in its execution. Highly effective orchestration and the maestro's sensitive interpretation of the composer makes this an exceptional classical offering.

## ists Included On Fair Committee

YORK—Some 50 performers prominent businessmen have named to the honorary sponsorship committee and civic advisory committee for Chicago's World Fair of & Sound Aug. 31-Sept. 9 at Meck Place.

cluded in the honorary sponsoring committee are: Governor Otto Kerner of Illinois, Louis Armstrong, Stanley J. Jaffe, Mimi Benzell, Victor Borge, Paul Bronstein, Nat King Cole, Dr. Louis D'Albert, Skitch Henderson, Erno Henzl, Margaret Hillis, Vin LaSelva, Ferdinand Liva, Manton Yehudi Menuhin, Robert Merrill, Erik Nilsson, Dr. Eric Oldberg, Paul Reiner, Louis Sgarro, Henri Tomasi, Carlo Tomanetti, Manolo S. Ochoa, Earl Wrightson and Roberto Gomez.

Mostly business make-up the civic advisory committee. Added to the exhibitors is Acoustic Research, of Cambridge, Mass., which will supply its complete line of speaker systems and turntables.

John Brennock, director of exhibits, that in addition to its display, Acoustic Research will also present the Fine Arts Quartet nightly in concert in the Little Theatre in an extension of "live versus recorded"

The quartet will tape its entire performance at intervals during its performance let the components take place. On the stage, behind the musicians will be two Acoustic Research speakers connected to a stereo hi-fi amplifier. At times, the recording will be played over while the musicians fake motions of plucking the strings on their instruments and the audience will be able to try and tell the difference between the "live" music and the recorded performance.

## Bradford Gets New Art Post At Columbia

NEW YORK—Columbia Records has promoted John Bradford to the newly created post of advertising and sales promotion art director in the art and design department of creative services.

Bradford will be responsible to Robert Cato, head of the department, for the design and layout of both advertising and sales promotion material for Columbia. He joined the creative services department last Oct. as advertising art director. Before coming to the label, he had had 12 years of experience in the design and direction of advertising art for Marshall Field & Co. and The Rockmore Co., a New York ad agency.

## Decca Inks Tarriers

NEW YORK—The Tarriers, whose "The Banana Boat Song" helped spark the calypso disk craze a few years ago, have been signed to an exclusive pact by Decca Records. Their first single, "Last Night I Had the Strangest Dream" and "Ride Up," was issued last week. Group is currently concluding an extended engagement at the Bitter End in Greenwich Village and will shortly begin a 10-day concert tour with Bobby Darin and the Count Basie Orchestra.

## Note High Interest In New Mercury-Wing LP's

CHICAGO—Six albums released April 1 by Mercury-Wing, the low-priced label, have gained an interest that has "surpassed that shown for any other recent release" from the diskery, according to Harry Kelly, sales manager. Issues included dates by Clyde McPhatter, "May I Sing For You," and Dinah Washington, "Dinah Washington Sings."

## Reports "Substantial" 1st Quarter Increase

NEW YORK—United Artists Records will show a "substantial increase" in gross volume for the first quarter of 1962 over the comparable quarter in 1961, according to Art Talmadge, president.

Increased sales volume in the single and album areas during the first three months of the current year were noted, Talmadge said.

The label noted seven of its best-selling LP's as contributors to the

sales showing. They include "Great Motion Picture Themes," "Never on Sunday," four LP's by Ferrante & Teicher and two by The Highwaymen. "Healthy" and "strong" sales by various other LP artists plus new LP product and singles were also cited.

The successful first quarter billings were also attributed to UA's new label, Ascot, and Big Town of New York distributors, operated by Chet Woods, who also handles Ascot.

## NARM Disk Award Winners

MIAMI BEACH—Winners in each of the 15 NARM awards categories for disk product success were named last week at the NARM Awards Banquet held in conjunction with the NARM's fourth annual convention at the Den Roc Hotel, this city.

Prizes for the 1961 awards were presented by Aronson & Aronson, a public accounting firm which has acted as the Awards committee, with the assistance of tabulation of the association's regular (rack jobber) members.

Following is a list of the categories and the winners.

**BEST SELLING HIT SINGLE**—"Big Bad John"—Jimmy Dean—Columbia.  
**BEST SELLING REGULAR PRICE LONG PLAYING RECORD**—"Blue Hawaii"—Elvis Presley—RCA Victor.  
**BEST SELLING ECONOMY PRICE LONG PLAYING RECORD**—"Stars For A Summer Night"—Columbia.  
**BEST SELLING MALE VOCALIST**—Elvis Presley—RCA Victor.  
**BEST SELLING FEMALE VOCALIST**—Connie Francis—MGM.  
**BEST PROMISING MALE VOCALIST**—Chubby Checker—Atlantic.

7. MOST PROMISING FEMALE VOCALIST—Linda Scott—Congress/Canadian—American
8. BEST SELLING COMEDY ARTIST—Bob Newhart—Warner Bros.
9. BEST SELLING VOCAL GROUP—Mitch Miller & The Gang—Columbia.
10. BEST SELLING CHILDREN'S LONG PLAYING RECORD—"101 Dalmations"—Disneyland.
11. BEST SELLING LONG PLAYING RECORD PROMOTION—"Sing-A-Long With Mitch Miller"—Columbia.
12. BEST NEW RECORDED PRODUCT INTRODUCED IN 1961—(TIE) Phase 4 Stereo—London 35MM Stereo—Command.
13. BEST SELLING ECONOMY PRICE LABEL—Brave.
14. NARM ASSOCIATE MEMBER COMPANY WHICH HAS DEMONSTRATED SUSTAINED ACHIEVEMENT IN THOSE PURPOSES FOR WHICH NARM WAS FORMED—RCA Victor.
15. NARM ASSOCIATE MEMBER COMPANY WHICH HAS DEMONSTRATED DURING THE YEAR 1961 THE GREATEST PROGRESS IN THOSE PURPOSES FOR WHICH NARM WAS FORMED—Capitol.

## Sue Buys Barbara George Contract



NEW YORK—Juggy Murray, topper of Sue Records, bought the management contract of Barbara George last week. The diskery prexy picked up the contract of the nineteen year old New Orleans born singer from AFO Records, who discovered the lark a year ago. Her first wax, "I Know," which was a best-selling hit, was masterminded by Murray. A big recording program for the young singer is planned in order to cash in on her current popularity. The thrush is now on tour with Sam Cooke and will return to Gotham early in May to cut a series of singles and an album of standards for Sue, which also has her recording contract.

## Synthetic Plastics Gets Carlton's "Hear How" Series

NEW YORK—Synthetic Plastics Corp. has taken over the sales, production and distribution of Carlton Records' "Hear How" educational series of \$1.98 LP's. The line includes 20 LP's on various subjects (e.g. bowling, beauty, fishing, language).

## Only New LP's In Kapp Deal

NEW YORK—In last week's story on 10 new albums from Kapp and Medalion it was noted that all LP's from both catalogs are under a 10% discount deal. Actually, the plan only involves the new product.

## Victor Issues Mancini's "Experiment" LP, Single

NEW YORK—Backed by his Oscar-winning "Breakfast At Tiffany's" music, Henry Mancini is represented with a new LP and single from RCA Victor Records. LP is the soundtrack of his score for the feature flick, "Experiment In Terror" and the single consists of the pic's main-title and another side from the LP, "Tooty Twist."

Mancini received two Oscars, one for best song, "Moon River," and the other on best score for a dramatic or comedy flick, "Breakfast At Tiffany's," which also included "Moon River."

Mancini is the second composer to get Oscars for best song and best score in one year. Dimitri Tiomkin did it in 1952 for his "High Noon" song and score.

"Experiment" opened last week (13) at the Criterion Theater in New York.

## Reprise Takes Five Art Awards

HOLLYWOOD—A first prize and four merit awards have been given to Reprise Records for the best art work in commercial use in the annual competition sponsored by the Society of Illustrators of Los Angeles (affiliated with the national society). The competition, which embraced all art and advertising forms, saw the awards go to Reprise for album covers.

The first place award went to the cover for Leo Diamond's "Exciting Sounds Of The South Seas." The four merit awards went to Reprise for its album covers of "Old Calliope Man," "Valentino Tangos," "Breakfast At Tiffany's," and "America's Famous Organ Hits."

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TWISTIN' THE JUG 45/214

**OLIVER NELSON**

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 MAIN STEM 45/202

**WILLIS JACKSON**

CARELESS LOVE  
 HE SAID, SHE SAID 45/194  
 COOKIN' SHERRY 45/207

**SHIRLEY SCOTT**

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# Lazy Talk



HOLLYWOOD—KHJ spinner Paul Compton (right) points to guest Si Zentner's recent Liberty chart-riding album "Up A Lazy River." The orkster was in Compton's program last week and took part in a one-hour spinning and interview session. Immediately following his KHJ appearance, Zentner took his and on a nationwide tour.

## \$10 Million Gets WINS For Westinghouse

NEW YORK—The purchase of radio station WINS-New York by the Westinghouse Broadcasting Co. from Gotham Broadcasting has been set—and the price tag of \$10 million is the second highest payment ever for a radio outlet.

Storer Broadcasting recently acquired another top New York outlet, WMGM (now WHN), for a record sum of \$11 million.

WBC is also understood to be counting on the purchase of KLAC-Los Angeles for a reported \$5 million.

The Westinghouse deal, subject to approval by the Federal Communications Commission (FCC), is expected to be completed within a period of six months to a year.

WINS, a 50,000 watt outlet, recently went "good-music" after a stunt that involved the programming of only Frank Sinatra disks for more than 60 hours.

Gotham purchased WINS from Hearst Radio about eight-and-a-half years for \$400,000.

# 4:35

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## List Winners Of Philips Contest

CHICAGO—Winners in the nationwide dealer contest sponsored by Philips Records have been announced by Lou Simon, sales manager.

In a three-way tie for first place are A. Gold and Mel Goldstein, both of Korvette in New York City, and Richard Roland of Stereo-Sonics, Inc., Oak Park, Mich.

Tied for second place are Marshall B. Cross, Harvard Co-Op, Cambridge, Mass., and Andrew Collins, Grinnell Bros., Detroit, Mich.

All winners will receive a fully transistorized portable phono.

Object of the Philips contest, open to all disk dealers, was to pick the order of sales of the first 12 Philips albums, dubbed the "Premiere 12."

## Martindale Gets Promo, A&R Posts At Dot

HOLLYWOOD — Wink Martindale, the artist-deejay, has been appointed national director of promotion and assistant director of A&R at Dot Records, for which he also records. Martindale, who recently resigned from radio station KRLA-Hollywood to assume his new executive responsibilities, gained disk fame a few years ago with Dot disking of "Deck of Cards."

## Columbia Cuts "Brecht On Brecht"

NEW YORK—Columbia Records has cut the successful Off-B'way production of "Brecht On Brecht" with the original cast.

Based on songs, poems, letters and other writings of the late Bertolt Brecht, who wrote "Three Penny Opera" with Kurt Weill, the LP stars Dane Clark, Anne Jackson, Lotte Lenya, (Weill's widow), Vieca Lindfors, George Voskovec and Michael Wager. Goddard Lieberson, the label's president, personally directed the session.

## Copa Debut For Jackie Wilson

NEW YORK—Jackie Wilson, the Brunswick label's star songster, makes his first stand at New York's Copacabana nitery this week (19). Performer is currently clicking with "Hearts."

## "Duke" Radio Promo



ST. LOUIS—Red Schwartz, national promo manager of Vee Jay, recently stopped by station WIL promoting the new Duke of Earl Wax, "Walk On With The Duke." Shown (left to right) are program director Dick Drury, music director Bob Osborne and Schwartz.

## Cash Box TOP 50 IN R&B LOCATIONS

		POS. LAST WEEK
1	MASHED POTATO TIME Dee Dee Sharp (Cameo 212)	1
2	SOLDIER BOY Shirley's (Scepter 1228)	4
3	LOVER, PLEASE Clyde McPhatter (Mercury 71941)	3
4	SLOW TWISTIN' Chubby Checker (Parkway 835)	2
5	SOMETHING'S GOT A HOLD ON ME Etta James (Argo 5409)	5
6	LOVE LETTERS Ketty Lester (Era 3068)	7
7	TWISTIN' THE NIGHT AWAY Sam Cooke (RCA Victor 7983)	6
8	I FOUND A LOVE Falcons (W- Pine 1003)	9
9	SOUL TWIST King Curtis (Enjoy 1000)	10
10	THE ONE WHO REALLY LOVES YOU Mary Wells (Motown 1024)	11
11	HIDE NOR HAIR Ray Charles (ABC Paramount 10314)	16
12	ANNIE GET YOUR YO-YO Little Junior Parker (Duke 345)	8
13	YOU BETTER MOVE ON Arthur Alexander (Dot 13309)	15
14	TWIST, TWIST SENORA Gary U.S. Bonds (Legrand 1018)	17
15	AT THE CLUB Ray Charles (ABC Paramount 10314)	19
16	SHOUT SHOUT/KNOCK YOURSELF OUT Ernie Maresca (Seville 117)	18
17	SHOUT (Part 1) Joey Dee & Starlites (Roulete 4416)	20
18	AIN'T THAT LOVIN' YOU Bobby Bland (Duke 338)	21
19	UPTOWN Crystals (Philles 102)	29
20	JAM (Part 1) Bobby Gregg (Cotton 1003)	22
21	TRA LA LA LA LA Ike & Tina Turner (Sue 757)	25
22	GOOD LUCK CHARM Elvis Presley (RCA Victor 7992)	28
23	JELLY, JELLY, JELLY Bobby Bland (Duke 338)	24
24	YOU TALK ABOUT LOVE Barbara George (A.F.O. 304)	32
25	WHEN MY LITTLE GIRL IS SMILING Drifters (Atlantic 2134)	12
26	WHAT'D I SAY Bobby Darin (Atco 6221)	27
27	NIGHT TRAIN James Brown (King 5614)	37
28	HEY BABY Bruce Channel (Smash 1731)	13
29	LET ME IN Sensations (Argo 5405)	14
30	MIDNIGHT IN MOSCOW Kenny Ball (Kapp 442)	23
31	VILLAGE OF LOVE Nathaniel Mayer (Fortune-UA 545)	42
32	DON'T PLAY THAT SONG (YOU LIED) Ben E. King (Atco 6222)	—
33	ITTY BITTY PIECES James Ray (Caprice 114)	46
34	I SOLD MY HEART TO THE JUNKMAN Blue Belles (Newtown 5000)	49
35	I'LL TAKE YOU HOME Corsairs & Jay "Bird" Uzzell (Tuff 1818)	48
36	WHAT'S YOUR NAME Don & Juan (Bigtop 3079)	26
37	OPERATOR Gladys Knight & Pips (Fury 1064)	43
38	TWISTIN' MATILDA Jimmy Soul (S.P.Q.R. 3300)	45
39	MY LITTLE ANGEL Johnny Mae Mathews (Sue 755)	41
40	CRY TO ME Solomon Burke (Atlantic 2131)	31
41	I LOVE YOU Volumes (Chex 1002)	—
42	ANY DAY NOW Chuck Jackson (Wand 122)	—
43	PLAY THE THING Marlowe Morris Quintet (Columbia 42218)	36
44	MEET ME AT THE TWISTIN' PLACE Johnny Morrisette (Sar 126)	—
45	YOU ASKED ME B. B. King (ABC-Paramount-10316)	—
46	MIDNIGHT SPECIAL Jimmy Smith (Blue Note 1819)	47
47	DR. FEELGOOD Dr. Feelgood & Interns (Okeh 7144)	50
48	WALK ON WITH THE DUKE Duke of Earl (VeeJay 440)	—
49	HEARTS Jackie Wilson (Brunswick 55225)	—
50	GONNA MISS YOU AROUND HERE B. B. King (Kent 372)	30

# Premier Sales Double In '61; Earnings Triple After Taxes

NEW YORK—Sales in 1961 of Premier Albums more than doubled, and earnings after taxes more than tripled, it was announced last week by company topper Philip Landwehr. For the fiscal year ending January 1962, sales were \$2,513,181 compared with \$1,121,623 for fiscal 1960. Earnings after taxes were \$183,202, amounting to nearly 71 cents per share on 260,000 shares outstanding. This is compared with earnings in 1960 of \$52,092, or 20¢ per share adjusted to reflect the 260,000 shares presently outstanding.

Landwehr estimated that Premier sales for fiscal 1962 would exceed \$5 million, based on the current rate of operations, and that the rise in profits would be at least proportionate to the rise in sales, amounting to an estimated \$1.40 per share.

Premier Albums, which became publicly owned on October 17, 1961, and which has recently opened a new factory at Clifton, New Jersey, markets seven different labels of music albums, most of them budget-priced lines.

## Leslie Tells NARM Of Special Product

AMI BEACH—In his address on "The Changing Role Of The Special Product In Record Merchandising" at the 4th Annual NARM convention, Leslie, president of Pickwick International, effectively spotlighted the importance of the promotional and special product manufacturer and merchandiser by exploring the background of the present and future development of these factors in the disk industry.

Leslie pointed out that in the evolution of rack merchandising it was the promotional product manufacturer who found it necessary to seek out outlets which were foreign to the record field and it was he who was the pioneer or the 'maverick' in rack merchandising. In turn, the rack merchandiser recognized the value of these promotional records, which had to be custom tailored for his impulse buying public. This promotional, low priced record combined

with vital elements of insignificant price competition from record shops, a constant impulse appeal in a product marketed for the rack jobber, sold directly to him and reflecting the full reasonable profit margin. This was due to the jobber's recognition as a first-degree distributor. He also found that with proper display, the yield was considerably greater per square foot than for the normal displays. As noted Leslie, in the middle 50's he placed the inevitable marriage between the rack merchandiser and budget record manufacturer.

Leslie went on to state that the growth from that period until now has been almost a geometric progression, made possible by better product, increases in population, earning power, leisure time and the availability in outlets unimagined only a few years before. The manufacturers' contribution was the ability to provide a low-priced product with desirable music content, beautifully packaged and offering a generally popular theme at an extremely low price. This was accepted by the public because the natural incentive was for better product and more products in this price. And this was further stimulated by the natural increase in competitive prices. Realizing that budget price did in no way mean budget quality, the manufacturer developed new production techniques and utilized new materials. Also, these same manufacturers concerned themselves with creative and imaginative methods of promotion. They developed unusual displays, advertising programs, interesting material and an increasingly better product. This latter point was strongly stressed by Leslie because of the result of this evolutionary process that as the point of diminishing returns are reached: the manufacturer must supply an increasingly better product at comparable prices rather than a continued pattern of rising prices.

Leslie also pointed out that it was this same manufacturer who was the first to offer poly and skin-tight bagging at no extra cost in addition to pre-packing and pre-pricing. It is this group, said Leslie, which now sells stereo records at almost 50% of its volume. He added that among the manufacturers who have made these contributions and have enjoyed a "phenomenal" growth over the years are Tops, Somerset, Synthetic Plastics, Crown, Premier and Leslie's own outfit, Pickwick.

Noting that these manufacturers have met with every obligation to the rack merchandiser, Leslie asked about the obligation of the merchandiser to the manufacturer. He stated that there was a basic need for full recognition of the contributions, complete respect and understanding of the unique problems in creating and merchandising a product custom tailored for the rack's needs. He went on to say that the rack merchant must also provide the outlet with new ideas and products and, as he is made to understand the credit problems of the larger manufacturers, so is he obligated to show the same business maturity by limiting his credit dependence on the promotional manufacturers. He added that what he had said for low priced records is just as applicable to the much overlooked field of children's records and educational merchandise.

Leslie believes that the future will show a growth in stability and maturity, a greater capital strength by virtue of mergers and adoption of public posture by many companies, more efficient management and that its scope of distribution will widen. Speaking for the competitive friends in his field, Leslie stated that they're ready and eager to join hands and assure that this future growth becomes the reality rather than the dream.

## Traveling Baby



BALTIMORE — Rita Richards has toured radio station throughout the country promoting her initial single "Gone Is My Baby" on the Torch label. The above photo was taken on the Buddy Dean TV'er.

## NARM Study

(Continued from page 7)

sales, do not "in a grass roots sense sell directly to the consumer in an over-the-counter retail transaction," the NARM exec also noted.

"Therefore, when one considers only those phonograph record sales which are completed in a physical retail outlet, the membership of NARM alone is responsible for 20½% of all retail record business done in the United States." Rack-jobbing as a whole, Malamud added, was responsible for over 35% of the total retail disk sales in 1961.

The study reveals that while the supermarket still accounts for the far greatest number of retail outlets serviced by NARM members, 42.6%, many other types have appeared in the picture. Variety stores in 1961 represented almost 26% of NARM's retail outlets, with drug stores in a close third position with more than 21%. Department stores, both regular and discount, account for more than 7%, service post exchanges 1½%, and stores specializing in phono equipment, a little less than 1%.

A "miscellaneous" category includes such outlets as book stores, airports, colleges, restaurants, jewelry stores and service shops.

To achieve its 1961 volume, NARM members made use of 18,500 retail outlets, including 7,800 supermarkets, 4,800 variety stores, 4,000 drug stores, 1,300 department stores, 250 PX's and in 200 stores selling hifi and stereo equipment.

The NARM study reveals that almost 74% of the total disk sales of NARM members was done via the LP, or over \$59 million of the \$80 million total for NARM members in 1961.

Single records account for 16.6% of the total volume, or over \$13 million. EP's, at 4.6%, and kiddie disks other than LP's at about 5%, make up the other \$7½ million.

In a breakdown of mono versus stereo LP sales, NARM members did 68.8%, or over \$40 million in mono, and 31.2%, or about \$18½ million in stereo.

Category of LP's carried include: pop, country, "sound and percussion," original-cast and soundtrack. Rock 'n roll LP's are carried by 95% of the rack-jobbers, jazz and classical LP's by 86%, and kiddie LP's by 80%. Pop albums account for 41% of the total LP units sold, and in second is country product at 13%.

Though classical LP's account for only 2.6% of the total LP units sold, they are carried on 80% of NARM member racks. Comedy LP's, accounting for 8% of the total LP units sold, are found on 97% of NARM racks.

The NARM study reveals that all NARM members are involved in discounting, in many varying degrees. Over 50% of NARM's membership is now discounting in almost all their locations. About 31% are still on the fence, discounting only in some.

## Neiman Joins Liberty

HOLLYWOOD—Bill Neiman, former news bureau editor at Capitol Records and one time copywriter for Carson-Roberts Advertising, has joined the staff of Liberty Records as manager of merchandising and advertising.

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"GONE IS MY BABY"  
Rita Richards

Torch 952

TORCH RECORDS

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# Music 'N' Words



NEW YORK—Jazz musician Herbie Mann and flick thespian Laurence Harvey met in Gotham recently and discussed their new Atlantic album, "This Is My Love." Harvey's reading of the Walter Benton poem is accompanied by an original score written and composed by Mann.

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### Calling "Dr. Carlton"

NEW YORK—Carlton Records has a "sick" promotion on an appropriate product.

To support its new singles release of "The Theme From Ben Casey," the hot medical TV'er, the label is providing this promotional touch: aspirins, bandages, weight-reducing drinks, toy stethoscopes, facsimiles of prescription pads are being mailed to deejays. Assisting the label in the promotion is Bing Crosby Productions, producer of the program.

Artist on the date is west coast pianist Valjean and a large ork.

### 2 HOT NEW HITS

**"MY HOME AIN'T HERE"**

b/w

**"I WOKE UP CRYIN' (OH WHAT A DREAM)" LONESOME SUNDOWN**

Excello 2213

**"THE MOON WITHOUT YOU"**

b/w

**"OH! NO LOVE" CHUCK BROWN**

Excello 2214

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## UA Aims To Repeat "Themes" Success With New Album

NEW YORK—United Artists Records, with a string of best-selling singles and albums in the motion picture field to its credit, has come up with another film package; "Original Motion Picture Hit Themes," which, because of its content and initial reception is expected by UA to repeat the success story of the label's "Great Motion Picture Themes" LP of 1961.

Issued April 1, "Original Motion Picture Hit Themes" contains four of the five nominated songs for the Academy Award, including the eventual winner, "Moon River" by Ferrante and Teicher. Also in the package are "Town Without Pity" by Gene Pitney; "Tonight" and "Maria" from "West Side Story" by Ferrante and Teicher; the themes from "Pocketful Of Miracles" and "El Cid," both of which were nominated for Oscars, and Ralph Marterie's "Lili Marlene" from "Judgment At Nuremberg," winner of two major awards. All told, there are 16 tracks in the album, with most of the motion pictures nominated for an award represented.

"Great Motion Picture Themes" has been on the nation's best-seller lists for the past 65 weeks is still going strong. The new entry spotlights music from the top motion pictures of 1961, and features, in addition to those artists mentioned above, Al Caiola, Nick Perito, Louis Armstrong and others.

## Bel Canto Issues Mercury, Dot, Liberty Tapes

NEW YORK—Ten 4-track stereo tapes from the Mercury, Dot and Liberty labels.

Mercury product includes: Clebanoff Strings' "Strings Afire"; Xavier Cugat's "Continental Hits"; David Carroll's "All The World Dances"; Frederick Fennell plays Cole Porter.

From Dot: Keely Smith's "Because You're Mine"; Mills Bros.' "Hawaiian Hits"; Billy Vaughn's "Golden Waltzes"; Earl Palmer's "Drumsville."

The Liberty dates are: Johnny Mann Singers' "Ballads Of The King, Vol. 2 (Tribute to Frank Sinatra)"; Felix Slatkin's "Magnificent 12."

### "Fair" Promo



NEW YORK—Ann-Margret recently guested on the Ed Sullivan TV'er and promoted the 20th Century Fox production of "State Fair" in which she has a co-starring role. The TV audience saw the screen test that won the lark her role in the flick. Currently, Ann-Margret is clicking with "What Am I Supposed To Do" on Victor. Last week she was the subject of comment in the press for her interesting rendition of "Bachelor In Paradise" on the Academy Awards show.

## Liberty Names New Distributors

HOLLYWOOD—Don Bohanan, national sales manager of Liberty Records, has announced that two new distributors for the label have been set in two markets. In Houston, Texas, J. A. Walsh & Company will handle all Liberty-Dalton products, while Billings, Montana will be serviced by Central Distributing.

## Atlantic's "No Strings" LP Includes 4 Performers

NEW YORK—Four artists on the Atlantic label take part in a "after-theatre" LP of 12 songs from the score of Richard Rodgers' new musical, "No Strings."

Performing the songs are Lavern Baker, Chris Conner, Herbie Mann and Bobby Short. Mann, Al Cohn and Bobby Scott wrote the arrangements.

The idea of doing such an unusual LP came about when Atlantic prexy Neshui Ertegun saw a preview of the show and felt that the material, which impressed him, would be "ideal" for several of the label's artists.

Two of three new jazz singles from Atlantic feature sides from package: Herbie Mann's "La La La" (with "Carnival"), Chris Connor's "The Sweetest Sounds" (with "Opportunity"). Third deck is The Mitchell-Ruff Trio's "Gypsy In My Soul" and "Street Of Dreams."

## GLG Goes Real Estate

NEW YORK—Ken Greengrass, head of GLG Productions, has announced further expansion of the firm into the real estate field, with the initial project to be the building of a swank new motel in the Virgin Islands.

GLG, which also includes Steve Lawrence and Eydie Gorme as principals, has been primarily concerned with activities in the entertainment field, producing records, management of talent, etc. The plans to expand into other areas have been blueprinted for some time, Greengrass stated, and the construction activity in the Virgin Islands, as well as activities in the investment field, are the initial moves in the expansion program.

Also currently under study by GLG is the production of a network television series for the 1962-63 season.

## Barry Mann & Spouse Click As Writing Team

NEW YORK—Teen-market clefters Barry Mann and his wife Cynthia Weill represent strong behind-the-scenes success in today's disk scene after only a year of writing together.

The pair has collaborated on four tunes that are current Top 100 entries. These are "Uptown" by The Crystals on Phylles (38), "If A Woman Answers" by LeRoy Van Dyke on Mercury (46), "Come Back Silly Girl" by The Lettermen (49) and "Conscience" by Jimmy Darren on Colpix (68).

Previous chart numbers by the team were "Bless You" (Tony Orlando) and "A Girl Has To Know" (The G-Clefs).

With other writers, they have been responsible for such other Top 100 efforts as "I Love How You Love" (The Paris Sisters), "Who Put the Bomp" (Mann himself), "The Way Of A Clown" (Teddy Randazzo), "I Could Have Loved You So Well" (Ray Peterson) and "She Say" (The Diamonds).

Mann and his wife publish their numbers through the hot Nevins-Kirshner organization.

# Tarr Tells NARM Members Of Their "Changing Roles"

MIAMI BEACH—Though rack-jobbers have been active agents of change, they have also been forced to react to it, Irwin Tarr, RCA Victor Records' rack expert told NARM members during his speech last week at the association's convention. His topic, "The Changing Role of the Record Merchandiser," was the event's theme.

Noting changes that have affected the rack-jobber, Tarr said that "for incidental with the growth of your business has been the growth of the record clubs and above all the Discount House."

He said that the requirements for a successful rack-jobber operation, therefore far different from those only a few years ago.

"The result is that the record merchandiser is forced to constantly change and adapt his way of doing business—or perish.

"And many have perished! According to the records of my company, four of our rack customers went out of business (or at least the record business) in 1956; in 1957 seven firms disappeared; in 1958 another ten; in '59 28 passed on; in '60 they were joined by 27 more—and in 1961 all 14 more record merchandisers went to the dust."

Tarr noted that the total picture is not as grim as his casualty list would suggest. "For despite the disappearance of 87 firms, rack merchandiser sales in 1961 were the highest in history."

The following have been among the more significant changes in the past 10 years, according to Tarr:

"First, has been the growth of the specialty record merchandiser as contrasted with those who handle a variety of different products. By and large, those who breathe, eat and sleep only records apparently have been better able to cope with the implications of the business. Certainly their collective growth rates have been substantially greater than those firms handling many different types of products.

"Secondly, we've seen the emergence of the super-specialist: the firm concentrating on one specific type of retailer—be it discount store, variety store, supermarket, or Post Exchange. Still other firms appear to have achieved a measure of success by specializing exclusively in low priced records in a variety of outlets and leaving the regular business to others.

"Still another—and certainly one of the significant changes—has been the emergence of the large-scale service department—a growth from the original 4-foot racks with \$300 retail inventories to 1,500 square feet departments with 15, 20 or \$25,000 inventory. Such departments are no means unusual today."

To Tarr these changes add up to the fact that while some record merchandisers fade away, service distribution itself has come a long way in a few years from a purely impulse business to a much larger and more complex role in the industry.

"... we have lived through enough experiments of rack merchandisers in specific market areas," Tarr noted, "so know that if every NARM member was to close his doors tomorrow, millions of consumers would simply buy fewer records—or none at all."

Tarr feels that those firms which will be in the business 10 years from today will be those which note that "responsibility is the partner of privilege."

"They will be run by people who appreciated that records are not buttons—mere pieces of plastic with holes; who know that although price is important, there are appeals more potent than price; who are astute enough to make shopping their departments a pleasant adventure. Above all, they will be firms run by people who realize that rigid formulas won't always work in changing circumstances... and who have the acumen and courage to change.

## Top Turnout At NARM Miami Meet

(Continued from page 7)

The failure of the 33 1/3 rpm single was attributed to the lack of consumer education as well as the lack of such product. It was also indicated that the large sale of 45 adapters and spindles was evidence that the 45 single was firmly entrenched as the consumer's singles buying habit.

It was also stated that the jobber waits too long to buy singles and only jumps for new ones by proven artists. To this one jobber commented that what hits in one area is not necessarily good in another area.

However, both manufacturers and jobbers agreed that if you stick with the big names and wait too long before you buy the new names, a great many sales will be lost.

"Do singles make money for you and will you continue to handle them?" was another important panel topic. All agreed that singles were of great importance to all racks because they frequently are responsible for attracting people to a rack. And if trade publications are watched closely good profits can be made from singles. All indicated that they would continue to handle them.

Are EP's really dead and what about the compact double? One jobber suggested that EP's are not dead yet. They still do fairly well in the South, but there is a lack of such product. A manufacturer indicated that he does not produce EP's any more because there is no demand for them. Compact doubles were considered a lost cause because their price was too close to that of low end merchandise.

"Is the price of the single [as compared with the price of low end LP's] the cause for the slump in singles sales?" It was agreed that price was no factor. The Victor 49¢ single was mentioned as evidence, although not necessarily conclusive proof. But the cause of the slump was attributed to the shorter life of a single hit (4 to 5 weeks) as compared with the life of a hit some years back (15 or 16 weeks).

Jobbers all agreed on the great value of decorative, color sleeves on singles. It was suggested that stock photos not be used and a change of photo with each new release is very beneficial.

## Marek On Creativity

(Continued from page 7)

Third, titling creativity. "Would 'My Fair Lady' have been as popular if it had been titled... 'Pygmalion'?"

Marek went on to say that the rack jobber also plays an important role in creativity. "You have demonstrated it in the displays which you have developed... in promotions you have sponsored... in the guidance and counsel you have given retailers. However, if you permit me to say so, there are two rack jobber fellows who are not creative... Stanley Statistician who buys his record by the slide rule." Past performance seems to be his only guide and Stanley is misled by cold statistics in a warm entertainment business. "The other fellow I am scared of I'll call William the Wheeling, Dealing Derivish." His only concern is "what's the deal today?" He of course is the man whose rack is loaded down with records purchased at a good price but which refuse to move off the shelf.

However, Marek indicated that these people were the exception rather than the rule and went on to praise the rack jobber for making more music available to more people in more places.

## Wallich's Address

(Continued from page 7)

Merchandisers have two alternatives involving the exercise of both your economic power and your responsibility to the industry."

Wallichs cited these examples:

"1. You can load up your customers with 'smart buys,' 'sharp deals' merchandise. Or, following a more responsible course, you can plan your product selections with repeat business in mind, hoping to change the 'impulse' buyer into a regular customer.

"2. You can make 'cherry picking' your sole philosophy and place before your customers a strictly limited selection of merchandise—nothing but current 'top hits.' Or, recognizing your share of the responsibility for the future of the industry, you can work with the manufacturers to build long-range artists and give recognition to good catalog sellers.

"3. And finally, to take just one more example, you can unfairly 'whipsaw' one manufacturer against another, with your demands on all manufacturers predicated on the offerings of the one most liberal. Or—you can realize that the capacity to 'squeeze' and 'be squeezed' is never limitless."

Wallichs said that in each of the materially influence their fortunes and that of manufacturers. "... I cannot view your future with anything but optimism—assuming, as I know, that you will continue to interweave sound business practice with increased product knowledge and high ethical standards."

## Detroit's Aurora Closes; Lines Assigned To Distributors

DETROIT—Aurora Distributors, big Detroit distributor, ceased operations last week.

Harvey Kahn, who headed the operation, in association with Henry Droz and Johnny Kaplan, has joined Music Merchants Record Distributing, also Detroit, in an executive sales capacity, effective May 1.

Droz and Kaplan, who also own Detroit's Arc Record Distributing and Jay Kay Records Distributing, respectively, are making arrangements for the transfer of lines to their distributorships.

The VeeJay line has moved to Jay-Kay through a decision by the label's Red Schwartz, and it is understood that Berry Gordy, head of the Tamla-Motown setup, will divide his lines between the two operations.

The Epic and Scepter labels, including Scepter's Wand affiliate, are now being handled in Detroit by Music Merchants.

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ELVIS PRESLEY	Gladys Music, Inc.
ANYTHING THAT'S PART OF YOU	RCA
ELVIS PRESLEY	Gladys Music, Inc.
WHAT'S YOUR NAME	BIGTOP
DON & JUAN	Hill and Range Songs, Inc.-Nan Coz
CAN'T HELP FALLING IN LOVE	RCA
ELVIS PRESLEY	Gladys Music, Inc.
GINNY IN THE MIRROR	BIGTOP
DEL SHANNON	Vicki Masle Inc.-Hill & Range Songs, Inc.
ANY DAY NOW	WAND
CHUCK JACKSON	Plan Two Music, Inc.
TWISTING FEVER	COL PIX
THE MARCELS	St. Louis Music, Inc.
THE BIG BATTLE	COLUMBIA
JOHNNY CASH	Johnny Cash Music, Inc.
LIZZIE BORDEN	KAPP
CHAD MITCHELL TRIO	Hill & Range Songs, Inc.
BABY IT'S YOU	SCEPTER
THE SHIRELLES	Dolfin Music, Inc.-Mary Jane Pub. Co. Inc.
WAITING FOR CHARLIE	ARGO
ETTA JAMES	Dolfin Music, Inc.
MEXICAN DIVORCE	ATLANTIC
THE DRIFTERS	Plan Two-Waldon-Quartet
HILL AND RANGE SONGS, INC.	1619 Broadway, New York, N. Y.

## Jazzists Write For D.C. Jazz Fete

NEW YORK—Seven jazz writers have been commissioned to write works to be performed during the "First International Jazz Festival: Washington, D.C.," set for the nation's capital from May 31-June 3, sponsored by the President's Music Committee of the People-to-People Program.

Broadcast Music, Inc., in cooperation with the Festival Planning Committee, has commissioned works by J. J. Johnson, Andre Hodeir, Gunther Schuller, Edgar Summerlin, Jimmy Giuffre, George Russell and Lalo Schifrin.

## Mail Orders For Monk "Seven" LP

NEW YORK—The original-cast LP of Julius Monk's "Seven Come Eleven" review, produced by Columbia Records Productions, can be purchased through the mails, as well as at the Upstairs at the Downstairs, the N.Y. nitery where the offering is being showcased. Last week's issue carried a story that the LP, listing at \$5, was available only at the club.

## Moon Promo



NEW YORK—Dany Saval stopped by WINS last week to help promote Walt Disney's "Moon Pilot" flick in which she has a starring role and "Seven Moons," the Vista single from the movie. Shown (left to right) are WINS spinner Murray Kaufman, Dany and Stu Walker, music librarian at the station.



# CASH BOX TOP 100'S PUBLISHERS

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

ANNIE GET YOUR YO-YO	54	MASHED POTATO TIME	2
(Don BMI)		(Rice-Mill BMI)	
ANY DAY NOW	76	*MEET ME AT THE TWISTIN'	100
(Plan Two-ASCAP)		PLACE	
ANYTHING THAT'S PART OF YOU	53	(Kags-BMI)	
(Gladys ASCAP)		MEMORIES OF MARIA	63
AT THE CLUB	50	(Acuff-Rose-BMI)	
(Tangerine-BMI)		MIDNIGHT IN MOSCOW	21
*BALBOA BLUE	100	(Melody Trails BMI)	
(Lock-E. D. M.-ASCAP)		MOST PEOPLE GET MARRIED	71
BALLAD OF THUNDER ROAD	91	(Famous-ASCAP)	
(Leeds ASCAP)		NUMBER ONE MAN	78
BIG DRAFT, THE	64	(LeBill-BMI)	
(Various Publishers)		NUT ROCKER	26
BLUES (STAY AWAY FROM ME)	70	(Kim Fowley-BMI)	
(Lois-BMI)		OLD RIVERS	47
CATERINA	42	(Glo-Mac, Metric-BMI)	
(Roncom-ASCAP)		ONE WHO REALLY LOVES YOU	35
CINDERELLA	39	(Jobete BMI)	
(Vin-Sun ASCAP)		OUR ANNIVERSARY	97
COME BACK SILLY GIRL	49	(Keel BMI)	
(Aldon-BMI)		PATTI ANN	56
CONSCIENCE	68	(Escort-BMI)	
(Aldon-BMI)		PLAY THE THING	92
*COUNT EVERY STAR	89	(Duchess BMI)	
(George Paxton-ASCAP)		PLEASE DON'T ASK ABOUT BARBARA	43
CRY, BABY, CRY	65	(Aldon-BMI)	
(Jersey-BMI)		P.T. 109	17
DEAR ONE	12	(Cedarwood-BMI)	
(Maureen BMI)		RAINS CAME	83
DR. FEEL-GOOD	96	(Crazy Cajuncorette BMI)	
(Sigma BMI)		RUNAWAY	87
DON'T BREAK THE HEART THAT LOVES YOU	13	(Vickie-BMI)	
(Francon-ASCAP)		SHE CAN'T FIND HER KEYS	32
*DON'T PLAY THAT SONG (YOU LIED)	77	(Arch ASCAP)	
(Progressive-BMI)		SHE CRIED	19
DREAM BABY	25	(Trio BMI)	
(Combine-BMI)		SHE'S GOT YOU	59
DUKE OF EARL	48	(Pamper BMI)	
(Conrad BMI)		SHOUT (Part 1)	10
EVERYBODY LOVES ME BUT YOU	33	(Wemar, Nom-BMI)	
(Champion-BMI)		SHOUT SHOUT (Knock Yourself Out)	29
EVERYBODY'S TWISTIN'	81	(B'way ASCAP)	
(Mills-ASCAP)		SLOW TWISTIN'	5
FUNNY WAY OF LAUGHIN'	24	(Woodcrest ASCAP)	
(Pamper-BMI)		*SO THIS IS LOVE	94
GINNY COME LATELY	30	(Pattern-ASCAP)	
(Pogo ASCAP)		SOLDIER BOY	4
GOOD LUCK CHARM	3	(Ludix BMI)	
(Gladys ASCAP)		SOMETHING'S GOT A HOLD ON ME	20
*HEARTS	80	(Figure BMI)	
(East-West-ASCAP)		SOUL TWIST	18
HERE COMES THAT FEELIN'	61	(Kylinn BMI)	
(Doral-BMI)		STRANGER ON THE SHORE	6
HEY, BABY!	11	(Melin BMI)	
(LeBill BMI)		*SUGAR BLUES	100
HIDE NOR HAIR	37	(Pickwick-ASCAP)	
(Tangerine-BMI)		*TEACH ME TONIGHT	99
I FOUND A LOVE	67	(The Hub-ASCAP)	
(Peal BMI)		TELL ME	40
I LEFT MY HEART IN SAN FRANCISCO	85	(Odin Music ASCAP)	
(General-ASCAP)		THOU SHALT NOT STEAL	93
I LOVE YOU	75	(Acuff-Rose-BMI)	
(Chris-BMI)		TO LOVE SOMEONE	86
I SOLD MY HEART TO THE JUNKMAN	73	(Tricky & Recherche-ASCAP)	
(Mills-ASCAP)		TRA LA LA LA LA	55
I WILL	57	(Saturn-BMI)	
(Camarilli-BMI)		TUFF	82
IF A WOMAN ANSWERS	46	(Jec BMI)	
(Aldon BMI)		TWISTIN' THE NIGHT AWAY	15
*I'LL TAKE YOU HOME	88	(Kags BMI)	
(Sunflower, Annie, Earl-ASCAP)		TWIST, TWIST SENORA	16
*I'M ON MY WAY	95	(Rock Masters-BMI)	
(Westside-BMI)		TWISTIN' MATILDA	51
ITTY BITTY PIECES	74	(Pickwick-General ASCAP)	
(Good Songs BMI)		TWO OF A KIND	41
I'VE GOT BONNIE	44	(Acuff-Rose BMI)	
(Aldon BMI)		UPTOWN	38
*I WAS BORN TO CRY	79	(Aldon-BMI)	
(Disal-ASCAP)		VILLAGE OF LOVE	69
I WISH THAT WE WERE MARRIED	45	(Trianon-BMI)	
(Joy-ASCAP)		*WALK ON WITH THE DUKE	90
JAM (Part 1)	34	(Conrad, Karlan-BMI)	
(Cheltenham-BMI)		WHAT'D I SAY	28
JOHNNY ANGEL	1	(Progressive-BMI)	
(Post ASCAP)		WHAT'S YOUR NAME	23
JOHNNY JINGO	36	(Hill and Range ASCAP)	
(Dickson-ASCAP)		WHEN MY LITTLE GIRL IS SMILING	31
KING OF CLOWNS	60	(Aldon BMI)	
(Aldon-BMI)		WHERE HAVE ALL THE FLOWERS GONE	52
LET ME IN	22	(Fall River BMI)	
(Arc-Oae BMI)		WHITE ROSE OF ATHENS	84
LOVE LETTERS	8	(Schaefer-BMI)	
(Famous-ASCAP)		YOU ARE MINE	58
LOVE ME WARM AND TENDER	14	(Debmar-ASCAP)	
(Spanka-BMI)		YOU BETTER MOVE ON	27
LOVER, PLEASE	7	(Keve BMI)	
(Lyn-Lou-BMI)		YOU TALK ABOUT LOVE	66
*LOVERS WHO WANDER	72	(Saturn-BMI)	
(Disal-BMI)		YOU WIN AGAIN	62
*MARCH OF THE SIAMESE CHILDREN	98	(Rose-BMI)	
(Williamson-ASCAP)		YOUNG WORLD	9
		(Four Star BMI)	

\*Asterisk indicates first appearance on Top 100

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## ATCO

"Bobby Darin Sings Ray Charles"—Bobby Darin—33-140 (M)—SD 33-140 (S)  
"Stranger On The Shore"—Mr. Acker Bilk—33-129 (M)—SD 33-129 (S)

## ATLANTIC

"This Is My Beloved"—Lawrence Harvey—(M) 33-1367 (S)—SD 33-1367  
"Twist Party At The Roundtable"—Carl Holmes & Commanders—(M) 8062 (S)—SD 33 8062

## BLUESVILLE

"Tired Bein' Mistreated"—Henry Townsend (M) 1041  
"Don't Give Me"—Tampa Red—(M) 1043  
"That's All Right"—Blind Snooks Eaglin—(M) 1046

## BRUNSWICK

"Body & Soul"—Jackie Wilson—BL 54105 (M)—DL 754105 (S)

## CAPITOL

"Whispering Hope"—Jo Stafford/Gordon MacRae with Paul Weston, Cond.—T/ST 1696 (M)-(S)  
"Victor Herbert On Stage"—Roger Wagner Chorale—T/ST 1707 (M)-(S)  
"Kay Kyser's Greatest Hits"—T/ST 1692 (M)-(S)  
"The Shearing Spell"—George Shearing—T/ST 648 (M)-(S)  
"More German Beer-Drinking Music"—Alfons Bauer & Troupe—T/ST 10297 (M)-(S)  
"A Visit To Portugal"—Iuro Negro & Berta Cardoso—T/ST 10309 (M)-(S)  
"Percussions Mexicanas"—Tino Contreras—T/ST 10310 (M)-(S)  
"Frenchy"—Les Compagnons de la Chanson—T/ST 10311 (M)-(S)  
"Stars In Your Eyes"—The Four Freshman—T/ST 1682 (M)-(S)  
"Here Comes The Tennessee Ernie Ford Mississippi Showboat"—T/ST 1684 (M)-(S)  
"It's Fun To Square Dance"—Cliffie Stone—T/ST 1685 (M)-(S)  
"Big Beat Hammond"—Jackie Davis—T/ST 1686 (M)-(S)  
"I Rememer John Kirby"—Dave Pell—T/ST 1687 (M)-(S)  
"Cavalcade Of The American Band"—The Goldman Band with Richard Franko Goldman, Cond.—W/SW 1688 (M)-(S)  
"Love Embers And Flame"—Jackie Gleason—W/SW 1689 (M)-(S)  
"Pee Wee Hunt's Saturday Night Dancing Party"—T/ST 1690 (M)-(S)  
"Strange Enchantment"—Vic Damone—T/ST 1691 (M)-(S)  
"Piano Plus"—Lee Evans—T/ST 1708 (M)-(S)

## COLUMBIA

"Hey Kids, Let's Sing!"—Rosemary Rice—HL 9534 (M)  
"Moon River & Other Great Movie Themes"—Andy Williams—CL 1809 (M)—CS 8609 (S)  
"Swinin' Date Book"—John La Salle—CL 1713 (M)—CS 8513 (S)  
"A Fresh New Sound!"—The Three Young Men (From Montana)—CL 1749 (M)—CS 8549 (S)  
"Mr. Broadway Tony's Greatest Broadway Hits"—Tony Bennett—CL 1763 (M)—CS 8563 (S)  
"Frank Loesser's Guys & Dolls"—The Kirby Stone Four—CL 1714 (M)—CS 8514 (S)  
"Bob Dylan"—CL 1779 (M)—CS 8579 (S)  
"The Electrifying Aretha Franklin"—CL 1761 (M)—CS 8561 (S)  
"Hymns From The Heart"—Johnny Cosh—CL 1722 (M)—CS 8522 (S)  
"This Time It's Love"—The Hi-Lo's—CL 1723 (M)—CS 8523 (S)  
"Love Is A Necessary Evil"—Don Elliott & Orch with Irma Curry—CL 1753 (M)—CS 8554 (S)  
"Ray Price Sings San Antonio Rose"—CL 1756 (M)—CS 8556 (S)  
"Sentimental Serenade"—Jerry Murad's Fabulous Harmonicats—CL 1757 (M)—CS 8557 (S)  
"Andre Previn And J.J. Johnson Play Kurt Weill's 'Mack The Knife & Biloba Song and other Music from Threepenny Opera, Happy End, Mohogony'—CL 1741 (M)—CS 8541 (S)  
"All American In Jazz"—Duke Ellington and his Orch—CL 1790 (M)—CS 8590 (S)  
"S. Continental"—Ray Conniff Orch & Chorus—CL 1776 (M)—CS 8576 (S)  
"Music From The Broadway Hit Show 'All American'—The All Stars—CL 1791 (M)—CS 8591 (S)  
"El Twist!"—Roger King Mozian And His Latin Twisteros—EX 5076 (M)—ES 1776 (S)  
"Enamorada Very Much In Love"—Roberto Yones with Lucio Milena & His Orch—ES 5072 (M)  
"3 Guitarras Tiene Sabicas"—EX 5057 (M)—ES 1757 (S)

## CORAL

"Don't Mess With Tess"—Theresa Brewer—Coral CRL 57414 (M)—CRL 757419 (S)  
"Songs Everybody Knows"—Big "Tiny" Little—CRL 57412 (M)—CRL 757412 (S)

## DECCA

"Hits From Hollywood"—Carmen Cavallaro—DL 4274 (M)—DL 74274 (S)  
"The Best Songs Are The Old Songs"—Guy Lombardo—DL 4268 (M)—DL 74268 (S)  
"Under Italian Skies"—Wayne King—DL 4233 (M)—DL 74233 (S)  
"Brazen Brass Goes Satin"—Henry Jerome—DL 4226 (M)—DL 74226 (S)  
"Street Of Dreams"—Warren Covington—DL 4208 (M)—DL 74208 (S)  
"Champagne & Bongos"—Irving Fields Trio—DL 4238 (M)—DL 74238 (S)  
"Latin Sil"—Warren Covington—DL 4208 (M)—DL 74208 (S)  
"Earl After Dark"—Earl Grant—DL 4188 (M)—DL 74188 (S)

## MERCURY

"No Strings" (With Strings)—Rolph Burns & Orch.—LN 3840 (M)—BN 630 (S)  
"Exploding Drums!"—Panama Francis—LN 3839 (M)—BN 629 (S)

"From The Second City"—The Second City Players—OCS 6203 (M)—OCM 2203 (S)  
"How To Speak Hip"—Del Close & John Brent—OCS 6205 (S)—OCM 2205 (M)  
"Go On Home"—Patti Page—SR 60689 (S)—MG 20689 (M)

## MOODSVILLE

"Eastern Sounds"—Yusef Lateef—(M) MV22 (S) MV22  
"Gold Old Broadway"—Coleman Hawkins (M) MV23 (S) MV23

## NEAR EAST

"Golden Songs Of Greece"—Spero Spyros (M) 45001 (S) 45001  
"More Golden Songs Of Greece" (M) 45002 (S) 45002

## NEW JAZZ

"Young Blues"—Lorry Young—(M) 8264  
"Where?"—Ron Carter (M) 8265

## PRESTIGE

"Hip Twist"—Shirley Scott—7226 (M) 7226 (S)  
"Up Tight"—Gene Ammons—(M) 7208 (S) 7208  
"Gettin' The Message"—Johnny Hammond Smith (M) 7271 (S) 7271  
"Hip Soul"—Shirley Scott (M) 7205

## PRESTIGE INTERNATIONAL

"Louisiana Blue Grass"—Louisiana Honeydrippers—13035 (M)  
"I'm A Stranger Here"—Tony Saletan (M) 13036  
"Gateway To The Great Smokies"—Obroy Ramsey (M) 13030  
"Twilight Songs Of Israel"—Ron Eliran (M) 13046  
"Traditional Songs Of Ontario"—(M) 25014  
"Music Of New Guinea" (M) 25013

## REPRISE

"Everybody's Doin' It"—The Souvenirs—R 6027 (M)—R 96027 (S)  
"French Style"—Dean Martin—R 6021 (M)—R 96021 (S)  
"Of Shore"—Leo Diamond—R 6024 (M)—R 96024 (S)  
"Songs Of Couch & Consulation"—Katie Lee—R 6025 (M) R 96025 (S)  
"Wild Wonderful Wynona"—Wynona Carr—R 6023 (M)—R 96023 (S)  
"Reprise All-Star Spectacular"—R 6028 (M) R 96028 (S)  
"Souvenirs Of New York"—Dick Leibert—R 6026 (M)—R 96026 (S)  
"Two Sides Of Calvin Jackson"—R 6022 (M)—R 96022 (S)

## PHILLIPS

"Dixie Gone Dutch"—Dutch Swing College Band—PHM 200/010 (M)—PHS 600/010 (S)  
"Thank The Lord"—The Gospel Tones—PHM 200/014 (M)—PHS 600/014 (S)  
"Hearstille Benjamin's Virgin Island Steel Band"—PHM 200/015 (M)—OHS 600/015 (S)  
"Twist To The Great Blues Hits"—The Blue Barons—PHM 200/017 (M)—PHS 600/017 (S)  
"The Hush Brown Sounds"—Hash Brown And His Igunyt Strings—PHM 200/018 (M)—PHS 600/018 (S)  
"Johnny Hollyday Sings America's Rockin' Hits"—Johnny Hollyday—PHM 200/019 (M)—PHS 600/019 (S)  
"Unpredictable"—Patrice Munsel with the Phil Moore Orch—PHM 200/020 (M)—PHD 600/020 (S)

## RCA VICTOR

"Doo Wacka Doo"—Doo-wackadoodlers—LPM 2509 (M)—LSP 2509 (S)  
"Homer & Jethro At The Convention"—LPM/LSP 2492 (M)—(S)  
"The Billy Graham Crusade Choir Sings For You"—LPM 2499 (M)—LSP 2499 (S)  
"In Times Like These"—George Beverly Shea—LPM 2503 (M)—LSP 2503 (S)  
"Precious Memories"—The Blackwood Brothers Quartet—LPM 2506 (M)—LSP 2506 (S)  
"Honky Tonk Hits By The Dozen"—Frankie Carle, His Piano & Orch.—LPM 2491 (M)—LSP 2491 (S)  
"One More Time"—Eddy Arnold—LPM 2471 (M)—LSP 2471 (S)  
"The Midnight Special"—Harry Belafonte—LPM/LSP 2449 (M)—(S)  
"Experiment In Terror"—Henry Mancini & Orch.—LPM/LSP 2442 (M)—(S)  
"Twistin' 'N' Twangin'"—Duone Eddy—LPM/LSP 2525 (M)—(S)  
"The Bridge"—Sonny Rollins—LPM/LSP 2527 (M)—(S)  
"Twistin' The Night Away"—Sam Cooke—LPM/LSP 2555 (S)—(M)  
"Honky Tonk Hits By The Dozen"—LPM 2491 (M)—LSP 2491 (S)

## RCA INTERNATIONAL

"Overtures On Parade"—The Band Of The Coldstream Guards conducted by Major Douglas A. Pope—FPM 105 (M)—FSP 105 (S)  
"Music & Songs From Italian Films Of International Fame"—FOC/FSO 4 (M)—(S)

## JAZZ

"Hank Locklin"—CAL 705 (M)  
"Most Requested"—Richard Malby & His Orch.—CAL 711 (M)  
"Showstopper/Diahann Carroll"—CAL 695 (M)—CAS 695 (S)  
"Souvenir D'Italie"—Living Strings—CAL/CAS 696 (M)—(S)

## ATLANTIC

"Oh Yeah"—Charlie Mingus—L.P. 1377 (M)—SD. 1377 (S)  
"Jazz With A Twist"—Slide Hampton—L.P. 1379 (M)—SD. 1379 (S)  
"Herbie Mann At The Village Gate"—SD 1380 (S)—L.P. 1380 (M)

## BLUE NOTE

"Honk Mobley/Workout"—Grant Green, Wynton Kelly, Paul Chambers, Philly Joe Jones—Blue Note 4080 (M)  
"Grant Green/Grandstand"—Yusef Lateef, Jack McDuff and Al Harewood—Blue Note 4086 (M)  
"Ike Quebec/Heavy Soul"—Freddie Roach, Milt Hinton and Al Harewood—Blue Note 4093 (M)  
"Stanley Turrentine/Dearly Beloved"—Little Miss Cott, Roy Brooks—Blue Note 84081 (S)  
"Leo Parker/Let Me Tell You Bout It"—John Burks, Bill Swindell, Yusef Salim, Stan Conover, Purnell Rice—Blue Note 84087 (S)

## COLUMBIA

"A Jazz Version Of The Broadway Hit Subways Are For Sleeping"—Dave Grusin At The Piano—LN 3829 (M)—BN 622 (S)  
"The Golden Years"—Billie Holiday Volume I—CL 1758 (M)  
"The Golden Years"—Billie Holiday Volume II—CL 1759 (M)  
"The Golden Years"—Billie Holiday Volume III—CL 1760 (M)

## PHILLIPS

"Jazz Structure"—Howard Runsey's Lighthouse All-Stars—PHM 200/012 (M)—PHS 600/012 (S)

## CLASSICAL

## COLUMBIA

"Passover Seder Festival"—Richard Tucker, Tenor—ML 5736 (M)—MS 6336 (S)  
"Sviatoslav Richter At Carnegie Hall"—October 28, 1960—ML 5725 (M)  
"French Music For Piano-Four Hands"—Robert & Goby Casadesu—ML 5723 (M)—MS 6323 (S)  
"Torroba: Concierto De Castilla"—Renata Tarrago, Guitarist Orquesta de Conciertos de Madrid Jesus Aramborri, Con.—ML 5722 (M)—MS 6322 (S)  
"Arias, Anthems & Chorales of the American Moravians, Vol. 2"—The Moravian Festival Chorus & Orch. cond. by Thor Johnson—ML 5688 (M)—MS 6288 (S)  
"Mozart: Duo No. 1 in G Major for Violin & Viola, K.423"—Joseph Fuchs, Vio. Lillian Fuchs, Vio.—ML 5692 (M)—MS 6292 (S)  
"Don Juan, Opus 20"—Richard Strauss—The Phil. Orch. Eugene Ormandy Cond.—ML 5724 (M)—MS 6324 (S)  
"Madame Butterfly"—Puccini—Andre Kostelanetz & His Orch.—CS 8587 (S)  
"Mahler: Symphony No. 3 In D Minor New York Philharmonic"—Leonard Bernstein, Cond.—ML 5734 (M)—MS 6334 (S)

## EPIC

"Locotelli L'Arte Del Violin"—Roberto Michelucce, Vio. "I Musici"—LC 3827 (M)—BC 1155 (S)  
"Schumann: Symphony No. 2 in C Major, Op. 61"—The Cleveland Orch. George Szell, Conductor—LC 3832 (M)—BC 1159 (S)  
"Handel: Concerto Grosso In B. Flat Major, Op. 6 No. 7"—  
"Handel: Concerto Grosso In C Minor Op. 6 No. 8"—  
"Handel: Concerto Grosso In F Major, Op. 6 No. 9"—Handel Festival Orch. Holle Horst-Tanu Morgraf, Conductor—LC 3833 (M)—BC 1160 (S)  
"Elliott Carter: Double Concerto For Harpsichord & Piano With Two Chamber Orch.—Ralph Kirkpatrick, Harpsichordist; Charles Rosen, Pianist; Chamber Orchestras conducted by Gustav Meir—LC 3830 (M)—BC 1157 (S)  
"Leon Kirchner: Concerto For Violin, Cello, Ten Winds & Percussion"—Tassy Spivakovsky, Violinist; Aldo Parisot, Cellist; Chamber Orch. conducted by Leon Kirchner—LC 3830 (M)—BC 1157 (S)  
"Beethoven: Piano Sonata No. 17 In D Minor, Op. 31 No. 2 & 3"—Clara Haskii Pianist—LC 3831 (M)—BC 1158 (S)

## PHILLIPS

"I Musici"—Playing music for strings by Barber, Bartok, Britten, & Respighi—PHM 500-001 (M)—PHS 900-001 (S)  
"The Vienna Choir Boys"—singing songs and choruses by Schubert and Brahms—PHM 500-002 (M)—PHS 900-002 (S)  
"Mozart: Symphony No. 36 in C Major ('Linz')—Symphony No. 38 in D Major ('Prague')—Eugen Jochum conducting the Concertgebouw Orch.—PHM 500-003 (M)—PHS 900-003 (S)



# ENGLAND

The five-month old strike between the independent television companies and Equity—the actors union—is over. A compromise has been reached concerning fees paid to artists which, in future, will relate to the size of the audience. One of the first shows to benefit is Val Parnell's "Sunday Night At The London Palladium" (which celebrates its 250th performance this month). Singers and dancers suspended during the strike will be seen again and many more top line stars will be available including Lonnie Donegan and Vera Lynn (April 22), Pat Boone (April 29) and Eartha Kitt and Frankie Vaughan (May 6).

Cliff Richard wins his second gold disk as world sales for "The Young Ones" reaches the million mark. British sales alone are only 70,000 short of the goal. Cliff's first gold disk award was in 1959 for "Livin' Doll."

By switching its hour long "Spectacular" from Mondays at 8:00 p.m. to Fridays at 10:00 p.m. EMI Records gains more peak time listening on Radio Luxembourg. It hopes to add about 750,000 listeners to the 25,000,000 who already tune in to their 16 shows per week (8½ record plugging hours).

The anti-smoking campaign sparked off by the Royal College of Physicians report linking cigarette smoking with lung cancer has been extended to disks. Transatlantic Records issued an EP "No Smoking" in which a psychologist under the pseudonym Dr. Keith Cameron explains why people smoke, what the results can be and how to give it up. If all the people who want to stop smoking buy the record sales should be brisk. Plans are going ahead for "No Smoking" to be released in South Africa, Australia and New Zealand. Transatlantic, who specializes in instructional disks report that "The Biology of Sex" first in its "Live With Love" series is now selling throughout the world and will shortly be released in America. Two follow-up disks dealing with marriage problems are scheduled for September release.

Coincidental with her recent season at London's Savoy Theatre Philips issued an LP "Juliette Greco Showcase." Eleven of the tracks are from her stage show. Agent and manager Tito Burns currently visiting Hollywood, Las Vegas, Chicago, and Philadelphia. Burns hopes to arrange a return visit for Bobby Vee and Tony Orlando, whom he recently brought over with great success. He will also set up contracts with other American artists to visit England in the fall.

In London for talks with Sir Edward Lewis and Decca executives Dario Soria, vice president of RCA Victor and head of the international liaison department with Peter Baumberger, vice president of RCA International Ltd. The visit is part of a personal tour by Soria and Baumberger of all RCA's European licensees. They will determine RCA's position in the Common Market as it is today and as it will be if Britain joins.

At its 6th annual golden disk luncheon in London the Variety Club of Great Britain paid tribute to the record industry for its support in the Club's work for sick children. Those attending included Sir Joseph Lockwood, Chairman of EMI and L. G. Wood, managing director EMI Records, Decca chairman Sir Edward Lewis, Louis Benjamin of Pye, Geoffrey Everitt of Radio Luxembourg and EMI a&r manager Norrie Paramor. Artists were represented by Ronnie Carroll, Alma Cogan, Adam Faith, Acker Bilk and John Leyton.

Ace composer Johnny Worth—writer of hits for many of Britain's top recording stars, now makes a bid for the charts himself, with his own composition "You Know What I Mean" on Columbia. Johnny has written "What Do You Want" and "Poor Me" for Adam Faith as well as numbers for Eden Kane and Anthony Newley. "You Know What I Mean" is published by David Platz of Essex Music who is currently in New York for discussions with Howie Richmond and Al Brackman of Hollis Music.

Monty Lewis, managing director of Rainbow Records, and Cy Leslie of Pickwick International, New York, announced the formation of a new company to be known as Pickwick International Great Britain Ltd. The first release scheduled for the fall will be low-priced LPs retailing at under £1 (\$2.80), made up of lines marketed in the States by Pickwick, including Bravo, Design and International Award. Catalog will range from pops to classical with strong emphasis on show music. They will also release a large number of kiddie disks from the Cricket catalog. In addition to normal factor and retail channels distribution will also be via supermarkets. Monty Lewis was responsible for introducing rack jobbing into this country some 18 months ago with the Gala line. For the time being Lewis will continue to operate Rainbow Records as a separate entity but it will eventually be absorbed into the overall organization.

Columbia issued a special LP release "It's Trad Dad" featuring top stars and numbers from the film of the same title. Tracks are by Helen Shapiro, John Leyton, Gene McDaniels, Craig Douglas, Gene Vincent, Chubby Checker and the bands of Terry Lightfoot, Acker Bilk, Chris Barber and The Temperance Seven.

Decca hosted a reception for celebrated conductor Herbert Van Karajan and Willi Boskovsky, leader of The Vienna Philharmonic Orchestra at London's Festival Hall where they gave three concerts. To coincide with the visit Decca released a 12" LP of Holsts "The Planets" by Van Karajan and The Philharmonic Orchestra.

The Temperance Seven's latest disk "Sahara" (Parlophone) was penned in 1924 by Horatio Nicholls, alias publisher Lawrence Wright. Wright recalls that the first of many recordings was by The Savoy Havana Band on another EMI label—Columbia—nearly 40 years ago. Then, as now, a live camel was used to promote the number.

Publisher Cyril Gee of Mills Music and composer Leroy Anderson have a mutual interest in three disks issued by Pye. The trad version of "Forgotten Dreams" by Jim McHarty's Scotsville Jazz Band (Atlantic in US); a vocal version by Don Nielson making his debut on Piccadilly and on the same label another Anderson composition "Shall I Take My Heart And Go" by Penny (wife of TV m.c. Bruce Forsyth).

Another swinging publisher is Bill Philips of KPM with Brenda Lee's "Speak To Me Pretty" on Brunswick and Kenny Dodd's "Pianissimo," which is currently No. 3 in Best Selling Sheet Music Lists and "Hey Baby" by Bruce Channel on Mercury.

"Johnny Angel," which has taken Shelly Fabares to the No. 2 position in the States on Colpix (number one in America) is released here on Pye International. 16-year old Patti Lynn has waxed a cover version on Fontana.

With a string of radio and TV shows lined up publisher Bob Kingston of Southern Music expects big things from "Lonely City" by John Leyton. For Southern's Iver Record Company The Dale Sisters have recorded "The Road To Love" for release on Ember International.

Disk versions of themes from TV shows are very popular here. We already have themes from "Z Cars," "Maigret," "Dr. Kildare," "The Avengers" etc. and now Tony Hatch and his Orchestra add two more with their latest Pye waxing "Perry Mason" and "Ben Casey," which has also been recorded by Ted Heath on Decca.

Two musicals already seen on Broadway open in London shortly. One American show "Mary Sunshine" and one British "Sail Away" by Noel Coward. Music from both shows published by Chappell. Filmwise they have a formidable line up including "Road To Hong Kong," "State Fair," due here in April starring Pat Boone and Bobby Darin, and in the future "Lolita," and "The Music Man."

## England's Best Sellers

1. Wonderful Land—The Shadows (Columbia) (FD&H)
2. Can't Help Falling In Love—Elvis Presley (RCA) (Manor)
3. Dream Baby—Roy Orbison (London) (Combine)
4. Hey Baby—Bruce Channel (Mercury) (Peter Maurice)
5. Twistin' The Night Away—Sam Cooke (RCA) (Kags)
6. Tell Me What He Said—Helen Shapiro (Columbia) (Ardmore & Beechwood)
7. Wimoweh—Karl Denver (Decca) (Essex)
8. Hey Little Girl—Del Shannon—London (Vicki)
9. March Of The Siamese Children—Kenny Ball (Pye) (Williamson)
10. Stranger On The Shore—Acker Bilk (Columbia) (Sherwin)
11. Let's Twist Again—Chubby Checker (Columbia) (Aberbach)
12. A Hole In The Ground—Bernard Cribbins (Parlophone) (Noel Gay)
13. Dr. Kildare Theme—Johnny Spence (Parlophone) (Robbins)
14. Theme From Z Cars—Johnny Keating (Piccadilly) (Essex)
15. When My Little Girl Is Smiling—Craig Douglas (Top Rank) (Aldon)
16. Softly As I Leave You—Matt Monro (Parlophone) (Robbins)
17. The Wanderer—Dion (HMV) (Dominion)
18. Never Goodbye—Karl Denver (Decca) (Palace)
19. When My Little Girl Is Smiling—Jimmy Justice (Pye) (Aldon)
20. The Young Ones—Cliff Richard (Columbia) (Harms-Whitmark)

## England's Top Ten LP's

1. The Young Ones—Cliff Richard—(Columbia)
2. West Side Story—Soundtrack (Philips)
3. Blue Hawaii—Elvis Presley (RCA)
4. Tops With Me—Helen Shapiro (Columbia)
5. Black & White Minstrel Show—George Mitchell (HMV)
6. South Pacific—Soundtrack (RCA)
7. The Shadows—The Shadows (Columbia)
8. The Roaring Twenties—Dorothy Provine (Warner Bros.)
9. Take Good Care Of My Baby—Bobby Vee (London)
10. Wimoweh—Karl Denver (Decca)

## England's Top Ten EP's

1. Spotlight On The Shadows—The Shadows (Columbia)
2. Helen's Hit Parade—Helen Shapiro (Columbia)
3. King Of The Twist—Chubby Checker (Columbia)
4. The Shadows—The Shadows—(Columbia)
5. The Shadows To The Fore—The Shadows—(Columbia)
6. Helen—Helen Shapiro (Columbia)
7. Cliff's Hit Parade—Cliff Richard (Columbia)
8. Kenny's Big Four—Kenny Ball—(Pye)
9. Kenny Ball's Hit Parade—Kenny Ball (Pye)
10. Four Hits And A Mister—Acker Bilk (Columbia)

## Holland's Best Sellers

1. Mexico (Bob Moore/London, Willy Schobben/Artone) (Acuff Rose Music, Benelux/Brussels).
2. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Amsterdam).
3. The Young Ones (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
4. Tanze Mit Mir In Den Morgen (Gerhard Wendland/Philips) (Benelux Music/Weert).
5. Happy José (Ching Ching) (Willy Schobben/Artone, Jack Rose/London, Jack Collier/Delta) (Uitgeverij J. Portengen/Haarlem).
6. Little Ship (Blue Diamonds/Decca) (Belinda/Amsterdam).
7. Norman (Sue Thompson/Funckler) (Acuff Rose Music Benelux/Brussels).
8. Jambalaya (Fats Domino/Imperial) (Chappell/Amsterdam).
9. Daar Mag Je Alleen Maar Naar Kijken (Johnny Hoes/Fontana, Johnny Jordaan/His Master's Voice) (Benelux Music/Weert).
10. Midnight In Moscow (Jan Burgens/Storyville) (Les Ed. Int. Basart/Amsterdam).

## Belgium's Best Sellers

(FLEMISH)

(WALLOON)

1. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
2. Mexico (Bob Moore / London) (World Music/Brussels).
3. The Fly (Chubby Checker/Columbia) (Belinda/Brussels).
4. Jambalaya (Fats Domino/Imperial) (Chappell/Paris).
5. Kissin' Twist (Jack Hammer/Ronnex) (Globe Music/Brussels).
6. Hoor Mijn Lied Violetta (Hear My Song Violetta) (Bobbejaan Schoepen/Decca) (World Music/Brussels).
7. La Paloma (Freddy/Polydor).
8. The Peppermint Twist (Joey Dee/Roulette) (World Music/Brussels).
9. De Bedelaar Van Parijs (Jerry & Mary Bey / Philips) (Benelux Music/Weert).
10. Walkin' Back To Happiness (Helen Shapiro/Columbia) (Ardmore & Beechwood/Brussels).
1. Viens Danser Le Twist (Let's Twist Again) (Johnny Hallyday/Philips) (Belinda/Brussels).
2. Romeo (Petula Clark/Vogue) (Ed. Raoul Breton/Brussels).
3. Les Millions D'Arlequin (Francis Linel/Ricordi) (Ed. Raoul Breton/Brussels).
4. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
5. Twist A St. Tropez (Les Chats Sauvages/Pathé) (Chappell/Paris).
6. The Peppermint Twist (Joey Dee & The Starlites/Roulette, The Cousins/Palette) (World Music/Brussels).
7. You Don't Know (Helen Shapiro/Columbia) (World Music/Brussels).
8. The Fly (Chubby Checker/Columbia) (Belinda/Brussels).
9. Jambalaya (Fats Domino/Imperial) (Chappell/Paris).
10. Si Tu Me Telephones (Johnny Hallyday/Philips) (French Music/Brussels).



# BENELUX

S. A. Gramophone, Brussels reports that a few days after the Eurovision Song Contest, Conny's record "Zwei Kleiner Italiener" sold over 10,000 copies! Undoubtedly and as far as the Benelux countries and Germany are concerned, this is the hit from the Eurovision Song Contest 1962.

Among new singles: "Goodnight, Irene, Twist" by Hoagy Lands (MGM), "Movin' In" by Danny Rivers (HMV), "Norman" by Carol Deene (HMV) and "Heart Of Stone" by John Leyton (HMV).

Belgian composers Al Verlaine and Winny are happy with the American recording of their tune "Salve Regina," recorded on Dot by The String Alongs under the new title "Sunday." The original Al Verlaine-recording will be released by Laurie Records. In Italy three local recordings of this tune are planned.

Landry Musical Productions recorded for Philips with The Jokers, top Belgian teenage-group. Titles are "Manneke Twist" and "Patokaan." Samples of this sparkling twist record will be mailed out immediately to all Philips-representatives all over the world. Landry Musical Productions also recorded the Norwegian hit "Soria Moria" with a 26-piece orchestra, coupled with "Mina," a song especially written for top Italian female singer Mina.

Joey Dee's Roulette-record of "Shout" expected to be an overnight hit. Upcoming hits are Sam Cooke's "Twistin' The Night Away," Presley's "Good Luck Charm" and "Norman" by Sue Thompson. Moonglow Records scores big success with "Moulin Rouge Twist," a record of local origin.

Italian singer Tony Renis, singer and composer of Italian top-disk "Quando, Quando, Quando," expected to appear soon on Flemish television.

Same song will be recorded in Spanish by Uruguayan vocalist Esteban.

"Radio Uilenspiegel," Belgium first pirate radio station, expected to be on the air in May. The ship, under Panamese banner, will broadcast from seven miles west of Knocke, in the North Sea. Belgian Government now trying to vote a new law to punish everyone (technicians, seamen, disk jockeys, etc.) helping "Radio Uilenspiegel," but it is unlikely they will succeed.

A group of French teenagers Les Pirates (Bel Air) is going to make a trip through the most principal towns in Belgium. This group is very popular in France. One of the hits they'll sing will be "Caroline." In the same program and on the same trip will also play John William and The Orchestra of Emile Sullon.

Discotrade told Cash Box that "Esperanza" by Nino de Murcia (Festival) and "Hey, Baby" by Bruce Channel (Mercury) are among its bestsellers.

Cash Box was informed by Mr. De Keukelère (Editions Moderny) that "Le Lecon De Twist" is achieving a great success. "Le Lecon De Twist" is the French version of "Twistin' The Twist." Among the best-sellers are records of Chubby Sax (T.N. Records) Dalida (Barclay), Vince Taylor (Barclay), Les Chaussettes Noires (Barclay), Tony Cortez (Radar), Richard Anthony (Columbia). Last but not least the version of Caterina Valente and Silvio Francesco (Decca) is very popular in the Benelux countries.

In Brussels and Antwerp (Belgium) "The Twist And Freeze" by Orlie (Top Rank) is hitting.

The director of Luna Records, communicated that the record by Willy Verbrugge "Bij Dag En Bij Nacht" (Ronnex) is making a good chance to come on the hit-parade.

A young Belgian artist, Burt Blanca, has made several records for record-company Pathé Marconi, Paris. Another young Belgian singer, Little Benny, will very soon make two new records on Victory.

Jack Hammer, a Ronnex artist, recorded many of his own compositions, which are still having success, for instance "Kissin' Twist," Boogie Woogie Twist," "Crazy Twist." As soon as possible Hammer's records will appear in the U.S.

## HOLLAND

Artone's purchase of the important Tivoli and Pythia catalogs, is certainly the hottest news from the Dutch Record Industry. The L.C. Intrass, former owners, were forced to cancel exploitation of these lines since the deeply regretted Hohner director J. v. d. Berg, who financed the first project, passed away. As all parties concerned showed tremendous interest in the purchase of these catalogs, Artone's top-rate management can be proud having succeeded to head the general competition. Tivoli is the Pop label that scored heavily in the past with "Laila" by The Regento Stars, "Sucu Sucu" by Ping Ping and "Sie Heist Susie" by Les Chromonas. Other artists include: The Spotlights TV vocal-group, The Pico's, accordion duo, Tommy Reilly, mouthorgan virtuoso, Duo The Munch, The Silhouettes and Milly Scott with The Darktown Jazz Band. The Pythia label, which presents a high-quality spoken-word series as well as an important religious line, features nearly all personalities from the Dutch actors and cabaret-stage, such as Lia Dorana, Ko van Dijk, Hans Bentz v.d. Berg, Ank v. d. Moer, Ellen Vogel, Johan Schmitz, Fie Carelsen, Johan Kaart, Johan Boskamp, Magda Jansens, Guus Hermus and Paul Steenbergen. According to Artone's President Bill. C. Slinger, "the acquisition of Tivoli and Pythia is another milestone in the Artone success story."

Artone's Funckler Department, managed by Pete Felleman, launched a new Extended Play Extraordinary Series from the important Argo jazz catalog. Artists featured include: Al Grey & The Basie Wing ("Last Of The Big Plungers"), Ahmad Jamal Trio with Strings ("Happy Moods"), Yusef Lateef Quintet ("Lateef Live") and The Ramsey Lewis Trio ("Stretching Out"). Contents of each disk have been selected with maximum care and series being packed in full-color sleeves with extensive liner info. The set of four is expected to become a success all over the Continent.

As was predicted in this column several issues ago, Sue Thompson's "Norman" (released by Artone's Funckler Dept. on the Funckler label in Benelux, Germany, Austria and Switzerland) zoomed into the Dutch charts and reached a proud place. In Belgium too, the Thompson smash is hitting hard with an 11th slot as a solid start. Artone-Funckler's faith in talented Sue's catchy chanting (her first deck, "Angel, Angel" & "Throwin' Kisses" was released in August of last year) paid off and on strength of "Norman," an EP of the same title was issued last week.

Under the monicker "De Zingende Zwerwer," veteran baritone Frans van Schaik brought back his wartime ditty "Ketelbinkie" on the Palette label, released by Artone's Funckler Dept. On March 31, Frans got a big chance to promote his deck in Holland's most popular TV spectacular "Saint Germain Des Prés," with the result that "Ketelbinkie" commenced selling immediately.

Cliff Richard and The Shadows started their first tour on April 6, The Cliff Richard Show, in the organization of which The Dutch Theatre Office, Paul Acket's "Muziek Expres" and Bovema's Columbia Dept. are participating,



# FRANCE

Top-seller at Pathe-Marconi is Richard Anthony's "Lecon de Twist (Twistin' the Twist)," the tune that holds the Number 3 spot on this week's Best Seller list.

Johnny Hallyday waxing of "Bebop a Lulah" in its original form promises to be a big hit. It will be interesting also to see the eventual reaction in other countries to the operation which consists of "internationalizing" Hallyday, who, it must be said, has crashed through all the barriers in France. And to be fair, we note that Hallyday owes much to Leon Cabat, who was the first to back his career.

Two events ought to warm the hearts of those who believe in the true French "chanson": one is the success that Gilbert Beaud is having at the Olympia Music Hall. On opening night, the crowd was so dense that the police and firemen had to be called out to keep things straight and even many VIP's, with their invitations in hand, were unable to enter the hall. None of Beaud's new songs seems slated to make the big hit class, but time alone will tell. . . . The second event was the one-nighter concert by Charles Aznavour at the Olympia (in the 'Musicorama' series). Aznavour will recreate on stage his latest tunes already recorded for Barclay, among which will be "Alleluia" and "Esperanza." After the recital the "Tout Paris" will celebrate at a reception given by Barclay at the Club de l'Etoile.

Rumor still has it, and is growing, that a big American firm is buying the Vega outfit and certain names are already being mentioned for administrative posts in the new set-up. More on this later.

Les Compagnons de la Chanson still out on a limb where their new contract is concerned, seem not yet to have come to a definite decision. Festival is waiting; Pathe's decision in one way or another is unknown.

Regis Tahar, Tutti publishers' contact man, is back in touch with the announcement that Annie Cordy and Les Hommes have waxed "Le marche des geueules noires." Robert Clause (RCA) is making a big impression on ABC Music Hall audiences with "Le Tango Twist." Jerry Mengo, this time using his real name, has recorded "Twist SNCF," another Salvador composition.

And back to the subject of "Clair de lune Maubeuge," the hit tune composed by P. Perrin. Perrin, who is a taxi driver and who sings between times for the Ricordi label, can be said to have now begun a career as composer that is breaking all records. His little tune that seemed almost a joke when it hit the market has now skyrocketed to the top of the lists and especially after the Bourvil recording.

Vogue's Leon Cabat is back in town after a long inspection tour which took him to Brussels, Frankfurt, and Montreux. Upon his return, he signed exclusive contracts with J. Ridef, Francoise Hardy and Micky Ameline. Something good should certainly come from one of these newcomers—or perhaps all of them.

Rita Cadillac, who has been missing from the news for some time, has attracted our attention with a recording of the hit tunes of 1900. As for Gerard Calvi, his latest waxing features the music he composed for "La Polka Des Lampions." While he was at it, he also waxed a new series of dance albums. Les Cyclones, also for the Vogue label, have come up with "Le Vagabond" and original and French version of "The Wanderer."

The music world has been awaiting with interest the release of "Fallait-il," recorded some months back by Edith Piaf. Now we have learned that the side will not be put on the market and another session will be slated. Meanwhile there's the Jean-Claude Pascal disk of the same tune available.

A few words on composer-singer Jacques Brel. The release of his recording on the Barclay label was previously announced, but it now appears that Philip has taken legal measure to prevent sale of the Barclay disks. Brel having recorded the same tunes formerly for Philips. On the other hand, Brel has signed a five-year exclusive contract with Barclay. Even so some months will be necessary before Brel turns out a new batch of songs for the Barclay label.

## France's Best Sellers

1. Le Lion Est Mort—(The Lion Sleeps Tonight). Recorded by H. Salvador. Publishing firm—Disques Salvador
2. Retiens La Nuit—J. Hallyday. Recorded by Charles Aznavour—George Garvarentz. Publishing firm—Philips
3. Lecon De Twist—(Twistin' the Twist)—D. Gérard—L. Morisse—Giuseppe Mengozzi. Recorded by R. Anthony—Mes Chaussettes Noires—Dalida—C. Valente. Publishing firm—Caravelle
4. Esperanza—Charles Aznavour—Cabrera. Recorded by Charles Aznavour—N. de Murcia. Publishing firm—French Music
5. Unclair De Lune A Maubeuge—C. Blondy—Pierre Perrin. Recorded by Bourvil. Publishing firm—Caravelle

## HOLLAND (Cont'd)

were on stage in Rotterdam on the 7th, in Amsterdam and The Hague on the 8th. Further artists in the program were Shirley and Harry Blik, The Ho Jumpers, all Imperial artists.

Robert Oeges, Bovema's Columbia-label manager told the Cash Box that "Mashed Potato Time" by Dee Dee Sharp would be released within 10 days from April 1. Oeges commented on Cliff's current arrival that this motion picture "The Young Ones" entered its 3rd week with tremendous success and crowded theatres. "Cliff's the talk of the town in Holland," said Oeges.

An extensive and strong sales campaign is in the making for the introduction of the Liberty-label to an even greater extent than ever before: window displays, leaflets and the "Stars Of Liberty" LP featuring 12 of the most important Liberty-stars with their greatest hits is being promoted with letters to all dealers and at a special price.

Cees Pompe, Warner Bros.—label manager of Bovema, reported that The Everly Brothers' hit "Crying In The Rain" has been received very well in the market.

Connie Francis' popularity in Holland is once more fed strongly by her latest recording of "Lili Marlene."

The soundtrack recordings of "West Side Story" and "The Guns Of Navarone," both available on the Philips label, are constant best sellers.

Dutch singer Willy Alberti will play the part of a bar-owner in the coming Dutch film "Riffi In Amsterdam." Alberti's "Gondoli, Gondola" is his latest Italian hit on Philips (L. C. Phonogram).

On April 8, Dutch TV viewers saw "Corry's Party." In this grand TV show Corry Brokken sang such items as "Lucky Day," "Life Is Just A Bowl Of Cherries" and "Vannacht."

Nana Mouskouri, Greek singer of "Weisse Rosen Aus Athen" fame, may have a new winner with "Ich Schau Den Weissen Wolken Nach" or "Eimma Weht Der Südwind Wieder" on Fontana. This single has just been released here by L. C. Phonogram.

**DENMARK**

Coming up strongly here is a local recording of "Walk On By" with Grethe Sonck on Sonet. It is believed that her version of the popular song will be a great competitor to Leroy Van Dyke's version of the same song. The latter appears as number 10 on the charts this week.

Nordisk Polyphon A/S, handling Philips and Fontana labels, presented singer Anita Lindblom with a gold disk last week for the Sale in Denmark of her Swedish recording of "You Can Have Her," in Swedish: "Sant är Livet." Miss Lindblom received the disk at the NPA office while visiting Copenhagen with the Fontana producer Curt Peterson from Stockholm. Miss Lindblom got a gold disk for the sale of the same record in Sweden in Feb. this year.

SGA (EMI in Denmark) expects a lot from its HMV release of two Danish songs from the new motion picture "Han, Hun, Dirch og Dario" (He, She, Dirch and Dario), which recently opened at the Saga in Copenhagen. Two songs were recorded by Gitte and Dirch Passer, the latter a Philips artist who was "loaned" to EMI from his company for this record. The songs are "Lille Froken Himmelblå (Little Miss Heaven-Blue)" and "Ham Jeg Kan Li' (He's The One I Can Like)." Another EMI release with great possibilities is Otto Brandenburg's "Moskvanaetter (Moscow Nights)."

The Cave Stompers, Swedish Sonet artists, were on a week's tour in Denmark and did very well. They also had a TV show while in Denmark.

Metronome in Copenhagen reports great success for Perry Knudsen's "Ching Ching," now on the carts for several weeks. Also Siv Malmquist's Danish version of "Don't Read The Letter" is doing very well.

**SWEDEN**

On April 9, international sales manager Börje Ekberg of Metronome left Stockholm on a trip that takes him to Istanbul, Beirut, New Delhi, Bangkok, Hong Kong, Tokyo, Honolulu, Los Angeles, Las Vegas and New York before he gets back at his desk on May 26. On his round-the-globe trip, he will see what can be done to extend the international activity of Metronome to the Near and Far East.

Philips artist Owe Thörnqvist to England where he is staying one week working with the Philips London office. The trip is a combined vacation and business trip. Bo Löfberg, head of Philips-Sonora told Cash Box that Owe is the next name in the Philips' artist's stable who will be introduced at the international market.

New record company Scan-Disc will handle five different labels, it is leared. The start was made on April 15 with a label named Pep, with Lil Malmkvist being the first artist on the new label. Lil Malmkvist, sister of the Metronome artist Siv Malmquist, will now be heard in the German market. She is visiting Germany later this month for some recordings.

Anders Burman, A&R man of Metronome, to Oslo next week for new recordings with Norwegian group Key Brothers. He informed Cash Box that Siv Malmquist has just recorded "Music Music Music Twist," which the firm expects a lot from. Pehr Myrberg, the artist from Royal Dramatical Theatre has also done a new record, "Stockholm-Blues" (which is "Ham Drum Blues" by Oscar Brown Jr. with Swedish lyrics by Beppe Wolgers). Another recent release which looks like a hit here is "When My Little Girl Is Smiling" with The Drifters on Atlantic.

Björn Fremer, publicity man of Sonet Records was expected to leave for New York on April 15. He will be staying in the United States for one year, acting as a Sonet representative during his American visit. He told Cash Box that Sonet artists Cave Stompers are contracted for a tour in England sometime this autumn.

Osten Warnerbring has made a new EP for Karusell, reports Simon Brehm to Cash Box. Two of the songs are original compositions by Warnerbring and the other two are "African Waltz" and Earl Bostic's "Flamingo" with lyrics by Warnerbring.

**Denmark's Best Sellers**

1. Elisabeth-Serenade (Günter Kallmann/Polydor—Raquel Rastenni/Sonet) Imudico
2. Schwarze Rose Rosemarie (Peter Kraus/Polydor) Multitone
3. Ching Ching (Happy José) (Peter Knudsen/Metronome) Musikproduktion Winckler
4. Let's Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) AB
5. Sol Och Vår (Inger Berggren/HMV—Raquel Rastenni/Sonet) Multitone
6. \*Jeg Snakker Med Mig Selv (Gitte/HMV) Imudico
7. \*Den Morke Landevej (Gustav Winckler/Tono) Musikproduktion Winckler
8. The Young Ones (Cliff Richard/Columbia) Dacapo Musikforlag
9. Tonight (Ellen Winther/Polyphon) Wilhelm Hansen Musikforlag
10. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Sweden Music

\*Danish copyrights.

**Norway's Best Sellers**

1. Sant Ar Livet (You Can Have Her) (Anita Lindblom/Fontana) Ivan Mogull Music/Sweden Music
2. Let's Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) AB
3. Det Var Du Som Sa Nei (Wings Of A Dove) (Grynet Molvig/RCA) Belinda (Scandinavia) AB
4. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Sweden Music
5. A Little Bitty Tear (Burl Ives/Brunswick) No Publisher
6. Tell Me What He Said (Helen Shapiro/Columbia) No Publisher
7. You're The Only Good Thing (Jim Reeves/RCA) Egil Monn Iversen A/S
8. Wonderful Land (The Shadows/Columbia) Norsk Musikforlag
9. The Young Ones (Cliff Richard/Oslo) Musikk Huset A/S
10. Ching Ching (Happy José) (Dave Appell/Columbia) Sonet Music

Rosana Toledo, Brazilian romantic singer, formerly with RCA Victor, signed a contract with RGE. She's already cut her first single.

Agnaldo Rayol, one of the best and most popular Brazilian teenage singers, recorded for Copacabana Records, with Portuguese lyrics, the old American hit "Danny Boy," and the Mexican best-seller "Adelante." Copacabana expects a great deal of sales.

Copacabana recorded a very unusual album called "Do Outro Lado Da Vida (From The Other Side Of Life)" with music composed by convicts who are still doing terms in Brazilian prisons. Two singers are responsible for the interpretations: Odete Amaral and Cyro Monteiro Junior, accompanied by the Penitentiary Choir, under the direction of Professor Lemos Brito. Among the songs is the waltz "Luar De Vila Sonia," one of Sao Paulo's best sellers.

Moacyr Franco, a young and talented comedy star, recorded his first LP for Copacabana. Among the selections for his first album is "Make Haste My Love," from Ulpio Minucci and Ray Jordan, with Brazilian words by Paulo Rogério; "Our Language Of Love," song from "Irma La Douce," "Norman," and several Brazilian compositions, including a waltz by Tito Madi, entitled "Amor Bem Verdadeiro (Very True Love)."

RCA Victor released its new collection of albums, including the first one by Paul Anka. This singer is very popular around here and all his records from "Diana" have appeared on the best-seller lists. Another album that probably will be a hit, is "More Music For Relaxation," with Melachrino's Orchestra, re-appearing, after a long absence. Melachrino used to be one of the most popular foreign Orchestras in Brazil. "Palhetas Espetacular" is another RCA album, with Zaccarias and his Orchestra, playing sambas, not only Brazilian sambas, but some North-American hits in samba rhythm, such as "Dizzy Fingers," "Bye Bye Blues" and "Holiday For Strings."

The situation in Sao Paulo hasn't changed. Musicians still refuse to make records because they want a raise of almost 100% in their salaries. All the records are now being made in Rio de Janeiro, but both musicians and labels are trying to solve the problem.

**Brazil's Best Sellers**

**SAO PAULO**

1. \*Amor—Silvana & Rinaldo Calheiros—(Copacabana) (Vitale)
2. \*Poema — Renato Guimaraes — (Chantecler) (Notas Mágicas)
3. \*Luar De Vila Sonia—Tito Martinez—(Chantecler) (Vitale)
4. The Twist — Chubby Checker — (Fermata)
5. \*Decisao Cruel—Mauricy Moura— (Chantecler)
6. \*Lembranças—Miltinho — (RGE) (Euterpe)
7. Segredo — Francisco Petronio — (Continental)
8. \*Inquietação—Carlos Galhardo— (RCA Victor)
9. Lembrança—Creusa Cunha—(Copacabana)
10. \*Garota Solitária—Angela Maria —(RCA Victor) (Euterpe)

**RIO DE JANEIRO**

1. \*Poema — Renato Guimaraes — (Chantecler) (Notas Mágicas)
2. \*Amor—Silvana & Rinaldo Calheiros—(Copacabana) (Vitale)
3. Lembrança—Carlos José—(Continental)
4. \*Quem Eu Quero Nao Me Quer— Raul Sampaio—(RGE)
5. \*Ninguem Gostou De Alguem Como Eu Gosto De Ti—Orlando Dias (Odeon)
6. \*Meu Nome E Ninguem—Miltinho —(Editora Rio Musical)
7. \*Palavras De Amor—Sidney— (Columbia)
8. \*Ele E Engraxate—José Leao— (Continental)
9. \*Amor Em Cha Cha Cha—Fernando Costa—(Columbia)
10. \*Garota Solitária—Angela Maria —(RCA) (Euterpe)

**Sao Paulo's Top Ten LP's**

1. \*Cantos De Aves Do Brasil— (Copacabana)
2. Let's Twist Again — Chubby Checker—(Fermata)
3. Twist With Chubby Checker — Chubby Checker — (Fermata)
4. \*S Different—Billy Butterfield & Ray Conniff—(Columbia)
5. \*Os Grandes Sucessos De Miltinho —Miltinho—(RGE)
6. \*Seleção De Ouro No. 3—Nelson Gonçalves—(RCA)
7. Violinos No Samba—Peruzzi — (RGE)
8. \*Miltinho E Samba—Miltinho— (RGE)
9. Your Twist Party — Chubby Checker—(Fermata)
10. Os Grandes Sucessos De Billy Vaughn — Billy Vaughn — (Dot-RGE)

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

1. \*Miltinho E Samba—Miltinho— (RGE)
2. \*Isto E Dança—Sidney—(Columbia)
3. \*S Twist—Ray Conniff—(Columbia)
4. \*Sambas E Boleros—Nelson Gonçalves—(RCA)
5. \*Seleção De Ouro No. 3—Nelson Gonçalves—(RCA)
6. \*Ninguem Gostou De Alguem Como Eu Gosto De Ti—Orlando Dias (Odeon)
7. Metais Em Brasa No. 3—Henry Jerome—(Decca)
8. Twist With Chubby Checker— Chubby Checker—(Fermata)
9. \*S Different—Billy Butterfield & Ray Conniff—(Fermata)
10. Filmelandia — Various Artists— (Columbia)

**Sweden's Best Sellers**

1. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Sweden Music
2. \*Sol Och Var (Inger Berggren/HMV) Europa Produktion)
3. Ching Ching (Happy José) (Jack Ross/Dot) Sonet Music
4. Zwei Kleine Italiener (Conny/Columbia) Bens Music AB
5. Love Me Warm And Tender (Paul Anka/RCA) Bens Music AB
6. The Young Ones (Cliff Richard/Columbia) Gehrmans
7. Let's Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) AB
8. Tina Och Marina (Zwei Kleine-Italiener) (Tina & Marina/Karusell) Bens Music AB
9. Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) AB
10. Mexico (Bob Moore/London) Reuter & Reuter

\*Swedish copyright.



# GERMANY

The small label is coming into its own in Germany. Following much in the footsteps of the American market, Germany is swiftly becoming a land where an indie producer can make money in the record business. Just a few years ago the market was completely controlled by four major firms with their own distribution. The first step in breaking this virtual monopoly was made by Ariola Records. The firm, with the biggest book club in Germany behind it, entered the market in a big way and spent millions in publicity and promotion to make its place on the market. In succeeding in its goal, however, Ariola did much more than just developing into Germany's 5th major record firm. It proved to the dealers and the music operators that they could not live with the products from just four firms, but that if a record becomes popular through radio play and juke box requests, the shops and boxes must stock the record. This opened the door to the small operator. One year ago at this time, only one record distributed by a small distributor was in Germany's top 50, and this month, seven songs are listed with the best selling version being handled by a small firm. The main problem in Germany continues to be distribution. There are several small indie distributors which handle lines in different territories, but a top notch distribution chain is not available with the exception of the major labels. Several record producers tried to cope with the problem by sending out salesmen, but most of the firms ended up in the hands of larger labels. Metronome, for instance, has taken over distribution of Sonet-Storyville and its labels, and Bella Musica Records, both of which had its own distribution set-ups, as well as Simon Records produced by popular Hans Arno Simon, and the Polydor produced "Adano" label which wanted an outlet for new artists without burdening its own distributors with too much product. Publisher-song writer Ralph Maria Siegel also tried distributing his Jupiter Records, but later gave distribution over to Austrotone Records. It looked like the small man with limited capital had no chance to make a dent on the market. Then Bernhard Mikulski tried a different approach. Bernhard has an import service with distribution of mostly jazz labels and LP material, but he also wanted to try his hand in the singles game. He felt that the main road to success lay in the hands of the music operators, so he produced special material designed for music boxes, and went out to the major operators to sell his product. He was so successful with this approach, that his partner left him and started his own label, Golden 12. The company releases 12 singles a year, sells direct to the major operators, and then lets Metronome handle distribution for the shops. Mikulski has also sold several of his masters to Deutsche Grammophon Records after his maximum sales from music operators was realized. Other are now trying the same approach. The secret to success is simple. The firm produces material suitable for music operators and then sells the product to the major operators at 56 cents compared to a price of 70 cents that the major labels ask for their product. There are also about 10 major operators and one-stops who can buy from 10 to 20 thousand of a single record, which is enough for a small firm to realize a substantial profit. The 3rd point is concentration of product. The major labels have 20 or more singles a month to sell, and the small labels push one or two singles a month. Of course, the best solution is a distribution chain like the Cosnat chain in the U.S. to take over the sales and promotion of the indie producer, but until someone makes the move, and it's an expensive proposition, the indie producer will keep fighting to make room for his product on the overcrowded German market.

France's Sacha Distel is producing his first German speaking records for Polydor with A&R man Kurt Feltz.

Ariola has released an LP of Glenn Miller songs from 1939 and 1940. The records were in the soundtrack of the film "Sun Valley Serenade."

Rolf Budde reports that his pubbery is swinging with German versions of the French hit "El Maintenant" sung by author Gilbert Becaud for Electrola and Caterina Valente for Decca. Other hits for the firm include "The Young Ones" selling well in English by Cliff Richard, and in German by Peter Kraus. The best-seller for the pubbery remains "Johnny Will" done in English by Pat Boone and in German by Gerd Boettcher. Other American songs recorded in German and doing well include "Land Of Teenage Love" sung by Peter Mario, and "You Can Have Her" sung by Sweden's Anita Lindblom. Original records selling well include "Pictures In The Fire" by Pat Boone, "High School Confidential" by France's Johnny Hallyday and the San Remo winners, "Quando, Quando" and "Gondoli, Gondola" sung in Italian by Tony Renis and Sergio Bruni. German waxings are now on the market from "Quando Quando" by Paul Kuhn for Electrola and Caterina Valente with brother Sylvio Francesco for Decca.

Brenda Lee is due in Germany at the end of April for a tour of Army bases in Germany.

## Germany's Best Sellers

1. \*Zwei Kleine Italianer (2 Little Italians)—Conny—Columbia—Peter Meisel
  2. Geld Wie Heu (Johnny Will)—Gerd Boettcher—Decca—Rolf Budde Music
  3. \*Eine Rose Aus Santa Monica—(A Rose From Santa Monica)—Carmela Corren—Ariola—Francis, Day & Hunter
  4. Happy Jose—Jack Ross—London—Peter Meisel
  5. \*No Bier, No Wein, No Schnaps (No Beer, No Wine, No Schnaps)—Gus Backus—Polydor—Schaeffers
  6. Striptease Susi/Mama Hol' Den Hammer (Mama Get The Hammer)—Ralf Bendix—Columbia—Gerig/Peer
  7. \*Silver Moon—Peter Kraus—Polydor—Gerig
  8. The Peppermint Twist—Caterina & Sylvio/Joey Dee—Decca/Roulette—Marbot
  9. Mexico—Bob Moore—London—Ralph Maria Siegel
  10. Let's Twist Again—Chubby Checker—Ariola/Columbia—Gerig
- \*Original German Copyrights



### Japanese Visitor

NEW YORK—Fumio Ina, an exec of the Athene Record Company in Tokyo, recently visited the Cash Box offices to discuss the international wax scene. The music man is in the States on a one month trip studying key record markets and sales procedures.



# ITALY

The chart this week shows that San Remo songs are less popular and that the Twist is again King. A Twist newcomer is Caterina Valente's "Twistin' The Twist" on Decca (#6), and Lou Monte's "Twist Italiano" is expected to be a chart entry. Italy's top song is the Twist number "Let's Twist Again," while the first Twist composed in Italy, "Tiger Twist," is #5 on this week's list.

Frank Sinatra due in Italy for one-week as part of his world benefit tour for children, according to CGD-GC, which represents Sinatra's Reprise catalog in Italy. Connie Francis will arrive in Rome soon for a TV show.

The Academia del Critici (Academy of Record Critics) have made the following awards: best male voice: Frank Sinatra; best foreign female voice: Ella Fitzgerald. A special party will be held soon to give the awards to either the singers themselves or their representatives in Italy.

Johnny Hallyday, the French rock star, released here by Philips Italiana (Melodicon), getting sales on "Retiens La Nuit." An LP by Hallyday and his first single, "Let's Twist Again," are also available.

Further news from Melodicon: Arturo Testa goes on selling "Tomorrow Night," and his new release, "Johnny Will," should prove another success for the performer; Marino Barretti still getting sales with "Telefonami (Call Me On The Phone)"; Wilma de Angelis has an Italian-lyric version of "Midnight In Moscow" (The instrumental hit by Kenny Ball has started to sell well, according to the Kapp label's rep, Scussel (Durium)).

Paul Anka should break on the charts soon with "Love Me Warm & Tender," his first for RCA.

Old songs continue to get modern disk readings. RCA recently offered Elvis Presley's vocal on "La Paloma," retitled "No More," while the latest such entry is Cliff Richard's "How Wonderful To Know," whose original title is "Anema E Core."

VCM has released Timi Yuro's Liberty waxing of the main-theme from the flick, "Satan Never Sleeps." The Hollyridge Strings, already known in Italy for its rendition of "The Guns Of Navarone" and "Lucy's Theme," have a new single, "Light In The Piazza," the film of the same name, and "My Melancholy Baby."

Nico Fidenco having good sales on his RCA Italiana diskings of "How A Love Is Born" and "Moon River."

Decca has just released under the London label three Dot disks: Arthur Hamilton's "You Better Move On"; Pat Boone's "I'll See You In My Dreams"; Lawrence Welk's "Moon River" and "Tonight." Three Kapp Medallion LP's have also been issued by Decca: "The Sound Of Top Brass"; "The Sound Of Latin Brass"; and "The Sound Of Hollywood, No. 2." Another London entry is "Percolator (Twist)," the U.S. click on Dore by Billy Joe.

Sergio Endrigo, recently signed by RCA Italiana, bows on the label with "La Periferia" and "Aria Di Neve."

## Italy's Best Sellers

This Week	1 Week Ago	
1.	1.	Let's Twist Again: Peppino Di Capri—Carisch, Chubby Checker Parkway/Published by Aberbach
2.	—	Moliendo Cafe: Mina—Italdisc, Garcia—Palette, Marino Marini—Durium, Umberto Mantovani—Meazzi/Published by Curci
3.	10.	*Tango Del Mare: Betty Curtis—CGD/Published by Leonardi
4.	2.	*Quando, Quando, Quando (When, When, When): Tony Renis—VCM, Cocki Mazzetti—Rifi, Tullio Gallo—Philips, E. Bonino—Meazzi/Published by Ricordi
5.	5.	*Tiger Twist: Armando Sciascia—Vedette/Published by Ariston
6.	—	Twistin' The Twist: Caterina Valente—Decca, Jo Fedeli—CGD/Published by Messaggerie Musicali
7.	6.	*Like I Do: Nancy Sinatra—Reprise/Published by Ricordi
8.	8.	Wheels: Caterina Valente—Decca/Published by Bridge
9.	—	Town Without Pity: Gene Pitney—U.A., Armando Sciascia—Vedette Gianni Fallabrino—Meazzi/Published by Messaggerie Musicali
10.	9.	*Addio Addio (Farewell): Domenico Modugno—Fonit, Claudio Villa—Cetra, Aura D'Angelo—Carosello/Published by Curci

## Melodicon's Family



MILAN—Manlio Baron, director of Philips Italiana (Melodicon), recently had a night out with some of his chanting talent at a local theatre event. Shown (left to right) are Rossana, a new Melodicon artist, Arturo Testa, Wilma de Angelis, Baron and Silva Guidi. Testa is currently clicking with "Tomorrow Night."



# MEXICO



# AUSTRALIA

Frank Sinatra came to México for two benefit performances, at the International Theater and a ball at The Hilton Hotel. At the International Theater, Sinatra performed in company of his combo composed of Emil Richards on vibraphone, Al Viola on guitar, Mexican Ralp Peña on bass, Erv Cotter on drums, Bill Miller on piano and Harry Klee on flute. It was our impression that Sinatra feels better accompanied by an instrumental group than an orchestra when he is before an audience.

At the same time, Frankie Avalon did well with his engagements at the Terrazza Cassino and a spectacular show at the Arena México. It is possible that Avalon will return to México very soon with a big contract.

Andy Russell has left México to start a big tour throughout the world. Tour includes one week in Lima, Peru performing only on TV. After that, three months in Argentina for TV slots with the Vlady orchestra and performances at the Teatro! Avenida, in company of Hugo del Carrill, Marianito Mores and Tita Merelo. At August and September, Andy will perform in Spain and do the same in Germany in October. After that, he will return to México to continue his very popular El Yate TV show, which has been renewed.

César Costa, one of the most popular singers of "the new wave," is completing a new LP for Orfeon accompanied by the arrangements and orchestra of Chico O'Farrill. In this album, César will sing old American standards in Spanish, like "Too Young," "Laura," "Ruby" and others. At Columbia, Enrique Guzmán, another young idol, is doing the same with Chuck Anderson's orchestra, including numbers like "Cheek To Cheek," "Night And Day," etc.

Paul Anka's new single has been released by RCA sung in Spanish. These songs are "Love Me Warm And Tender" and "I'd Like To Know."

A new TV show has bowed called "Frente A Frente," starring Paco Malgesto and Daniel Perez Arcaraz, as disk jockeys and introducing the most popular artists of the "new wave," who sing the top ten. At the moment, this program is not sponsored and people commented it very well.

For the Red Cross, Mexican pianist José Luis Oviedo will do a marathon in Querétarow, (a Mexican city), trying to break his record of 80 hours of consecutive playing at the piano. Oviedo, who just arrived from the United States where he did some dates in several cities, has done 48 different marathons.

Musart Records announced the new signing of three TV singers: Marquesita Radel, Angelita Castany and Angélica Maria. Marquesita and Angélica will sing modern rhythms and Angelita probably will sing boleros.

Mexican arranger and conductor Chucho Zarzosa is getting popular in the United States, with his first three LP's for RCA Camden in México, cut for the North American market.

## Mexico's Best Sellers

1. El Loco—Javier Solís (Columbia)—Tres Ases (RCA)—(PHAM)
2. Mi Chica Josefina (My Girl Josephine)—Bill Black (London)—Los Electrónicos (DIMSA)—(EMMI)
3. No Existe El Amor—César Costa (Orfeon)—(PHAM)
4. Susy La Coqueta (Runaround Sue)—Mayté (RCA)—Dion (Gamma)
5. Multiplicacion (Multiplication)—Bobby Darin (Gamma)—Fabricio (RCA)—Arturo (Peerless)—(BRAMBILA)
6. Mi Caprichito—Sonora Santanera (Columbia)—(EMMI)
7. Muñequita—Enrique Guzmán (Columbia)
8. Ven Septiembre (Come September)—Billy Vaughn (Dot)—Bobby Darin (Gamma)—Sinners (RCA)—Diablos (Dimsa)—(BRAMBILA)
9. Caravana Twist (Caravan)—Bill Haley (Dimsa)—(PHAM)
10. Florida Twist—Bill Haley (DIMSA)

The "trad" jazz bug seems to be catching on fairly strongly with record companies, radio and TV stations and some entertainment spots. The Kenny Ball single—on Pye—of "Midnight In Moscow" has had a tremendous run of popularity and his version of "March Of The Siamese Children" is now starting its chart run. Frank Johnson, trumpet-playing leader of one of Australia's best dixieland groups, is now on his way to England with a small group, Ray Price's jazz group is being featured on national television programs and on disk, Graeme Bell's Original Jazz Band is now on the comeback trail with TV, dance and club work and the band has a new single "Paper Doll" c/w "Melancholy Baby" on the W&G label.

Among the latest singles from E.M.I. are "The Big Draft" by The Four Preps; "Johnny Jingo" by Hayley Mills; "Your Time Will Come" by Australia's Frank Ifield—who is now in England—"Mashed Potato Time" by Dee Dee Sharp; "Cry" by Johnny Ray and "Shout! Shout!" by Ernie Maresca. In the album field the E.M.I. group recently issued the soundtrack package of "Tender Is The Night" and "The Simple Life" by Mavis Rivers.

It looks as though Lucky Starr is set for a big breakthrough with his new Festival label novelty single of the locally composed "I've Been Everywhere." Song was written for Lucky by Geoff Mack and is published by Johnny Devlin Music through the Belinda Publishing group. The gimmick of this one is that Lucky sings the names of countless (we've given up trying to count them) Australian towns and cities.

Australian Record Company just issued the Hickory album of "Meet Sue Thompson," which carries her hit singles "Sad Movies" and "Norman" both of which have been best sellers in this country. Another interesting LP from ARC on the UA label is Al Caiola's "Hit Instrumentals From TV Western Themes."

Most record companies and distributors report a slight increase in sales and production over the past few weeks. This lift—coming at a normally slack trading period—looks well for the future. It is heartening to report that this increase—only slight at the moment—is one of the first signs of a boost to the record industry since the introduction of the Government credit squeeze back in late 1960. If the present rate of action can be maintained, the trade should make a healthy start in our new financial year which begins on 1st July.

Jackie Wilson has recorded "Sing," which is Johnny O'Keefe's big hit of the moment throughout Australia on a Leedon label single and is handled by Festival Records.

RCA star Jimmy Elledge, who fared pretty well with his first single release "Funny How Time Slips Away," has his follow up record out now. It carries "Can't You See It In My Eyes" and "What A Laugh."

Talent City Records have produced an original-cast album of the musical adaptation of "The Sentimental Bloke" by C. J. Dennis. The record was cut during an actual on-stage performance during its long Melbourne season. The score is published by Chappell & Co.

Tu-Con Music, one of the growing publishing names in the Leeds group of companies, is riding high throughout Australia with a big batch of hits such as "The Wanderer," "Her Royal Majesty," "I've Got Bonnie," "Crying In The Rain," "Percolator Twist," "Please Don't Ask About Barbara," "Ballad Of Thunder Road," "If A Woman Answers," "You Better Move On," "Johnny Jingo" and "Play The Thing."

Enjoying a tremendous run of popularity for the second time in a couple of months is "Moon River," the great song from "Breakfast At Tiffany's." Awhile back the Jerry Butler version did good chart business and now the Henry Mancini record is our best selling single at the moment. The renewed action on "Moon River" is probably due to the fact that "Breakfast At Tiffany's" is now screening in this country.

## Australia's Best Sellers

1. Moon River (Henry Mancini—RCA) Chappell & Co.
2. \*Sing (Johnny O'Keefe—Leedon) Jewel Music.
3. Good Luck Charm (Elvis Presley—RCA) Belinda Music
4. Multiplication (Bobby Darin—London) Trinity Music
5. Midnight In Moscow (Kenny Ball—Pye) Essex Music
6. Stranger On The Shore (Acker Bilk—Columbia) Robert Mellin
7. Nut Rocker (B. Bumble & Stingers—Festival)
8. March Of The Siamese Children (Kenny Ball—Pye) Chappell & Co.
9. The Wanderer (Dion—Top Rank) Tu-Con Music
10. Norman (Sue Thompson—Hickory) Acuff-Rose

\*Locally Produced Disk.



# CANADA

Young Bobby Curtola from Port Arthur, Ontario is finally coming into his own. His latest Tartan release, "Fortune Teller," out in Canada for the past month has just been released in the U.S. by Del-Fi. Bobby, himself, postcards from Windsor to let us know he's currently on a tour of deejays in the Windsor-Detroit area, going on into Toledo. Bill Fisher of Phonodisc, Montreal, distributors of Bobby's disks in this area, reported that Bobby has just been signed by Coca Cola Ltd., for a European tour this Summer. Young Curtola will headline a series of one nighters set for Cornwall and Ottawa in Ontario, and Montreal, at the end of April.

Paul Richardson of Polar Productions in Toronto recently booked Jimmy Dean and Carl Smith into the Ottawa Coliseum on a highly successful one nighter.

Rusty Draper just finished a very successful ten-day run at The Paddock in Edmonton, Alta., so writes J. H. Watson of the Quality office in the Western City. Another star to visit the Alberta City recently was Rolf Harris, the Australian-born record star who scored not so long ago with "Tie Me Kangaroo Down Sport." Both Draper and Harris were busy on deejay tours during their visits. Rusty's new "Country & Western Golden Greats" and Rolf's new LP, soon to be released created quite a stir with Edmontonians.

Canadian deejay-turned-singer, but still a deejay, Barry Boyd drops a line from CJCA, Edmonton said that his new Barry release, "Price Of Love" seems to be catching on. Barry just completed an extended tour with Bobby Curtola.

Harold Moon, BMI Canada, all excited about a new Columbia session by Stu Phillips. Stu was supposed to record the two tunes, "One Day Early" and "This Heart Of Mine" in Toronto. But session supervisor Frank Jones was unable to get away from Nashville. The end result was that Stu went to Nashville, did the tunes, and so impressed the Columbia brass, there, that they decided to release the sides in the U.S. as well. Ted Daigle, country deejay at CKOY, waxes enthusiastic over both sides, giving the nod to "One day." Ted, himself has two new albums due out on the Buckingham label this week.

Les Vote writes from Burnaby, B.C., sending along a copy of his new Jaguar sides. "Teenagers Dream" appears to be the top side at this stage of the game.

### CANADA (Cont'd)

Deejays at Montreal's CKGM played host to an honest-to-goodness real life Irish deejay, direct from Dublin on St. Patrick's Day. He hardly had time to spin any discs at all, what with all the Montrealeers of Auld Sod origin dropping into the 'GM studios to shake hands and wish him, "Top O' The Mornin'." These same record men all hepped up over a new LP, "Twist To Radio CKGM."

Quality's Bill Smithers became the victim of one of his own gimmicks recently. In conjunction with Bob Dell of "Like Young" on Montreal's CFCF-TV, Bill ran a contest based on Mark Dinning's new MGM item, "All Of This For Sally." The listeners were invited to list any five of the things left to Sally the spaniel, according to the lyrics of the song. Winner was to be awarded a two-and-half-month-old Cocker Spaniel pup. Bill became so attached to the prize, he kept it. He had to come up with another pup, pronto.

Gene Cornish, Ottawa-born youngster, now living in Rochester, New York, in town over the weekend of April 7, to make the rounds of radio and TV deejays with his newly released Vassar side, "Since I Lost You." Gene also did a number of appearances at the Alec Sherman Record Bars in the Capital.

Twist craze really paying off for Ron Metcalf. The St. Catherines, Ontario musician scored recently in this country with his Barry single, "Twistin' At The Woodchoppers Ball." The single is now released in the U.S. on Dunes. It has been followed up by a new LP with the Metcalf band twistin' some of the old swing standards, including Woodchoppers, and one or two original things. One of the musicians featured on Ron's "Woodchoppers" single was Toronto's Moe Koffman, who recently has released an updated, twist arrangement of his tremendous hit, "Swingin' Shepherd Blues," what else, "Twistin' Shepherd Blues."

# Cash Box JAPAN

Disks of foreign origin can take part in Japan's annual Art Festival this fall under the sponsorship of the Ministry of Education. The decision came after debates within JPRA, the label association.

Each member diskery of the association will be able to enter up to three disks of its foreign pacticees, with the stipulation that one of the disks must be an album. So-called "light music" from foreign sources is excluded from the festival.

On the local level, the yearly festival will now allow five disks to be represented by each label instead of the previous four—including one pop entry.

Victor just released four singles to bow its "Hit Song Series," including "Twist USA" by Takeshi Kiyohara and "I Wanna Love" by Masa-aki Hirao. The series will feature international pops by local Victor artists.

Songstress Chiemi Eri, heard on King Records, will celebrate her 10th anniversary as a professional singer next month. She will have a week-long commemorative stage show at the Nichigeki Theatre starting May 25. King will release in May a special LP, "From Tennessee To 'Sanosa,'" consisting of 12 newly recorded hit tunes by the performer. Title indicates her first hit and her latest.

Labels and JASRAC, the Japanese clearing house for royalties, have agreed to postpone their new pact for another month. This was caused by the failure in reaching an agreement on the problem of royalty payments for "lyric slips," the inclusion of the words of a song with each disk. They have been used, labels say, as "an aid to customers" for 30 years or so. JASRAC, however, claims that royalties are due writers and publishers when the "lyric slips" are inserted, adding that such payments are made in other countries.

The basis of much of the controversy is the fact that music publishing activity in Japan is not yet fully established. In fact, the first music firm came into existence only two years ago in the country. Each local diskery, therefore, has its own exclusively pacted writers besides its roster of performers. This made it pretty easy for labels to produce free-of-charge "lyric slips" since the songs were owned by the label itself.

## Japan's Best Sellers

### INTERNATIONAL

1. Hello Mary Lou/Neil Sedaka, Victor
2. Hats Off To Larry/Del Shannon, London; Q Sakamoto, Toshiba; Hisahiko Iida, Columbia
3. Moliendo Cafe/Sachiko Nishida, Polydor; Hugo Blanco, Polydor; Ray Anthony, Capitol; Shoichiro Matsumiya, Toshiba
4. Oh, My Darlin', Clementine/The Browns, Victor; Jimmie Tokita, King
5. Comanchero/Claude King, Columbia; The Hollyridge Strings, Capitol
6. Twist No. 1/Takashi Fujiki, Teichiku; Chubby Checker, Parkway; Mark Richards, Philips
7. Don't Treat Me Like A Child/Mieko Hirota, Toshiba
8. Tonight/Richard Baymer, Columbia
9. Walk On By/Paul Raven, Angel
10. His Latest Flame/Elvis Presley, Victor

### LOCAL

1. Eriko/Yukio Hashi, Victor
2. Sudara Bushi/Hitoshi Ueki, Toshiba
3. Ohsho/Hideo Murata, Columbia; Ichiro Mayama, King; Mitsusaburo Teppo, Teichiku
4. Ue-o Muite Aruko/Q Sakamoto, Toshiba
5. Koshu/Akira Matsushima, Victor
6. Hibari-no Watari-Dori Da-yo/Hibari Misora, Columbia
7. Kawa-wa Nagareru/Miki Nakasone, King
8. Yamaotoko-no Uta/Bonny Jacks, King
9. Kimi Koishi/Frank Nagai, Victor
10. Kiri-no Naka-no Johnny/Shigeru Katsumi, Toshiba

## Malta's Best Sellers

As Compiled by Malta Disk Jockey Victor Aquilina

1. Hey Baby—(Bruce Channel)
2. Quando, Quando, Quando—(Renis/Pericoli/Amont)
3. Wonderful Land—(The Shadows)
4. Tango Italiano—(Milva/Bruni/Mazetti)
5. Don't Break The Heart That Loves You—(Connie Francis)
6. Wheels—(Marcel Amont)
7. Tell Me What He Said—(Helen Shapiro)
8. Addio Addio—(Claudio Villa)
9. Let Me In—(The Sensations)
10. Tiger Twist—(Armando Sciascia)

## South Africa's Best Sellers

1. Stand At Your Window (Jim Reeves)
2. The Young Ones (Cliff Richard)
3. I Understand (The G-Clefs)
4. No More (Elvis Presley)
5. Outsider (Cliff Richard)
6. Never On Sunday (Connie Francis)
7. The Lion Sleeps Tonight (The Tokens)
8. Multiplication (Bobby Darin)
9. I Can't Help Falling In Love (Elvis Presley)
10. Johnny Will (Pat Boone)

# Cash Box ARGENTINA

The "visitor" of the week was Heddo Heide, of Deutsche Grammophon Gesellschaft, of Hamburg, Germany . . . and he's here to stay. Heide will work in Buenos Aires as coordinator of operations of DGG for Latin America and will visit all the countries where his company is represented. He will cooperate with Philips in the first releases of Polydor and DGG records that will take place soon. As previously reported, DGG was formerly represented in Argentina by Inter Bas, and changed recently to Philips.

Mario Kaminsky of Microfon is working day and night on "Nata Per Me" his latest release by Andriano Celentano. Since "Non Esiste L'Amor" has been a nice success, Kaminsky expects that this new waxing will do very well, too.

The news from Edami are "Mi Amor Ante Todo," written in Mexico by Mario de Jesus (the composer of "O," "Y," and "Ayudame Dios Mio," big hit in all Latin America) and "Luz Y Sombras," a new Fuentes and Cardenas production, also originated in Mexico. The first one has been cut by Rosamel Araya (Disc Jockey) and Lucho Gatica (Odeon). The second by Marco Antonio Muñiz (RCA) and Los Panchos (Columbia).

Fermata Publishers plans to open new branches in three Latin American countries in a few months: Mexico, Peru and Venezuela. The company is currently operating in Argentina and Brazil, and has branches in Chile, Uruguay and Paraguay. The publisher has recently inked "Senza Mamma E Senza Amore," which has been cut by Connie Francis as "With No One."

"Juntitos Juntitos," the newest recording of Los Cinco Latinos, is reporting strongly. "Juntitos Juntitos" is the leit motif of "La Familia Falcon," a big TV'er. Writer is Lucio Milena, the arranger and well known director. The tune is recorded on Columbia.

"La Elegide," penned by local composer Dino Ramos, has been waxed by Antonio Prieto. According to some reports, the tune impressed Mariano River Conde, the Mexican RCA exec. who was in Buenos Aires recently.

Raul Carrell, Argentine singer who has been working as artistic counselor in Copacabana Records of Brazil (owned by the Vitale Publishers organization) will come to Buenos Aires to administrate the Vitale interests in this country. Julio Korn Publishers, which handles Vitale Argentina, will help him in his labor.

More from Julio Korn: the firm has inked "Teodoro Estas Ahi," composed by Jorge Lopez Ruiz for the film "La Jaula No Tiene Secretos," "Piccola," an Italian Charleston already cut by Los TNT for RCA, and "Los Colores De La Felicidad," one of the tunes presented to the San Remo Festival.

Tonodisc Records will release the Hickory recordings in this country. The first one will be "Norman" by Sue Thompson, which is being widely promoted.

RCA releases: "Moon River" by Henry Mancini; "La Bordona" by Aniba Troilo; "Granada," the first recording in Argentina of Brazilian star Cauby Peixoto; "Tu" and "Eres Como Te Soñe" by Chilean star Nadia Milton; "Escalofrio" by RCA's newest rock 'n' roller, Palito Ortega, and four tango LP's "Juan O'Arienzo Y Alberto Echagüe," "Corrientes En El Tango," "El Tango En Paris" (Tango In Paris) and "La Mujer Y El Tango."

News from Disc Jockey: The label has released a new EP by Rosamel Araya, its top star. The record is a selection of Rosamel's latest hits: "Gris" and "El Velero" (local tunes), "Escandalo" (Mexican) and "Flor Sin Retoño" (Mexican). Victor Hugo and Horacio Malvicino have also a new EP, titled "Que Murmuren"; Ricardo Yarde cut "Sucedee En Primavera" and "Quisiera." Don Nobody cut a number of tunes from TV'ers: "Perry Mason," "John Stacatto" and "Peter Gunn." All these records are presented in attractive color sleeves.

Michael Davis of Ariel reports that the single 33 containing "Kissin' On The Phone" by Paul Anka is doing as well as the 78 record previously released "Loveland," put to sale on 33 and 78 at the same time, has also achieved very good sales.

Producciones Fermata is studying the possibility of releasing classical music. The first records would be put to sale in a couple of months.

Los Cinco Latinos and Roberto Yanes have started a new "music hall" program at the Astrla Theatre. Yanes' last record, "Te Desafio," is doing well.

## Argentina's Best Sellers

1. Popotitos (Venice—Edami) Teen Tops (Columbia)
2. Balada De La Trompeta (Titanus—Fermata) Los Cinco Latinos (Columbia); Nini Rosso, Gastone Parigi, Alberto Frutos (Microfon); Los Cuatro del Embers (RCA); Jose Carli (Columbia)
3. Twist En USA (Twistin' USA) (Kallman Rosarita—Fermata) Chubby Checker (Fermata); Johnny Tedesco (RCA); Las Guitarras del Diabli (Philips)
4. Bailemos Otro Vez Twist (Let's Twist Again) (Kallmann Rosarita—Fermata) Chubby Checker, Meyer Davis (Fermata); Richard Anthony, Pepino De Capri, Luis Aguile, Joe Gasparino y sus Picapiedras (Odeon Pops); Don Goyo (Orfeo); Conjunto Primavera (Record); Lalo Franse (RCA); Eddie Clark (Serenata)
5. Besitos Por Telefono (Kissin' On The Phone) (Spanka—Fermata) Paul Anka (Ariel); Marty Cosens (RCA); Ricardo Roda (Orfeo); Trio Geva (Philips)
6. No Existe El Amor (Non Esiste L'Amor) (Nazionale—Fortissimo) Adriano Celentano, Adriano (Microfon); Tony Vilar (Columbia); Johnny Tedesco (RCA); Torrebruno (Music Hall); Cesar Nando (Tonodisc); Danno Blu (Odeon Pops)
7. Gaucho Pachanguero (Korn) Carlos Argentino (Music Hall); Pichirilli (Odeon Pops)
8. Feliz Cumpleaños, Dulces Dieciseis (Happy Birthday, Sweet Sixteen) (Adon—Fermata) Neil Sedaka (RCA)
9. Pide (Canciones del Mundo—Fermata) Lucho Gatica (Odeon); Rafael Vasquez (RCA)
10. Ligados A Un Grano De Arena (Korn) Nico Fidenco (RCA); Ricardo Roda (Orfeo)



### Hamburg Visitor

NEW YORK—Michael Arends of Paul C. R. Arends, a Hamburg publisher, stopped last week to visit the Cash Box editorial offices. The twenty-two year old music man is in the States seeing publishers to acquire material for Germany.



# COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre



JOHN R. SMALL  
WNLC  
New London, Conn.

1. Unloved, Unwanted (K. Wells)
2. East Of West Berlin (R. Sovine)
3. The Best Dressed Beggar In Town (C. Smith)
4. Small Town Girl (B. Gallion)
5. (The Legend Of) The Brown Mountain Light (T. Faile/S. James)
6. Twenty Miles From Shore (H. Hawkins)
7. The Big Battle (J. Cash)
8. Got A Little Dirt On Your Hands (B. Anderson)
9. Don't Tell My Mommy (S. Martin)
10. A Wound Time Can't Erase (S. Jackson)

STEVE MALONE  
WYTH  
Madison, Ga.

1. The Day's Not Over Yet (S. Jones)
2. Where I Ought To Be (S. Davis)
3. She's Got You (P. Cline)
4. Sometimes You Just Can't Win (G. Jones)
5. You Take The Table (C. Gray)
6. A Wound Time Can't Erase (S. Jackson)
7. Down Came The Rain (B. Anderson)
8. East Of West Berlin (R. Sovine)
9. China Doll (G. Hamilton IV)
10. Brown Mountain Light (T. Faile)

BEN LANDIS  
KPET  
Lamesa, Tex.

1. Willingly (Collie & Nelson)
2. A Little Bitty Tear (B. Ives)
3. A Wound Time Can't Erase (S. Jackson)
4. Crazy (P. Cline)
5. She's Got You (P. Cline)
6. Misery Loves Company (P. Wagoner)
7. Charlie's Shoes (B. Walker)
8. Walk On By (L. Van Dyke)
9. Nobody's Fool But Yours (B. Owens)
10. Unloved, Unwanted (K. Wells)

JACK JAMES  
WTAQ  
LaGrange, Ill.

1. A Wound Time Can't Erase (S. Jackson)
2. Charlie's Shoes (B. Walker)
3. Air Mail To Heaven (C. Smith)
4. Unloved, Unwanted (K. Wells)
5. Nobody's Fool But Yours (B. Owens)
6. Alla My Love (W. Pierce)
7. Misery Loves Company (P. Wagoner)
8. Aching, Breaking Heart (G. Jones)
9. Big Shoes (R. Price)
10. Go Home (Flatt & Scruggs)

COLEMAN O'NEAL  
WZKY  
Albemarle, N.C.

1. Big Boys Don't Cry (O. Stevens)
2. Be Quiet Mind (D. Reeves)
3. She's Got You (P. Cline)
4. Misery Loves Company (P. Wagoner)
5. Air Mail To Heaven (C. Smith)
6. Willingly (S. Collie & W. Nelson)
7. Archie Campbell's Bedtime Stories (Pt. 1) (A. Campbell)
8. Oh Broken Hearted Me (O. Stevens)
9. If A Woman Answers (L. Van Dyke)
10. Cheated Too (Rusty & Doug)

KYLE GAY  
KCKN  
Kansas City, Kans.

1. Has Anybody Seen Me Lately (H. Cochran)
2. Wishin' She Was Here Instead Of Me (H. Howard)
3. She's Got You (P. Cline)
4. Honky Tonky World (B. Gallion)
5. She Thinks I Still Care (G. Jones)
6. Best Dressed Beggar In Town (C. Smith)
7. Misery Loves Company (P. Wagoner)
8. Honky Tonky Man (J. Horton)
9. Three Days (F. Young)
10. Charlie's Shoes (B. Walker)

RAY NICKEL  
CKPR  
Ft. William, Ont., Can.

1. She's Got You (P. Cline)
2. A Wound Time Can't Erase (S. Jackson)
3. Misery Loves Company (P. Wagoner)
4. Alla My Love (W. Pierce)
5. Nobody's Fool But Yours (B. Owens)
6. Charlie's Shoes (B. Walker)
7. Three Days (F. Young)
8. Tears Broke Out On Me (E. Arnold)
9. Unloved, Unwanted (K. Wells)
10. Bad News Gets Around (W. Smith)

PAT SHIELDS  
KWOU  
Omaha, Nebr.

1. Brown Mountain Light (S. James)
2. Bad News Gets Around (W. Smith)
3. You're Welcome Anymore (R. Sanders)
4. Best Dressed Beggar (H. Turner)
5. Welcome Home Again (A. Brumley)
6. Little Bitty Heart (C. Kings)
7. China Doll (G. Hamilton IV)
8. Your Letter's Overdue (B. Mack)
9. Laughing The Blues (S. Wooley)
10. I Done Done It (W. Stewart)

**"WALTZ OF THE ANGELS"** (2:38)  
[Central Songs BMI—Reynolds, Rhodes]  
**"TALK ABOUT LOVIN'"** (2:10) [Glad BMI—Mathis]  
**GEORGE JONES & MARGIE SINGLETON** (Mercury 71955)

George Jones who is currently hitting with "Aching, Breaking Heart" and his UA bow of "She Thinks I Still Care" should go a similar success route with "Waltz Of The Angels," an attractive duet with Margie Singleton cut during his day with Mercury. The tune is a first-rate shuffle-beat, waltz-tempoed bluegrass-styled opus with the twosome turning in a sincere, moving job in the chanting department. In "Talk About Lovin'" the couple read a catchy, uptempo tune with enough potential to get plenty of spins. Wax looms a sure-fire chart item.

**"HEAR THE WHISTLE BLOW A HUNDRED MILES"** (2:34) [Peer BMI—Flatt, Scruggs]  
**"THE LEGEND OF THE JOHNSON BOYS"** (2:13) [Peer BMI—Flatt, Scruggs]  
**LESTER FLATT & EARL SCRUGGS** (Columbia 42413)

Looks like Flatt & Scruggs have a potent follow-up stanza to their current chart-rider of "Just Ain't" with this two-sided hitsville contender. With "Hear The Whistle Blow A Hundred Miles" the boys come up with a listenable, bluegrass, folk-flavored tune with all the necessary built-in success ingredients to reach the charts. In "The Legend Of The Johnson Boys" the twosome unleash their professional vocal and instrumental full-blast on a tradition-oriented, uptempo country item. Eye both sides here for heavy sales action.

**"TOUCH ME"** (2:10) [Pamper BMI—Nelson]  
**"WHERE MY HOUSE LIVES"** (2:17) [Pamper BMI—Nelson]  
**WILLIE NELSON** (Liberty 55439)

Willie Nelson who is currently cashing in on "Willingly," a vocal duet with Shirley Collie, seems to have another hot item which could score in the coin department with "Touch Me." The tune is a shuffle-beat, slow-tempo blues side essayed with loads of country authority by the songster. In "Where My House Lives" Nelson dishes up a real nice pop-styled lament with an infectious spinnable lyric.

**"PLEASE PASS THE KISSES"** (1:54) [Pamper BMI—Howard]  
**"TOMORROW YOU WON'T EVEN KNOW MY NAME"** (2:42) [Central Songs BMI—Howard]  
**JAN HOWARD** (Capitol 4744)

"Please Pass The Kisses" is a powerful chart-contender from the pen of ace country tunesmith Harlan Howard essayed with high spirits and country poise by Jan. The side's catchy lyrics coupled with a pop-styled uptempo melody could help it garner quick acceptance. In "Tomorrow You Won't Even Know My Name" the lark reads a top-run hillbilly tear-jerker on a familiar theme. Spinners should flock to the side in droves.

**"A HUNDRED PROOF HEARTACHE"** (2:25) [Sure-Fire BMI—Lynn]  
**"SUCCESS"** (2:36) [Sure-Fire BMI—Mullins]  
**LORETTA LYNN** (Decca 31384)

Loretta Lynn could make a fast splash with this strong double-barreled entry. "Hundred Proof Heartache" is a bluegrass-styled weeper with a sincere, heart-tugging delivery by the lark. Side could step out sales-wise. "Success" is another first-rate slow-paced lament with an equal chance for success.

**AL DEXTER** (Capitol 4724) **SAMMY MARSHALL** (Ranchwood 2230)

(B+) **"I WON'T BE NUMBER TWO"** (2:10) [Al Dexter Songs BMI—Dexter, Wood Bloodworth] Al Dexter comes up with a clever, fast-paced, happy lament on traditional country theme. With the proper exposure the side could make some noise.

(B) **"GAME OF LOVE"** (2:25) [Stephonic BMI—Feith] Sammy Marshall comes on strong for this high-spirited opus about his favorite game. The side has enough potential to attract some jockeys.

(B) **"MY LITTLE HEARTACHE"** (1:50) [Al Dexter Songs BMI—Dexter] This time out the songster reads another lively, uptempo side with enough good stuff in it to grab some spins.

(C+) **"AM I TOO LATE"** (2:12) [Stephonic BMI—Feith] Here the songster reads a weeper with a familiar-sounding hillbilly sound. Fair wax.

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# COUNTRY TOP 50



# COUNTRY ROUND UP

	Pos. Last Week
1	4
2	1
3	2
4	5
5	3
6	11
7	6
8	13
9	10
10	12
11	8
12	7
13	9
14	26
15	23
16	18
17	21
18	22
19	19
20	20
21	16
22	25
23	24
24	15
25	30

	Pos. Last Week
26	34
27	29
28	14
29	36
30	28
31	27
32	32
33	41
34	17
35	35
36	43
37	31
38	40
39	47
40	37
41	39
42	48
43	44
44	—
45	—
46	49
47	—
48	33
49	50
50	—

Mark Brooks, program director of WHEW-Riviera Beach, Florida, sends along word that his station recently took a giant stride in the advancement of country music in the Sunshine state by a highly successful promotion at the South Florida Fair. The station set up remote facilities at a key point, brought along news machine, "Igor," the talking robot, live bands, Miss WHEW, and broadcast from the fair-

The Western Sands Night Club in Bellflower, Calif. is now playing nam country artists. . . . A new group playing local clubs on the west coast comprised of Pee Wee Kershaw, J. Owens, and Roy Cantrell and Cind Jo.

Looks like Tompall and the Glass Brothers have a great future ahead of them. The boys are off to a flying start



HOWARD VOKES



CURLEY GOLD



HONEY WELCH

grounds from the moment the fair opened each day until the time it closed. Thousands of people swarmed to the fair and saw a real radio station in operation and the WHEW jockeys they'd heard but never seen, walking around in western outfits. In this way people not only from Palm Beach County, but all of south Florida were introduced to the only town and country music station on the Gulf coast of Florida. A high point of the event was a special tri-color rosette award presented to the station by the prexy of the fair for its "outstanding coverage and diligent work in the interest of the fair."

with their new publishing firm, Glasser Publications, presently located at 146 Seventh Ave. North, Nashville. The new Hank Snow tune "You Take The Future" was written by Jim Glasser and backed by the boys, could develop into a hot chart item. Additionally, the boys could pull some coin with their own wax of "Let Me Down Easy"

Val Records of Victoria, Texas has retained Gotham promo man Mort Wax to handle the drumbeating chore on their new Honey and the Teardrop single "You Are The One."

Howard Vokes and his Country Boys are now making plans for a long tour this summer season. Bookers interested in his strictly country act are invited to write to him in care of Vokes Music Promotions, New Kensington, Pennsylvania.

Ramblin' Lou, WJLL-Niagara Falls personality and country promoter writes in that he's set a first-class Grand Ole Opry show starring Hank Snow and the Rainbow Ranch Boys for three shows in the Empire state later this month.

Curley Gold and his Texas Tune Twisters are currently performing before record breaking crowds throughout California. Recently Curley and his boys put on a big two hour musical stage show for the patients of the U. S. Public Health Hospital in San Francisco. This marks the fifth year that the country crew has played the government hospital.

Buck Owens has returned to his California home after a southwest tour. The chanter made two appearances at the Fresno, Calif. Barn and is getting ready for a new tour through the Pacific northwest, the southern states and the eastern seaboard. . . . Recent visitors to Eddie Briggs' KEAP-Fresno country deejay show were Buck Owens, Teddy and Doyl Wilburn, and Billy Walker. Eddie recently began his fourth year with the coast outlet.

Spinners who were missed in the mailing of Ott Stephens Fairlane newie, "Big Boys Don't Cry" may obtain copies by writing on their station's letterhead to Teresa Simpkins, the chanter's fan club prexy, at Route No. 4, Box 670, La Fayette, Georgia.

The Blackwood Brothers are on the road again. This time the boys have a slew of dates scheduled in Michigan, Ohio, Oklahoma, Texas and Arkansas

The Wilburn Brothers, who are currently putting their hopes in their chart-riding Decca entry of "Trouble's Back In Town," have a series of key dates set in Iowa, South Dakota, Montana and Idaho before teaming up with Margie Bowes and Merle Kilgore in Spokane for a tour in Canada with a Marlin Payne package. Marty Robbins and his band will also be featured with the boys on their Canadian jaunt.

Al Dexter infos that the folks at Capitol think his "I Won't Be Number Two" and "My Little Heartache" could be the one to bring him into the national spotlight. Al has been in the motel and real estate business for the past few years and hopes this new single can successfully mark his return to chanting.

Tommy Edwards reports that bluegrass music has been hitting hard in Cleveland, Ohio. Tommy says that they've been packing them in at the Dennison theatre with an all-star of top bluegrass artists including such names as Reno & Smiley, Bill Monroe, the Stanley Brothers and Bill Clifton.

Lee Nichols has moved from KOOO Omaha, Neb., to KRMG, a 50,000 watt station in Tulsa, Okla. Lee is now doing two country shots per day.

Bob Staten, jockey on CKLW-Detroit, is off to a good start on his new country music show over the Michigan 50,000 watt. Bob is on from 7:30 P.M. until midnight and says he's been getting heavy mail and a heap of interest. The deejay could use loads of country platters both old and new.

April 23-30 has been tagged Peter DeRose Week. Roy Horton mentions that the late ace tunesmith penned such biggies as "Wagon Wheels," "Have You Ever Been Lonely" and "I Heard A Forest Praying."

Judy Steinberg, who has been filling in for Hank Davis on the "Tennessee Border" show over WKCR, New York, reports that she is in dire need of country platters. The station is the FM outlet of Columbia University.

## **The Increasing Role Of Government In Today's Business**

Gone are the days when Government did not concern itself with private business. The role of Government in business has grown to the point where even the coin machine industry, admittedly a pebble among boulders of the business world, can expect continued legislation to affect its very existence. Broad legislative action extending in all directions, while necessary in many respects, has resulted in revised manufacturing, distributing, and sales policies which must conform with Governmental rulings.

A case in point is the perennial legislative dictums which have slowly chipped away at what once was a major segment of the amusement machine business. While operators pay unusually high taxes for the privilege of operating this equipment, manufacturers wait with bated breath for the next ruling which may slice away still another portion of this market. Right or wrong, Government has assumed the position of a major entity insofar as this area of the coin machine business is concerned—and it affects the livelihood of every operator, wholesaler, manufacturer and location owner.

Last month President Kennedy's tax proposal was submitted to Congress. The prime purpose of the tax program is of course to increase Government income via revised corporate and individual income taxes. However, restaurant industry leaders saw fit to fly to Washington in order to confer with officials before passage of the legislation knocks the expense account right out of the box. Any ruling which affects the entertainment or the restaurant business naturally affects the coin machine industry. But this isn't the point of discussion here. Government edicts can oftentimes change the basic business picture. It so happens that the vending machine business may very well benefit from this same tax law. Restaurateurs claim that the substantial job loss which will come about if the expense account is slashed, must be made up through greater use of automatic feeding, the one system which eases personnel payroll costs.

While it's old hat to the American public, the cancer-cigarette link has been published in Europe and following on its heels were several programs designed to prevent juveniles from smoking. Last week Italy outlawed cigarette advertising and England's major tobacco companies agreed to see that 6000 cigarette vendors were removed from public locations. No one is condoning cancer or sub-teen smoking, but the fact remains—Government action brought these changes about.

All of which points to an ever growing need for a strong industry voice in Government. Unless the coin machine industry can count on solid representation in Government—federal, state and municipal—we could win the competition for the consumer's dollar but lose the ball game.

## Dallas Ops Claim 42 Operating Firms Among Members

### Politicians Address CMOA At Assoc. Meeting

DALLAS—A regular meeting of Coin Machine Operators Association, Houston, held April 3rd, was marked by the largest attendance to date according to presiding officer, Jack Stazo. Minutes of the previous meeting recorded by Doris Christian, CMOA office secretary noted that the organization had paid up membership of 42 bona fide operating concerns, eleven associate member firms and three servicing companies.

Insurance representatives Harry B. Hackethorne and Bill Lucy outlined a group insurance plan for the membership. New introductions included Robert Small, Atlas Music and Robert Fuller, Dixie Distributing.

The coinmen agreed that an operator must set up his equipment in a "bumped" location not later than 48 hours after "bumping notice" had been served or forfeit rights to said location. Attention was called to Cash Box coverage of last meeting in an earlier issue. Vice President D. T. Stoghill commented on a trade paper article concerning results of teen agers playing pool. The mention was made to a situation in Philadelphia.

Bill Hollis, candidate for County Judge, was introduced and allowed time to outline his platform. Political views were exchanged on qualifications of different candidates for governor.

Officials of CMOA are willing, even anxious, to assist groups anywhere who wish to form similar business or-

# UJA-Coin Committee Selects Asst. D. A. Cahn To Speak At Victory Dinner For Orleck, Littleford

### Committee Members Named, Program Set For \$35,000 Drive



JOE ORLECK  
Guest Of Honor

NEW YORK—The United Jewish Appeal—Coin Machine Industry Division, held its first committee meeting last Tuesday, April 10, and Irving Holzman, chairman of the 1962 industry drive announced that this year's guest speaker will be Assistant District Attorney (Nassau County) William Cahn. Guests of Honor at the Victory Dinner will be Joe Orleck, President

and Publisher of Cash Box, and R. L. Littleford, Jr., Publisher of Billboard Music Week. The banquet will be held in New York's Plaza Hotel on Tuesday, June 5, and between 400 and 500 guests are expected to honor the trade paper publishers. Tickets to the affair have been priced at \$17.50 each.

The concerted drive for funds started with members of the committee briefed on goals and territories in this section of the country. Promotion and advertising material was approved at the meeting, attended by close to twenty-five coinmen, which was held in UJA offices here. Refreshments were served.



IRVING HOLZMAN  
Chairman

and Publisher of Cash Box, and R. L. Littleford, Jr., Publisher of Billboard Music Week. The banquet will be held in New York's Plaza Hotel on Tuesday, June 5, and between 400 and 500 guests are expected to honor the trade paper publishers. Tickets to the affair have been priced at \$17.50 each.

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R. L. LITTLEFORD, JR.  
Guest Of Honor

Bodkin was named Special Gift Chairman. His wife, Frances, was officially named First Lady of the UJA and heads a Ladies Telephone Group comprised of the following wives of coinmen: Etta Bloom, Jean Blatt, Evelyn Siskind, Ruth Holzman, Frances Denver and Edith Kaufman.

Publicity will be handled by Billboard's Aaron Sternfield and Marty Toohy of Cash Box, who along with Al Bodkin comprise the Delegation Committee to State County Commission.

Al Denver was appointed Chairman Emeritus. Honorary chairmen are Tom Greco, Mike Munves, Meyer Parkoff, Al Simon, Barney Sugerma and Jack Wilson. George Holzman is co-chairman. Supervising the drive in Nassau County is Joe Albino, Jr. and Ronnie Billings. Cash Box' Bob Austin and Frank Lupino of Billboard will head the Entertainment Committee. Oscar Parkoff and Irv Morris head the New Jersey section.

### Meeting A Success

The meeting was a success from the start with close to twenty-five interested coinmen attending and there was every indication that the drive will be a success. Orleck and Littleford, Guests of Honor, have supported UJA drives for many years, have vast following among coinmen throughout the nation, and are expected to lead the campaign to record-breaking fund drive.

The next committee meeting will be held on Monday, April 23rd at 5 PM in the UJA offices at 220 West 5th Street. Everyone in the trade is cordially invited to attend.

## Sandy Moore Charges Official With Coercion

NEW YORK — Sandy Moore, local coin machine operator currently serving a prison term for violation of the Bankruptcy Act and awaiting trial for allegedly attempting to bribe a Federal Judge, made headlines in New York newspapers last week with a charge against a former assistant US Attorney and a Doctor that they combined to threaten the coinman with a fifteen year sentence unless he paid off to them a \$35,000 bribe. In an affidavit made public and printed in its entirety in the New York Times, the coinman accused Elliott Kahaner, former US Attorney and Dr. Robert Erdman, a surgeon, of being key participants in a conspiracy to obstruct justice. The announcement came as a complete turnabout considering charges made against Moore several

months ago charging him with the bribe attempt of a judge.

The affidavit signed by Moore read in part: "I accuse Elliott Kahaner, then an asst. U.S. Attorney, together with certain of his confederates of coercing me to plead guilty to the indictment on March 9, 1961, and extorting \$35,000 from me." Moore's affidavit outlined the alleged coercion in a step-by-step "trap" which Moore claims forced him to pay money to the accused "in his hand" after Moore had earlier remarked that he was willing to pay the sum of \$60,000 for legal talent in the case.

Erdman, Kahaner, State Supreme Court Justice J. Vincent Keogh and Anthony Corallo are under indictment on charges of conspiracy and are scheduled to go on trial May 7. All have pleaded not guilty.

### Boorstein Addresses Group

Lou Boorstein, past chairman and Guest Of Honor, addressed the assemblage and outlined the purpose of the drive. The overall UJA drive is expected to result in \$35,000,000 for a Special Fund to meet the pressing problems of the heavy immigration to Israel and other lands, along with a regular campaign goal of \$60 million. The \$95 million will be used to serve a total of 600,000 persons in 27 countries. The N.Y. Assoc. for New Americans and the United Hias Service will benefit from the UJA campaign. The Coin Machine Industry's responsibility in this area has been set at \$35,000. This is the approximate amount of money raised each year by the coinmen.

### Territories Outlined

Territorial chairmen were named and are as follows: Lou Boorstein, Manhattan; Carl Pavesi and Seymour Polak, Westchester County; Jack Wilson, Hudson Valley; Abe Fish and Mac Pearlman, Connecticut. Al "Senator"



UJA-COIN MACHINE COMMITTEE: Seated (l. to r.) Max Klein, Lou Boorstein, Chairman Irv Holzman, Cary Pavesi and Frances Bodkin. Standing, Meyer Parkoff, Teddy Blatt, Aaron Sternfield, George Holtzman, Marty Toohy, Seymour Polak, Nash Gordon, Morris Rood, Al Simon, Harold Kaufman, Al "Senator" Bodkin, Al Denver and Lou Wolberg. Coinmen met to set plans for 1962 Victory Dinner honoring Joe Orleck and R. L. Littleford, Jr. (Story this page).

# Cash Box

# VENDING NEWS

*The Vending Machine Industry's Only Newsweekly*



## Meeting Dates

### Britain Bans 6000 Cig Vendors After Cancer Report Indicates Possible Link

### Italy Curbs Advertising, Tobacco Stocks Dip

NEW YORK—The much publicized British Royal College of Physicians report on the link between cancer and smoking touched off a campaign in Britain which began last week with the removal of 6000 cigarette vending machines. The decision to discourage smoking began after medical reports indicated that a possible connection between the disease and habitual smoking may exist. Similar reports issued in the United States during the past several years have not interfered with the sale of cigarettes, and have as a matter of fact, brought about

the filter-tip cigarette which has helped cigarette sales, in general, increase with each passing sales quarter.

Sale, of U.S. made cigarettes in European markets are not expected to suffer to any great extent since most manufacturers enjoy only a small percentage of overall sales in this market.

Tobacco stocks here did dip though last week with the cancer talk spreading to U.S. media. Tobacco stocks dipped at mid-week but were back to the normal level by Friday morning. The market was quite upset however with many brokers complaining about the hesitancy of stock buyers to purchase tobacco issues. The possibility of more negative news was probably the main reason for this reluctance. U.S. cigarette manufacturers, unlike the European makers, have repeated earlier contentions that the link between cancer and smoking is speculative.

Joseph Cullman, President of Philip Morris Inc. stated at the firm's annual meeting last week that "there is no clinical proof" of the existence between cancer and smoking. He didn't concern himself with the drop in stock prices earlier because in recent months the stocks have dropped with the release of similar news and then rebounded to normal or higher prices.

While Europe is setting an educational campaign advising the consumer of possible harmful effects from tobacco, Italy has already banned cigarette advertising. Most advertising of cigarettes in Italy is for imported brands. British tobacco manufacturers have agreed to limit television commercial hours to later in the evening in order to circumvent the sub-teen listening audience.

Previous cancer reports in this country have led to proposed legisla-

(Continued on page 54)

### Cafeteria Men To Hear Of 800 Million Dimes

CHICAGO—One of vending's largest potential customer groups, National Industrial Cafeteria Managers' Association, will hear a presentation on in-plant vending services at its national convention in Chicago on Thursday, May 24.

Walter W. Reed, director of public relations, National Automatic Merchandising Association, will address the group on "Vending—What 800,000,000 Dimes Mean To You" at the group's conference at Chicago's O'Hare Inn (9:40—10:45 a.m.).

The presentation will outline the growth of vending services in recent years, its application in industrial food services and recommendations for choosing qualified vending companies, Reed said. The new NAMA film slide presentation, "How Vending Serves the Public," will be part of the address.

NICMA members manage some of the largest industrial and office cafeterias and are becoming increasingly interested in the possibilities of vending, Reed said.

The presentation is part of the NAMA Speakers' Bureau activities.

### Restaurants Warn Wash. On Job Loss If Tax Credit Spurs Vending Growth

WASHINGTON—President Kennedy's investment tax benefits are being buffeted about in the nation's Capitol these days and one industry swinging from the floor is the restaurant business. Thomas Power, Washington counsel for the 100,000-member National Restaurant Association, voiced the opinions of the industry last week when he stated that a tax credit proposal would provoke substantial job loss in the restaurant industry by causing restaurant owners "to switch to vending meals sold through coin-operated machines.

"Any service industry, any industry with a relatively high labor cost, as contrasted with industries having a high capital investment, will be put at a disadvantage in its competition for the consumer's dollar if the tax credit approach is adopted," said the attorney.

Power conceded that because his industry has the ability to switch to machine-sold machines, it might get its share of "this tax windfall" but the benefit would fall "mostly to large operators with greater funds for capital investment."

The lawyer also attacked the expense account language of the bill saying that a slash in the expense account would eliminate more than 200,000 jobs in this country along with

the money spent for "good will" now on beverage and food consumption in public eating places.

### UNIV. MATCH PROMISES PROFITS

NEW YORK—John L. Wilson, President of Universal Match Corporation, declined last week to estimate quarterly earnings but vowed improved profits for '62 if the current trend continues.

In '61 Universal Match earnings dropped sharply to \$2,359,000 or 45 cents per share after enjoying \$6,385,000, or \$1.27 per share earnings during 1960.

Directors are considering paying a quarterly dividend, said Wilson, commenting that the firm did not pay a dividend during its first quarter but paid a 2% dividend in December.

Universal Match called all 8,813 shares of its outstanding preferred stock last week costing the firm \$899,000. Wilson stated that the firm is still considering future acquisitions.

Thomas Donahue, newly elected proxy of Universal was introduced by Wilson to the stockholders. Within a few days, it was announced, Wilson will give up the presidency, remain as chairman, and permit Donahue to assume the presidency.

15-16—South Dakota Phonograph Operators' Association  
Place: Sawnee Hotel, Pierre, S.D.

16—Associated Music Operators of Rochester  
Place: Sheraton Hotel, Rochester, N.Y.

16—Westchester Operators' Guild, Inc.  
Place: American Legion Hall, 57 Mitchell Pl., White Plains, N.Y.

16—Automatic Equipment and Coin-Machine Owners' Assn. Inc., Indiana  
Place: Room 24, 550 Broadway, Gary, Ind.

17—Coin Machine Operators Assoc.  
Place: Knights of Columbus Hall, Houston, Tex.

18—New York State Operators' Guild, Inc.  
Place: Gov. Clinton, Kingston, N.Y.

18—Eastern Pennsylvania Amusement Machine Assn.  
Place: General De Kalb Inn, 2519 De Kalb Street, Norristown, Pa.

27-28—N.A.M.A. (Regional Meeting)  
Place: Statler Hilton, Cleveland, Ohio

30—Central State Music Guild  
Place: 805 Main St., Peoria, Ill.

May 1—Harbor Music Operators' Association  
Place: Cook's Bullpen, Paramount, Calif.

2—Amusement Machine Operators Assoc. of Penn.  
Place: Penn-Harris Hotel, Harrisburg, Pa.

3—California Music Merchants' Association  
Place: Sacramento, Calif.

4—California Music Merchants' Association  
Place: U. S. Grant Hotel, San Diego, Calif.

4-5—N.A.M.A. (Regional Meeting)  
Place: Laurels Hotel-Country Club, Monticello, N.Y.

4-6—N.Y. Automatic Vending Ass'n. (Annual Meeting, Outing)  
Place: Laurels Hotel-Country Club, Monticello, N.Y.

6-8—MOA Convention (Music Operators of Am.)  
Place: Morrison Hotel, Chicago, Ill.

7—Phonograph Merchant's Association, Cleveland, Ohio  
Place: Hollenden Hotel, Cleveland, Ohio (General)

7—California Music Merchants' Association  
Place: 311 Broadway, Oakland, Calif.

7—Eastern Ohio Phonograph Operators' Association  
Place: 4104 Rush Blvd., Youngstown 12, Ohio (General)

8—California Music Merchants' Association  
Place: Fresno Hotel, Fresno, Calif.

9—California Music Merchants' Association  
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.

9—Western Massachusetts Music Guild  
Place: Chalet Restaurant, West Springfield, Mass.

9—Music Operators' Society of St. Joseph Valley  
Place: Carl Zimmer's Office, 130 N. Ironwood Dr., Mishawaka, Ind.

10—Berks County Amusement Machine Operators' Association  
Place: Arndt Restaurant, Reading, Pa.

14—Milwaukee Coin Machine Operators' Association  
Place: Ambassador Hotel, Milwaukee, Wisc.

# Arcade Ops Ready For April 14th Openings But Equipment Shortage Continues To Plague Funlands

NEW YORK—Arcade operators in this area were rushing to meet the big opening date for the '62 season last week as Saturday, April 14th approached. The 14th has been set as official opening day for arcades and amusement parks here. Palisades Amusement Park, one of the largest operators in the East, planned on a gala opening with recording star Bobby Rydell heading a long list of live attractions to draw an opening weekend crowd of thousands. Coney Island jumped the gun last month with premature weekend openings and will be in action seven days

a week starting next week. Asbury Park and Atlantic City are ready for an April 14th opening and the smaller operators along the seaboard have, of course, joined in for a simultaneous opening.

The biggest obstacle in the path of arcade owners continued to be a shortage of equipment and at press time last week there was no cure in sight for this desperate situation. Mike Munves, veteran arcade wholesaler, advised last week that orders were on hand for enough equipment to keep his refinishing and shipping crew busy all season—"if we had the machines."

Wholesalers throughout the nation were phoning, and making personal calls on outlets for possible quantities of machines, in order to fill an unusually high demand for the novelty equipment.

An operator in New England suffered a fire last Winter which razed the entire plant and equipment along with it. Insurance covered the costs, but the source of equipment through which he may refurbish the funspot just isn't there. "I should have insured the machines as collector's items. That's what they're getting to be these days!"

Nationwide calls from leading arcade houses have resulted in nothing more than a handful of notices offering ancient machines which have little value in today's market.

However, the arcade operator is a student of psychology. If it just can't be done, move on to something that can be understood, solved, and overcome is his motto. So arcade owners everywhere are looking to the weatherman for a sunny, warm opening day.

## Std. Financial Has Hope Of Record Net

NEW YORK—Theodore Silbert, President of Standard Financial Corporation, factoring house with nationwide branches serving the coin machine and vending industries, hopes 1962 will be a record year for earnings. Silbert made the statement at the firm's annual meeting held here last week.

The firm's first quarter earnings this year were set at 33% higher than last year's comparable period. Silbert said that business for the firm's clients was not as good as he had hoped it would but he expected an increase during the next three months.

The firm could top its last year's figures for the twelfth year in a row. Silbert said that no particular merger talks were going on now but added that preliminary conversations are "going on at all times."

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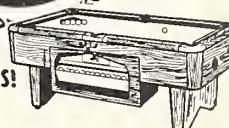
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Elsie the Cow	195	Gun Smoke	275
Ferdinand Bull	195	Dale Gun	65
Motor Cycle Ride	395	Six Shooter	110
Red Nose Reindeer	225	Pop Gun Circus	275
Sandy Horse	375	Shooting Gallery	125
Twirley Bird, new	795	Big Top	195
Rocket Rid's, new	795	Circus	250
Old Smokey	350	State Fair	195
Stage Coach	395	Rifle Gallery	135
Pony Express	195	Sky Gunner	125
Junior Jet	195	Gun Club	375
Drive Yourself	325	Keeneey Sportsman	195
Turnpike Auto Test	675	Ranger	195
Sports Car	225	Atomic Bomber	95
Choo Choo Train	275	Sky Fiter	125
Auto Test w/movies	425	Mid. Shooting Gally	275

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- 5 Hoarseness or cough.
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Shortages of used equipment have brought about extended shopping sprees by operators looking for good music and games. Help the operator-buyer along on his shopping trips by offering values through advertisements which appear in every State in the Union and around the world!

Sell the operator in search of a particular game, a specific model phonograph, an arcade machine, a vending machine. Values presented in ads appearing regularly more than pay for themselves . . . they make a profit for you faster than any other way, establish the name of your firm in the minds of the entire trade as a source of supply for future purchases, and build momentum with each passing week the volume of business that comes from a regular advertising schedule in CASH BOX.

In addition to regular weekly readers, you sell the operator who buys sporadically. In order to reach him when he's ready to buy, your ad must appear on a regular basis. CASH BOX is the leader in the coin machine trade throughout the United States and in every coin machine market of the world. Buyers look to CASH BOX to provide the merchandise they are looking for. Your ads will be met by an audience of buyers with each and every appearance because the buyers read CASH BOX!

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- Coin insertion lites Ace to spot first card.
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BUY THE BEST-BUY WILLIAMS

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## Two New 33 Disk Packs

NEW YORK—Two new 33 rpm 7" single packages were made available for juke box programming last week by Seeburg distributors. The new product represented number 187 and 188 in the release of special five-record packages since the advent of the 33-45 juke box model by Seeburg.

The titles are "Breakin' It Up On Broadway" by Dukes of Dixieland, and Frank Sinatra's "Sinatra and Strings." The disks are in stereo and are now available.

## RIDE WITH THE WINNER! chicago coin

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- RED DOT
- VARIETY ROLL-DOWN BOWLER
- GOLD CROWN

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

## Heinz Prummer Arrives In New York

Accompanied By Marcel Grosch, Belgian Buyer

NEW YORK—Heinz Prummer, President of Automaten Grosshandel, German coin machine firm, arrived here last week on the heels of a wake of advertising announcements which resulted in the coinman receiving inquiries from dozens of leading coin machine distributing firms in this country. Prummer's first stop upon arrival in the USA was the Cash Box Broadway offices where he picked up inquiries received via the special advertisements.

Prummer was accompanied by Marcel Grosch, of Liege, Belgium, who is here to purchase equipment for several coin machine firms in Belgium as well as for his own firm which resells machines throughout Europe. Prummer operates and jobs machines in Germany only.

The coinmen planned a buying trip which included stops in Boston, New York, New Jersey, Philadelphia, Chicago, and from there, "wherever there are machines," according to Prummer. The pair stopped at New York's Abbey Hotel while here and received



CASH BOX CALLERS: Heinz Prummer (left) and Marcel Grosch, European coinmen in Cash Box offices last week.

several callers. They didn't know exactly how long their stay would be since no specific itinerary was outlined. But they will be in the country "at least two weeks," indicating that three to four weeks was more likely.

## WANTED FOR EXPORT

### BALLY

Derby Gun  
All Star  
Baseball  
(free play)  
Bingos—  
Miami Beach  
& Up

### GOTTLIEB

Flipper  
Parade & Fair  
1956 Pins & Up

### SEEBURG

D & Up  
WURLITZER  
1700 & Up

### AMI

F120 & Up

### UNITED

Jumbo 16'  
Royal 16'

### WILLIAMS

Baseball  
(free play)  
1958 Pins & Up

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Factory Representatives for

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## Every day of life means hope

Every added day a leukemia victim lives means added hope that a cure will be found. American Cancer Society funds have helped researchers discover temporary arresters. And develop an effective vaccine for animals. Surely this part of the Society's work alone merits your active support. Fight cancer with a checkup and a check. Send your donation to CANCER, care of your local post office.

AMERICAN CANCER SOCIETY



The Buyers  
Read . . .



(Continued from page 50)

tion and at present here are two anti-tobacco proposals before the Senate Labor Committee. One bill would provide Federal grants for subsidizing educational films and lectures outlining the harmful effects of tobacco, alcohol and narcotics. Lung cancer is reportedly a major target of the bill. Senators have been reported as saying that no action is expected on the bills, however. Another bill however pro-

poses a Presidential approved health education program on a broad basis, nationally. In the House, a bill has been submitted asking for cigarette labels to state tar and nicotine contents.

The tobacco industry received support, indirectly, when the Metropolitan Insurance Company, absolutely denied any issuance of lower insurance rates for non-smokers.

Several countries in Europe are studying the current reports and, with the exception of Britain and Italy, no other countries have made any type of move against cigarettes.

An important aspect of the overall feeling toward cigarettes was the steps which were and might be taken to prevent children from purchasing cigarettes. This of course would affect vending machines in public places as in the case of Britain where 6000 were banned.

## New Orleans Port Will Aid Coin Exports

### JFK To Dedicate May 4

NEW ORLEANS—Coin machine exporters in this area will receive a spanking new port of export in May. The export market in Latin America is served through the New Orleans port where close to eight coin firms ship coin-operated music and games to foreign importers. President Kennedy will deliver a major address on U. S. foreign trade at the formal dedication May 4 of the \$10 million new Nashville avenue wharf of Lykes Bros. Steamship Co. in the port of New Orleans.

A White House spokesman said that the President had been "fully briefed on the Nashville avenue wharf and the fact that it is the most modern of its kind in the world."

"The President," the spokesman continued, "believes that we must forge ahead, modernizing our ports and adding to our ability to handle the trade of the world so that we can better compete with other nations for the benefit of our people."



More ops in town this week than in quite some time what with new equipment excursions, MONY meeting, UJA meeting among other good reasons for visiting Tenth Avenue. Among the operators were Al "Senator" Bodkin and his lovely wife Frances, who was officially named "First Lady" of the United Jewish Appeal—Coin Machine Div. during a meet Tuesday eve at UJA headquarters. Everything's fine with Al and it appears as tho he'll do another big fund drive job for the cause this year. . . . Teddy Blatt in town sporting Florida tan and looking like a lawyer who just passed his bar exam! . . . Lou Boorstein, Leslie One-Stop's prez, attending the major UJA luncheon last week was briefed on the goals for this year's drive and presented them to coinmen at a meeting earlier in the week. . . . Dick DiCiccio, Westchester op, advising that his son, Richard, celebrated his 22nd birthday last week. Dick, Jr. expects to arrive in NYC next week for Easter vacation from Denver whereupon he'll enter the Actors Studio for training which he hopes will eventually place him before the footlights of the Broadway stage. Dick has played the lead in many shows during Summer Stock vehicles and his Dad is looking for big things from the lad.

Howard Herman, down from Westchester, looking trim and full of vigor. . . . Gil Sonin made the mistake of many men. He went out and bought himself a house with an area out front and back which consists of dirt (mud when it rains) and he has already started on a program of turning this mess into a lawn. No tips, Gil, just use your own technique. It's easier to give tips on horses than on ways of producing a fine lawn!

Postal cards from Barney Sugerman indicate that the Runyon exec and his wife Molly have already visited Cannes, Monte Carlo and the French Riviera. Failed to mention that the new Rowe cig machine happens to bear that same name. He must be enjoying himself! "The scenery is beautiful," said Shug. Time flies—only two more weeks and the AMI distrib will be back.

Si Redd phones us from Boston to advise that business is fine and that his new European sales representative, Marinus Van Der Weijde, is residing in West Germany handling Redd's segment of the export biz to be derived from Europe. The rep will travel Europe calling on coin machine buyers. . . . Charles Katz will have an announcement to make shortly. Katz is currently in NY planning a road trip for a coin-operated line. . . . E. A. Brown, Bermuda coin man, calls on Lipsky Distributing, talks with Abe, and Harry Koeppl, the flies South after viewing the equipment he ordered from the coin outlet. It gives us down to Bermuda and was surprised to learn that we couldn't leave that fast! . . . Henry Slavis, Lipsky's parts manager, checking in with the Doc regularly, expecting an okay to work full time. Spends a few hours on the job easing back into the swing of things, after surgery last month.

Steve Tarzana and Sam Morrison keeping busy making stops and setting installations regularly. Sounds like lots of new locations around, to hear the boys talk. . . . Assistant District Attorney Bill Kahn will be guest speaker at the UJA Banquet in NYC's Plaza Hotel June 5th honoring Joe Orleck and Roy Littleford. Irv Holzman managed to have the DA okay the date even with his hectic schedule. He's a close friend of Holzman.

Murray Kaye recouping while Mike Calland does his best to fill in. "I'll be glad when Murray's back for more than one reason," said Mike as he looks for the files, the orders and the red tape. Meyer Parkoff had some business to conduct later Tuesday PM which held him up making for a late arrival at the UJA meet same night. Meyer's brother Oscar will head the committee work in Jersey.

Mike Munves picked up enuf business last week to keep the crew busy until next Fall. "Now if only we had all of the machines they want, and could recondition them in time for the openings this month!" says Mike. Dick Greenberg tried to round up some of the hard-to-get arcade machines via telephon but to no avail.

Irv Holzman, United States East Coast Sales (When he isn't working as UJA chairman) advised that United will have news for the trade in another two weeks. Business has been great this year with three solid months for the manufacturer and distributors of United equipment.

Al Simon attended the UJA luncheon last week with Lou Boorstein, both past Guests of Honor, and then proceeded to the committee meet with other coinmen on Tuesday. Earlier in the day we discussed the Rock-Ola sales situation with Simon to learn that he has sold more phonos this quarter than even his most optimistic estimates indicated he would. . . . Morris Rood, in boasting about his bowling, either gave us the wrong information or we didn't catch it right the first time (which isn't that unusual!) but in any event he never did bowl a 180 in Newark following his failure to win a Detroit tourney two weeks ago. "I returned to Newark and took the family out," said Rood, denying an association with a score of 180 in Newark. (Now if he bowled 300 that would have been a different story!) Morris and Lou Wolberg are working together on UJA fund drives locally. . . . Irv Kempner, fought off an illness last week, recovered and reportedly was back on the job. Evidently working on the road and helping the new East Hartford office get itself settled. . . . Harry Berger is still moving quantities of the Vendocraft compact vending machine line to customers around the country. Expects some new machines in this month—hot food, sandwich and a specialty machine.

Looks as tho Irving Kaye will have that new idea ready soon. He's signed for space at the MOA in May. . . . Mickey Anderson working out regularly at the Erie bowling emporium keeping in shape for the upcoming Natl. Polish Falcon Tourney scheduled to be held in Cleveland in two weeks. . . . Seymour Pollak never received a reply from New York's Journal-American after telling 'em off re an article two reporters wrote about the public's taste in music. . . . Carl Pavesi looking fine, ready to head the Westchester County committee efforts for UJA this year. . . . Champ Seidel now with Natl' Business Exchange. . . . No word on Ray Knoss' condition as we go to press. Ray's laid up at Madison Hospital in NYC. . . . Perry Wachtel, agency for many coin machine accounts, back from a trip to Florida where he played golf and did little of anything else (what else is there?). . . . Visitors to Cash Box this week were the expected Heinz Prummer, German coin machine buyers who attracted notice from the entire trade with a preliminary ad schedule in Cash Box announcing his arrival. Received a box full of inquiries. He was joined by Morris Grose, a Belgian buyer. The coinmen will tour the USA in search of equipment.

## PHONOS FOR SALE!

### SEEBURG

AQ100SH	\$825
AQ160SH	895
Q160SH	875
Q100M	675
201	575
101	525
KD	345
HF100R	325
100C	295
200LU	225
VL200	225
V200	225
M100C	165
M100B	125

### WURLITZER

2310S	\$475
2200	375
2150	275
2104	275
2000	225
1900	250
1700	145

### ROCK-OLA

1475	\$450
1468	450
1455	175
1446	150
1438	125

### AMI

G200	\$150
E120	50
D40	50

## CIGARETTE VENDORS!

SEEBURG E-2 CIG VENDOR  
 ROWE 20 Col. Manual  
 (Showcase) **\$195.00**

## G. K. GABRIELSON & CO.

ATLANTA, GEORGIA  
 724 MEMORIAL DRIVE, S. E.  
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 2608 MAIN STREET  
 ALPINE 2-7164

## ATLAS . . .

Reconditioned—Guaranteed  
 MUSIC • GAMES  
 VENDING

### VENDING

WITTENBORG Ref., 24-Sel. \$495

ROWE L-1000 4-Flavor	\$595
ROWE COMMANDER 11-Col.	95
ROWE AMBASSADOR 14-Col. Cig. (Man.)	175
ROWE CANDY, 8-Col.	135
NATIONAL 9M Cig.	95
DUGRENIER K-14 (Man.)	175
DUGRENIER K-12	155
SEEBURG 800-E2 Cig.	215
BALLY CHAMPION HORSE (Metal Base)	445



A Quarter Century  
 of Service

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DIV. OF AC AUTOMATIC SERVICES, INC.

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 2118 N. Western Ave.,  
 ARmitage 6-5005

## MUSIC

A.M.I. K-100 (50¢) . . . \$495

A.M.I. F-120	225
A.M.I. H-200 (50¢)	325
A.M.I. J-200E (50¢)	445
A.M.I. I-120 (50¢)	425
A.M.I. K-100 (50¢)	495
ROCK-OLA 1454	295
ROCK-OLA 1458	395
SEEBURG 222-SH (50¢)	725
SEEBURG 201-SH (50¢)	625
SEEBURG 100-R	375
SEEBURG KD-200	325
WURLITZER 1900	295
WURLITZER 2000 (50¢)	245
WURLITZER 2300-S (50¢)	495

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# Chicago Chatter

The sports-minded had their "field day" last week, with the traditional annual opening of the baseball season, and Stanley Cup Playoff hysteria as the hot Chicago Blackhawks met the equally hot Toronto Maple Leafs head-on in Maple Leaf Gardens (Toronto) and the Chicago Stadium. (This isn't "Crisis Cross" Hockey, Mort (Secore)—but it's just as exciting!) (Anyway—the White Sox won the first baseball game.)

Speakin' of Chicago Coin (and we were), there's oodles of activity all over the country, according to Mort Secore, with particular emphasis on the new ChiCoin "Gold Crown" big ball bowler, "Variety Roll Down" shuffle alley bowler, "Long Range Rifle Gallery" and "Crisis Cross" Hockey game. . . . It's turning into a "beautiful Spring" at United Mfg. these days, where Herb Oettinger and Bill DeSelm are expressing considerable elation over the fantastic increase in sales with "Bonus Baseball," "Holiday" bowling alley and "Crystal" shuffle alley bowler. Meanwhile, LeRoy Kraehmer and Glenn Johnson are equally enthused over the immediate acceptance of United Music's new UPD-100 coin-operated phonograph.

Seeburg Corp. is at full strength at the huge plant this week with the recent return of Delbert Coleman, board chairman; prexy Frank B. O'Brien, vice presidents Tom Herrick, Jack C. Gordon, Leonard C. Gross and Stuart Auer. Also Dave Howle and Bob Breither. Another returnee was Bob Dunlap. A Seeburgite, who is a man-in-motion these days is Lou Haley, district manager of the vending division. . . . World Wide Distrib prexy Joel Stern returned from his winter vacation looking very fit. He and his Bernadine had a ball in the southern climes. Fred Skor infos that Art Wood is back on the road again for World Wide. Howie Freer busy on the phones.

Heavy increase in Spring business is noted at Bally Mfg. Herb Jones and Bill O'Donnell happily anticipate steady climb in sales for several months. Proud papa Don Moloney is busier with each succeeding day. . . . While Empire Coin owner Gil Kitt and sales manager Joe Robbins are enjoying their busiest export and domestic biz binge at Empire Coin Machine Exchange with amusement and music equipment, Jack (Bottles) Burns and Bill Herbord are blazing the trails calling on ops. Jack is in Northern Michigan and Indiana, and Bill is covering Illinois.

Leonard Singer, coinvet who operates his own coin machine servicing operation in Chi, just returned from "seven wonderful days" in Grand Rapids, where he took the AMI service course in the "Little Red School House." Len had high praise for AMI's very competent instructors, Cliff Bitting and "Vady" Vadeboncour. Also, AMI sales chief Phil (Handsome) Glover and Jerry Routzahn. While in Grand Rapids Singer basked in the luxury of the Morton House Hotel.

Atlas Music's Irv Ovitz recently returned from a fine Miami Beach vacation with his wife. Irv departed the fabulous sun spa just before start of the NATD conclave at the Fountainbleau. Nate Feinstein preceded Irv there as a vacationer. Bob Fabian conducted a service session in Atlas Music's showrooms Wednesday, April 4, featuring the Rowe "Riviera" cigarette machine. He was aided and abetted by Frank Bach, Manuel Herman and Ray Grier—all Atlas coinjets. Ops and service men on hand included: Dick Nickels, Bob Massey, Charley Rothgeb, Roger Koopman, Leonard Piccinonno, Ted Frantzen, Bill Saunders, Jimmy Galanos, Gus Sfikas, Ed Wiegele, and Earl and Kenneth Hawking.

It's definitely export time at First Coin Machine Exchange these days, according to Joe Kline and Sam Kolber. Sam and Fred Kline are busy as blazes of late filling the multitude of requests for First Coin's very complete Export Catalog to the world wide trade.

Dave Rosen visited with Tom Sams, AC Automatic Services vice prexy last week during a brief stopover in Chi. "Smilin'" Dave is riding the crest of a big season with the AMI phono. Vice prexy Jack Harper, Tom tells us, is really burning up the mileage all over the country calling on AMI distribs. Genial Dean McMurdie, another enterprising AC Automatic vice prexy, finds business in the AMI music and Rowe vending divisions reaching an all time peak. Easily the "indispensable man" at AC is the treasurer, Norm West. Last week Norm was unhappily bedded down with a nasty cold. As a result, there was no one available to sign petty cash checks, and (chuckle) all the execs were borrowing from each other. Now that Norm is well again the "crisis" has passed and everyone is smilin' again (all the way to the bank. . . . Bill Fitzgerald of Automatic Canteen is back in his Mart office after a recent trip.

(By the way:) The United Jewish Appeal in N'Yawk can't help going over the top in this year's fund raising drive, since our Joe Orleck is pegged to receive a tribute, June 5, at the Plaza Hotel. Joe is noted for his untiring efforts over the years in behalf of UJA and other worthy causes. His popularity will certainly sway the coinbiz rank & filers in Bigtown.

The heavy production pace continues at Rock-Ola Mfg. with emphasis on sales on the ever popular "Princess" phono. Ralph Wyckoff tells us Edward G. Doris is back on the jet swing calling on distribs. Les Rieck is calling on the trade in the midwest. . . . There are smiles—and plenty of them at Williams Electronic Mfg. Corp.—on the faces of prexy Sam Stern, vice president Art (he always smiles anyway) Weinand, Marv Rosenstein and Jack Mittel, and with good cause, according to Art. The reason: Ever increasing sales of Williams' "Extra Inning" and "1962 World Series" baseball games, and "3 Coins" five-ball game.

Paul Huebsch, vice prexy of J. H. Keeney & Co., is spending much more time (when he can spend the time away from his busy sales desk) in engineering. We're anticipating exciting news any day about this. Clayton Nemeroff is somewhat non-committal, but we'll all wait with bated breath. Meanwhile Keeney's "El Rancho" and "Hacienda" games are keeping Keeney distribs happy. . . . There's no variation in the reports from Alvin Gottlieb, Nate Gottlieb and Judd Weinberg, at D. Gottlieb & Company, regarding sales of Gottlieb's "Flipper Clown" amusement pingame, with the new "Add-A-Ball" (with the 'number-to-beat' feature). All agree that "Flipper Clown" will have attained the greatest acceptance everywhere.

Sales are continuing very heavy at Midway Mfg. on the new "Deluxe Baseball" game (and, Ralph Sheffield doesn't hesitate to mention that it is indeed a timely game). . . . Bill Weikel, sales director for Fischer Sales & Mfg., is again very much on the road calling on the firm's distribs. . . . Joe Schwartz

## SPECIALS FOR SPRING!

- UNITED BONUS BASEBALL
- WILLIAMS 1962 WORLD SERIES
- MIDWAY DELUXE BASEBALL

### USED SPECIALS!

#### BASEBALL

BALLY HEAVY HITTER	\$195
BALLY BATTING PRACTICE	195
WILLIAMS OFFICAL BASEBALL	275
WILLIAMS DELUXE BATTING CHAMP	375
WILLIAMS DELUXE FOUR BAGGER	150
CHICOIN CRISS CROSS HOCKEY	175
MIDWAY SKEE FUN	250

#### MUSIC

WURLITZER 1700	\$195
WURLITZER 1800	240
WURLITZER 1900	320
SEEBURG HF100R	340
SEEBURG 201	59
SEEBURG 222	69
SEEBURG AQ160	82
SEEBURG AY160	CALL

**SPECIAL!**  
GENCO MOTORAMA & SPACE AGE  
\$75.00 Each (AS IS)

#### ARCADE

EXHIBIT HORSES . . . . . \$295

#### GUNS!

MIDWAY SHOOTING GALLERY	\$225	WILLIAMS VANGUARD	\$195
WILLIAMS SPACE GLIDER	425	BALLY GUNSMOKE	19
WILLIAMS TITAN	350	KEENEY TWO GUN FUN	39
WILLIAMS CRUSADER	275	BALLY DERBY GUN	22
		BALLY BULLSEYE GUN	\$185

## Empire COIN MACHINE EXCHANGE

1012-14 MILWAUKEE AVE., CHICAGO 22, ILL. Phone: EVERGLADE 4-2600

## COMPLETELY RECONDITIONED—GUARANTEED

<b>5-BALLS GOTTlieb</b>		<b>ARCADE-BOWLERS</b>	
Falstaff (4-Plyr.)	\$195.00	Bally Marksman Gun (New)	\$395.00
Rocket Ship	145.00	Genco Circus Rifle (Gun)	225.00
Hi-Diver	195.00	Genco Gun Club	345.00
Miss Annabelle	195.00	Wms. Hercules Gun	265.00
Flipper Parade	295.00	Wms. Deluxe 4-Bagger	195.00
<b>WILLIAMS</b>		Bally ABC Bwlg. Lanes 11'-14'	125.00
Perky	\$ 65.00	Bally Lucky Alley 11'-14'	295.00
Gusher	95.00	Bally Jet Bowler 8 1/2'	45.00
Rocket	125.00	Un. Bowling Alley 14'	125.00
<b>KEENEY</b>		Kny. Tru-Score Bowler 14'	65.00
Hi-Straight	145.00	<b>MUSIC</b>	
<b>MISCELLANEOUS</b>		<b>WURLITZER</b>	
Bally Beauty Contest	\$ 65.00	1400	\$ 65.00
Kny. Old Plantation	445.00	1600	95.00
Kny. Birdland	495.00	1650	105.00
<b>UPRIGHTS</b>		1650AF	125.00
Games Inc. Wildcat	\$195.00	1700F	165.00
Games Inc. Spr. Wildcat	325.00	2200	345.00
Games Inc. Twin Spr. Wildcat	445.00	2250	345.00
Bally Sportsman	195.00	<b>ROCK-OLA</b>	
A.B. Galloping Dominoes	50.00	1432	\$ 65.00
A.B. Del. Hi-leah	145.00	1434	65.00
Kny. Touchdown	125.00	1455	175.00
Kny. Big Roundup	125.00	<b>SEEBURG</b>	
Kny. Twin Bed Arrow	445.00	KD200	345.00
		100W	295.00
		100A (45 rpm)	95.00
		<b>AMI</b>	
		F-120	\$195.00
		E-120	95.00

1/3 DEPOSIT—BAL. C.O.D. OR SIGHT DRAFT

## MICKEY ANDERSON AMUSEMENT COMPANY

314 East 11th Street, Erie, Pennsylvania

Phone: GLEndale 2-3207

Excl. Dist. for Rock-ola, Bally Games Inc.

and Mort Levinson, National Coin Machine Exchange, are very much enthused over the excellent export business the company is enjoying. Only problem is that much good used equipment is needed to fill export orders. Meanwhile sales of Gottlieb's "Flipper Clown" are great, according to Mort.

A busy and happy coinman is Johnny Frantz, J. F. Frantz Mfg., who always finds the Spring season a fruitful one for him. Johnny's firm produces a line of amusement park equipment. . . . NAMA's Gerald F. Whaley announces that Walter W. Reed, director of public relations for NAMA, will present an address to the National Industrial Cafeteria Managers' Assn. Thursday, May 2, on in-plant vending services. Title of his address—"Vending—What 800,000 000 Dimes Means To You." NICMA's conference will be held at O'Hare International Airport. The presentation is part of NAMA's Speakers' Bureau activities.

Chicago's UJA campaign opens with \$2,677,000 as Mayor Daley proclaims April as Combined Jewish Appeal Month. . . . Genial Joe Delaney, a recent (and bearded) returnee from the Emerald Isle (Ireland to youse 'squares) tells about two new Dukes of Dixieland singles (Columbia) which should be great on jukeboxes. They are: "What's The Time" and "Too Bad." Decks also feature guitarist Herb Ellis, who penned the original tunes with Papa J. Frank and Freddie Assunto of the fabulous Dukes of Dixieland.

Congrats and best wishes to George Kroloff, who was named information manager of the Chicago Assn. of Commerce & Industry last week by Thomas H. Coulter, the association's chief executive officer. George is an old pal. . . . Retired coinvet Denny Dennison phoned last week to say "hi." . . . (Mull over this:) "Character is determined not by the things you have to meet—but by the way in which you meet them!"

# SPRING SALE!

## PHONOGRAPHS

<b>AMI:</b>		
2000 Stereo	\$575.00	
1-200 Elec	475.00	
1-200 Mech	375.00	
1-120 Elec	375.00	
H-200	250.00	
<b>SEEBURG:</b>		
AY160SHR	850.00	
AQ160S	745.00	
AQ100S	699.50	
Q100M	675.00	
222 DHR	675.00	
220	650.00	
201DH	625.00	
101	495.00	
L100	450.00	
HF100R	350.00	
DK200	325.00	
M100W	325.00	
M100C	275.00	
V200	225.00	
M100B	175.00	
M100C	145.00	
M100B Conv.	99.50	
M100A Conv.	99.50	

## BOWLERS

<b>BALL:</b>		
C. C. QUEEN	\$575.00	
C. C. KING	495.00	
C. C. PLAYERS CHOICE	445.00	
BALLY LUCKY ALLEY	265.00	
C. C. T V	165.50	
A B C BOWLING LANE	99.50	
A B C CHAMPION	79.50	
UN. BOWLING ALLEY	69.50	
C. C. BOWLING LEAGUE	69.50	

## PUCK:

C. C. 6-GAME	365.00
BALLY GOLD MEDAL	95.00
KEENEY AMERICAN	85.00
C. C. CRISS CROSS	75.00
KEENEY CENTURY	75.00

3W1 WALL BOXES  
NEWLY CHROMED COVERS  
NEW BUTTONS  
COMPLETELY SHOPPED  
**\$35.00** 3 for \$100.00

## ROWE

20-700 CIGARETTE VENDORS  
NEW-IN CRATES  
CLOSEOUT PRICES!

## ARCADE

WM'S BATTING CHAMP	425
BALLY TARGET ROLL	115.00
C. C. DROP BALL	99.50
ROCKET SHUFFLE	59.50
WM'S ROYAL CROWN	45.00
WM'S OFFICIAL BASEBALL	325.00

## GUNS

PONY EXPRESS	375.00
PLAYLAND	325.00
MIDWAY SHOOT GALLERY	319.00
WMS. HERCULES	275.00
GENCO WILD WEST	159.50
EX. DALE	25.00

## GAMES

TEXAN	\$370.00
SWEET SIOUX	299.50
AROUND THE WORLD	280.00
SUPER CIRCUS	225.00
SERENADE	270.00
QUEEN OF DIAMONDS	210.00
UNIVERSE	190.00
STRAIGHT SHOOTER	155.00
CLUB HOUSE	155.00
HI DIVER	190.00
SILVER	140.00
KICKOFF	120.00
STRAIGHT FLUSH	110.00
WORLD CHAMP	95.00
NAPLES	95.00
WHIRLWIND	160.00
MAJESTIC	160.00
FUN FAIR	45.00
CUE BALL	45.00
SWEET ADALINE	45.00
GAYETY	35.00
MANHATTAN	35.00

<b>CIGARETTE MACHINES</b>	
22 COL. NATIONALS	295.00
SEEB. E2X2M 22 COL.	225.00
SEEB. E1 22 COL.	175.00
11 COL. NATIONALS	175.00
22 COL. EASTERN	119.50
11 COL. ROWE MAN.	99.50
10 COL. EASTERN	49.50
8 COL. EASTERN	25.00
9 COL. NATIONAL	79.50

8-COLUMN ROWE  
MANUAL  
CANDY MACHINES  
**\$59.50**

6-POCKET POOL  
TABLES  
FULLY RECONDITIONED  
**\$175.00**

'56 MILLS COFFEE	75.00
SEEB. FB500 FRESH BREW COFFEE MACH.	295.00

## WURLITZER:

1100	49.50
1650	69.50
1700	139.50
1800	225.00
1900	269.50
2000	269.50
2150	289.50

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# Houston Happenings

Truly a major operating concern is the recently re-activated Bluebonnet Music & Cigarette Service, Inc., 3821 McKinney by widely known local coinman K. T. Park. He formed the original Bluebonnet Music Co. in 1945. The firm now operates music, novelty and cigarette vending machines, together with candy, coffee and iced drink vendors. Employees have a total of over 90 years experience in the business. Park said the firm had a fleet of new Falcon automobiles and trucks for 24 hour a day, seven days a week service. Fleet will be dispatched by two-way radio soon as license has been approved and equipment installed.

Local operator G. M. Harris is a proud grandfather for the first time and he behaves about like the rest of them. Cynthia Ann Gibson is the young lady's name and she tipped scales first time at six and a half pounds. . . . One of the most cheerful guys in the business here abouts is operator Tony Mosley with H & H Distributing. Oscar Curlee, serviceman for same outfit is also a congenial enough fellow but there is not nearly as much of him to radiate good fellowship as is there of Tony. . . .

Pat Robison, Houston Music Box (one stop record service) said their current best seller was "Now You Know All" by Al and Nettie. . . . Front end of Bob Davenport's (Active Amusement) cadillac looks as if he had used it for a battering ram or maybe crashing some of the ritzy night spots of our fair city. . . . Chat with operator Bob Holder and report that business was fair and improving. . . . Billy Rider (Rider Distributing) a frequent visitor at recent world wide coin show at Rice Hotel. Billy, himself a medium like collector of rare coins, has a nickel with three legged buffalo, valued at \$45.00.

That dreamy expression on face of Johnnie Johnson, serviceman at Amusement Distributors (Rock-Ola and Bally) positive sign that the big fish are reported biting in lakes and streams round about his old home town.



# Midwest Musings

Mr. & Mrs. Cart Gedney, International Falls, Minn. in the cities over the week end to see the Boat Show in Minneapolis. Also Cart bowling last Sunday in the Minnesota State Bowling Tournament in St. Paul. . . . Also in town last week were Mr. & Mrs. Lawrence Jenkins, Bath, So. Dakota, spending the week end in town and picking up parts and records for the route.

Mr. & Mrs. Jim Stearns, Minot, No. Dakota in the cities for a few days visiting the distributors and doing some shopping. . . . Congratulations to Mr. and Mrs. Lee Brahs on the birth of a baby boy Thursday, April 5th. Mother and baby doing nicely. . . . Bob Lucking, Benson, Minn. making his appearance in Minneapolis, having been discharged last week from Fort Benning, Georgia.

Mr. & Mrs. Walter Witt, of Minneapolis, just returned this week from a 3 week vacation in Tampa, Florida. They took their time driving to and from Tampa and had a very nice time. . . . Lloyd Ellingson has opened a beautiful supper club in Spring Grove, Minn. . . . Tom Roberts, Hurley, Wisc., in town for a few days making the rounds and picking up his records and parts. . . . Mort Sahl opens this week at Freddie's Cafe in Minneapolis.



# California Clippings

The beginning of the Spring season and the opening of the arcades, has created a boost in the business trend, at the present time. . . . Sales have been unusually good at Paul A. Laymon, Inc., with used equipment, pool tables, and guns. The Show Management Co. rented 3 Bally Bowlers for demonstration during the Sportsman Show, held at the Pan Pacific auditorium. Bill Fritz, mgr. of the parts dept., was in the hospital for minor surgery, but has returned to work after a week's absence. . . . Howe Louis of Vancouver, Canada and Henry Leyser of Associated Coin in Oakland, both paid a visit to Simon Distributing. Sonny Lomborg returned after calling on the arcades, in the mountain areas. . . . Vinny Lanzy reports a good sales response with the recent shipment of cigarette machines, at American Coin Machine Co. . . . Mr. Sedlack, the new mgr. of the record division for Sears on the West Coast, visited the Calif. Music Co., this week. Mr. & Mrs. Sam Ricklin flew to Hawaii with their son, Ronnie, on a two week's combination business and pleasure trip. . . . Clayton Ballard of the Wurlitzer Factory Branch, is covering the territory in Santa Maria and San Luis Obispo. Leonard Hicks spent the week-end in Las Vegas, holding a service school there for the operators. . . . At C. A. Robinson, Hank Tronick informs, the advent of the Spring season is bringing an influx of op's & arcade owners from the resort areas, with the resulting stimulation in sales, of both used & new equipment. The cast is being removed from Al Bettelman's leg, and Al says he is now ready to run that 100 yard dash again. . . .

Tom Virzi of Mercury Records, paid a visit to the "Leuenhagen Record Bar" to spin the new Dinah Washington release, "Dream." The Solle girls think it will be another "hit" for Dinah. Mary was happy to receive the Dukes of Dixieland operator special, on the Columbia single, "Linda Rose." . . . Ed. Wilkes reports cold drink vendor sales are on the increase, at R. F. Jones & Co. John Hale of Chicago, is now the new pres. of A. C. Automatic Services, and was in town meeting the local operators. Dave Elliott, Vice Pres. of A. C., announced a new out-right purchase plan, of the dollar bill changer. A new employee, Lydia Lloreda, has been added to the staff of the parts department. Lynn Galley flew by jet to join Ralph Cragan, at the new office in Seattle, Washington. Chuck Klein is in San Diego and Bill Grey returned from San Francisco, calling on op's. . . . Hank Shankweiler of Chicago, unveiled the new Seeburg candy machine in the sample room, of Badger Sales Co. It is now on display, and Bill Happel commented, they expect to make deliveries shortly. A school was held for both salesmen and service men, on the new machine, which has proven to have great operator appeal. . . . In town visiting distributors and one-stops this week were: Bill Black, Bakersfield; Sam Hathaway, San Luis Obispo; Earl Center, Bakersfield; Johnny Miller, Long Beach, and Mike Gomez, also from Bakersfield.



## A New Sensational Add-A-Ball with Exciting "Number-To-Beat" Feature!

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## Fabian Conducts 'Riviera' Course At Atlas Covers Mechanics of Cig Vendor

CHICAGO—Atlas Music Company, distributors throughout this wide area for A. C. Automatic Services, Incorporated's AMI music equipment and Rowe vending machines, held a service class, Wednesday evening, April 4, for instruction of Rowe "Riviera" cigarette vending machines (model #2800) in Atlas Music's showrooms on North Western Avenue.

Bob Fabian, popular Atlas Music sales representative and field service engineer, conducted the entire session before a near capacity attendance of vending operators and service personnel of several local vending firms.

Among the operators and servicemen present during the session were: Charles Rothgeb, of Vendix Company; Dick Nickels, Vendometer Co.; Bob Massey and Leonard Piccinonno, of Zenith Vending Co.; Roger Koopman and Ted Frantzen, Miccor Corp.; William Saunders, of General Vending Co. Attending for Preferred Vending Company were Jimmy Galanos, Gus Sfikas, Kenneth Hawking, Earl Hawking and Ed Wiegale.

Atlas Music Company was represented by its entire engineering staff, including Fabian, Frank Bach, Manuel

Herman and Ray Grier.

Fabian, during his interesting discourse, covered every phase of the mechanics of the Rowe (model 2800) "Riviera" cigarette dispensing machine.

### New Foot Vibrator

CONWAY, PENNA.—The Continental Manufacturing Company, Inc. has announced a coin-operated foot vibrator called "Relax-A-Lator" which was originally announced as being manufactured by the McDowell Mfg. Co. This division has been bought out by Continental.

The machine features the standard foot vibrator platform, operates for a pre-determined amount of time, and at the drop of a coin.

The firm is promoting the machine on highway locations and in terminals and advises that it has many uses. The machine is the latest in a long history of foot-vibrators which have been in use for many years. Continental is located on Dewey Street in Conway, Pa.

## Happy Birthday This Week To:

Alex Goldberg, Whitestone, N.Y. . . . Andrew McCall, St. Louis, Mo. . . . J. Fred Barber, Dallas, Texas. . . . John B. Arena, Galveston, Texas. . . . M. F. Patton, Jacksonville, Fla. . . . Harry Swartz, Brookline, Mass. . . . Daniel M. Kenaga, Pocatello, Idaho. . . . Frank C. Lamb, Montebello, Calif. . . . Steffen F. Shy, Milwaukee, Wisc. . . . Geo. Wrenn, Dallas, Texas. . . . James G. Mattingly, Elizabethtown, Ky. . . . George R. Benak, Chgo., Ill. . . . Sam A. Pierce, Austin, Texas. . . . Anthony Syracuse, Dearborn, Mich. . . . Elwood W. Martin, Malone, N.Y. . . . Donald Robertson, Lubbock, Texas. . . . Cliff Nichols, St. Louis, Mo. . . . Arthur C. Hughes, Dallas, Texas. . . . S. H. Lynch, Dallas, Texas. . . . J. Leonard Barnes, Selma, Ala. . . . Clarence B. Keller, Seminole, Okla. . . . Philip Adams, New Bedford, Mass. . . . Wm. D. Conley, Cerro Gordo, Ill. . . . L. F. Fowler, West Monroe, La. . . . Wm. H. Bailey, Stockton, Calif. . . . Ralph Lackey, Milton, Mass. . . . Geo. Holtzman, Bklyn., N.Y.

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3	Bally Moon Raider	295
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2	" Spook Gun	195
1	" Space Gun	195
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3	Midway Shooting Gallery	295

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10	" Showtime
10	" Key West
10	Buckley Track Odds

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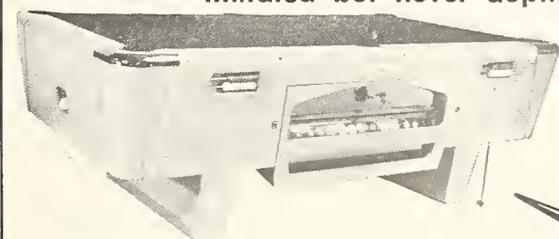


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**Classified Ads Close WEDNESDAY**

Send all copy to: CASH BOX, 1721 Broadway, New York 19, N. Y.

**WANT**

**WANT—United Large Ball Bowlers. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO (Tel. CH 3-7191).**

**WANT—Bally Lotta-Funs. Barrel-O-Funs; Barrel-O-Funs' 61; Barrel-O-Funs' 62. Cash or trade. MICKEY ANDERSON AMUSE CO., 314 E. 11TH ST., ERIE, PENNSYLVANIA (Tel. GLEndale 2-3207).**

**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 85, MASS. (Tel. ALgonquin 4-4040).**

**WANT—Call Collect! Want 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 CROSE 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., 485 MCLEAN AVE., YONKERS, N. Y. (Tel. GREENleaf 6-7778).**

**WANT—Will buy—Bingos, Shuffle Alleys, Bowlers, any amount of Phonographs. LEW JONES DISTRIBUTING COMPANY, INC., 1301 N. CAPITOL AVE., INDIANAPOLIS, INDIANA.**

**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—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 Horshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.**

**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—AMI 120 and 200 Phonographs, Hideaways, 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—Salesmen—Experienced only. Must be one-call closers. Our men are making \$400 to \$800 weekly. Please include past experiences. All information strictly confidential. Nobody beats our deal; let us prove it. AZAR MANUFACTURING COMPANY, 2314 EAST 15th, OAKLAND 1, CALIF.**

**WANT—Conversion Kits to convert V Seeburg's to VL. State quantity and price. FOR SALE—Deluxe Big Tents \$150.; County Fairs \$80.; Double Shots \$90.; Skeet Shots \$60.00. BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.**

**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—New or used 45 Rpm records that have appeared on the Cash Box Top 50 within the last 6 months. We pay 18¢ to 20¢. We pay freight. Can use any quantity. J & D AMUSEMENTS, 1 VIDETTA STREET, W. PEABODY, MASS. (Tel. JE 2-0737).**

**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-BURGSTRAAT 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—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, 652 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, 1314 WINDSOR ROAD, CARDIFF, 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 DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.**

**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 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).**

**WANT—Name Your Price—Highest prices paid for new 45 rpm's that have appeared on the charts within the last six months. Can use any quantity. KAY ENTERPRISES, 659 N. E. 123RD ST., N. MIAMI, FLA (Tel. 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—JUKE Box Operators! If you want a steady outlet for your used records, call or write: EASTERN RECORDS, INC., 133-43 JAMAICA AVE., QUEENS 35, NEW YORK. (Tel. JAmica 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—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—Late Chicago Coin, United Shuffle Alleys, Ball Bowlers, Bally Challenger and Late Bingos. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO (Tel. Superior 1-4600).**

**WANT—Late Bingos, Gottlieb 2-4 players, Seeburg Phonographs, unshopped but complete. Quote prices FOB nearest seaport. THE GENERAL AUTOMATIC, 60, rue Van Schoor, BRUSSELS 3, Belgium. (Cable-address: JEUMATE-BRUSSELS).**

**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, GRIVEGNEE-LIEGE, BELGIUM.**

**WANT—Will pay cash—Need late guns—Baseballs and all arcade pieces. MIKE MUNVES CORP., 577—10th AVENUE, NEW YORK, NEW YORK. (Tel. BR 9-6677).**

**WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).**

**WANT—Stover & Rowe Candy Machines—100 selection Seeburg Chrome, Wall Boxes—Seeburg Hideaways—Coffee—Soda Machines. FOR SALE—AMI D80—\$100.; AME E-120—\$175.00. AUTOMATIC SELLING ASSOCIATES INC., 12 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. GE 1-3321).**

**WANT—FOR Resale: Seeburg and Wurlitzer Phonographs, Games, Cigarette Machines. Send list, condition, prices. HASTINGS DISTRIBUTING CO., INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISCONSIN.**

**WANT—BINGO GAMES WANTED—Give Quantity and price in first letter, write CASH BOX, Box 162, 29 E. MADISON STREET, CHICAGO 2, ILL.**

**WANT—Bally Bingos from Miami Beach & up. Bally Shuffles from Lucky & Up. CC Shuffles from Red Pin & up. Un. Shuffles from 2 way & up. CC Ball Bowlers from Queen & up. Un. Ball Bowlers from Advance & up. State quantity and best price. MONROE COIN EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO.**

**WANT—For Export. Holly Cranes, Buckley Track Odds & Jennings Sun Chiefs, Mills Q. T.'s. Quote Lowest cash price—Write BOX 559, c/o CASH BOX, 1721 BROADWAY, N.Y.C.**

**WANT—For resale, United Jupiter, Williams Space Glider, Gottlieb Flippers and Flipper Parade; United Big Ball Bowlers; Bally Bingos; Seeburg 201, 222, AQ & AY. Please send lowest price. CONTINENTAL COIN, 1827 ADAMS, TOLEDO 2, OHIO (Tel. Code 419 248-3359).**

**WANT—Old Flipper games, Blondie Circus, Toreador, Falstaff and Wm. Baseballs, one player; Glasses good, parts intact. What do you have? BEAXAR NOVELTY, 310 GARDINA, SAN ANTONIO 1, TEXAS.**

**FOR SALE**

**FOR SALE—Bingos for export. 150 in stock. Hi Fi, Variety, Gayety \$50, Gay Time, Big Time \$55, Miami Beach, Beach Beauty \$60, Deluxe Big Tent \$125, Shawnee \$225, Red Arrow \$295, Rockola 1468 \$525, United Bowl A Rama \$1850, Seeburg V200 \$185. CROSSE-DUNHAM & CO., 136 N. MANHEIM ST., YORK, PENNSYLVANIA.**

**FOR SALE—Seeburg KD200's @ \$325.; or five for \$1500.; V200's @ \$170.; or five for \$800.; 222's @ \$650.; or five for \$3000.00. Wurlitzer 2000 @ \$250. 1800 @ \$215.; 1650 @ \$95.; 2400S @ \$575.00. AMI JBJ 120 @ \$575.; G 80 and 120's @ \$225.; JBI 120 @ \$495.; Rock-Ola 1455 @ \$275.; 1448 @ \$245.; 1465 @ \$365.00. Prices F. O. B. Detroit, Michigan. All equipment complete and operating—crated for export. See us for best buys on used vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).**

**FOR SALE—All Types of clean, reconditioned, ready for locations Bingos. Phone or write. 523-6386—523-7459. NASTASI DIST. CO., 912 POYDRAS ST., NEW ORLEANS 12, LA.**

**FOR SALE—Rowe 20 Col. showcase \$250.; Eastern 22 col. \$85.; Candid Cameras \$50.; Un. Shooting Stars \$75.00. Chicla 14ft Classic bowlers \$175.; Bally Beauty Contest \$85.; 10 assorted shuffles \$650.00 lot. GRECO BROS. AMUSE CO., INC., 1288 BROADWAY, ALBANY, N. Y. (Tel. Hobart 5-0228).**

**FOR SALE—Fischer 6-Pkt. Tables, completely reconditioned with slate, like new 73" x 43" \$175.00; 90" x 50" \$260.; Midway Rifle Gallery \$195.; Deluxe \$375.; Bally; Sharpshooter Gun \$315.; Big Inning Baseball \$150.; UN Bonus Gum \$125.; Peppy The Clown \$115.; State Fair Gun \$150.; Rocket \$95.; United Regulation \$135.; Slugger Baseball \$110.; Mercury Shuffle \$95.; Genco Shuffle Pool \$95.; ChiCoin Drop-A-Ball \$95.; Rock-Ola 1438 \$125.; Small Ball Bwlr. 11" and 14". All Makes \$95. BETSON ENTERPRISES, 3726 TONNELE AVE., NORTH BERGEN, NEW JERSEY (Tel. Union 3-8627).**

**FOR SALE—12" LP Comedy albums. 10 titles assorted Monaural and Compatible Stereo. \$75 for 100. Also Gold-Boxed Party Paks of 4 Albums each \$80 for 25 paks. Send check or M.O. AUDIO VARIETY, INC., P.O. BOX 998, POMPANO BEACH, FLORIDA.**

**FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILVILLE, N.J.**

**FOR SALE—Large supply of Bingos, Uprights and Joker Balls. Rock-Ola 1455 \$295.00 1436A \$85.00, 1438 \$165.00. Seeburg and Rock-Ola 100 and 120 Wall Boxes \$35.00 and Hidden Units. HALLGREN DISTRIBUTORS, 1626 3RD AVENUE, MO-LINE, ILLINOIS.**

**FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. MARKET 4-3297).**

**FOR SALE—New and Used Coin Machines shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).**

**FOR SALE—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.; ABT 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—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1060. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. Olympia 8-4012)**

**FOR SALE—6 Pocket Pool Tables, excellent shape \$150.; 14" Bowlers \$195.; Blinks \$185.; Skee Balls \$125.; Bowlette 14" \$175.; Rebound Shuffles \$49.50. Write or wire to day. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. JUniper 8-1814).**

**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 \$3.95.; Cigarettes, Games, Alleys. Bingos also available. GABRIELSON & COMPANY, 724 MEMORIAL DR., S. E., ATLANTA 16, GEORGIA. (Tel. JA 5-7441).**

**FOR SALE—Gottlieb—Sunshine, Roto Pool, Silver, Straight Flush, Criss Cross \$150.00 each. 5 United Empire Shuffle Alleys \$35.00 each. Pins in new condition—used about 20 weeks. Older games \$15.00 each. Terms-Cash and Carry. BEACON AMUSEMENT, BRANT BEACH, N. J.**

**FOR SALE—Attention Arcade Buyers: Close out on Bally's Bank Ball (Ski Ball). Write for price. Seven available. An ideal setup for an arcade. Write, wire, phone SHELDON SALES DISTRIBUTING CORP., 881 MAIN STREET, BUFFALO 3, NEW YORK (Tel. TT 5-9106).**

**FOR SALE—AMI I-100M, AMI I-120, AMI I-200E, AMI K-100A, AMI G-80, AMI F-120, Wurlitzer 1800, Rock-Ola 1438, AMI 80-120-200. Selection Wall Boxes. Rock-Ola 120 Selection Wall Boxes. Write—Wire—Phone—For Best Deal. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH.**

**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, Rock-Ola, Bally and Irving Kaye. TARAN DISTRIBUTING, INC., 3401 N.W. 36TH ST., MIAMI 42, FLA. (Tel. Newton 5-2531).**

**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—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. DUnkrk 3-8755).**

# CLASSIFIED ADVERTISING SECTION

# MFRS. NEW EQUIPMENT

## CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown.

**FOR SALE—United 16' Bonus B.A.** \$350.; 16' Jumbo B.A. \$295.; 4 Way S/A \$475.; Dual S/A \$395.; Atlas S/A \$295.; Pirate Gun \$225.; Carnival Gun \$150.; Midway DeLuxe Shooting Gallery \$375.; Wms. King of Swat \$145.; Ten Strike \$95.; Genco, Big Top Gun \$175.; Champion Baseball \$75.; Chicoin Bulls Eye Big League Deluxe Baseball \$175. CENTRAL OHIO COIN MACHINE EXCHANGE INC., 858 N. HIGH ST., COLUMBUS 15, Ohio. (Tel. AXminster 4-3529).

**FOR SALE—United Simplex B/A brand new** \$395.00. WESTERN DISTRIBUTORS, 1226 S.W. 16TH AVENUE, PORTLAND 5, OREGON.

**FOR SALE—Model 9 Auto Photo**, excellent condition \$995.; 2 Telescope Wood Cabinet Voice Recorders, clean \$195. each; Mutoscope Punching Bag, looks new \$150.; Astroscope \$75.; 4 Mutoscope Drop Picture Machines \$50. each; 2 Mutoscope Drop Picture Machines \$50. each; 2 Mutoscope D Reel Picture Machines \$75.00 each; 4 Mutoscope Deluxe Machines \$75.00 each; K.O. Fighter \$100.00; Silver Gloves \$125.00. CHATTANOOGA EQUIPMENT CO., 108 TALLEY ROAD, CHATTANOOGA, TENN. (Tel. MA 2-3293).

**FOR SALE—5-1478 Rock-Ola** (like new), \$575.00.; Rock-Ola 1454, \$325.00.; Rock-Ola 1455, \$295.00.; Rock-Ola 1465, \$375.00.; Seeburg KD 200, \$325.00.; Seeburg V 200, \$175.00.; Seeburg V 200 Converted, \$225.00.; AMI G 200, \$195.00.; AMI J 120, \$500.00.; Gottlieb Sea Belles, \$85.00.; Gottlieb World Champ, \$85.00.; Wms. 3-D, \$75.00.; Wms. Reno, \$65.00.; Keeney Little Buckaroo, \$115.00.; Keeney Touchdown, \$115.00.; United Atlas—S/A, \$175.00.; United Regulation, \$135.00.; United Clipper, \$95.00. Prices FOB Cleveland, Ohio. LAKE CITY AMUSEMENT CO., 4533 PAYNE AVE., CLEVELAND 3, OHIO (Tel. Henderson 1-4100).

**FOR SALE—Lotta Funs \$400.**; Barrel Funs \$475.; Plantations \$450.; Startime \$550.; Bally Big Times, Varieties, Gay Times, Gayety's, Dude Ranch, Beauty's, etc. Cleaned and checked ready for location \$75.; United's Starlet, Monaco, Manhattan etc. Cleaned and checked \$75.; Pixies write. Red Arrows \$290.; Super Wild Cats \$290.; Twin Super Wild Cats \$425.; Trail Blazer \$350.; Criss Cross \$100.00. D & P MUSIC, 27 PHILADELPHIA STREET, YORK, PA. (Tel. 81846).

**FOR SALE—Attention!** We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. Union 3-8627).

**FOR SALE—SEEBURG G-100 @ \$235.**; V-200 @ \$185.; WURLITZER 2000 @ \$350.; 2100 @ \$395.; 2200 @ \$595.; 2300 @ \$795.; AMI H-120 @ \$395.; G-200 @ \$165.00 1/3 deposit, balance C.O.D. NORTHWEST SALES CO. OF OREGON, 1040 S.W. 2ND AVE., PORTLAND 4, OREGON. (Tel. Capitol 8-6557).

**FOR SALE—Bally Lucky Shuffle \$250.**; Bally Jumbo Bowler \$125.; United Eagle \$275. **WANT—Gottlieb Flipper & Wms. Road Racer.** MOHAWK SKILL GAMES CO., 67 SWAGERTOWN ROAD, SCHENECTADY 2, N. Y.

**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—Seeb. Coon Hunt & Bear Gun** \$225.; both. Auto Racer Kiddie Ride \$150.; Genco Rifle Gallery \$110.; Eastern 22 col. Cigarette \$65.; Bally Beauty Contest \$95.00. 1/2 deposit. GRECO BROS. AMUSEMENT CO., INC., 1288 BROADWAY, ALBANY, N. Y. (Tel. Hobart 5-0228).

**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—World famous Aristocrat Fruit/Poker Machines.** Arcadian, Sheerline, Starlite, Clubmaster, Crisscross, Wild Ace, Gold Award, Four Reeler, Guaranteed Jackpot and Dropping Jackpot combinations. AINSWORTH CONSOLIDATED INDUSTRIES (G.B.) Ltd., 178, Grays Inn Road, London W.C.1., England. Cables Aindent LONDON

**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—Uprites—Red Arrow, Wild Cat, Super Wild Cat, Twin Wild Cat, Flash Back, Trail Blazer, Criss Cross, Diamond, Sportsman, El Rancho, Old Plantation.** Call collect —FRANK GUERRINI, 2489611, LEWIS-TOWN, PA.

**FOR SALE—Bally Beauty Contest** (floor samples) Gott. Fair Lady (2pl.) Gott. Sea Bell 2pl., 5-ball novelty games 1954 & up. Wall boxes: 2 Seeburg 3W1, Wurl. 1 #5252 (200), AMI-1 M200, 2 W120. NOBRO NOVELTY COMPANY 142 DORE ST., SAN FRANCISCO 3, CALIFORNIA (Tel. MA 1-5438-MA 1-5439).

**FOR SALE—UNITED—Simplex 16 Ft—\$400.**; —Bally—Speed Bowler—\$79.50; United—Niagara—Dual—Eagle SPECIAL. Write, Wire, Call, UNITED EAST COAST CORP., 583 10TH AVENUE, NEW YORK 36, N.Y.

**FOR SALE—Cigarmat Bargain—1-6 Column** @ \$75.; 3-3 Column Chrome @ \$60.00 each, 6—Strands. Holds 2 machines—1 Robt. Burns 1 Wm. Penn. Vends 5 Cigars per pack @ \$75.; each set complete—\$600.00—takes all. SEACOAST DISTRIBUTORS, INC., 1200 NORTH AVENUE, ELIZABETH 4, NEW JERSEY (Tel. Bigelow 8-3524-5).

**FOR SALE—Specials—Bally Marksman Gun** (new) \$395.; Beauty Contest \$65.; Sportsman \$195.; Games, Inc. Wildcat \$195.; Super Wildcat \$325.; Twin Super Wildcat \$445.; Trail Blazer \$395.; Keeney Big Roundup \$125.; Twin Red Coach and Red Arrow \$445.; Auto-Bell Galloping Dominoes \$50.; DeLuxe Hialeah \$145. Rush deposit: MICKEY ANDERSON AMUSEMENT CO., 314 EAST 11TH STREET, ERIE, PENN-SYLVANIA, (Tel. GLEndale 2-3207).

**FOR SALE—Have two like-new Seeburgs** 22SH complete with steeper—\$650.00. MIDWEST DISTRIBUTORS, 709 LINWOOD BLVD., KANSAS CITY, MO.

**FOR SALE—Touchdown \$300.**; Sea Wolf \$100.; Golden Bells \$135.; Williams Big League Baseball \$110. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

**FOR SALE—United Playmate Rebounds at \$50.**; Chicago Coin or United Small Ball Bowlers at \$125.; Regulations S. A. at \$175.; 5 C. C. Bulls Eye Drop Ball at \$100.; each new \$175.00. We also have a full line of guns, five balls, and some older bingo games, and National 7, 9, 11, 13, and 22 column used cigarette machines. Write or call: CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS 3, MO. (Tel. MA 1-3511).

**FOR SALE—2 Bally Jumbo Uprights.** Like new \$395. ea. ATLAS DIST., 1024 COMMONWEALTH AVENUE, BOSTON 15, MASS. (Tel. RE 4-1384).

**FOR SALE—Wurlitzer 1700 \$165.**; C. C. All Star Team S.A. \$95.; C.C. Players Choice B.A. \$450.; AMI-D-40 Hdw. \$75.00. All machines A1 Condition. Large selection of all Brands of Music and Shuffle Alleys. BIRD MUSIC DIST., BOX 290, MANHATTAN, KANSAS.

**FOR SALE—ATTENTION EXPORTERS, WHOLESALERS, VOLUME BUYERS—**We have Wurlitzer Models 2200, 2300, 2310, 2400, 2410, 2500 and 2510 for sale. All machines are completely shopped. Phone or write. UNITED DIST., INC., 902 W. SECOND, WICHITA 1, KANSAS.

**FOR SALE—Special—Bally: Acapulcos \$555.**; Barrel O'Fun '62 floor samples \$625.; Bank Ball floor samples WRITE BALLY BOWLERS—Wire, write or call Challenger Bowlers \$495.; Skill Scores brand new in orig. crates \$75.; Skill Derbys brand new \$135.; Marksman Guns brand new in orig. crates \$400.; Williams: Space Glider Guns \$419.50.; Magic Clocks \$220.; Genco: Sky Rocket Gun refinished \$85.00. NEW ORLEANS NOVELTY CO., 1055 DRYADES ST., NEW ORLEANS, LOUISIANA, (Tel. 529-7321).

**FOR SALE—Millions of extra coins** are taken from clean machines. Clean right with Lemonite. Central Distributing Co. J. Rosenfeld Co. and M.A.R.K. Distributing Co., St. Louis, Missouri, use and sell Lemonite. Try New Liquid Lemonite. GRACO SALES CO., ARLINGTON, TENNESSEE.

**FOR SALE—Uprights—Red Arrows \$275.**; Twin Red Arrows \$425.; Touchdowns \$90.; Criss-Cross Diamonds \$90.; Big Round Ups \$90.; Wild Cats \$150.; Playball \$50.; Beauty Contest \$60.; Old Plantations \$425.00. D & L COIN MACHINE CO., 414 KELKER STREET, HARRISBURG, PA. (Tel. CE 4-1051).

**FOR SALE—Used Bally Bingos.** Coin counters, coin sorters, coin changers, coin wrappers, parts and supplies. GLOBE DISTRIBUTING CO., INC., 1623 N. CALIFORNIA AVE., CHICAGO 47, ILL. (Tel. AR 6-0780).

## MISCELLANEOUS

**MISCELLANEOUS—Burglar Alarm** for coin-operated equipment operates on flashlight battery. Sensitive to tampering, everady energizers. Installed quickly. Powerful alarm. Postpaid \$3.95, three \$10.75, dozen \$39.00. Quantity prices to distributors. BLOCK MARBLE CO., 1425 NO. BROAD ST., PHILADELPHIA 22, Pa.

**MISCELLANEOUS—Steel Truck Safe.** "Drop" opens and automatically closes safe from pilferage. Base drilled for mounting. Door recessed. Corbin Lock. Switch can be connected to horn. Heavy chain extra protection. Hammertone Green. 40 lbs. \$54.40. BLOCK MARBLE, 1425 N. BROAD ST., PHILADELPHIA, PA

### 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. ....  
KQ-200-1 20 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

Remor-Vol. & Cancel Cont., St. or Mo.  
**AUTO-PHOTO CO.**  
Model 12 Studio .....\$3,245.00  
V-2 Auto-Voice Recorder

**BALLY MFG. CO.**  
Shoot-A-Line (Bingo) .....\$ 895.00  
Lido (Bingo) ..... 1,215.00  
Bank-Ball ..... 695.00  
Super Shuffle ..... 995.00  
Barrel-O-Fun '62 ..... 870.00  
Funspot '62 ..... 870.00  
Bally Bowler 16' lengths .... 1,575.00  
5' Extension Sections 75.00 ea.

Pony Twins (Kiddie Ride) .. 705.00  
Toonerville Trolley ..... 865.00  
The Champion (all metal cab) 865.00

**CHICAGO COIN MACHINE**  
Variety Roll-Down Bowler  
Long Range Rifle Gallery ....  
Red Dot Shuffle .....  
Gold Crown .....  
Pro Basketball .....  
Pro Hockey .....  
Commando Machine Gun ....

**EXHIBIT SUPPLY CO.**  
Card Vendor .....  
Kleer Plastic Laminator Vendor

**FISCHER SALES & MFG. CO.**  
Crown Imperial VIII .....  
Crown Imperial VII .....  
Imperial VI .....  
Coronet 6 .....  
Coronet 7 .....  
Crown Fiesta .....  
Holiday .....

**J. F. FRANTZ MFG. CO.**  
U.S. Marshall 5¢ Gun  
New Frontier (Counter Pistol)  
Dodge City (Counter Pistol) .  
Kicker & Catcher .....  
ABT Challenge Pistol .....  
ABT Guesser Scale .....  
ABT Rifle Sport .....  
Aristo Scale .....

**GAMES, INC.**  
Tim-Buc-Too .....  
Twin Tim-Buc-Too .....

**D. GOTTLIEB & CO.**  
Liberty Belle, 4-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, 56x50 ....  
**J. H. KEENEY & CO., INC.**  
Two-Gun Fun, Gun game ....  
El Rancho, 2-Ball Pin .....

Hacienda (same game w/o  
Panascopo unit) .....  
Sweet Shawnee .....  
Deluxe Red Arrow .....  
Twin Red Arrow .....  
Red Arrow .....

**MIDWAY MFG. CO.**  
Deluxe Baseball .....

**ROCK-OLA MFG. CORP.**  
1496 120 Sel. Empress Phono  
1497 200 Sel. Empress Phono  
1493 100-Sel. Princess st/m phono  
100 Wall Phono—100 Sel. ....  
1622 Stereo Twin Speakers ...  
1623 Stereo Twins 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 Reverba-sound kit  
1554 100-sel. wall box  
Coin Chute Available for All  
Models

Dual Credit Unit Available for 200 Sel.  
M-1-1425

### THE SEEBURG CORP.

DS100—Directional stereo, 100 selection phonograph.  
DS160—Directional stereo, 160 selection phonograph.

All models have the following standard equipment:  
Personalized feature  
Artist of the Week feature  
Universal pricing  
Play 33-1/3-45 rpm records intermixed. Half dollar  
Remote Control optional

HY100UR—Stereo, 100 selection, hidden away.

HY160UR—Stereo, 160 selection, hidden away.

3W100—Wall-O-Matic "100", Singing pricing

S3W160—Wall-O-Matic "160", Singing pricing

TW1—Twin stereo wall speaker, 8 inch

TCL—Twin stereo corner speakers, 8 inch

TR1—Twin stereo recessed speaker, 8 inch

EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control

CC-2—Coin counter—PS6-1Z—Powered supply

BMS-2—Background Music unit, play 1000 selections

BMC-1—Background Music Compact

BMCA-1—Companion Audio

E2—Cigarette vendor, free standing, 825 pack capacity

E2XM—Cigarette vendor, free standing, 825 pack capacity, less material

E3—Cigarette vendor, modular, 825 pack capacity

4SCD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 5 flavor

SCD1—Cold Drink vendor, with crushed ice, 1500 cup capacity, 5 flavor

CI—Candy vendor, capacity up to 80 units. Gum and mint unit optional

PI—Pastry vendor, capacity up to 18 units

CPI—Snack vendor, capacity up to 20 units candy and 92 units pastry. Gum and mint unit optional.

661—Seeburg/Bally coffee vendor brews coffee cup at a time, dry cream refrigerated liquid cream. Selective: 5, Capacity: 450 7 oz. cups

662—Seeburg/Bally coffee vendor brews coffee cup at a time, dry cream. Selective: 5, Capacity: 200 7 oz. cups

### UNITED MFG. CO.

Bonus Baseball .....  
Holiday Bowling Alley .....  
Crystal Shuffle Alley .....  
Playboy .....

### UNITED MUSIC CORP.

UPD-100 Monaural  
UPD-100S Stereo

### VALLEY SALES CO.

DeLuxe 6-Pocket Models  
Model 750A—75x42x31 .....  
Model 850A—84x47x31 .....  
Model 900A—90x50x31 .....

Special 6-Pocket Model  
Model 745A—75x42x31 .....  
Regulation Bumper Pool .....

### WILLIAMS MFG. CO.

3 Coins, 5-Ball  
Extra Inning Baseball  
World Series (Free play model)  
Road Racer .....  
Voice-O-Graph .....

### THE WURLITZER COMPANY

2600 Stereo-Mono., 200-sel. phono.  
2610 Stereo-Mono., 100-sel. phono.

Wall Boxes  
5250 WB 200-sel. 10-25-50¢  
5207 WB 104-sel.  
5200 WB 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)

# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

## MUSIC MACHINES

**AMI**  
D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 60 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 120 Sel.  
G-120, '55, 120 Sel.  
G-200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
I200E, '58, 200 Sel.  
J200K, '59, 200 Sel.  
J200M, '59, 200 Sel.  
J-120, '59, 120 Sel.  
K200, '60, 200 Sel.  
K120, '60, 120 Sel.  
Continental, '60, 200 Sel.  
Lyric, '60, 100 Sel.

**ROCK-OLA**  
1436, '52, Fireball, 120 Sel.  
1436A, '53, Fireball, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1488, '55, HiFi, 120 Sel.  
1452, '55, 50 Sel.  
1454, '56, 120 Sel.  
1455, '57, 200 Sel.  
1458, '58, 120 Sel.  
1465, '58, 200 Sel.  
1475, '59, 200 Sel.  
1468, '59, 120 Sel.  
1485, '60, 200 Sel.  
1478, '60, 120 Sel.  
1495, '61, 200 Sel.  
1488, '61, 120 Sel.

**SEEBURG**  
M100A, '51, 100 Sel.  
M100B, '51, 100 Sel.  
M100BL, '51, 100 Sel.  
Light Cab  
M100C, '52, 100 Sel.  
HF100G, '53, 100 Sel.  
HF100R, '54, 100 Sel.  
V200, '55, 200 Sel.  
VL200, '56, 200 Sel.  
KD200H, '57, 200 Sel.  
L100, '57, 100 Sel.  
201, '58, 200 Sel.  
161, '58, 160 Sel.  
222, '59, 160 Sel.  
220, '59, 100 Sel.  
Q-160, '60, 160 Sel.  
Q-100, '60, 100 Sel.  
AY160S, '61, 160 Sel.  
AY100S, '61, 100 Sel.

**WURLITZER**  
1250, '50, 48 Sel., 45 or 78 RPM  
1400, '51, 48 Sel., 45 or 78 RPM  
1450, '51, 48 Sel., 45 or 78 RPM  
1500, '52, 104 Sel., 45 & 78 Intermix  
1500 A, '53, 104 Sel., 45 & 78 Intermix  
1600, '53, 48 Sel., 45 & 78 Intermix  
1650, '53, 38 Sel.  
1650A, '54, 48 Sel.  
1700, '54, 104 Sel.  
1800, '55, 104 Sel.  
1900, '56, 200 Sel.  
2000, '56, 200 Sel.  
2100, '57, 200 Sel.  
2104, '57, 104 Sel.  
2150, '57, 200 Sel.  
2200, '58, 200 Sel.  
2204, '58, 104 Sel.  
2250, '58, 200 Sel.  
2300, '59, 200 Sel.  
2304, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2500, '61, 200 Sel.  
2504, '61, 104 Sel.  
2510, '61, 100 Sel.

## PINGAMES

**BALLY**  
Acapulco (5/61)  
Barrel-O-Fun (9/60)  
Barrel-O-Fun '61 (4/61)  
Ballerina (6/59)  
Beach Beauty (11/56)  
Beach Time (9/58)  
Beauty Contest (1/60)  
Big Show (9/56)  
Broadway (12/55)  
Can-Can  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Flying Circus 2P (6/61)  
Key West (12/56)  
Laguna Beach (3/60)  
Lite-A-Line (2/61)  
Lotta-Fun (9/59)  
Miami Beach (9/54)  
Miss America (2/58)  
Night Club (4/56)  
Parade (6/56)  
Queens (Beh., Is., Trop.) 3/60  
Roller Derby (6/60)  
Sea Island (2/59)  
Show Time (3/57)  
Sun Valley (7/57)  
Target Roll (1/58)  
Touchdown (11/60)  
U.S.A. (8/58)

**GOTTLIEB**  
Around Wld. 2P (7/59)  
Atlas 2P (5/59)  
Brite Star 2P (4/58)  
Captain Kidd 2P (7/60)  
Contest 4P (10/58)  
Contl. Cafe 2P (7/57)  
Criss Cross 1P (3/58)  
Dneg. Dolls 1P (6/60)  
Dbl. Action 2P (1/59)  
Fair Lady (12/56)  
Falstaff 4P (11/57)  
Flagship (1/57)  
Flipper 1P (11/60)  
Flipper Fair 1P (11/61)  
Flpr. Parade (5/61)  
Foto Finish 1P (1/61)  
Gondolier 2P (8/58)  
Hi-Diver 1P (4/59)  
Kewpie Doll 1P (10/60)  
Ltng. Ball 1P (12/59)  
Lite-A-Card 2P (3/60)  
Mademoiselle 2P (11/59)  
Majestic (4/57)  
Melody Lane 2P (9/60)  
Mry.-Go-Round 2P (12/60)  
Miss Annabelle 1P (8/59)  
Oklahoma 4P (2/61)  
Picnic 2P (10/58)  
Qun. of Diam. (6/59)  
Race Time 2P (3/59)  
Rocket Ship 1P (5/58)  
Roto Pool 1P (7/58)  
Royal Flush (5/57)  
Seven Seas 2P (1/60)  
Showboat 1P (4/61)  
Silver 1P (10/57)  
Sittin' Pretty 1P (11/58)  
Spot-A-Card 1P (3/60)  
Straight Flush 1P (12/57)  
Straight Shooter (2/59)  
Sunshine 1P (10/58)  
Spr. Circus 2P (10/57)  
Sweet Sioux 4P (9/59)  
Texan 4P (4/60)  
Universe 1P (10/59)  
Wagon Train 1P (4/60)  
Whirlwind 2P (2/58)  
World Beauties 1P (2/60)  
World Champ 1P (8/57)

**KEENEY**  
Flash Back .....  
Old Plantation (2/61)  
Black Dragon .....

**WILLIAMS**  
Casino 1P (10/58)  
Club House 1P (10/59)  
Crossword 1P (4/59)  
Darts 1P (6/60)  
Fiesta 2P (12/59)  
Four Star 1P (7/58)  
Gay Paree (6/57)

## PINGAMES

Gldn. Bells 1P (9/59)  
Gldn. Gloves 1P (1/60)  
Gusher 1P (9/58)  
Jig Saw 1P (12/57)  
Jungle 1P (9/60)  
Kings 1P (8/57)  
Music Man 4P (8/60)  
Naples 2P (9/57)  
Nags 1P (3/60)  
Reno 1P (10/59)  
Rocket 1P (11/59)  
Satellite 1P (7/58)  
Sea Wolf 1P (7/59)  
Serenade 2P (5/60)  
Space Ship 2P (12/61)  
Starfire (1/57)  
Steeplechase 1P (11/57)  
10 Strike 2P (1/58)  
3-D 1P (11/58)  
Tic-Tac-Toe 1P (1/59)  
Top Hat (10/58)  
Turf Champ (8/58)  
Twenty-One 1P (2/60)  
Viking 2P (10/61)  
Black Jack 1P (1/60)

## SHUFFLES and BOWLERS

**BALLY**  
**Shuffles**  
ABC Bowler (7/55)  
Congress (7/55)  
Jumbo Bowler (9/55)  
King Pin Bowler (9/55)  
ABC Spr. Del. Bowler (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (3/60)  
Jumbo Deluxe (9/60)  
**Ball Bowlers**  
ABC Bowling Lane (1/57)  
ABC Tournament Bowler (6/57)  
ABC Champion Bowler (10/57)  
Strike Bowler (11/57)  
Trophy Bowler (4/58)  
Lucky Alley (8/58)  
Pan American (6/59)  
Challenger (9/59)

**CHICAGO COIN**  
**Shuffles**  
Triple Strike (2/55)  
Arrow (2/55)  
Criss Cross Targette (1/55)  
Bonus Score (4/55)  
Hollywood (5/55)  
Blinker (8/55)  
Score-A-Line (9/55)  
Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/58)  
Rebound Shuffle (12/58)  
Championship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
Bowl Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
**Ball Bowlers**  
Bowling League (2/57)  
Ski Bowl 6 Plyr (11/57)  
Classic Bowling Lg. (7/57)  
TV Bowling League (11/57)  
Luck Strike (1/58)  
TV (with rollovers)  
Player's Choice (9/58)  
Twin Bowler (10/58)  
King Bowler (3/59)  
Queen Bowler (9/59)  
Duke Bowler (8/60)  
Duchess Bowler (8/60)  
Princess (4/61)

## SHUFFLES and BOWLERS

**UNITED**  
**Shuffles**  
Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
DeLuxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling Alley (3/58)  
Shooting Stars (4/58)  
Eagle (5/58)  
Atlas (8/58)  
Cyclone (10/58)  
Niagara (11/58)  
Dual (1/59)  
Zenith (6/59)  
Flash (6/59)  
3-Way (9/59)  
4-Way (12/59)  
Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)

**Ball Bowlers**  
Bowling Alley (11/56)  
Jumbo Bowling (9/57)  
Royal Bowler (12/57)  
Pixie Bowler (8/58)  
Duplex (11/58)  
Simplex (5/59)  
Advance (5/59)  
League (10/59)  
Handicap (11/59)  
Teammate (12/59)  
Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo  
5-Star Bowling (5/61)  
Classic (6/61)

**WILLIAMS**  
**Ball Bowlers**  
Roll-A-Ball (12/56)  
6 Player

## UPRIGHTS

AB Circus (5/56)  
AB County Fair (3/57)  
AB Circus Wagon Wheels (12/58)  
AB Galloping Dominos  
AB Circus Play Ball (4/59)  
AB Magic Mirror-Horoscope (11/59)  
AB Mermaid (3/60)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B Jamboree (10/60)  
B Super Jumbo (11/60)  
CC Star Rocket (5/59)  
GA Skeet Shoot (1/57)  
GA Super Hunter (6/57)  
GA Double Shot (4/58)  
GA Wild Cat (12/58)  
GA Twin Wild Cat (7/59)  
GA Super Wild Cat Trail Blazer (12/60)  
Twin Trail Blazer (2/61)  
K Big Tent  
K Spr. Big Tent (6/57)  
K Shawnee (1/59)  
K Big Roundup (3/59)  
K Little Buckeroo (4/59)  
K Del. Big Tent (5/59)  
K Big 3 (5/59)  
K Touchdown (9/59)  
K Big Dipper (10/59)  
K Twin Big Tent  
K Criss Cross Diamond (1/60)  
K Red Arrow (4/60)  
Sweet Shawnee '60  
Black Dragon '60  
K Twin Red Arrow (5/60)  
K Flashback (6/61)

## ARCADE

ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuff. Situation (5/61)  
B Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat. Practice (8/59)  
B Skill Roll (B 3/58)  
B Moon Raider (7/59)  
B Targets (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del. Skill Parade (4/59)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Stm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star Sgt. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex "500" Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Jungle Hunt (3/57)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (9/57)  
Ge Lucky Seven  
Ge Sky Gunner  
Ge Night Fighter  
Ge 2-Player Basketball  
Ge Rifle Gal. (6/54)  
Ge Big Top Rifle Gallery (6/54)  
Super model (12/55)  
Ge Gun Club  
Ge Wild West Gun (2/55)  
Ge Sky Rocket Rifle Gallery (5/55)  
Ge Championship Baseball (9/55)  
Ge Quarterback (10/55)  
Ge Hi Fly Baseball (5/56)  
Ge State Fair Rifle Gal. (6/56)  
Ge Davy Crockett (10/56)  
Ge Circus Rifle (3/57)  
Ge Motorama (10/57)  
Ge Gypsy Grandma (5/57)  
Ge Fun Fair (3/58)  
Ge Space Age Gun (6/58)  
Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/55)  
Ke DeLuxe model (3/55)  
Ke League Leader (4/58)  
Ke Sportland  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Basooka (10/60)  
Midway Shooting Gallery (2/60)

Del. Model (5/61)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Munves Squoits (11/57)  
Muto Voice-O-Graph Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coon Hunt  
Set Spot Basketball  
Telequiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
UN Yankee BB (3/59)  
UN Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Peppy Clown (12/56)  
Wm. 1957 Baseball  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vangard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Bally Champion Horse  
Bally Moon Ride  
Official Baseball (4/60)

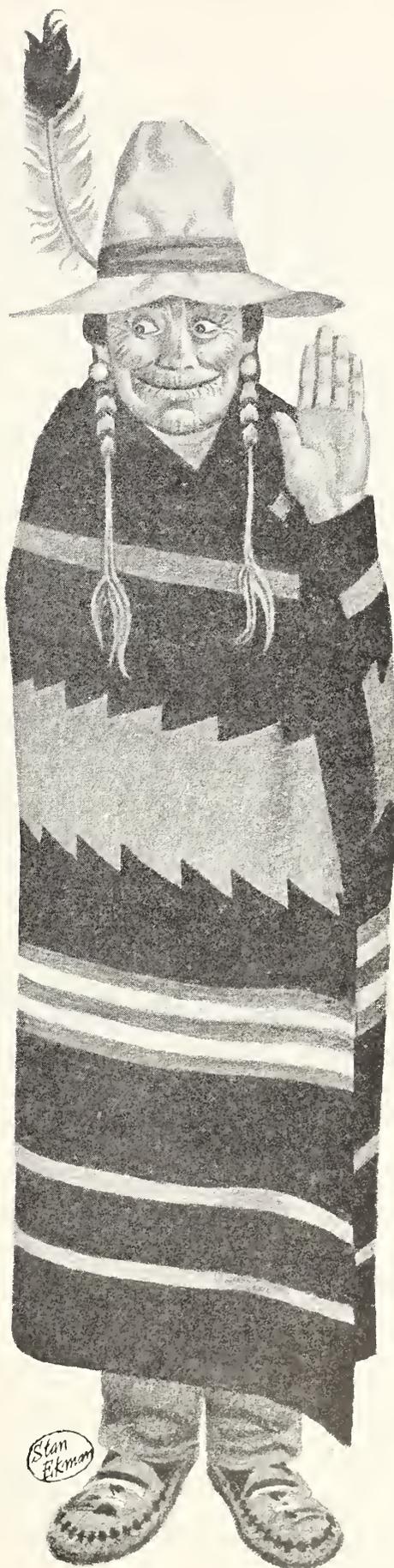
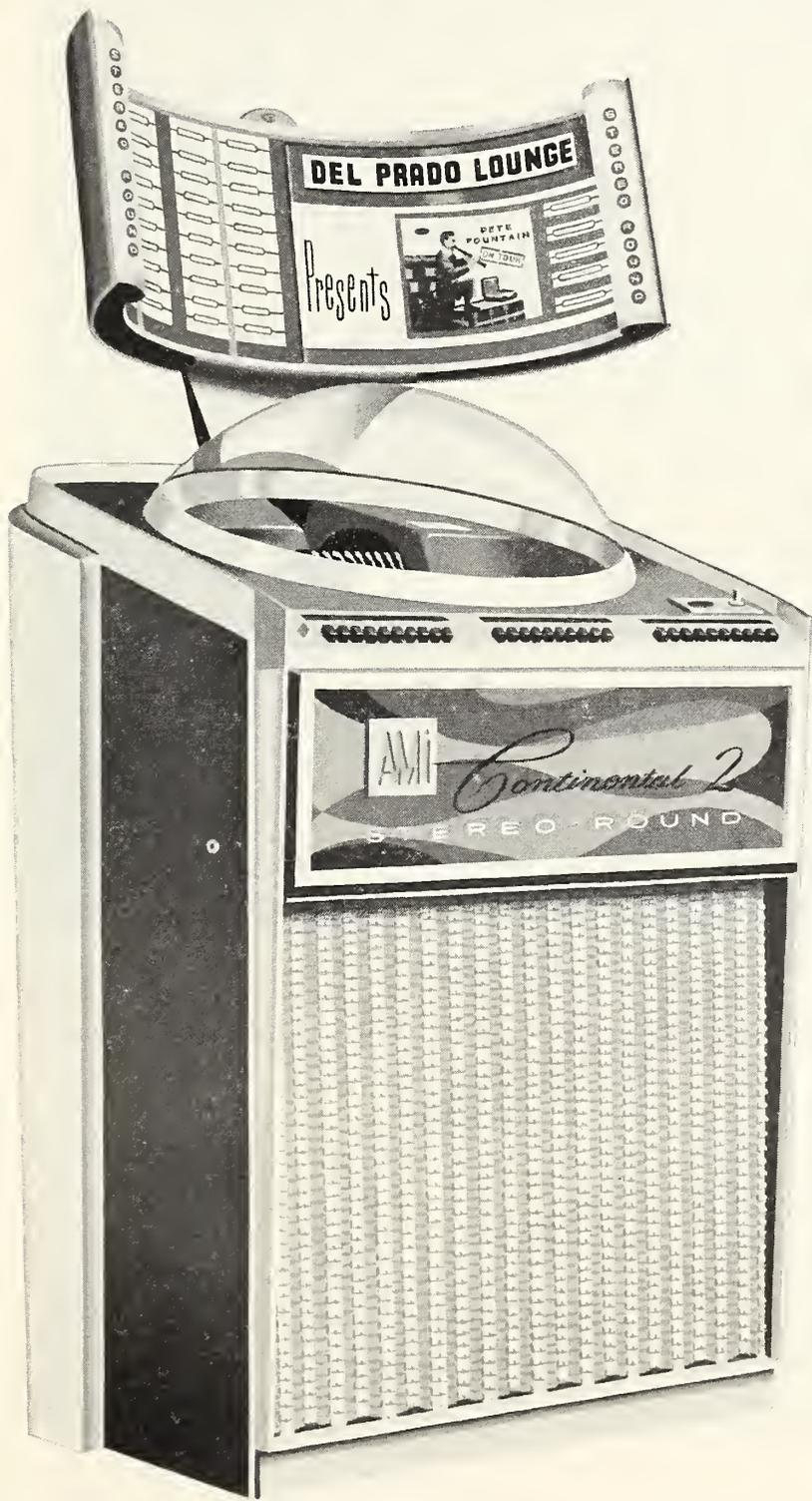
## ARCADE

Del. Model (5/61)  
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Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
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Set Spot Basketball  
Telequiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
UN Yankee BB (3/59)  
UN Sky Raider (10/58)  
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Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Bally Champion Horse  
Bally Moon Ride  
Official Baseball (4/60)

## KIDDIE RIDES

Bally Champion Horse  
Bally Moon Ride  
Bally Space Ship  
Bally Speed Boat  
Bally Turvle. Trolley  
Bert Lane Lancer Horse  
Bert Lane Merry-Go-Round  
B.L. Miss America Boat  
Bert Lane Fire Engine  
B.L. Whirly Bird (3/61)  
B.L. Moon Rocket (3/61)  
Capitol Donald Duck  
Capitol Elsie  
Capitol Palomina Horse  
Capitol See Saw  
Chicago Coin Super Jet  
Chicago Round The World Trainer  
Deco Merry-Go-Round  
Deco Space Ranger  
Exhibit Big Broncho  
Exhibit Mustang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Exhibit Rudolph The Reindeer  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round

**NO NEED  
 UM PONIES  
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 WITH AMI**



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**TOP TALENT TUNE PROGRAMMING.** You choose the headliners. All the delightful stereo music the public wants to hear is now available, *one selection to a side* on inexpensive 7-inch, 33 $\frac{1}{3}$  stereo singles. See your AMI distributor.

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**TWO GREAT MODELS, AMI Top Talent Tune "100"; AMI "200". Both Stereo Round.**

\*Patent pending



**A C AUTOMATIC SERVICES, INC.**

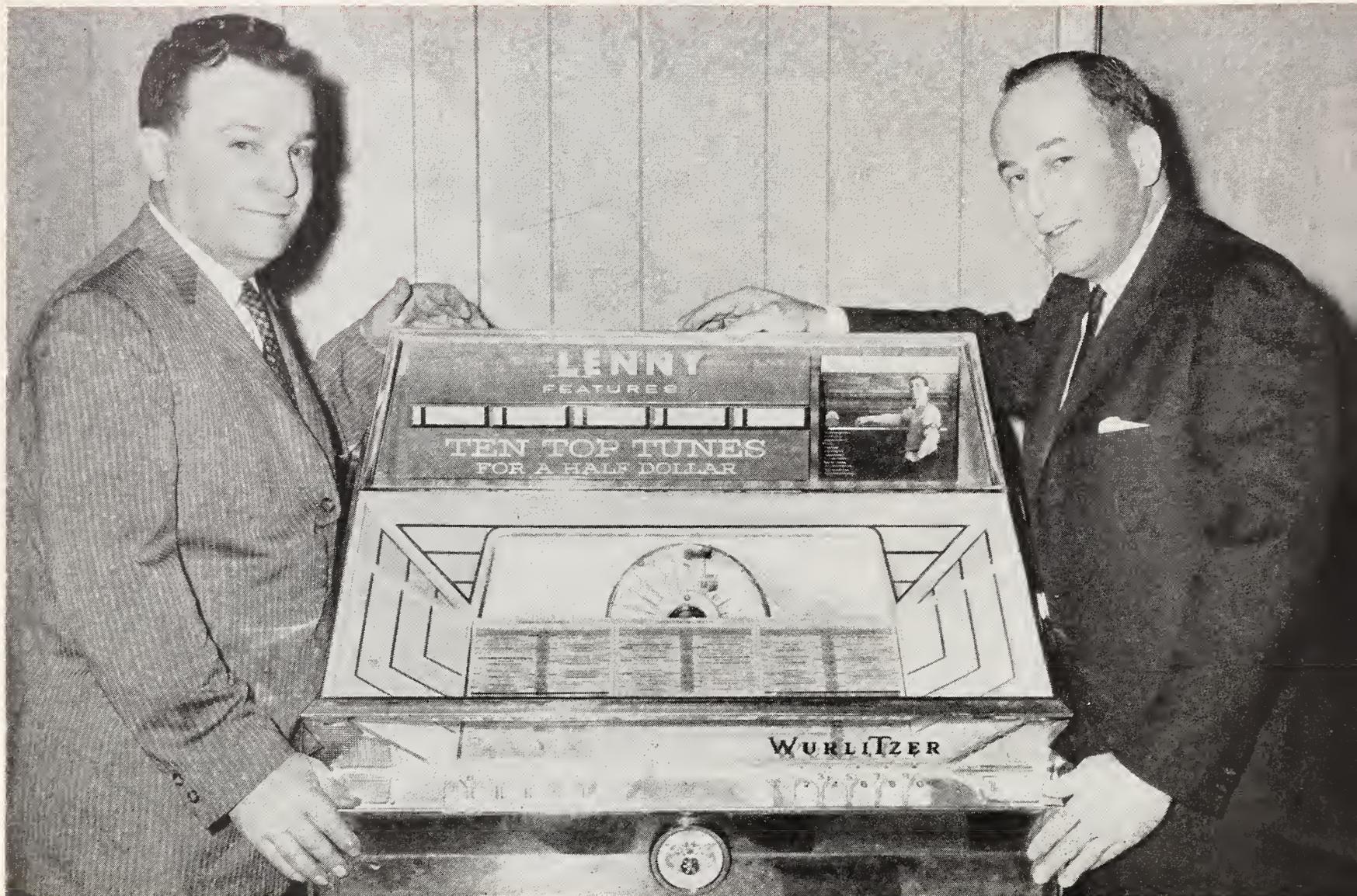
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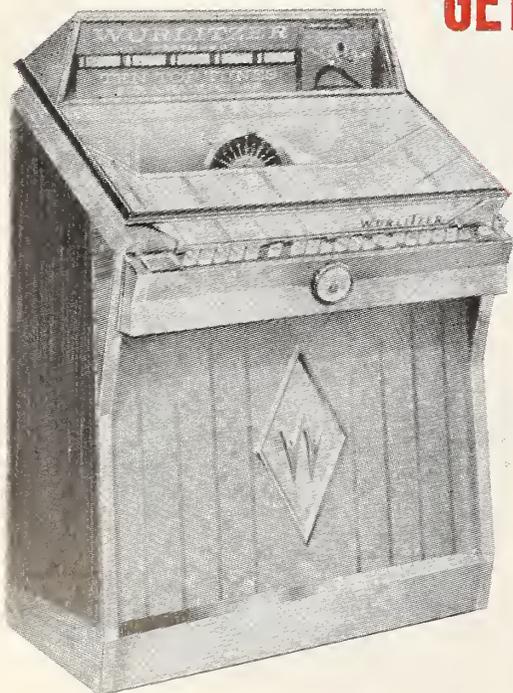
**AMI COMPLETELY SELF-CONTAINED STEREO ROUND MUSIC SYSTEMS**

# WURLITZER TEN TOP TUNES FEATURE DOUBLES TAKE IN LENNY'S BAR



Leonard Totaro, owner of Lenny's Bar, and Sid Balin, Sales Manager, Model Distributing Co., Philadelphia

## GET THIS MUSICAL BARGAIN IN YOUR LOCATIONS NOW



For the past two-and-a-half years the phonograph in Lenny's Bar, 3002 New Hope Street, Philadelphia averaged from \$25 to \$35 a week. Then a new Wurlitzer 2600 was installed, offering the exclusive Wurlitzer Ten Top Tunes at the press of a single button.

Here's what happened. First week's receipts were \$52.70, including thirty-two half-dollars. Next week take totalled \$57 and included forty-

two fifty-cent pieces. Average to date? Twice the earnings of the previous phonograph.

Ask your Wurlitzer Distributor for the full facts on the effect of this Wurlitzer Musical Bargain in your area. He has them. They'll amaze you and stimulate you to get the Wurlitzer 2600 with its Ten Top Tunes feature multiplying earnings in your locations.

## WURLITZER 2600

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK  
106 YEARS OF MUSICAL EXPERIENCE

# COLLECTIONS PROVE... it pays to operate the

# UNITED PHONOGRAPH

"Enjoying a big, steady half-dollar play, and plenty of other coins too. Record-changer sure is fast!"—Georgia Operator

"I like the way the UPD-100 earns money for me, and the lack of service calls is a real treat. Makes it easy to get and keep choice locations!"—S. Carolina Operator

NEW "MUSICAL MOTIF" LOOK

FLAWLESS PERFORMANCE

FASTER PLAY GREATER PROFITS

STEREOPHONIC MONAURAL

A COMPLETE MUSIC SYSTEM

EASY TO SERVICE

Unconditionally Guaranteed  
Record Mechanism

United's new UPD Phonograph is the result of years of painstaking research and development. Modern styling . . . richer sound . . . simple, easy-to-service mechanism . . . fastest record-changer . . . many other features provide the finest automatic music ever offered.

*Styled by*  
**RAYMOND LOEWY**

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MODEL  
UPD-100  
53 IN. HIGH  
35½ IN. WIDE  
27½ IN. DEEP  
310 LBS. NET WEIGHT

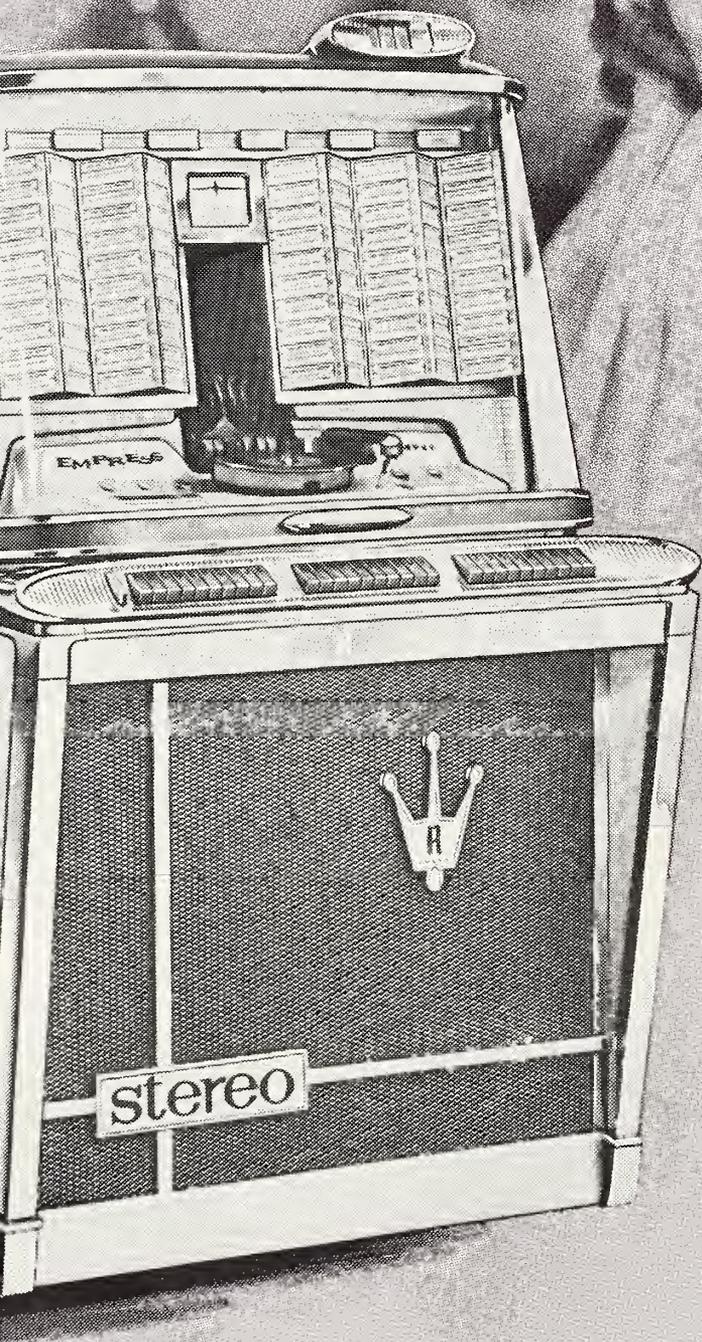
new classic design...incomparable features

# ROCK-OLA PRESENTS the Empress

LUXE ALL-PURPOSE  
PHONIC-MONAUROUS PHONOGRAPH  
NO LOCATION REQUIREMENT

1966...120 SELECTIONS

1967...200 SELECTIONS



distinctive...  
graceful...  
elegant...

In sound *and* styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combine to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

- ★ LOCATION NAME PERSONALIZATION FEATURE.
- ★ TRI-FONIC FLEXIBILITY.
- ★ 33 $\frac{1}{3}$ —45 RPM MECH-O-MATIC INTERMIX PLAY MECHANISM.
- ★ POSITIVE 2 BUTTON SELECTION SYSTEM.
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