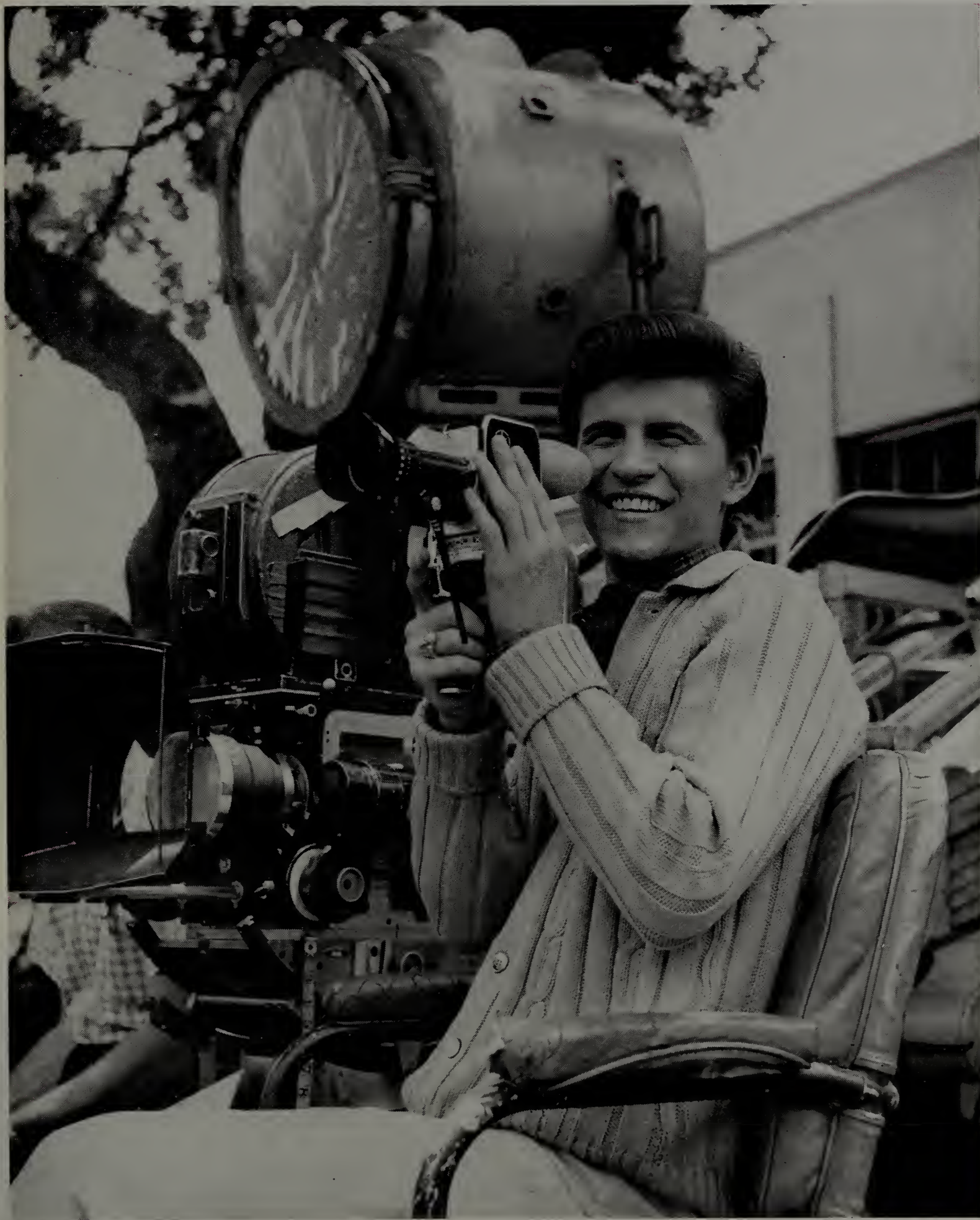


# Cash Box

OCTOBER 27, 1962



The young man in the film director's seat for a moment's rest, may some day find himself directing movies from the same spot. He's done everything else so successfully. A consistent favorite on the Red Skelton TV'er, and a top draw in clubs, Rydell soon adds another dimension to his career with a featured role in the up-coming film version of the B'way hit "Bye Bye Birdie." On disks, of course, Bobby is one of the most consistent hit makers around today. The Cameo songster is burning up the charts with his latest single "The Cha Cha Cha" and has a new LP dubbed "An Era Reborn."

# IN THE HIT CLASS!!! A GREAT NEW SINGLE BY STEVE LAWRENCE 'GO AWAY LITTLE GIRL'

4-42601



**Columbia Singles Sell** 

Also available on Single **88**



FOUNDED BY BILL GERSH

# Cash Box

Vol. XXIV—Number 7

October 27, 1962

## Cash Box

(Publication Office)

1780 Broadway

New York 19, N. Y.

(Phone: JUDson 6-2640)

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SUBSCRIPTION RATES \$15 per year any-

where in the U. S. A. Published weekly. Second-

class postage paid at Bristol, Conn.

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## Let's Talk About . . .

# ADVANCES

With the international market contributing more and more each day to American companies' profit picture, it is surprising how many Stateside companies know so little about something so important.

The most probable reason for this lack of knowledge is the tremendous turnover in the record industry. New faces continually pour into our business and overnight, a relatively unknown figure, one who's probably never even been out of the country, finds himself the manufacturer or publisher of the biggest hit of the day. Probably because of the complexity of the American market and the many problems that arise when one has a big hit in the U.S., the individual too frequently is forced to consider the international market as a secondary factor and thereby finds himself losing considerable "gravy" income.

Unfortunately, there are also too many record men experienced in American operations who fail to educate themselves in foreign dealings.

Understanding the international market is as important to a manufacturer or publisher today as knowing how many quarters there are in a dollar. For almost no additional investment and with no additional recording and promoting expenses, an American company can earn great profits abroad if it handles its master or copyright properly.

The problem of ADVANCES for a master or a copyright is probably the American's most vulnerable spot. Because Germany may offer a \$1000 advance for a song, one cannot expect a smaller country

like, let's say, Denmark to offer an equal advance. A country's population and record selling potential must be considered before one demands an advance. And American companies must realize that not all American hits meet with approval abroad. Some sounds are just never accepted and this too must be considered. Every market outside the U.S. borders has its own peculiarities and it is necessary that Americans familiarize themselves with those of each nation.

Some people feel that a very heavy advance forces an international company to work harder on a song. But should it fail, the pain of a heavy loss makes one extremely cautious in the future. And the record business is not a business for today, but for tomorrow.

We have even heard of cases in which publishers refuse to give a song to a firm in a foreign territory because they cannot get any advance. Doesn't this individual realize that he's only hurting himself?

American companies must face up to the fact that markets outside the U.S. are becoming increasingly nationalistic in their musical tastes. Although they want American product very much, they are also aware that they can survive with less U.S. product than was the case a few years ago.

We must be very cautious not to hurt our potential abroad by unreasonable demands. This can only be done by learning as much as possible about the international market. It is more important to know about who is representing you abroad than how much of an advance you can get.



# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—OCTOBER 27, 1962

Position 10/20 10/13			Position 10/20 10/13			Position 10/20 10/13					
1	<b>MONSTER MASH</b> ★BOBBY PICKETT-Gapax-44167	1	2	32	<b>THE CHA-CHA-CHA</b> ★BOBBY RYDELL-Cameo-228	42	60	67	<b>I'M GOING BACK TO SCHOOL</b> ★DEE CLARK-VeeJay-462	72	98
2	<b>DO YOU LOVE ME</b> ★CONTOURS-Gordy-7005 BILLY WADE-Twin Hits-2025	4	7	33	<b>WORKING FOR THE MAN</b> ★ROY ORBISON-Monument-467	34	40	68	<b>LOVERS BY NIGHT, STRANGERS BY DAY</b> ★FLEETWOODS-Dolton-62	78	82
3	<b>HE'S A REBEL</b> ★CRYSTALS-Philles-106 VIKki CARR-Liberty-55493	6	12	34	<b>LIE TO ME</b> ★BROOK BENTON-Mercury-72024	16	13	69	<b>MR. LONELY</b> ★BUDDY GRECO-Epic-9536	74	78
4	<b>SHERRY</b> ★4 SEASONS-Vee-Jay-456 JANIE ROSS-Twin Hits-2022	2	1	35	<b>IF I HAD A HAMMER</b> ★PETER, PAUL & MARY-Warner Bros.-S296 JANIE ROSS-Twin Hits-2028	24	19	70	<b>NEXT DOOR TO THE BLUES</b> ★ETTA JAMES-Argo-5424	76	87
5	<b>RAMBLIN' ROSE</b> ★NAT "KING" COLE-Capitol-4804 WOODY HERMAN-Philips-40064 RAY GARNETT-Twin Hits-2021	3	3	36	<b>DESAFINADO</b> ★STAN GETZ & CHARLES BYRD-Verve-10260 51 ZENTNER-Liberty-55499 LLOYD MAYER-United Artists-509 PAT THOMAS-MGM-13102 FREDA PAYNE-ABC-10366 JULIE LONDON-Liberty-55512 MAVIS RIVERS-Reprise-20115 ELLA FITZGERALD-Verve-10274	43	62	71	<b>MAMA SANG A SONG</b> ★STAN KENTON-Capitol-4847 ★WALTER BRENNAN-Liberty-55508 ★BILL ANDERSON-Decca-31404	86	—
6	<b>ONLY LOVE CAN BREAK A HEART</b> ★GENE PITNEY-Musicor-1022	9	16	37	<b>LOVE ME TENDER</b> ★RICHARD CHAMBERLAIN-MGM-13097	45	72	72	<b>I LEFT MY HEART IN THE BALCONY</b> ★LINDA SCOTT-Congress-106	75	80
7	<b>ALL ALONE AM I</b> ★BRENDA LEE-Decca-31424	13	14	38	<b>SUSIE DARLIN'</b> ★TOMMY ROE-ABC-10362	47	71	73	<b>HEARTACHES</b> ★PATSY CLINE-Decca-31429	81	88
8	<b>PATCHES</b> ★DICKEY LEE-Smash-1758 TONY DECIO-Twin Hits-2021	7	4	39	<b>(DANCE WITH) THE GUITAR MAN</b> ★DUANE EDDY-RCA-8087	48	56	74	<b>MY OWN TRUE LOVE</b> ★DUPREES-Coed-571	—	—
9	<b>POPEYE (THE HITCHHIKER)</b> ★CHUBBY CHECKER-Parkway-849	14	15	40	<b>DON'T HANG UP</b> ★ORLONS-Cameo-231	57	76	75	<b>SECOND FIDDLE GIRL</b> ★BARBARA LYNN-Jamie-1233	79	81
10	<b>GINA</b> ★JOHNNY MATHIS-Columbia-42582	18	30	41	<b>BOBBY'S GIRL</b> ★MARCIA BLAINE-Seville-120	77	91	76	<b>HAPPY WEEKEND</b> ★DAVE "BABY" CORTEZ-Chess-1834	82	89
11	<b>GREEN ONIONS</b> ★BOOKER T. & MG'S-Stax-127 DOWNBEATS-Twin Hits-2024	5	5	42	<b>YOU BEAT ME TO THE PUNCH</b> ★MARY WELLS-Motown-1032	19	17	77	<b>UNTIE ME</b> ★TAMS-Arlen-7-11	83	92
12	<b>SURFIN' SAFARI</b> ★BEACH BOYS-Capitol-4777	12	10	43	<b>LEAH</b> ★ROY ORBISON-Monument-467	54	83	78	<b>I'LL REMEMBER CAROL</b> ★TOMMY BOYCE-RCA-8074	84	100
13	<b>ALLEY CAT</b> ★BENT FABRIC-Atco-6226 DAVID THORNE-Riverside-4530 CONTRASTS-Twin Hits-2027	8	8	44	<b>HIDE AND GO SEEK</b> ★BUNKER HILL-Mala-451	50	49	79	<b>THE LONELY BULL</b> ★TIAJUANA BRASS-A&M-703	100	—
14	<b>WHAT KIND OF FOOL AM I</b> ★SAMMY DAVIS, JR.-Reprise-20048 ★ANTHONY NEWLEY-London-9546 BILLY ECKSTINE-Mercury-72002 ROBERT GOULET-Columbia-42519 BILLY DANIELS-Jubilee-5437 MANTOVANI-London-9552 VIC DAMONE-Capitol-4827 BURT FARBBER-Felsted-8652 RONNIE ALDRICH-London-9553 CORDIALS-Felsted-8653 KEELEY SMITH-Dot-16386 SHIRLEY BASSEY-United Artists-503 WOODY HERMAN-Philips-40064	17	22	45	<b>THE BURNING OF ATLANTA</b> ★CLAUDE KING-Columbia-42581	46	54	80	<b>LET'S GO (PONY)</b> ★ROUTERS-Warner Bros.-S283	98	—
15	<b>I REMEMBER YOU</b> ★FRANK IFIELD-VeeJay-457	11	9	46	<b>WHAT KIND OF LOVE IS THIS</b> ★JOEY DEE-Roulette-4438 CHET AVERY-Twin Hits-2025	20	20	81	<b>I'VE BEEN EVERYWHERE</b> ★HANK SNOW-RCA-8072	87	86
16	<b>NEXT DOOR TO AN ANGEL</b> ★NEIL SEDAKA-RCA-8086	21	47	47	<b>THE POP POP POP-PIE</b> ★SHERRYS-Guyden-2068	59	74	82	<b>TEENAGE IDOL</b> ★RICK NELSON-Imperial-S864	41	24
17	<b>BIG GIRLS DON'T CRY</b> ★4 SEASONS-VeeJay-465	64	—	48	<b>BABY FACE</b> ★BOBBY DARIN-Atco-6236	38	43	83	<b>YOU CAN RUN (BUT YOU CAN'T HIDE)</b> ★JERRY BUTLER-VeeJay-463	92	—
18	<b>LIMBO ROCK</b> ★CHUBBY CHECKER-Parkway-849	26	36	49	<b>THAT STRANGER USED TO BE MY GIRL</b> ★TRADE MARTIN-Coed-570	60	66	84	<b>DON'T ASK ME TO BE FRIENDS</b> ★EVERLY BROS.-Warner Bros.-S297	—	—
19	<b>RETURN TO SENDER</b> ★ELVIS PRESLEY-RCA-8100	61	—	50	<b>NO ONE WILL EVER KNOW</b> ★JIMMY RODGERS-Dot-16378	52	52	85	<b>HELLO OUT THERE</b> ★NICK NOBLE-Liberty-55488 ★CARL BELEW-RCA-8058	90	94
20	<b>CLOSE TO CATHY</b> ★MIKE CLIFFORD-United Artists-489	25	32	51	<b>HE THINKS I STILL CARE</b> ★CONNIE FRANCIS-MGM-13096 SHERRELL TOWNSEND-Gone-5153	62	100	86	<b>BUSTIN' SURFBOARDS</b> ★TORNADOES-Aertaun-100	—	—
21	<b>TORTURE</b> ★KRIS JENSEN-Hickory-1173	22	27	52	<b>DON'T YOU BELIEVE IT</b> ★ANDY WILLIAMS-Columbia-42523	63	70	87	<b>THAT'S LIFE</b> ★GABRIEL & ANGELS-Swan-4118	—	—
22	<b>I LEFT MY HEART IN SAN FRANCISCO</b> ★TONY BENNETT-Columbia-42332 FRANK SINATRA-Reprise-20107 SEYMOUR-Heartbeat-20 QUARTET TRES BIEN-Norman-526 ROBERTA SHERWOOD-Harmon-1010 DEREK SMITH-Time-1056 GORDON JENKINS-Columbia-42608	23	26	53	<b>CALL IT STORMY MONDAY</b> ★BOBBY BLAND-Duke-355	53	51	88	<b>TELSTAR</b> ★TORNADOES-London-9S61	—	—
23	<b>LET'S DANCE</b> ★CHRIS MONTEZ-Monogram-S05	10	6	54	<b>TWISTIN' WITH LINDA</b> ★ISLEY BROS.-Wand-127	56	58	89	<b>BEECHWOOD 4-5789</b> ★MARVELETTES-Tamla-S4065	44	29
24	<b>WARMED OVER KISSES</b> ★BRIAN HYLAND-ABC-10359	27	34	55	<b>I'VE GOT A WOMAN</b> ★JIMMY McGRUFF-Sue-770 JIMMY SMITH-Blue Note-1767	66	85	90	<b>SOMEBODY HAVE MERCY</b> ★SAM COOKE-RCA-8088	—	—
25	<b>NOTHING CAN CHANGE THIS LOVE</b> ★SAM COOKE-RCA-8088	33	42	56	<b>RAIN, RAIN GO AWAY</b> ★BOBBY VINTON-Epic-9532 CHET AVERY-Twin Hits-2028	30	18	91	<b>SWEET SIXTEEN BARS</b> ★EARL GRANT-Decca-25574	67	61
26	<b>VENUS IN BLUE JEANS</b> ★JIMMY CLANTON-Ace-8001 KIT FLEMING-Twin Hits-2023	15	11	57	<b>RIDE</b> ★DEE DEE SHARP-Cameo-230	85	—	92	<b>COME ON LITTLE ANGEL</b> ★BELMONT-Sabina-505	65	41
27	<b>DON'T GO NEAR THE INDIANS</b> ★REX ALLEN-Mercury-71997	29	25	58	<b>SHEILA</b> ★TOMMY ROE-ABC-10329	32	23	93	<b>I CAN'T HELP IT</b> ★JOHNNY TILLOTSON-Cadence-1432 BILLY STORM-Infinity-023 SUZANNE CAROL-Parker-205	—	—
28	<b>IF A MAN ANSWERS</b> ★BOBBY DARIN-Capitol-4837	28	33	59	<b>HULLY GULLY BABY</b> ★DOVELLS-Parkway-845 TROUBADORS-Twin Hits-2023	35	21	94	<b>DID YOU EVER SEE A DREAM WALKING</b> ★FATS DOMINO-Imperial-S875	96	97
29	<b>I WAS SUCH A FOOL</b> ★CONNIE FRANCIS-MGM-13096	37	53	60	<b>KID GALAHAD (KING OF THE WHOLE WIDE WORLD)</b> ★ELVIS PRESLEY-RCA EPA-4371	40	31	95	<b>SAVE ALL YOUR LOVIN' FOR ME</b> ★BRENDA LEE-Decca-31424	68	38
30	<b>JAMES (HOLD THE LADDER STEADY)</b> ★SUE THOMPSON-Hickory-1183	39	50	61	<b>TEN LONELY GUYS</b> ★PAT BOONE-Dot-16391 TEN BROKEN HEARTS-Diamond-123	58	65	96	<b>ESO BESO</b> ★PAUL ANKA-RCA-8097	—	—
31	<b>LITTLE BLACK BOOK</b> ★JIMMY DEAN-Columbia-42529	31	37	62	<b>YOU BELONG TO ME</b> ★DUPREES-Coed-569	36	28	97	<b>FURTHER MORE</b> ★RAY STEVENS-Mercury-72039	100	—
				63	<b>A WONDERFUL DREAM</b> ★MAJORS-Imperial-S855	49	39	98	<b>I'M HERE TO GET MY BABY OUT OF JAIL</b> ★EVERLY BROS.-Cadence-1429	—	—
				64	<b>I'LL BRING IT ON HOME TO YOU</b> ★CARLA THOMAS-Atlantic-2163	80	90	99	<b>MIDNIGHT SUN</b> ★FIVE WHISPERS-Dolton-61	100	—
				65	<b>STUBBORN KIND OF FELLOW</b> ★MARVIN GAYE-Tamla-S4068	70	77	100	<b>AGAIN</b> ★LETTERMAN-Capitol-4851 BOB CONRAD-Warner Bros.-S317 KIETH CARVAR-Spin-2463	—	—
				66	<b>WIGGLE WOBBLE</b> ★LES COOPER-Everlast-S019	71	79				

In orbit...

The Tornadoes

# TELSTAR

9561



**TOP**

single in England—  
now heading to  
the #1 spot in  
the U.S.A.

*LONDON*  
RECORDS

From the Chart Happy

AMERICAN *LONDON* GROUP

Going all the way

Marcie Blane  
**BOBBY'S  
GIRL**

Seville—120

Ace Cannon  
**VOLARE**

B/W

Looking Back  
Hi—2057

The Rev-Lons  
**BOY  
TROUBLE**

Garpax—44168

# Liberty Bows Christmas Program

HOLLYWOOD—Liberty Records has unveiled a 1962 Christmas Merchandising Program, which includes product from the Robert Rheims catalog, a year-after-year Xmas favorite.

Liberty keeps the Rheims catalog this year in a deal with Allied Records of St. Louis, which, oddly enough, had received the catalog after Liberty had decided not to renew its three year distribution deal for the Rheims sessions.

Dealer terms include a 10% cash discount taken off the face of the invoice on the dealer's entire order of new releases and Xmas catalog; 100% guaranteed sale; return-for-credit; return of merchandise anytime after Jan. 1, 1963, but no later than Feb. 1, 1963; payments to be made 1/2 Jan. 10, 1/2 Feb. 10. Program ends Dec. 25.

The Rheims entries include "Merry Christmas Carols," "Robert Rheims, Organ & Chimes" and "We Wish You a Merry Christmas." The Robert Rheims Choralists. There's also an EP, "Merry Christmas Carols," organ & chimes, and a single, "Silent Night" and "Come All Ye Faithful," organ & chimes.

New product includes "Merry Christmas from Bobby Vee," and a Walter Brennan entry called "'Twas the Night Before Christmas Back Home."

There's also a Premier Series re-issue, "Season's Greetings," featuring the Fantastic Strings of Felix Slatkin.

Additional sales aids includes a sturdy counter merchandiser which displays the entire Rheims line.

# UA Preps Kiddie Line For Xmas-Season Demand

NEW YORK—With its initial 10-album release of Tale Spinners For Children kiddie Series reportedly well past the half-million mark in sales, United Artists Records has stepped up production on the albums and both the floor and the counter stands to meet the holiday demands.

Due to the widespread acceptance to the new Kiddie line, Morris S. Price, national sales director for UA, stated that an additional five albums will be added to line for Jan. release, with additional packages to be made available throughout 1963. These new albums, Price stated, will stress the well-known story-lines, and will also feature top actors and actresses in the lead roles, the Famous Theater Company and the Hollywood Studio Orchestra.

Decision to step-up the activity on the Tale-Spinners line, including the display racks and advertising plus in-store promotion was reached following the "Holiday Sales-O-Rama" sales meetings which were held last week in New York, Chicago, Atlanta and Los Angeles. The enthusiastic reception given the line by distributors, plus the heavy re-orders on the racks and pre-packs were instrumental in the decision to increase production and introduce the five new packages as early as Jan., Price stated.

The new counter display, which comes with a pre-pak of 25 albums, and which can then be serviced by distributors from regular stock, was one of the highlights of the "Sales-O-Rama" meetings where it was officially unveiled for the distributors. This display augments the floor stand, which is sold with a 100-album pre-pack, and which has been available for several months. Price said that over 3,000 floor displays are now on locations throughout the United States, with some 2,000 additional displays to be shipped in time for the holiday selling period.

# Harmon Signs Sherwood

NEW YORK—Singer Roberta Sherwood is now recording for Harmon Records under an exclusive pact, according to Ted Harmon, head of the N.Y.-based label. For her initial singles release, already out, the performer has cut "I Left My Heart in San Francisco," Tony Bennett's (Columbia) big hit. Fred Edwards said that the inking of the performer was in conjunction with plans to expand Harmon's LP and singles line.

The artist had formerly cut for Decca Records, where a number of her singles and LP's were solid sales items. She has also been a favored jukebox name.

# Don Everly Collapses; Returns From British Tour

NEW YORK—Only 48 hours after arriving in London, England for the opening of a four-week British tour, Don Everly of the Everly Bros. collapsed from what his doctor stated was physical and nervous exhaustion, and returned to New York last Mon. (15). It was not known at presstime whether the songster would recover sufficiently to be able to return to complete the tour with his brother. Earlier reports that he had suffered food poisoning were denied by his doctor.

Meanwhile, Phil Everly is carrying out the engagements alone.

# Kapp's '63 Ad Budget More Than \$500,000; New Agency Named

NEW YORK—Kapp Records has scheduled more than \$500,000 ad budget for 1963 through its new ad agency, Gordon, Weiss & Sylvester-Hvid, this city.

The agency said that a greatly expanded program of consumer ads would be designed to reach a much broader segment of the disk buying public. The first of a series of full page ads featuring Roger Williams and other Kapp performers will appear in Life Magazine in Nov.

Kapp's previous agency was Daniel & Charles, also of New York.

# Foglesong Extends Show LP Activities At Col., Epic

NEW YORK—Columbia Records has assigned James Foglesong, pop A&R producer, to additional responsibilities. Foglesong will produce the Epic Footlight Series, and for Columbia the re-creation of famous Broadway show albums. For these activities, Foglesong will be responsible to Schuyler Chapin, director of Masterworks A & R.

Foglesong will continue to be responsible to David Kapralik, Eastern director of pop A & R, for new recordings by Robert Goulet, Les Paul and Mary Ford, The Ames Brothers, pianist Ronnie Brown, Julie Andrews and Lester Lanin.

Columbia's recent re-creation of "Show Boat" was co-produced by Foglesong and Tom Shepard, associate producer, Masterworks. Foglesong also produced "Anything Goes," which marked the first of the Epic Footlight Series.

Foglesong joined Columbia in 1951. In 1954, he began his association with Epic as pop A & R Director.

# Command To Cut Channing & Burns Act

NEW YORK—George Burns and Carol Channing, who recently teamed to form one of the top night club attractions in the country, have been signed by Command Records to record their act, "The Burns and Channing Show," in its entirety.

Enoch Light, head of Command, was in Las Vegas last week to cut the album while Burns and Channing were performing on the stage of the Dunes Hotel. This will be the first album that the team has made.

Since pooling their talents a few months ago, Burns and Channing have appeared at Harrah's in Lake Tahoe, the Seattle World's Fair, the Illinois State Fair, and the Dunes, where they are currently fulfilling their second engagement in three months.

Both Channing and Burns perform separately as well as together, doing special material.

# Reprise Inks Rosy Clooney

HOLLYWOOD—Reprise Records has added vet lark Rosemary Clooney to its talent roster. Performer will do solo singles and LP's and also cut separate albums with Frank Sinatra and Dean Martin. She first gained disk fame on the Columbia label with such hits as "Come On-A My House," "Half As Much," "Hey There" and others. She previously cut for RCA Victor Records.

# NARM Aims To Protect Rack-Jobbers

NEW YORK—NARM, the rack-jobber association, is putting its members under its wing in view of current legal issues within the music industry.

Through its executive director, Jules Malamud, working in conjunction with the group's legal counsel, Earl M. Foreman of Washington, D.C., NARM rack jobber members have been alerted to urgent problems involving them, with respect to litigation among a group of music publishing firms, a label and a group of retail outlets.

Following precedent established in an earlier suit, rack jobbers (as well as other wholesale and retail dealers) may be held liable for damages in connection with the sale of records using unlicensed material. In taking an active position in this legal problem, NARM, in effect, assists its members in protecting the more than 20,000 retail outlets which they service with records. These outlets are in leading food chains, variety store chains, drug chains, department stores, discount houses, service PX's, etc.

Jules Malamud, NARM executive director, has been in close contact with John S. Clark, attorney in the office of Julian T. Abeles, legal counsel representing the publishing firms, and Malamud recently met with Clark and Abeles, as well as with Al Berman of the Harry Fox office, agent for the publishing firms. NARM's active interest in the situation has been praised by both Clark and Berman.

The service performed by NARM, in notifying its members of their pos-

sible liability, as well as that of the retail outlets which they service, and in keeping in close touch with the situation as it develops for the benefit of its membership, is a part of an educational program developed by NARM, to handle the increasing complexities faced by its rack jobber members. NARM feels that the record rack merchandiser must concern himself not only with buying and selling records, but with intelligent discrimination of product and of the companies from which he buys. The NARM educational program, which has been operating for some time, will be stepped up to provide prompt and reliable information which will assist its membership in making the correct choices.

Because of the national scope of its activity, NARM believes it is in an excellent position to keep its membership, which is spread throughout the United States and Canada, many away from the disk centers of New York, Chicago, and Los Angeles, informed of all developments in the industry which affect them and their operations. Particular attention will be focused on certain legal situations, such as that involving rack jobbers' liability in the sale of product containing unlicensed material (as discussed above), and on Federal Trade Commission regulations, which may seriously affect their business operations, such as the Robinson-Patman Act.

In commenting on the situation, Malamud said, "This problem presents an excellent opportunity for industry-wide cooperation. Product containing unlicensed material is not one for the rack jobbers alone. It involves all record dealers in the United States, who are liable for damages when they handle this product in their stores. It involves all record manufacturers and distributors, who are being put into a poor competitive position by unlicensed product which can be sold at prices considerably lower than legitimately-produced product. Rather than emphasizing the differences among us, the phonograph record industry trade associations should grasp this opportunity for cooperation; this cooperative effort should involve RIAA, ARMADA, and SORD. The National Association of Record Merchandisers has always, since its inception, held as one of its prime ideals, the enhancing of the image of the entire phonograph record industry. We are actively inviting the other associations to join us in this project."

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## 4 New Mercury LP's

CHICAGO—Mercury Records has released four new albums as part of its fall offering, featuring Rex Allen, Damita Jo, Quincy Jones and the St. Olaf Lutheran Choir, the latter conducted by Olaf C. Christianson.

Allen's album carries the same title as his current hit single, "Don't Go Near The Indians." Damita Jo is heard on "Sing A Country Song" and Jones in "Big Band Bossa Nova." The St. Olaf Choir does "Fifty Golden Years."

## Victor Adds 3 Songsters

HOLLYWOOD—Three songsters have inked exclusive pacts with RCA Victor Records.

Bobby Day, who hit on the Rendezvous label with "Rockin' Robin" and "Little Bitty Pretty One," was signed by Steve Sholes, manager of west coast operations, and Neely Plumb, A&R director. Artist is cutting a single for immediate release.

Sholes has also signed Jesse Pearson, star of both the road and flick versions of "Bye Bye Birdie" to a long-term pact, and actor Lorne Greene, who performed on Victor's recent "Bonanza" LP, which also featured other stars of the popular TV'er.

Pearson will cut an LP and single within the next few weeks, with the single due soon and the album set for release early next year. Lorne will record an album for release next Spring.

## Wallichs Heads Board Of Capitol Of Canada

TORONTO, ONTARIO—Following the reshuffling of execs at Capitol Records in the U.S.—which saw Glenn Wallichs take-over as chairman of the board and Alan Livingston elected president (see last week's issue)—the board of directors of Capitol Records of Canada, Ltd. has made Wallichs, its president, also chairman of the board.

Wallichs, who continues to serve as president of Capitol of Canada, announced that Geoffrey F. Racine has been elected executive vice-president of the firm and that G. Edward Leatham has been elected a vice-president. Robert W. Quayle and Harold S. Smith have been re-elected vice-presidents, Wallichs also announced.

## Earl Grant Renews Pact With Decca

NEW YORK—Earl Grant, who has served Decca Records as a best-selling pianist, organist and vocalist since 1956, has signed a new pact with the label, according to an announcement last week by Leonard W. Schneider, executive veep.

A number of the performer's LP's have been big sales items for the label, as is the case in the singles field. His current single, "Sweet Sixteen Bars," is a Top 100 deck, a follow-up to his previous chart stand, "Swing Gently."

Grant has also become a top attraction in leading niteries throughout the U.S., Canada and Mexico, including New York's Copacabana and Basin Street East, Buffalo's Town Casino, Fack's in San Francisco, The Elmwood Casino in Ontario and La Fiesta in Juarez. He has also been a frequent guest on the "Tonight" and "Ed Sullivan" TV'ers.

## Victor's Bob Yorke New NARAS Prexy



BOB YORKE

NEW YORK—RCA Victor Records' exec Bob Yorke is the new national president of NARAS, the disk awards society.

The 14 trustees of the association elected him to the post unanimously at the conclusion of their two-day meet last week in New York's Plaza Hotel.

At the same time, out-going president, Paul Weston, was voted 1st vice-president; Bernie Clapper of Chicago became 2nd vice-president; Michael Kapp got the post of national secretary; and John Scott Trotter is national treasurer.

Upon accepting the post, Yorke called for greater cooperation than ever from the individuals who comprise the academy's membership.

Said Yorke: "It's a human quality to say, when you have an organization, that 'so-and-so' is going to do this and that for us this year. NARAS is a challenge, but it is fundamentally a challenge for the individual. I believe that each member must share in the responsibility for its accomplishments."

It was felt during the meeting that NARAS, after being originally comprised of individual chapters which functioned almost autonomously, had now developed into a closely-knit organization, concerned with the creative forces of the industry on a national as well as on a local basis.

Also discussed and developed by the trustees were the creation of a bi-monthly publication to be co-edited by Dave Dexter and George Simon; the establishment of national liaison committee which will work closely with other groups; a possible life and medical insurance program for members; the creation and bestowing of special merit awards for outstanding contributions to the creative forces within the industry, and review and clarification of nominating and voting procedures for the annual "Grammy" awards.

## Bill Mitchell Named Veep At Duke-Peacock

NEW YORK—Don Robey has announced the appointment of Bill Mitchell as veep of his Duke-Peacock setup. He will coordinate all the sales and promotion activities at the firm. Before joining D-C, Mitchell was with the Tamla and Motown labels in Detroit and the Columbia Custom Division in the midwest. He will headquarter in Houston, D-C's homebase.

## Capitol Sales Up 39% In 1st. Qtr.

HOLLYWOOD—Domestic sales of Capitol Records, for the first quarter of the firm's fiscal year registered a 39% increase over the same period of the preceding year, it was disclosed last week by Alan W. Livingston, newly-elected president of the company.

Capitol's pop-album sales showed an increase of more than 41%. Single-record sales increased 51% while sales of Capitol's Angel label shot up 73%.

Among the important factors named in the jump in pop-album sales were a number of LP's released in July, August, and September. Among them were Nat King Cole's "Ramblin' Rose," The Kingston Trio's "Something Special," Ray Anthony's "Worried Mind," Judy Garland's "The Garland Touch," Vic Damone's "The Lively Ones," The Lettermen's "Jim, Tony, And Bob," Nelson Riddle's "Route 66," Tennessee Ernie Ford's "I Love to Tell the Story," George Shearing's "Concerto For My Love,"

and Nancy Wilson's "Hello Young Lovers."

Also making a sizable contribution was the album "George Chakiris," the young Academy Award-winner's first Capitol recording. The LP has developed into one of the most successful new-artist albums Capitol has had since 1958 when The Kingston Trio broke wide open. It's 21 on this week's mono chart, 38 on the stereo listing.

On the singles side, the most prominent was Cole's "Ramblin' Rose." Other hot 45's were Riddle's "Route 66," The Lettermen's "Silly Boy," The Beach Boys' "Surfin' Safari," King Curtis' "Beach Party," Ray Anthony's "Worried Mind" and Glen Campbell's "Too Late to Worry—Too Blue to Cry."

Standout Angel items during Capitol's first quarter were the Otto Klemperer recordings of Beethoven's "Fidelio" and the "St. Matthew Passion."

## Capitol Merges Merchandising & Sales Depts.

HOLLYWOOD—Stanley M. Gortikov, vice president and general manager of Capitol Records Distributing Corp. last week announced a new marketing organization for the firm which calls for the merging of the sales and merchandising activities.

"Beginning Nov. 1," Gortikov said, "album merchandising will become a direct and integral part of sales. We

no longer will have a 'sales function' and a 'merchandising function' working more or less independent of each other. Instead, there will be one sales-merchandising activity."

Under the new set-up, basic merchandising policy will be set by Gortikov. Album merchandising manager Paul Russell will now work directly with album sales manager George Gerken. The latter continues to report to CRDC VP and National Sales Manager Bill Tallant.

Bob Bates, merchandising services manager, and Jack Wagner, national radio services manager, will now report directly to Gortikov. National merchandising manager Perry Mayer has been appointed marketing manager of the international dept. of Capitol Records, Inc. (see separate story).

## Mayer Heads Capitol's Int'l Marketing Dept.

HOLLYWOOD—Perry Mayer has been appointed international marketing manager of Capitol Records, it was announced last week by Gordon R. Fraser, head of Capitol's international department. He assumes his new duties November 1.

Mayer, for the past year national merchandising manager of Capitol Records Distributing Corp., succeeds Dick Rising. Rising has been ill for several weeks and is not expected to return to work until after the first of the year. At that time, Fraser said, Rising will be assigned new responsibilities within Capitol's international operation.

Mayer, who was advertising manager before being named to head CRDC merchandising dept., has been with Capitol for over 6 years. During that time he has served in a number of promotion and merchandising posts. Before joining Capitol, Mayer was an account executive with advertising agencies in New York and Los Angeles.

## Kapp Adds 4 LP's For Fall

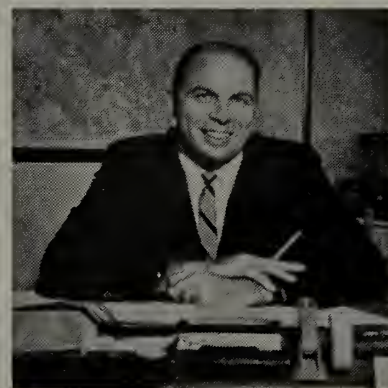
NEW YORK—As part of its fall program, Kapp Records has just released four albums, bringing its fall program total to 17 LP's. New product includes Jane Morgan's "What Now My Love," "Hawaiian War Chant," "Monte Sunshine" and "Great Polkas from Around the World."

## Pitney-Schroeder, Top 10 Act

NEW YORK—Artist Gene Pitney and publisher-producer Aaron Schroeder are a top 10 combination.

As a writer and artist, Pitney is currently under 6 on the Top 100 with his Musicor dishing of "Only Love Can Break a Heart," which was produced by Schroeder. He also wrote the number 3 song, "He's a Rebel" by The Crystals on the Phyllis label. Schroeder also publishes both tunes.

## Linsky Heads Sales & Promo At Dimension



HERB LINSKY

NEW YORK—Herb Linsky has been appointed director of sales and promotion for Dimension Records, the Nevins & Kirshner label.

Linsky left his position as national promotion director of United Artists Records to take the post. Prior to his UA stint, Linsky was national promotion manager of Epic Records and was a district manager for RCA Victor Records.

Al Nevins and Don Kirshner stated that the acquisition of Linsky would "add great strength to our rapidly growing record operation."

Dimension got off to an auspicious start several months ago with the release of what turned out to be a number 1 seller, "Loco-Motion" by Little Eva. Label also has another chart item with Carole King's "It Might as Well Rain Until September."

THE NEXT BIG  
CHART MAKER FOR

**THE  
FIESTAS  
"I FEEL  
GOOD  
ALL  
OVER"**

OT-1127

GREAT REACTION TO  
BILLY BLAND'S

**"HOW MANY  
HEARTS"  
&  
"DARLING  
WON'T YOU  
THINK  
OF ME"**

OT-1128

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TOWN**

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New York 19, N. Y.

Zooming To #1 Across The Country

The Original

**"MIND  
OVER  
MATTER"**

by

**Nolan Strong**

(The Magic Voice Of The Diablos)

**FORTUNE 546**

**RECORDS**

3942 Third  
Detroit, Michigan  
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**LOOKING  
AHEAD**

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

- 1 **MIND OVER MATTER**  
*Nolan Strong (Fortune 546)*
- 2 **HEART BREAKER**  
*Dean Christie (Select 715)*
- 3 **NO ONE CAN MAKE MY SUNSHINE SMILE**  
*Everly Bras. (Warner Bros. 5297)*
- 4 **BLUEBIRDS OVER THE MOUNTAIN**  
*Echoes (Smash 1766)*
- 5 **WHY CAN'T HE BE YOU**  
*Patsy Cline (Decca 31429)*
- 6 **MAGIC WAND**  
*Dan & Juan (Bigtop 3121)*
- 7 **4 0 9**  
*Beach Boys (Capitol 4777)*
- 8 **RELEASE ME**  
*(Little) Esther Phillips (Lenox 5555)*
- 9 **THE ALLEY CAT SONG**  
*David Thone (Riverside 4530)*
- 10 **ANNA**  
*Arthur Alexander (Dot 16387)*
- 11 **MY HEART STOOD STILL**  
*Bernadette Carroll (Julia 1106)*
- 12 **ONE MORE TOWN**  
*Kingston Trio (Capitol 4842)*
- 13 **PUSH AND KICK**  
*Mark Valentine (Swan 4121)*
- 14 **THEME FROM NAKED CITY**  
*Nelson Riddle (Capitol 4843)*
- 15 **FIESTA**  
*Dave "Baby" Cortez (Emit 301)*
- 16 **I FOUND A NEW LOVE**  
*Blue Belles (Newton 3009)*
- 17 **I DIG THIS STATION**  
*Gary U.S. Bonds (Legrand 1022)*
- 18 **LOOK OF LOVE**  
*Frank Sinatra (Reprise 20107)*
- 19 **WHEN MY LITTLE GIRL IS SMILING**  
*Jimmy Justice (Kapp 482)*
- 20 **SWING LOW**  
*Floyd Cramer (RCA Victor 8074)*
- 21 **25 MINUTES TO GO**  
*Brathers Four (Columbia 42586)*
- 22 **MINSTREL AND QUEEN**  
*Impressions (ABC-Paramount 10357)*
- 23 **TEAR FOR TEAR**  
*Gene Chandler (VeeJay 461)*
- 24 **THE LONGEST DAY**  
*Mitch Miller (Columbia 42585)*
- 25 **SLIGHTLY OUT OF TUNE**  
*Pat Thomas (MGM 13102)  
Julie London (Liberty 55512)  
Ella Fitzgerald (Verve 10274)*
- 26 **PEEPIN' AND HIDIN'**  
*Count Victor's (Coral 62324)*
- 27 **I DON'T BELIEVE I'LL FALL IN LOVE TODAY**  
*Bobby Bare (RCA Victor 8083)*
- 28 **PLEASE REMEMBER ME**  
*Dick Roman (Harmon 1007)*
- 29 **BLUE FLAME**  
*Billy Vaughn (Dot 16397)*
- 30 **BOY TROUBLE**  
*Revlons (Garpax 44168)*
- 31 **CONEY ISLAND BABY**  
*Excellents (Blast 205)*
- 32 **THE MUSIC FROM THE HOUSE NEXT DOOR**  
*Tani Fisher (Bigtop 3124)*
- 33 **YOU WON'T FORGET ME**  
*Jackie De Shannon (Liberty 55497)*
- 34 **MARY ANN REGRETS/HOW DO YOU FALL OUT OF LOVE**  
*Burl Ives (Decca 31433)*
- 35 **YOU CAN'T LIE TO A LIAR**  
*Ketty Lester (Era 3088)*
- 36 **UP ON THE ROOF/ANOTHER NIGHT WITH THE BOYS**  
*Drifters (Atlantic 2162)*
- 37 **BLUEBERRY HILL**  
*Ramsey Lewis Trio (Argo 5423)*
- 38 **FOUR WALLS**  
*Kay Starr (Capitol 4835)*
- 39 **SHE'S A TROUBLE MAKER/A LITTLE BIT NOW**  
*Majors (Imperial 5879)*
- 40 **IF YOU WERE A ROCK AND ROLL RECORD**  
*Freddy Cannon (Swan 4122)*
- 41 **HERCULES**  
*Frankie Vaughn (Philips 40070)*
- 42 **MARIA**  
*George Chakiris (Capitol 4844)*
- 43 **VOLARE**  
*Ace Cannon (Hi 2057)*
- 44 **DON'T STOP THE WEDDING**  
*Ann Cale (Roulette 4452)*
- 45 **WHERE DO YOU COME FROM**  
*Elvis Presley (RCA Victor 8100)*
- 46 **PIDDLE DE PAT**  
*Tommy Rae (ABC-Paramount 10362)*
- 47 **ECHO**  
*Emotians (Kapp 490)*
- 48 **TRUE TRUE LOVE**  
*Bobby Darin (Capitol 4837)*
- 49 **NO MORE**  
*Uptones (Lute 6225)*
- 50 **SHUTTERS AND BOARDS**  
*Jerry Wallace (Challenge 9171)*





***CAST YOUR FATE  
TO THE WIND!!!***

# 5 5 5 1 4

***MARTIN DENNY'S***

**EXCITING FOLLOW-UP TO  
HIS "TASTE OF HONEY" SOUND  
LIBERTY RECORDS**



a subsidiary of Avnet Electronics Corp.

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO OCTOBER 17TH)

**"THE WASHINGTON TWIST"**

**ANDRE KOSTELANETZ**  
4-42604

**"THE LONGEST DAY"**

**MITCH MILLER**  
4-42585

**"25 MINUTES TO GO"**

**THE BROTHERS FOUR**  
4-42586

**"GO AWAY LITTLE GIRL"**

**STEVE LAWRENCE**  
4-42601

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
45%	Eso Beso—Paul Anka—Victor			45%
45%	Keep Your Hands Off By Baby—Little Eva—Dimension			45%
40%	Big Girls Don't Cry—4 Seasons—Vee Jay			53%
35%	Ride—Dee Dee Sharp—Cameo			81%
33%	A Little Bit Now—Majors—Imperial			33%
28%	Return To Sender—Elvis Presley—Victor			76%
28%	Don't Hang Up—Orlons—Cameo			93%
23%	My Own True Love—Duprees—Coed			84%
23%	The Push & Kick—Mark Valentino—Swan			43%
23%	Release Me—Little Esther—Phillips—Lenox			40%
21%	I Can't Help It—Johnny Tillotson—Cadence			29%
21%	Hercules—Frankie Vaughn—Philips			28%
21%	She's A Trouble Maker—Majors—Imperial			21%
21%	If You Were A Rock N' Roll Record—Freddy Cannon—Swan			21%
21%	That's Life—Gabriel & Angels—Swan			21%
18%	I'll Bring It On Home To You—Carla Thomas—Atco			46%
18%	Night River—Ralph Marterie—United Artists			36%
18%	(Dance With) The Guitar Man—Duane Eddy—Victor			41%
18%	Anna—Arthur Alexander—Dot			18%
18%	Again—Lettermen—Capitol			34%
17%	I Lost My Baby—Joey Dee—Roulette			17%
17%	Shutters & Boards—Jerry Wallace—Challenge			17%
17%	Comin' Home Baby—Mel Torme—Atlantic			17%
17%	I'm Standing By—Ben E. King—Atco			17%
17%	I Feel Good All Over—Fiestas—Old Town			17%
17%	Lonely Bull—Tiajuana Brass—A & M			17%
17%	Rumors—Johnny Crawford—Delfi			17%
17%	Wiggle Wobble—Les Cooper—Everlast			17%
17%	Fried Marbles—Wee Willie Denison—May			17%
16%	The Best Man Cried—Clyde McPhatter—Mercury			16%
16%	You Should Have Told Me—The Angels—Caprice			16%
14%	Chains—The Cookies—Dimension			46%
13%	I've Got A Woman—Jimmy McGriff—Sue			65%
13%	Baby Face—Bobby Darin—Atco			46%
12%	Diddle De Dum—The Belmonts—Sabina			27%
12%	Mama Sang A Song—Stan Kenton—Capitol			25%

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

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Further More	Roy Stevens (Mercury)	68%	Mory Ann Regrets	Burl Ives (Decca)	8%
Bobby's Girl	Morcie Bloine (Seville)	37%	Up On The Roof	Drifters (Atlantic)	7%
Washington Twist	Andre Kostelonetz (Columbia)	15%	Dear Hearts	Springfields (Philips)	7%
The Longest Day	Mitch Miller (Columbia)	9%	It Makes No Difference	Della Reese (RCA Victor)	7%
A Boy With A Dream	Michael Allen (Mercury)	8%	Alley Cat Song	David Thorne (Riverside)	7%
Telestor	Tornadoes (London)	8%	Slightly Out Of Tune	Julie London (Liberty)	7%
			Gotto Trolon On	Springfields (Philips)	7%
			Slightly Out Of Tune	Ella Fitzgerald (Verve)	7%
			Stop	Clyde McPhatter (Mercury)	7%
			In All My Wildest Dreams	Molcolm Dodds (Amy)	6%
			Our Anniversary of Love	Bob Braun (Decca)	6%
			Boby Hos Gone Bye Bye	George Mohoris (Epic)	6%
			Limelight	Mr. Acker Bilk (Atco)	6%

**REGIONAL BREAKOUTS IN KEY MARKETS\***

**"YOU WON'T FORGET ME"**

**Jackie De Shannon #55497**

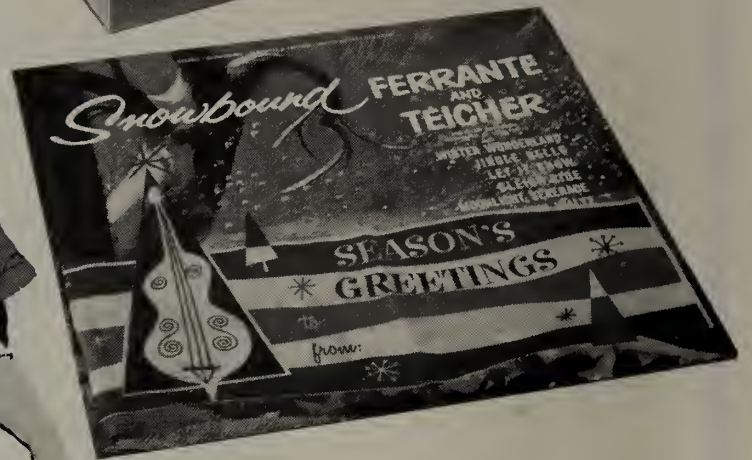
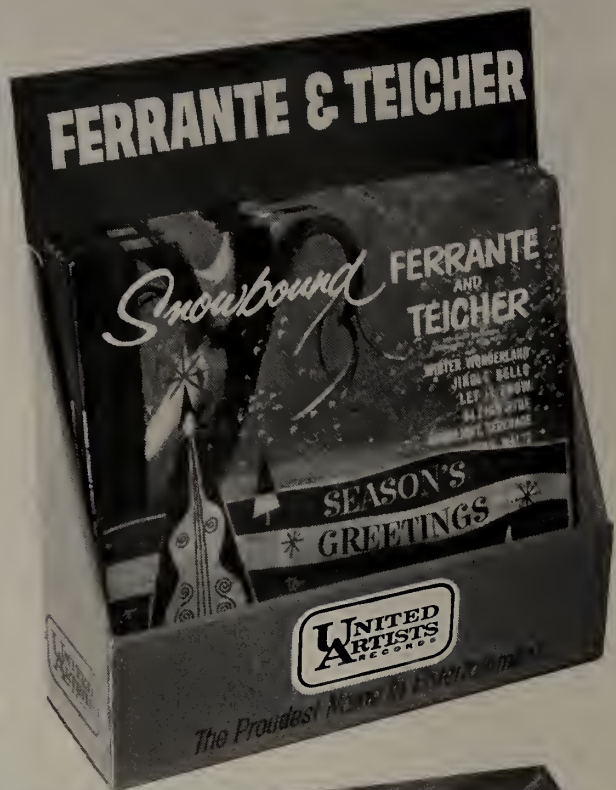
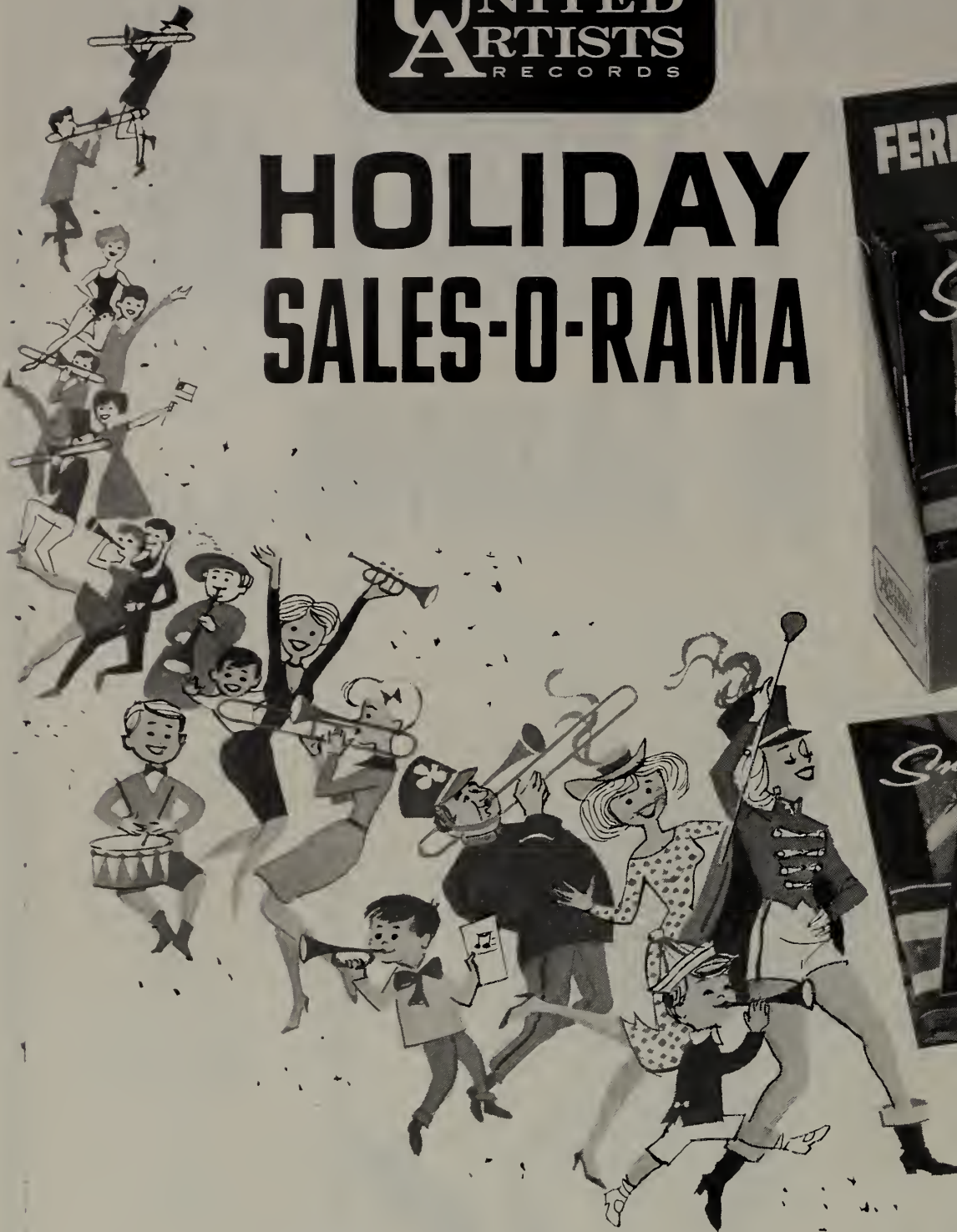


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SEATTLE, BOSTON**



# HOLIDAY SALES-O-RAMA



## SNOWBOUND

An all-new Ferrante & Teicher best seller with a special polyethylene holiday wrap designed as a Christmas card and gift all-in-one. Your customer can address the gift just as it comes, no further wrap is needed. Designed for year-round listening, album wrap can be removed easily for post-holiday sales, utilizing the same attractive counter display. UAL 3233 UAS 6233.

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UNITED ARTISTS RECORDS PRESENTS AN OUTSTANDING ARRAY OF NEW ALBUMS FOR THE PRIME SELLING MONTHS, INCLUDING BEST-SELLING ARTISTS PLUS DELUXE PACKAGING FOR INSTANT SALES APPEAL. FOR COMPLETE DETAILS OF THE EXCITING HOLIDAY SALES-O-RAMA CONTACT YOUR LOCAL DISTRIBUTOR IMMEDIATELY TO ASSURE THE BIGGEST, HAPPIEST HOLIDAY SALES IN YOUR HISTORY.



**TITO RODRIGUEZ HITS**  
Each day the audience for Latin American music increases, and Tito Rodriguez is the leader in this growth. Here are 15 of his top hits all wrapped up in one big package.  
UAL 3239 UAS 6239



**JUDY LYNN AT THE GOLDEN NUGGET**  
Her first single was on all the best-seller charts, and now this former Miss America contender and her group have their first album off and running. A great C & W package.  
UAL 3226 UAS 6226

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# GENE PITNEY

*Only Love Can Break A Heart*



## ONLY LOVE CAN BREAK A HEART—GENE PITNEY

A sure-fire sales item featuring Gene in his current smash single, plus 11 other great sides; terrific packaging, and a Pik-A-Hit contest that will make for top sales at all levels.

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## SELECTIONS FROM THE WORLD'S GREATEST OPERAS RENATA TEBALDI

**AIDA  
LA BOHEME  
LA TRAVIATA  
OTHELLO  
MEFISTOFELE  
ANDREA CHENIER  
LE NOZZE DI FIGARO**

### SELECTIONS FROM THE WORLD'S GREATEST OPERAS

An internationally famous Diva singing the most famous 19th Century operatic arias as only she can sing them. Miss Renata Tebaldi adds a new dimension to the world of recordings.

UAL 3238 UAS 6238

## ORIGINAL MOTION PICTURE SOUND TRACKS



### PHAEDRA

The great "Never On Sunday" team of Jules Dassin and Melina Mercouri in their follow-up film, also set in Greece with a musical score designed to obtain maximum excitement and sales.

UAL 4102 UAS 5102



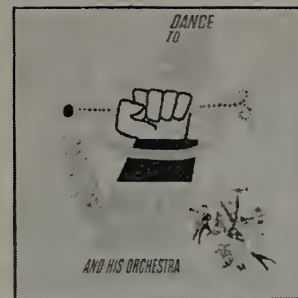
ROBERT MITCHUM SHIRLEY MACLAINE  
**TWO FOR THE  
SEE-SAW**

ORIGINAL SOUND TRACK RECORDING  
MUSIC COMPOSED & CONDUCTED BY  
**ANDRE PREVIN**

### TWO FOR THE SEE SAW

Shirley MacLaine and Robert Mitchum star in this major film which will be among the Academy Award considerations this Spring. Andre Previn did the score and conducts the Sound Track.

UAL 4103 UAS 5103



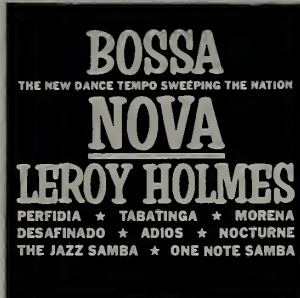
**DANCE TO THE MUSIC MAN**  
Ralph Marterie and his orchestra, unquestionably America's Number 1 dance band, playing hits from the current motion picture hit, "Music Man," including the big one "Seventy Six Trombones."

UAL 3235 UAS 6235



**THE VERY BEST OF EYDIE & STEVE**  
EYDIE GORME AND STEVE LAWRENCE  
MAKE SOMEONE HAPPY • WITHOUT YOU I'M NOTHING  
WOULDN'T IT BE LOVERLY • TWO SLEEPY PEOPLE  
I LIKE THE LINES OF YOU • PUT ON A HAPPY FACE  
A LOYAL LIVIN' • TWO ON THE AISLE • HAMELY YOU  
A FINE ROMANCE • COZY • NICE TO HAVE A MAN

UAL 3191 UAS 6191



**BOSSA NOVA**  
THE NEW DANCE TEMPO SWEEPING THE NATION  
**LEROY HOLMES**  
PERFIDIA • TABATINGA • MORENA  
DESAFINADO • ADIOS • NOCTURNE  
THE JAZZ SAMBA • ONE NOTE SAMBA

**LEROY HOLMES GOES LATIN—BOSSA NOVA**  
The new craze from South America gets a most unusual treatment from LeRoy Holmes and one of the finest groups of jazz musicians ever assembled in one recording studio.

UAL 3242 UAS 6242



**BIG TIME GUITAR**  
Music in the modern manner, played by an outstanding musician, Tiny Grimes, and his group. Here is a real "sleeper" in the big Holiday Sales-O-Rama for you and your dealers.

UAL 3232 UAS 6232



**SHIRLEY BASSEY SINGS THE HIT FROM OLIVER**  
England's most famous femme singer features the hit, "As Long As He Needs Me" in this new album, then adds 11 other great tunes in an exciting musical program.

UAL 3237 UAS 6237



**GOLDEN GUITAR**  
**AL CAIOLA**  
HIS GOLDEN GUITAR AND THE MANHATTAN STRINGS  
ROSES ARE RED  
THEME FROM THE BROTHERS GRIMM  
BABY ELEPHANT WALK  
RAMBLING ROSE  
ON THE MERRY GO ROUND  
YOU DON'T KNOW ME  
SWINGING SAFARI  
THEME FROM DR. KILDARE  
I CAN'T STOP LOVING YOU  
THEME FROM SUMMER PLACE  
YOUR CHEATING HEART  
TASTE OF HONEY

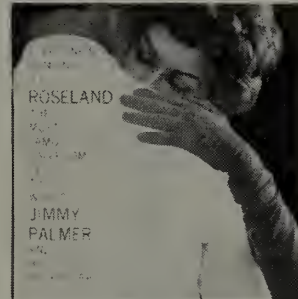
**AL CAIOLA — HIS GOLDEN GUITAR & MANHATTAN STRINGS**  
Consistently on the country's best seller charts, Al Caiola presents a program of current hits, plus some great instrumentals on such tunes as the theme from "The Brothers Grimm."

UAL 3240 UAS 6240



**GOLDEN HITS OF BROADWAY**  
THE LEROY HOLMES SINGERS  
Another big star joins United Artists—LeRoy Holmes in an exciting chorale featuring music from the smash Broadway shows, past and present, with a built-in national market.

UAL 3234 UAS 6234



**FAVORITE DANCE MUSIC FROM THE WORLD FAMOUS ROSELAND BALLROOM**  
Introducing one of the country's favorite dance bands, Jimmy Palmer and his orchestra, in a program designed to make the toes tap and the ears sing to the various dance tempos.

UAL 3207 UAS 6207



**SAX ALA CARTER**  
The modern music fans who know and dig the music of Benny Carter will find this album a fine new addition to their collection as Benny and his combo really swing away.

UAL 4094 UAS 5094

## ORIGINAL MUSIC FROM THE MOTION PICTURE **TONY CURTIS YUL BRYNNER** IN HAROLD HECHT'S **TARAS BULBA**



MUSIC COMPOSED AND CONDUCTED BY  
**FRANZ WAXMAN**

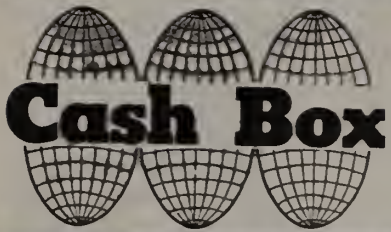
### TARAS BULBA

THE big motion picture of 1962, starring Tony Curtis and Yul Brynner and an exciting score composed and conducted by Franz Waxman, in a deluxe book-fold four-color cover plus a multi-million dollar ad campaign for the picture this Fall and Winter.

UAL 4100 UAS 5100

## PLUS THREE EXCITING NEW RELEASES FROM UNITED ARTISTS JAZZ

"Going To The Movies" Jerome Richardson; "Brazil Bossa Nova & Blues" Herbie Mann; "Lady Love" Billie Holiday



# 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

"LOVE CAME TO ME" (2:35)  
[Schwartz, Disal ASCAP—DiMucci, Falbo]  
"LITTLE GIRL" (2:22)  
[Mubon BMI-Schwartz, Greenberg, Baer]  
DION (Laurie 3145)

A new Dion release hits the wax scene this week and we'll bet our bottom dollar the songster adds two more hits to his fabulous collection. On the topside Dion's in top shuffle-rock form as he ambles over "Love Came To Me." The lovely "Little Girl" shows him at his soft ballad best. Standout Glen Stuart ork-choral assists on both halves. Looks like a hot double-deck'er.

"IF YOU WERE A ROCK AND ROLL RECORD" (1:55)  
[Claridge ASCAP—Goodis]  
"THE TRUTH, RUTH" (2:05) [Chicory BMI—Hunter]  
FREDDY CANNON (Swan 4122)

Cannon unleashes his commercial vocal talents full blast as he comes thru with another piece of sales dynamite. The new pounder, labeled "If You Were A Rock And Roll Record," is a sensational multi-track'er that's gonna keep the kids dancin' round the clock. Tremendous instrumental assist from Frank Slay's outfit. There's loads of twist-a-bility on the spirited underlid.

"I LOST MY BABY" (2:13) [Planetary BMI—Nash]  
"KEEP YOUR MIND ON WHAT YOU'RE DOIN'" (2:00)  
[Jon Ware, Frost BMI—Singleton, Blackwell, Levy]  
JOEY DEE (Roulette 4456)

Dee, who successfully switched from the twist format to the romantic teenage ballad style (on "What Kind Of Love Is This"), has another ballad winner in the offing. This one's a cha cha-paced weeper, labeled "I Lost My Baby," that Dee and the instrumentalists put across with telling effect. More tasty teen beat cha cha sounds on the undercut. Strong coupler.

"KEEP YOUR HANDS OFF MY BABY" (2:29)  
[Aldon BMI—Goffin, King]  
"WHERE DO I GO?" (2:09)  
[Aldon BMI—Goffin, King]  
LITTLE EVA (Dimension 1003)

Little Eva, the gal that started the Dimension line on its happy hit path with her chart-topping debut, "Loco-Motion," comes up with another power-packed entry that can also sit in the chart throne. The hand-clapping newie, "Keep Your Hands Off My Baby," is also from the 'loco-motion' beat dept. Tearful coupler takes an easy-goin' shuffle route.

"DIDDLE-DEE-DUM" (2:40) [Glenden ASCAP—D'Aleo, Milano]  
"FAREWELL" (2:15) [Glenden ASCAP—Milano, D'Aleo, Weiss]  
THE BELMONTS (Sabina 507)

The Belmonts, who've had their biggest money-maker, since joining the Sabina label, in "Come On Little Angel," can make it two smashes in-a-row with this one. It's a contagious mashed potatoes-styled affair with tear-compelling love lyrics. Stellar Alan Lorber arrangement and a sock vocal gimmick in the tag, "Diddle-Dee-Dum (What Happens When Your Love Has Gone)." The ear-arresting, oh-so-smooth "Farewell" makes for a potent companion piece.

"SPANISH LACE" (2:24) [St. Louis BMI—Pomus, Shuman]  
"SOMEBODY'S WAITING" (2:07) [Metric BMI—Newman]  
GENE McDANIELS (Liberty 55510)

McDaniels, whose most recent addition to his personal hit parade was "Point Of No Return," turns in another potent chart contender here. It's a very prett, 'south-of-the-border'-flavored love affair labeled "Spanish Lace." Top notch assist from the Johnny Mann Singers and the instrumentalists. The exciting "Somebody's Waiting" can also step way out. Terrific duo.

"BABY HAS GONE BYE BYE" (2:52)  
[Dymor ASCAP—Allen, Roberts]  
"AFTER ONE KISS" (3:01)  
[Famous ASCAP—Heyman, Mancini]  
GEORGE MAHARIS (Epic 9555)

Check the hit lists in the weeks to come for the tag of George Maharis' new Epic offering. It's a charming, 'good old fashioned' ballad, titled "Baby Has Gone Bye Bye," that Maharis caresses with finesse. Excellent Bob Mersey ork-choral on what could be a giant. More warm, tender ballad stuff on the lovely undercut.

"RUMORS" (2:14) [Aldon BMI—Greenfield, Miller]  
"NO ONE REALLY LOVES A CLOWN" (2:11)  
(2:11) [Dragonwyck BMI—Gates]  
JOHNNY CRAWFORD (Del-Fi 4188)

The youngster, who just completed a lengthy chart run with "Your Nose Is Gonna Grow," should soon be spreading "Rumors" 'round chartsville. Side's a poignant, easy beat cha cha affair that Johnny multi-tracks with loads of feeling against a grade "A" choral-ork backdrop. The touching undercut rolls along a quick clip. Side also merits attention.

LOU CHRISTIE (Roulette 4457)  
(B+) "THE GYPSY CRIED" (2:05)  
[Nom & RDRTD BMI—Herbert, Sacco] The rock trade could really take to this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto vocal gimmick. A deck that's got to be watched closely.  
(B) "RED SAILS IN THE SUNSET" (2:00) [Shapiro Bernstein & P. Maurice ASCAP—Kennedy, Williams] Softie teen-market survey of the perennial.

JO-AN BAKER (Ember 1089)  
(B+) "THINK ABOUT THE POSSIBILITIES" (2:15) [Angel & Console BMI—Carroll, Payne] Blues thrush and her femme singing companions are backed by a blues-waltz combo sound that served James Ray so well in his clik disking of "If You Want To Make A Fool." Arrangement still holds one's attention.  
(B) "YOU'RE SOMEONE" (2:20)  
[Angel & Console BMI—Carroll, Townsend] More affectionate blues work from the songstress, chorus and musicians.

HERB & JERRY (Dot 16388)  
(B+) "SUZANNE" (2:34) [Tiki BMI—Ryals, Willis] Guy beams a runaround Suzanne in this speedy Latin-beat display by the vocal duo and percussion-led musicians. Ought to meet with good teen acceptance.  
(B+) "THE LUCKIEST GUY" (2:37) [Tiki BMI—Ryals, Willis] Another quick-paced stint, but, as the title makes clear, the guy here is doing alright with his flame.

MARIE & THE DECCORS (Cub 9115)  
(B+) "QUEEN OF FOOLS" (2:10)  
[Potomac—Fego BMI—Darvell, Leonard] Gals do well in this speedy-beat setting for a plaintive ditty. Kids will like the team's appearance here.  
(B) "I'M THE ONE" (2:20) [Potomac—Fego BMI—Darvell, Leonard] Femmes are in no hurry to express another wistful theme.

BOB CONRAD (Warner Bros. 5317)  
(B+) "AGAIN" (2:20) [Robbins ASCAP—Newman, Cochran] Star of TV's "Hawaiian Eye" offers an inviting romantic warble of the lovely evergreen. A brisk cha-cha ork arrangement is a good-sounding backdrop. Could succeed.  
(B) "CINDY IS GONE" (2:17)  
[Knollwood ASCAP—Tobias, Evans] Dramatic folk-type ballad.

ERNIE K-DOE (Minit 656)  
(B+) "GET OUT OF MY HOUSE" (2:37) [Minit BMI—Tex, Kador, Neville] K-Doe's back with the fella who has "Mother-in-Law troubles in this similar-sounding sequel to his previous hit. That sound is still irresistibly infectious.  
(B) "LOVING YOU" (2:31)  
[Shirl-Kit BMI—Kador] Artist has some distinctive touches as he offers the blues affectionate.

THE MULCAYS (Jubilee 5431)  
(B) "VOLARE" (2:12) [Robbins ASCAP—Migiacci, Parrish, Modugno] Vet harmonica crew eventually turns this outing on the familiar tune into a happy shuffle-beat sound. It's from an LP tagged "The Mulcay's Magic Millions."  
(B) "FASCINATION" (2:10)—  
The LP also includes this nice reading of the old waltzer.

VONNAIR SISTERS (Vista 412)  
(B+) "WATCH OUT FOR DON" (2:10) [La Casa Del Zorro BMI—Alpert, D'Amico] Femmes and their lead lark smoothly survey the teen softies, which tells of a gal who is warned about a guy who likes to kiss-and-run. Pleasing easy-beat stint.  
(B) "GOLDEN RULE" (2:26)  
[Bel-Air ASCAP—Adam, Browne] Snappy date which sells the Golden Rule.

THE TROPHIES (Challenge 9170)  
(B+) "FELICIA" (2:10) [4-Star Sales BMI—Burgess] Vocalists and musicians do a sort of speedy "El Paso" job on the Spanish-flavored romancer. An attention-getting rock format for the team.  
(B) "THAT'S ALL I WANT FROM YOU" (2:25) [Weiss & Barry BMI—Rotter, Rotha] Appealing, relaxed-rock blend on the inviting oldie.

THE BY LINERS (Felsted 8644)  
(B) "SIMPLE LITTLE SYMPHONY" (2:30) [Studio BMI—West, Nelson] Charming cut mostly based — instrumental-wise — on the familiar "Skaters' Waltz" tune. Cute idea conveyed by the singers is the enhancement of the tune to symphonic proportions. Might prove a left-field click.  
(B) "AIN'T IT GREAT TO BE CRAZY" (2:26) [Studio BMI—Noble, Gleason] As the title indicates, singers are light-hearted again.

NICK WOODS (Joey 103)  
(B+) "THE BALLAD OF BILLY BUDD" (2:11) [Miller ASCAP—Hooven, Winn] Spirited folk-type account of the famed sailor of fiction, who's the subject of a new film, "Billy Budd." This ditty was inspired by the flick. Era handles the label.  
(C) "DON'T LET ME DOWN" (2:29) [Eden Rock—Cherry Bell ASCAP—Woods, Sparks] Woods warble the plaintive with understanding. Full ork-chorus backing is more or less straight.

THE FENCEMEN (Liberty 55509)  
(B+) "SWINGIN' GATES" (2:10)  
[Metric BMI—Gates, Crofford] Instrumentals convey a catchy ditty with a colorful, often calliope-sounding rock stand. An original big-beat attack that could step-out.  
(B) "BACH N' ROLL" (2:10)  
[Metric BMI—Bridges] More of the calliope bits in another bright showing.

DUKES OF DIXIELAND (Columbia 42599)  
(B) "BY AND BY" (1:47) [P.D.—Arr. Dukes of Dixieland] Popular Dixie crew offers a zestful account of the spiritual favorite. Rousing track has some all around pop appeal, thanks to the success of England's Kenny Ball. It's also a worthy jukebox specialty session.  
(B) "DEEP RIVER" (1:56) [P.D.—Arr. Dukes of Dixieland] More joyful Dixie sounds from the ensemble.

JOHNNY ACEY (Fling 728)  
(B) "I GO INTO ORBIT" (2:42)  
[Fast & Zira BMI—Harper] Blues artist is on the upbeat against a bright shuffle-beat combo display, including a funky harmonica. Mostly R&B trade track.  
(B) "WHAT AM I GOING TO DO" (2:20) [Zira & Fast BMI—Harper] Intimate blues ballad date.



**MAHARIS IS TAKING THE  
HIT ROUTE AGAIN! A  
ZOOMING NEW SINGLE  
BY GEORGE MAHARIS  
"BABY HAS GONE BYE BYE"  
C/W "AFTER ONE KISS" 5-9555**

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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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## Pick of the Week

"DAY TRAIN" (2:10) [Renhall, Post ASCAP—Hall, Redmond]  
 "TEENAGE HOUSE PARTY" (1:41) [Travis BMI—Nelson]  
 SANDY NELSON (Imperial 5884)

Nelson, whose drumnastics continue to attract loads of loot, especially on the op level, offers two more solid coin attractions here. One end, "Day Train," is a colorful rhythm thumper with a "Night Train" flavor. The other, "Teenage House Party," is a shout-filled, never-let-up (extended roll) affair. Take your pick.

"MY DAD" (2:20) [Aldon BMI—Mann, Weil]  
 "LITTLE BOY SAD" (1:43) [Cedarwood BMI—Walker]  
 PAUL PETERSEN (Colpix 663)

Deejays are sure to appreciate the sentimental approach on this one—that shows that all teenagers are not bad. Petersen's heartfelt, slow paced (multi-tracked) tribute to "My Dad" makes for a listening treat. Exposure should send it zooming up the success path. Pairing's an infectious quick beat revival of the short-while-back Johnny Burnette chart-maker.

"I'VE GOT MY PRIDE" (2:29) [Aldon BMI—Goffin, Keller]  
 "THAT'S HER LITTLE WAY" (2:33) [Regent BMI—Shayne]  
 JACK JONES (Kapp 495)

Jones comes thru with a superb new two-sider that could give him a back-to-back chart powerhouse. Both the beat-ballad "I've Got My Pride" and the lilting "That's Her Little Way" are beautiful romancers that Jones serves up with heartfelt sincerity. Platters spinners'll have a 'field day' with both ends.

"CAST YOUR FATE TO THE WIND" (2:11) [Friendship BMI—Guaraldi]  
 "THE PAYOFF" (2:32) [Leeds ASCAP—Coffrant, Bechet]  
 MARTIN DENNY (Liberty 55514)

Denny & his instrumentalists, who are still tasting chart success with their "Taste Of Honey," can make the grade once again with this new Liberty stand. It's an unusually interesting, off-beat jazz-flavored piece, labeled "Cast Your Fate To The Wind," that'll make the jocks sit up and take notice. Fine Bob Drasin arrangement. Backing's a tempting version of the Australian jazz clic.

"GO AWAY, LITTLE GIRL" (2:10) [Aldon BMI—Goffin, King]  
 "IF YOU LOVE HER TELL HER SO" (2:39) [Westside BMI—S. & B. Lawrence, Lehmann]  
 STEVE LAWRENCE (Columbia 42601)

The soft and appealing job Steve Lawrence does with "Go Away, Little Girl," his newest for Columbia, is a cinch to land him in good chart stead. It's a lovely shuffle-lilter that Lawrence multi-tracks in easy-on-the-ears manner. Excellent Marion Evans support. Steve's also in top ballad form on the wistful pairing.

"MR. MOZART'S MASH" (2:20) [David Jones BMI—Arr: Jones]  
 "MEWSETTE" (1:57) [Harwin ASCAP—Arlen, Harburg]  
 VALJEAN (Carlton 582)

Valjean's ear-arresting keyboard work can land him another "Ben Casey" chart success via this new Carlton outing. Side, tagged "Mr. Mozart's Mash," is a teen beat up-dating of the famed Mozart Rondo, more familiarly known as "18th Century Drawing Room," terrific orchestral accompaniment (with solid percussive bits) rounds out the winner. Charming toe-tappin' pairing's from the soon-due "Gay Purr-ee."

"THE DAY AFTER FOREVER" (2:12) [Beckie, Big Bopper BMI—Kesler]  
 "LET THE BIG BOSS MAN" (1:53) [Rise-Jack BMI—Huskey]  
 JOHNNY PRESTON (Mercury 72049)

Preston's a good bet to take another trip to chartdom. Artist turns in a top flight (partly) dual-track vocal effort on "The Day After Forever," a touching shuffle-beat cha cha-styled opus. Fine Merry Melody Singers and Jerry Kennedy string-highlighted ork support. The rousing spiritual thumper on the other end has a "Whole World In His Hands" flavor. Could also happen big.

DEREK SMITH (Time 1056)

(B+) "I LEFT MY HEART IN SAN FRANCISCO" (2:25) [General ASCAP—Cory] Label has culled a swingin' jazz reading of the click tune from a new LP by the pianist. It's got a jazzy quality that often goes on to pop-market success.

(B) "HONKY TONK TRAIN" (2:00) [Shapiro, Bernstein ASCAP—Lewis] The oldie is done with a wildly driving choo-choo touch. Also from the album.

GUS VALI ORCH. (United Artists 522)

(B+) "LOVE THEME FROM PHAEDRA" (1:58) [Unart BMI—Theodorakis] Striking main-title from the Greece-based flick receives a distinctive Greek folk orchestration, with solo keyboard work from Marco Rizo. Melina Mercouri and Jules Dassin, the "Never On Sunday" team, are involved in this production, too. Could sneak up and do chart business.

(B) "CANDELIGHT" (1:49) [Unart BMI—Theodorakis] Another item from the pic gets a trace of the Kenny Ball trad sound.

SERGIO FRANCHI (RCA Victor 8103)

(B+) "ONCE" (2:40) [Walt Disney ASCAP—Russell, Spina] The diskery's new legit tenor, getting a major promo from the firm, warbles in fine legit style, doing an English reading of the old tune. A big ork setting is in keeping with the artist's vocal prowess.

(B) "I MUSTN'T SAY I LOVE HER" (2:31) [Mills ASCAP—Martelli, Neri, Derevitsky, Russell] This dynamic stint has the performer singing in both Italian and English, and offering a narrative section.

GORDON JENKINS ORCH. (Columbia 42608)

(B) "I LEFT MY HEART IN SAN FRANCISCO" (2:15) [General ASCAP—Cross, Cory] The hit tune, now beginning to get instrumental covers, is performed in attractive mood style by the maestro's ork. Keyboard heads the showing, with sighing strings also playing a big role. Good-music outlets have a choice reading of a click melody.

(B) "THIS IS ALL I ASK" (2:43) [Massey ASCAP—Jenkins] A chorus sings the lyrics of a pretty item about the joys of being young. Class cut is from an LP, "The Magic World Of Gordon Jenkins."

BELLINO (Duel 520)

(B+) "BOSS BOSSA NOVA" (2:19) [Saxon BMI—Schlinger] Orchestra has lots of sparkle in this blues-rock Bossa Nova reading of an old European melody. Hot Brazilian step goes a-rockin' in solid style here.

(B) "BOSSA ROCK" (2:17) [Saxon BMI—Ramal] Musicians again do a strong job of getting the Bossa Nova sound within a rock format.

JAMES H. STAYTON (20th Fox 310)

(B) "MORE THAN YOU'LL EVER KNOW" (2:16) [Diplomacy BMI—Stayton] From both vocal and writing standpoints, Stayton knows the teen-beat game, as witness this upbeat display. He's backed by a fine busy-beat statement from the full ork-chorus. An attention-getting sound.

(B) "LOSER'S CAN'T WIN" (2:28) [Diplomacy BMI—Lawrence, Silva] Performer is very countryish on the lost-love item.

CARLO & THE SECRETS (Throne 801)

(B+) "PONY PARTY" (2:15) [Rambled BMI—Finizio, Pirollo, Testa] The popular step is represented in a solid, no-holds-barred manner by the songsters and their combo companions. Certainly merits programming for the teen dancefloor. Label is located in Philly.

(B) "A HUNDRED POUNDS OF POTATOES" (3:00) [Throne BMI—Gentile, Dina] Only the musicians perform here, and they have an interesting rock attitude, especially from an off-beat guitar opener.

BOBBY JAY (Excello 2225)

(B+) "RED SAILS IN THE SUNSET" (2:30) [Shapiro, Bernstein ASCAP—] Singer Jay does a reliable blues-oriented reading of the standby. A steady, well-defined triplets sound highlights the combo's showing. Good listening for both the pop & R&B areas.

(B) "TELL ME NOW" (2:42) [Excello BMI—Jay, Weat] The wistful item is understandingly essayed by the fine warbler.

THE TRIUMPHS (Dante 1788)

(B+) "THE LAZY MAN" (2:26) [Corette & Crazy Cajun BMI—Thomas] Fella admits he's always in a lethargic mood as far as work is concerned in this all-out rock attack by the song team, which lets a lead voice do all the vocal work. He's backed by pro combo rockin'. Smash handles the label's distribution.

(B) "I KNOW IT'S WRONG" (2:28) [Corette & Crazy BMI—Thomas] While his teammates chant, the fella upfront makes a sentimental teen pose (theme is not a reply to the above date, but one of a lost-love). A touching side.

TEDDY RANDAZZO (Colpix 662)

(B+) "BIG WIDE WORLD" (2:55) [South Mountain BMI—Randazzo, Weinstein, Barberis] The pro songwriter-producer opens shop at Colpix with a convincing warble of a pretty I-can't-forget-you opus, a reminder of "Roses Are Red." Session's got lots of ballad-beat appeal.

(B) "BE SURE MY LOVE" (1:46) [South Mountain BMI—Randazzo, Weinstein, Barberis] A light-beat rock-a-cha arrangement supports the performer's rendition of a good romantic.

PHIL HARRIS (Reprise 20,117)

(B+) "RUN RED RUN" (1:55) [Tiger BMI—Leiber, Stoller] Vet performer is back with his good-humored narrative-sing format with this cover of the novelty also cut by The Coasters. The Jubilee Four songsters are part of the lively setting. Harris' fans will appreciate his happy disk return here.

(B) "OLD MAN TIME" (1:55) [Miller ASCAP—Friend, Reynolds] Swingin' warble by the performer.

TONY WILLIAMS (Philips 40069)

(B+) "CHLOE" (2:08) [Charles N. Daniels & Robbins ASCAP—Kahn, Moret] The number that Spike Jones used to make fun of is done with a rock warble by the songster, and it could mean a successful teen run for the opus. Exciting big ork-chorus Latin-rock sound backs-up. Could get around.

(B) "SECOND BEST" (2:04) [Gleam ASCAP—Ram] A catchy blues-styled setting accompanies the warbler's light-beat plaintive statement.



# Two Great New Sides from Clyde



**"STOP"**

**"THE BEST  
MAN CRIED"**

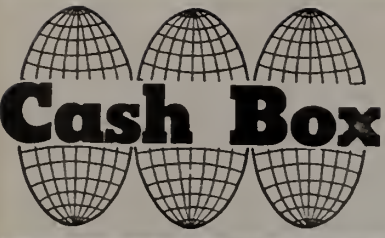


**Clyde McPhatter**  
**72051**

*America's First Family  
of Fine Recordings*



Mercury Record Corporation  
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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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## Pick of the Week

"HEY, GOOD LOOKIN'" (1:53) [Fred Rose BMI—Williams]  
 "NOBODY'S LONESOME FOR ME" (2:16)  
 [Fred Rose BMI—Williams]  
 CONNIE STEVENS (Warner Bros. 5318)

The actress-thrush, whose most recent chart appearance was "Mr. Song-writer," can make it a double-header this time out. Both sides are Hank Williams-penned items, the happy, quick beat "Hey, Good Lookin'" and the sad, slow paced "Nobody's Lonesome For Me," that Connie carves out in most attractive fashion. Splendid ork-choral arrangements supplied by Perry Botkin, Jr.

"UNDER YOUR SPELL AGAIN" (2:35)  
 [Central Songs BMI—Rhodes, Owens]  
 "HAPPY BIRTHDAY, MAMA" (2:35)  
 [Lloyd & Logan BMI—Price, Logan]  
 LLOYD PRICE (ABC—Paramount 10372)

This could be the one to send Price soaring back up the hit ladder. On it, Lloyd takes his first crack at a (short-while-back) country click, "Under Your Spell Again," and comes up with a deck that could take the pop-r&b market by storm. Tremendous rock-a-shuffle arrangement. Also keep an eye on the sentimental waltzer, "Happy Birthday, Mama." It also has the chart goods.

"LOVER COME BACK TO ME" (2:05)  
 [Harms ASCAP—Hammerstein, Romberg]  
 "THERE SHE GOES" (2:27)  
 [Frost, Jon Ware BMI—Cox, Pearson, James]  
 THE CLEFTONES (Gee 1079)

This looks (and sounds) like the Cleftones' biggest record in quite awhile. It's "Lover Come Back To Me" (from Hammerstein & Romberg's "The New Moon") that finds a finds a tailored-for-teen-tastes cha cha-twist format. Great vocal and instrumental (Henry Gloverled) sounds along the way. The crying towel cha cha newcomer, on the flip, also rates a close look.

"ANGELA JONES" (2:35) [Cedarwood BMI—Loudermilk]  
 "ROAD HOG" (2:18) [Acuff-Rose BMI—J. & G. Loudermilk]  
 JOHN D. LOUDERMILK (RCA Victor 8101)

Loudermilk, who writes 'em and sings 'em in hit fashion, turns out another original that looks like sure-fire chartstuff. It's an enchanting, easy beat cha cha romancer, labeled "Angela Jones," by the chorus-backed songster that falls pleasantly on the ears. On the flip John tells how a "Road Hog" got 'his' in the end.

"I LEFT MY HEART IN SAN FRANCISCO" (2:27)  
 [General ASCAP—Cross, Cory]  
 "YOU ALWAYS HURT THE ONE YOU LOVE" (2:45)  
 [Pickwick ASCAP—Roberts, Fisher]  
 ROBERTA SHERWOOD (Harmon 1010)

Altho Tony Bennett's waxing of "San Francisco" is the definitive and best selling version of the tune, Roberta Sherwood's (first) female delivery is such a strong performance it should also be recognized by the wax spinners. Lark's lush, soulful reading is showcased by a soft, Latin beat-ballad backdrop supplied by Alan Lorber. The superb evergreen revival on the other half takes a slow waltz-like ride. Roberta never sounded better than she does on this Harmon bow.

"GOOD GOOD LOVIN'" (2:01) [Wisto BMI—Brown, Shubert]  
 "I GOPHER YOU" (2:21) [Kags BMI—Campbell]  
 SIMMS TWINS (Sar 136)

The Simms Twins weigh in with another Sar dual-mart, pop-r&b sales heavyweight. It's a frenzied twist'er, tagged "Good Good Lovin'," that sports an exciting "What'd I Say"-like opener. However, don't overlook the beat-ballad coupler, "I Gopher You." It, too, is loaded with money-making potential.

## Pick of the Week

### Newcomers

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

"ZIP-A-DEE DOO-DAH" (2:40) [Joy ASCAP—Gilbert, Wrubel]  
 "FLIP AND NITTY" (2:20) [Mother Bertha BMI—Spector]  
 BOB B. SOXX & THE BLUE JEANS (Philles 107)

"Zip-A-Dee Doo-Dah," though hardly recognizable from its "Song Of The South" days, should again be making the chart rounds. This time it's under the vocal guidance of a new teen group appropriately tagged Bob B. Soxx & the Blue Jeans, whose chug-a-long treatment (arranged by Jack Nietsche) will have the kids flippin'. Pairing's a high-flying rock-a-twist novelty instrumental.

DON WILKERSON (Blue Note 1864)  
 (B) "CAMP MEETIN'" (2:59)  
 [Grove BMI—Wilkerson]  
 Don Wilkerson and crew offer a potent fast-moving, jazz opus with an interesting melodic progression on this top-notch opus culled from his "Peach Brother" Blue Note LP. Side should do well with ops and spinners.  
 (B) "HOMESICK BLUES" (5:25)  
 [Groove BMI—Wilkerson]  
 More fine jazz sounds. This one's a self-penned, slow-moving ballad with some appealing funky overtones.

THE MILLER SISTERS  
 (Riverside 4535)  
 (B) "DANCE CLOSE" (2:50)  
 (2nd Sound BMI—Jones) Gals brightly deliver a novelty ditty about all the teen dances that keep the couple at a distance. Good teen-market spirit.  
 (B) "TELL HIM" (2:34) [M. S. Kraft BMI—Miller] This ballad, with some striking percussion sounds, has a deejay theme.

HOFBRAU STRINGS & SINGERS  
 (Hickory 1186)  
 (B+) "ONLY THE LONELY (Know the Way I Feel)" (2:27)  
 [Acuff-Rose BMI—Orbison, Melson] This portion features the Hofbrau Strings in a lush rock-a-string reading of Roy Orbison's old hit, which shapes-up well as an instrumental. Should be getting good airplay.  
 (B) "AUF WIEDER SEHEN MARLENE" (2:35) [Acuff-Rose BMI—B&F Bryant, Siegel] The Hofbrau Singers offers this typical German beer-hall sound (number is sung in German).

VINNY & THE NITELITES  
 (KC 107)  
 (B) "POPPIN' POPCORN" (1:59)  
 [Sweco BMI—Gottelher, Nicolosi] The favored teen sound is topped by a perculator-like stint by a guitar, with an organ and percussion adding a solid rock say. Kids'll dig the doings here.  
 (B) "ELEVATOR SQUEEZE" (2:00) [Sweco BMI—Gottelher, Nicolosi] More perculator bits from the guitar in this bouncy novelty.

THE VALIANTS (Imperial 5843)  
 (B) "YOU ARE SWEETER THAN WINE" (2:09) [Travis BMI—Terry, Samples, Carter, Eugene & Jones] Lead's pleasing rendition of the nice Latinish lovey-dovey is supported by tried-and-true solo chant statements by other team members. Date deserves exposure to the teeners.  
 (B) "LOVE COMES IN MANY WAYS" (2:03) [Travis BMI—Terry, Samples, Carter, Eugene & Jones] Tender warble by the fella up-front.

JACKIE KALLAN (Motion 1001)  
 (B) "MY G.I." (1:45) [Slo-Motion BMI—Kallan, Santora, Monteen] Thrush offers a run-down of a gal's G.I. boyfriend in this fast-moving, twistable deck. Label, based in N.Y., is not the Nevins-Kirshner outfit.  
 (C) "SUMMER ROMANCES" (2:21) [Tension BMI—Santora, Monteen] Another busy rock affair.

CINDY MALONE (Capitol 4861)  
 (B) "RELEASE ME" (2:34)  
 [Four Star Sales BMI—Miller, Stevenson] The old country-field wistful is nicely handled by the thrush, who's got a good Nashville-type setting. Worthwhile pop-directed view of the number.  
 (B) "LITTLE BY LITTLE" (2:21) [Sherman & DeVorzon BMI—DeVorzon, Chandler] Lark is over-dubbed in a brighter display for the teeners.

FORD EAGLIN (Imperial 5866)  
 (B) "PEOPLE ARE TALKING" (2:26) [Travis BMI—Bartholomew, King] Songster has a good blues "cry" in his voice, a good asset in this light-beat plaintive. Two additional male voices play a major role. Interesting side.  
 (B) "REALITY" (2:30) [Travis BMI—Davis] This is an easy Latinish blueser with a philosophical, wake-up-to-reality theme.

DABETTES/KAREN CAPLE  
 (Advance 3933)  
 (B) "ONE DAB MAN" (1:30)  
 [Ettiguette & Aparco BMI—Manners, Capel] The Dabettes larks blend against an interesting Latinish combo sound in telling a plaintive tale tied-in with the popular hair-cream commercial. Label is located in South Gate, Calif.  
 (B) "WHY DO YOU CARE" (1:45) [Ettiguette & Aparco BMI—Cohran] Karen Caple is multi-tracked in this wistful rock showing.

PATTI CARLSON  
 (United Artists 507)  
 (B) "I'M NOT WEARIN' YOUR RING" (2:30) [Bob-Cor BMI—Mascari, Wenzlaff] Thrush nicely encounters the pleasant plaintive, while a lush teen-gear ork-chorus stint backs up. Good sentimental session for the kids.  
 (B) "I'M NOT COOKIN' ANYMORE" (1:57) [Bob-Cor BMI—Mascari, Martell] A lively polka novelty about a wife whose husband keeps telling her that she's too fat.

ROY LEE JOHNSON (Okeh 7160)  
 (B+) "BLACK PEPPER WILL MAKE YOU SNEEZE" (1:50)  
 [Lowery BMI—Johnson] Here's a clever, fast-moving novelty which could help the chanter move into the national limelight. Side has an extremely danceable bass-backed ultra-commercial sound. Merits a close look.  
 (B) "TOO MANY TEARS" (2:14)  
 [Lowery BMI—Johnson] Fine, professionally-essayed medium-paced blues ballad.

QUARTETTE TRES BIEN  
 (Norman 526)  
 (B) "I LEFT MY HEART IN SAN FRANCISCO" (2:35) [Garland ASCAP—Corey, Cross] Jukeboxes with a big jazz section can use this interesting modern-jazz survey of the current hit by Tony Bennett (Columbia). Verse is warmly done, but the refrain is a swingin', sometimes Afro-Cuban affair.  
 (B) "RAMBLIN' ROSE" (2:37)  
 [Comet ASCAP—Sherman, Sherman] More relaxed handling of another big Top 100 number.

CARLO SALVO (Aardvark 1001)  
 (B) "BAMBINA" (3:25) [Aardvark ASCAP—Salvo] The Sicilian-born tenor, now living in the U.S., offers a spirited account (in Italian) of a happy ditty from his own pen. A sprightly ork back-up. Specialty item for jukeboxes and stations catering to Italian audiences. Label is located in N.Y.  
 (B) "NON MI LASCIARE" (3:51)  
 [Aardvark ASCAP—Salvo] Performer displays a fine romantic quality here.

SALLY STANLEY (Excello 2223)  
 (B) "I'LL HAVE TO LET YOU GO" (2:26) [Excellorec BMI—Stanley] The blues lark displays her wide-range, vocal charms on this down-home, medium-paced tear-jerker. Side boasts some excellent lyrics. Should get some fast spins.  
 (B) "WHAT IT MEANS TO BE LOVELY" (2:22) [Excellorec BMI—Stanley] Familiar-sounding, pop-flavored blues lament.

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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

### Newcomers

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

"TONGUE TWISTIN'" (2:30)

[Roosevelt BMI—Feldman, Goldstein, Gottehrer]

JENNIE JORDAN (Jamie 1237)

Here's one the teeners are sure to pick up on real fast. It's a hand-clappin' delighter that'll have 'em "Tongue Twistin'" in the weeks to come. Ultra commercial entry by newcomer Jennie Jordan and the combo-chorus. The tear-compelling coupler's from the hip-swinging, beat-ballad dept.

"CHAINS" (2:29) [Aldon BMI—Goffin, King]

"STRANGER IN MY ARMS" (2:34) [Aldon BMI—Goffin, King]

THE COOKIES (Dimension 1002)

Dimension should soon be adding the Cookies to its 'hit artists' roster. The gals are in a real commercial groove as they shuffle thru their label bow, "Chains." Deck has the sound the platter spinners'll dig. Watch it! There's a complete change-of-pace on the fetching beat-ballad coupler.

## Best Bets

DINAH WASHINGTON

(Roulette 4455)

(B+) "YOU'RE A SWEETHEART"

(2:25) [Robbins ASCAP—McHugh, Adamson] The grand old ballad gets the sure-handed blues-styled touch of the stylist, whose worthy warble is backed by a big-sounding rock-a-string arrangement. Looks like a deejay favorite. Watch it.

(B+) "IT'S A MEAN OLD MAN'S

WORLD" (2:59) [Figure BMI—Woods, Washington, Kirkland] Dinah's reading and material is in the straight blues groove on this winner. Don Costa arranged both ends.

PAUL HAMPTON

(Warner Bros. 5319)

(B+) "I CAN TELL THE WAY

YOU SAY HELLO (That You Mean Goodbye)" (2:40) [Milene ASCAP—Hampton, Monte] Talented warbler-writer makes a touching case for the striking folk-styled ballad. Adding to the deck's teen-market appeal is a lush, Mexican-flavored ork setting. Might come through with important action.

(B) "EMPTY FEELING" (2:20)

[Tanridge BMI—Hart, Tannen] Good emotional showing in the Nashville-sound vein.

MAXINE BROWN

(ABC-Paramount 10370)

(B+) "AM I FALLING IN LOVE"

(2:05) [Maxine BMI—Brown] A haunting romantic is effectively conveyed by the sometimes wailing vet thrush. Backing her statement is a colorful Belford Hendricks-directed rock-a-string & chorus stand. A persuasive portion that could move.

(B+) "PROMISE ME ANYTHING"

(2:30) [Eden BMI—Williams, Ceroni] A tender item, whose title seems to stem from the perfume commercial ("Promise Her Anything, But Give Her Arpege"), but, of course, involves the gift of love.

DORSEY BURNETTE

(Reprise 20,121)

(B+) "I'M A WAITIN' FOR YA

BABY" (2:33) [Doral BMI—Burnette, Osborne] Burnette's sure-handed upbeat vocal is supported by a contagious, pop-blues delivery from the musicians and femme chorus. Side's solid listening/dancefloor make-up can lead to Top 100 sales.

(B) "DARLING JANE" (3:55)

[Acuff-Rose BMI—Loudermilk] Jane, aboard a ship, doesn't survive a hurricane in this morbid outing.

HENRY MANCINI ORCH.-CHORUS

(RCA Victor 8099)

(B+) "LOVE THEME FROM

PHAEDRA" (2:38) [Unart BMI—Theodorakis] The Mancini crew interprets the big flick title-tune with a lush, exotic approach. Should the theme get acceptance, this version will have a lot going for it, including Mancini's own stature as an artist and writer.

(B) "DREAMSVILLE" (2:12)

[Northridge ASCAP—Evans, Livingston, Evans] Lyrics, sung by a chorus, have been added to a warm theme from Mancini's "Peter Gunn" score.

BOB MOORE ORCH.-CHORUS

(Monument 800)

(B+) "A T U M N SOUVENIRS"

(2:35) [Acuff-Rose BMI—B&F Bryant] The Moore, responsible for the awhile-back instrumental click, "Mexico," can make a Top 100 move with this warm reading of a pretty tune from the pens of Felice & Bodleaux Bryant. Trumpet is the spotlighted instrument. Side can develop into a click.

(B) "FLEA CIRCUS" (2:30)

[Acuff-Rose BMI—Bryant] The color and hoopla of the circus atmosphere is captured in this robust outing.

JOHNNY & THE HURRICANES

(Bigtop 3125)

(B+) "MINNESOTA FATS" (2:30)

[Plan Two & Balmac ASCAP—Mook, Baum] Popular teen-market instrumentalists offer a strong teen dance salute to the character played by Jackie Gleason in the well-received flick, "The Hustler." Boys may have another hit sound here.

(B) "THE SHEIK OF ARABY"

(2:26) [Mills & Jerry Vogel ASCAP—Snyder, Wheeler, Smith] The perennial is updated for the teeners, with organ getting a featured role in this romp.

WILLIE MITCHELL (Hi 2058)

(B+) "SUNRISE SERENADE"

(2:12) [Jewel ASCAP—Lawrence, Carle] The old favorite is supplied with very genial rock-inclined instrumental touches, including solo trumpet appearances. It grows-on-you. Keep close tabs on it.

(B) "EASY NOW" (2:01) [Jec

BMI—Mitchell, Jackson, Luper, Hall, Steinberg] Similar work on an original ditty.

## Best Bets

VICKIE SALLEE (Reprise 20,118)

(B+) "THERE GOES THE LUCKY ONE" (2:30) [Pine Hollow ASCAP—Beadle, Conrad] Very effective portrayal of a striking lost-love opus from the lark and her full-blown rock-a-string & chorus backdrop. This take could break-out in a big way.

(B) "YOUR FAVORITE LIE"

(2:30) [Rose Hill BMI—Marnell, Singleton] A much more relaxed wistful affair.

TAWNY WILLIAMS (Tuff 1836)

(B+) "PRETTY LITTLE WORDS"

(2:25) [Winlyn BMI—Stevens] Blues thrush relays the storyline, one about a gal who finds out that her G.I. boyfriend is going to marry in Tokyo, with excitement. Busy combo-chorus setting has an appropriate Oriental-like touch. Might prove a noise-maker.

(B) "YOU LOST ME" (2:30)

[Winlyn BMI—Roberts, Stevens] Somewhat the same delivery from the songstress.

THE VELLS (Mel-o-dy 103)

(B+) "YOU'LL NEVER CHERISH

A LOVE SO TRUE ("Til You Lose It)" (2:48) [Jobete BMI—Gordy] Gal who's had a bad time-off it from her guy offers him some philosophical advice in this very well-done blueser by the gals, who are backed by a pro bright-beat stint by the musicians. Keep close tabs on this item.

(B) "THERE HE IS (At My

Door)" (2:21) [Jobete BMI—Holland, Dozier, Gorman] Musicians also contribute strong stuff to this more deliberate warble by the lead voice and her companions.

LINDA HOPKINS

(Brunswick 55235)

(B+) "YOU OUGHTA BE

SHAMED" [Lena SESAC—Singleton] While the mistreated flame is telling her guy off, the kids get an exciting portrayal from the thrush and back-up rock-a-string ork & chorus. Sound may reach a chart status.

(B) "WHY DID YOU CALL ME

SWEETHEART" (2:45) [Leo Talent ASCAP—Mysels, Werner, Werner] Sentimental with an oldtime flavor is understandingly relayed by the performer.

BOBBY & SYLVIA (Battle 45902)

(B+) "YOU BROKE MY HEART

AND I BROKE YOUR JAW" (2:41) [Cape-Ann BMI—Hebb] The r&b duo could have a first-class noise-maker on their hands with this impressive, hard-driving, danceable lament. Spinners should come out real fast for the side. Label is an affiliate of Riverside.

(B) "I WANNA KNOW" (2:56)

[Arc BMI—Lovettes] On this end the duo dish up a pleasing, low-key, slow-shufflin' tradition-oriented blues weeper. Eye it.

THE TRENTONS (Shepherd 2204)

(B+) "ALL ALONE" (2:40) [Shat-

Shep BMI—Stone, Simpson] Team's intimate song stylings invitingly roll back the teen-market years. Vehicle, not the Irving Berlin evergreen, has much teen appeal. Strings are part of the pretty instrumental setting. Could develop into something for the Hollywood-based label.

(B) "STAR BRIGHT" (2:09)

[Shat-Shep BMI—Fields] Attractive display by a rock-a-string ork plus occasional chorus statements.

BILLY DAWN (Columbia 42605)

(B+) "FAINT HEART" (2:20) [Gower BMI—Jones, Smith] Deck is loaded with striking upbeat blues remarks from the musicians and a solid vocal by Dawn, who relays one about a guy who should be pursuing his love with much more ardor. Can make it.

(B) "THE MADISON'S BACK IN

TOWN" (2:30) [Tybee BMI—Kasha, Weiss] The beat, currently making-the-grade in Europe, is done with sure-handed hoptime zest.

BILLY BLAND (Old Town 1128)

(B+) "HOW MANY HEARTS"

[January BMI—Scott, Blackwell] After a distinctive opening, which includes a falsetto-like chant, the songster moves in with an upbeat portrayal of a number about a run-around Sue. Upbeat blueser with solid teen-R&B appeal.

(B) "DARLING WON'T YOU

THINK OF ME" [Maureen BMI—Lewis, Lewis] Dramatic instrumental opening is carried throughout this persuasive emotional display.

SHERRY SCOTT (Mercury 72047)

(B+) "Don't Take Him From Me)

DEVIL WOMAN" (3:08)

[Marty's BMI—Robbins] This is an appealing femme reply to Marty Robbins' (Columbia) smash, employing the same melody. Can get action. Watch it!

(B) "JUST IN TIME" (2:29)

[ASCAP—Styne, Comden, Green] The thrush shows she can do a fine legit warble. The oldie is done with cozy swing sound, and many jocks will dig it.

VINNIE MONTE (Harmon 1009)

(B+) "JOANIE DON'T BE

ANGRY" (2:30) [Allied

ASCAP—Kusik, Shayne] Strong forgive-me pose by Monte and his setting that could go places on the teen-market. Feelingful tune is multi-tracked by the songster against a first-rate rock-a-string ork & chorus backdrop. Eye closely.

(B) "TAKE GOOD CARE OF

HER" (2:32) [George Paxton ASCAP—Kent, Warren] A pleasing revival of one of Adam Wade's successes.

BILL BUCHANAN

(United Artists 531)

(B+) "BEWARE" (2:35) [Sagi-

tarius BMI—Gordon] Side takes good-sounding advantage of the "Monster Mash" click, with the sing-a-narrator and a femme chorus declaring that one's best friend could be a vampire. Buchanan (with Dickie Goodman) was responsible for one of the all-time novelty decks, "Flying Saucer." He may come through again.

(B) "THE NIGHT BEFORE

HALLOWEEN" (2:06) [Marathon BMI—Gordon] A Boris Karloff-like voice offers a laff rewrite of "Twas The Night Before Christmas." Also mash-beat oriented.

THE CHARMETTES (Marlin 16001)

(B+) "ONE MORE TIME" (2:14)

[Sherlyn BMI—Reid] Gals and their instrumental support offer a bang-up blues twister. Lots of rockin' drive to greatly please dance floor-minded kids and twistin' adults. Could happen.

(B) "SURRENDER MY LOVE"

(2:33) [Sherlyn BMI—Reid] Haunting ballad blend by the femmes. London handles the line nationally.

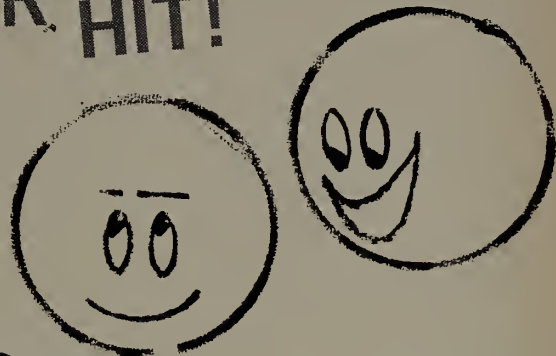
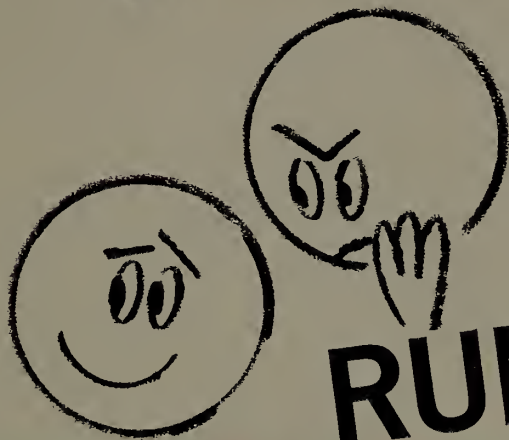
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## NEW YORK:

Joe Carlton memos that he's hoping to up-date the classics in smash style via Valjean's Carlton waxing of "Mr. Mozart's Mash." . . . Len Sachs items that Atco has hot newbies in Ben E. King's "I'm Standing By" and Mr. Acker Bilk's "Limelight"- "Lonely" duo while Atlantic has an up-coming pair in Betty Lavett's "My Man Is A Lovin' Man" and Mel Torme's "Comin' Home Baby." . . . Reprise's Ernie Farrell's expecting a trio of decks to follow in the hit footsteps of Sammy Davis' "Fool." They're Dean Martin's "In A Little Spanish Town," Eddie Cano's "Greenfields" and Phil Harris' "Run Red Run." . . . London's Paul Robinson buzzin' from the road (Chicago) that the Tornadoes are spreading like wildfire with "Telstar" and that Frank Papetti's "Flamingo" is taking off in the Windy City. . . . Billy Mure thrilled with his chart-rising arrangement of Marcy Blaine's "Bobby's Girl" on Seville. Also, his tune, "Toy Balloons," is a top item in Denmark. . . . Sid Ascher items that Chuck Clark'll have a UA release out soon. Sid, Freedomland's biggest booster is just back from a well-earned Puerto Rican vacation. . . . The Tommy Dorsey ork, due out with a Victor package soon, booked for an 8-day gig, starting Feb. 24th, in Panama.

Larry Maxwell, pop A&R chief for Riverside, excitedly notes that the label has its first hit since launching a full scale pop program last month. Side is David Thorne's vocal version of "The Alley Cat Song" and, reports Larry, is getting tremendous re-orders in Philly, the mid-west and the coast. . . . Nice to see Pat Thomas, currently out with "Slightly Out Of Tune (Desafinado)" (now on MGM), who was accompanied by the label's Buzz Willis—who reminded us to watch for Marie & the Decors' "Queen Of Fools" (Cub). . . . Imperial's P.F.C. Ritchie Adams, who is stationed with the Military Police in Karlsruhe, Germany, has one year of service to go and then it's back to waxdom. Adams, by the way, is the cleffer of last year's biggie, "Tossin' And Turnin'." . . . Arranger-conductor Richard Wess (his credits includes "Mack The Knife") has been signed as musical director of the "Jerry Lester" syndicated TV show due on WOR-TV soon.

Smash's 'roving ambassador' Doug Moody roved into town last week to say hello to the Mrs. (who misses him) and to plug away on the Echoes' 'finally breaking' deck, "Bluebirds Over The Mountain." . . . We hear that 19-year-old Canadian thrush Pat Hervey's out on a Detroit and surrounding areas promo trek in behalf of her RCA waxing of "Mister Heart-

. . . On the Chi record hop scene 10/12-10/15 was RCA-Victor pactee Tommy Boyce whose "I'll Remember Carol" bowed on the national chart last week. While making the rounds with Tommy, promo man Irv Brusso (RCA-Victor Dist.) managed to expose a couple more whoppers on the label, namely, "I Don't Believe I'll Fall In Love Today" by Bobby Bare and Paul Anka's contribution to the Bossa Nova craze titled "Eso Beso (That Kiss)."

Gene Krupa and his Quartet featuring Charlie Ventura are currently swinging at the London House. . . . As Barney Fields sees it Dick Roman will chalk up another hit score, a la "Theme From Summer Place," with his latest Harmon effort "Please Remember Me" . . . Nice to see London's midwest sales mgr. Mel Kahn, who stopped by to tell us he has a pair of real sizzlers in "Telstar" by The Tornadoes (which has clicked big in Pittsburgh-Minneapolis-Detroit) and Jaylee outing "There Goes The Lucky One" by Jackie Lee & The Raindrops. Mel, incidentally, has been house hunting for his move to Chi and hopes to have the family settled here shortly. . . . New promo man at M. S. Dist. is Ned Ribback who's currently working on "Ride" by Dee Dee Sharp (Cameo), "Echoes In The Night" by the Castells (Era) and "Limelight" by Mr. Acker Bilk (Atco). . . . Excit-

"Don't Stop The Wedding" by Ann Cole, "The Gypsy Cried" by Lou Christie, "It's A Mean Old Man's World" by Dinah Washington and Joe Dee's "I Lost My Baby" . . . Ralph Cox (King Record Dist.), on the move with "In The Open" by Freddy King (Federal), "The Hoppy Hop" by The Mystics and "Wonderful One" by The Shondells . . . Orkster Gordon Jenkins and songster Buddy Greco crossed paths enroute to the Sheraton's Brass Bull for guest shots on Sig Sakowicz' WTAQ show. . . . Local deejays are receiving samples of the current Quincy Jones deck with an attached miniature hand grenade and note reading "Let's blow off the roof with Quincy Jones 'Soul Bossa Nova'"—courtesy of Midwest Mercury's Ben Wood. Ben's just as excited over sales on LP's "Lie To Me" by Brook Benton and "The Two Sides Of The Smothers Brothers."

## HOLLYWOOD:

Dot Records' Keely Smith opens at the Coconut Grove next Wednesday night for a three week engagement. . . . Liberty recording artist Si Zentner will handle guest conductor spot on NBC-TV's 'Merv Griffin Show' from November 12 through the 16th. . . . Don Sherman, new comedian, whose album, "Going Back To College With Laughs" has just been released



DAVID THORNE



BOBBI MARTIN



EXCELLENTS



WEE WILLIE DENSEN



PAT HERVEY



RICHARD WESS

Sid Prosen, new national promo mgr. for the Blast label, flippin' over the spreading action on the Excellents' "Coney Island Baby." Sid sez the deck's a giant in Philly and is now moving out in Cleveland and other major marts. . . . Chancellor's Frankie Avalon'll be one of the stars at the 10/21 Hollywood Palladium charity Teen Age Jamboree. Host is Steve Allen. . . . Mercury's Damita Jo guestars on the 11/28 Perry Como TV'er. . . . Jubilee's comedienne and top LP-saleswoman Rusty Warren heads out to the Holiday House in Milwaukee for a 11/12-24 stand. . . . Jon Corey, discovery of Bob Crewe, on an east coast and mid-west promo trek in behalf of his VJ debut, "Pollyanna."

Herald-Ember's Bill Darnell informs that orders are pouring in from a host of big cities on the Camelots' "The Chase—Part 2" on the Comet line. . . . According to K. C.'s Renny Roker, the Valiants have a smasher in "Are You Ready." . . . Murray Wolfe, west coast mgr. for the Bourne pubbery, in N.Y. for discussions with Larry Taylor and Mr. Bourne. . . . Wee Willie Denson hoping to cash in (vocally) on the "Fried Marbles" fad via his May outing. . . . Tommy Boyce, just back from a tour of the east coast and mid-west, glowing over the soaring sales figures on his new Victor click, "I'll Remember Carol." . . . Out on the road is Laurie's new pactee, Kenny Chandler, who's plugging away on his "Leave Me If You Want To." . . . Aardvark's Sylvia Hilton thrilled over the reception in this country to Italy's Carlo Salvo's waxings of "Bambina," "Non Mi Lasciare," "Ti Voglio Felice" and "Paese Lontano." Carlo, by the way, has been chosen as one of the 8 finalists for the Festival of Italo-American Song. He's also set for the 10/30, Joe Franklin WOR-TV'er.

aches," which recently rode atop the Canadian charts (on the Chateau banner). In addition to purchasing her hit deck from Chateau, RCA has also latched onto the youngster's recording contract. . . . Trade press cocktail parties this past week included a Capitol reception honoring Nat Cole at the Americana on 10/16 and a gold-disk presentation for the Isley Bros., by Scepter, at the Town Hill on the 17th. Next week, Atco honors Mr. Acker Bilk at Atlantic Studios on the 25th. . . . Kapp's versatile singer-dancer return to his Chi hometown when he opens at Le Bistro for an 11/6-25 stand. . . . Morty Wax items that Blue Note's having exciting initial reaction on Dodo Greene's "My Hour Of Need"—"I Won't Cry Anymore" single. Morty's also hot on the Lester Lanin single, "Washington Twist," from the maestro's "Mr. President" Epic LP. Felicitations to Vicki & Edward Michel (he's head of int'l prod. at Bill Grauer Prod.) on the 10/7 birth of Deborah Lynn.

## CHICAGO:

Lennie Garmisa and Ed Yalowitz (Garmisa Dist.) look upon the new Ray Charles package, which was unveiled during the recent ABC-Paramount meet here at Irv Garmisa's Garnet Restaurant, as his most powerful entry to date and were equally enthused about the label's singles line highlighted by the Lloyd Price and Maxine Brown sides. . . . Decca's Frank Scardino, weighing local jock reaction to the latest Burl Ives offering "Mary Ann Regrets" and pegging it a sure thing for top chart honors. Also coming up fast from Decca are Bob Braun's follow up "Anniversary Of Love," Patsy Cline's two-sider "Why Can't He Be You" b/w "Heartaches" and a recent coupling by songster Bob Beckham tagged "Building Memories" b/w "Memory Mountain"

ing news from Smash topper Charlie Fach to the effect that Nana Maskaouri's "Wildwood Flower" (Fontana) and "Bluebirds Over The Mountain" by The Echoes (Smash) have broken but big in the Chicago area.

The Summit Dist. folks send glowing reports on the new Jerry Wallace deck "Shutters And Boards," "Lonely Bull" by Tiajuana Brass and national click "Mr. Lonely" by Buddy Greco (Epic). Buddy did some p.a.'s around town 10/15 with promo man Bill McCloud. . . . Mercury's Brook Benton headlines the Regal Theater bill starting 10/19 for a week. . . . Erwin Barg boasts a pair of toponotch flicker items in the "Theme" and "Love Song" from the MGM spectacular "Mutiny On The Bounty." Both tunes are well represented on wax. . . . Here's a note from Miriam Love, manager of Bobbi Martin, advising that the thrush has completed a new pairing on Coral slated for release next week. Bobbi's currently appearing at the Playboy Club in New Orleans. . . . Harvey Goldstein (Liberty Dist.), hopin' for a local breakthrough with west coast click "You Won't Forget Me" by Jackie DeShannon and reportin' a healthy share of sales and spins on Walter Brennan's reading of "Mama Sang A Song" and The Fleetwoods' "Lovers By Night, Strangers By Day" . . . Promo men-in-motion: Sam Cerami (London Group), pluggin' away on "Bobby's Girl" by Marcie Blaine (Seville), "Working For The Man" by Roy Orbison (Monument) and Ace Cannon's rendition of "Volare."

Bill Leaner (United Record Dist.), making headway with "Wiggle Wobble" by Les Cooper (Everlast), Ty Hunter's "Lonely Baby" (Checkmate) and "Stubborn Kind Of Fellow" by Marvin Gaye (Tamla) . . . Chuck Livingston, exposing Roulette newies

on the Jubilee label currently at the Chi Chi, Palm Springs. . . . Les Baxter has recorded "Theme From The Manchurian Candidate" which Reprise Records will release to tie in with the November release of the film which stars Frank Sinatra. . . . Paul Horn Quintet has been signed for a series of West Coast concert dates at colleges, starting next Monday. . . . "From A Jack To A King" by Ned Miller on Coast based Faber Records heading for a national hit. . . . The Highwaymen have been signed for four guestints on Ed Sullivan's CBS-TV show, with first shot airing next month.

Warner Brothers Records singing star Bob Luman has been booked for forty-eight weeks in 1963 in the Vegas, Tahoe, Reno circuit. . . . The Crystallettes guesting on the Bob Eubanks TV show where they performed their waxing of "Shy Guy," now breaking nationally. . . . Plans are underway for Columbia Records to record the Mexico City production of Harold Prince's "A Funny Thing Happened On The Way To The Forum," which opened in that city last week.

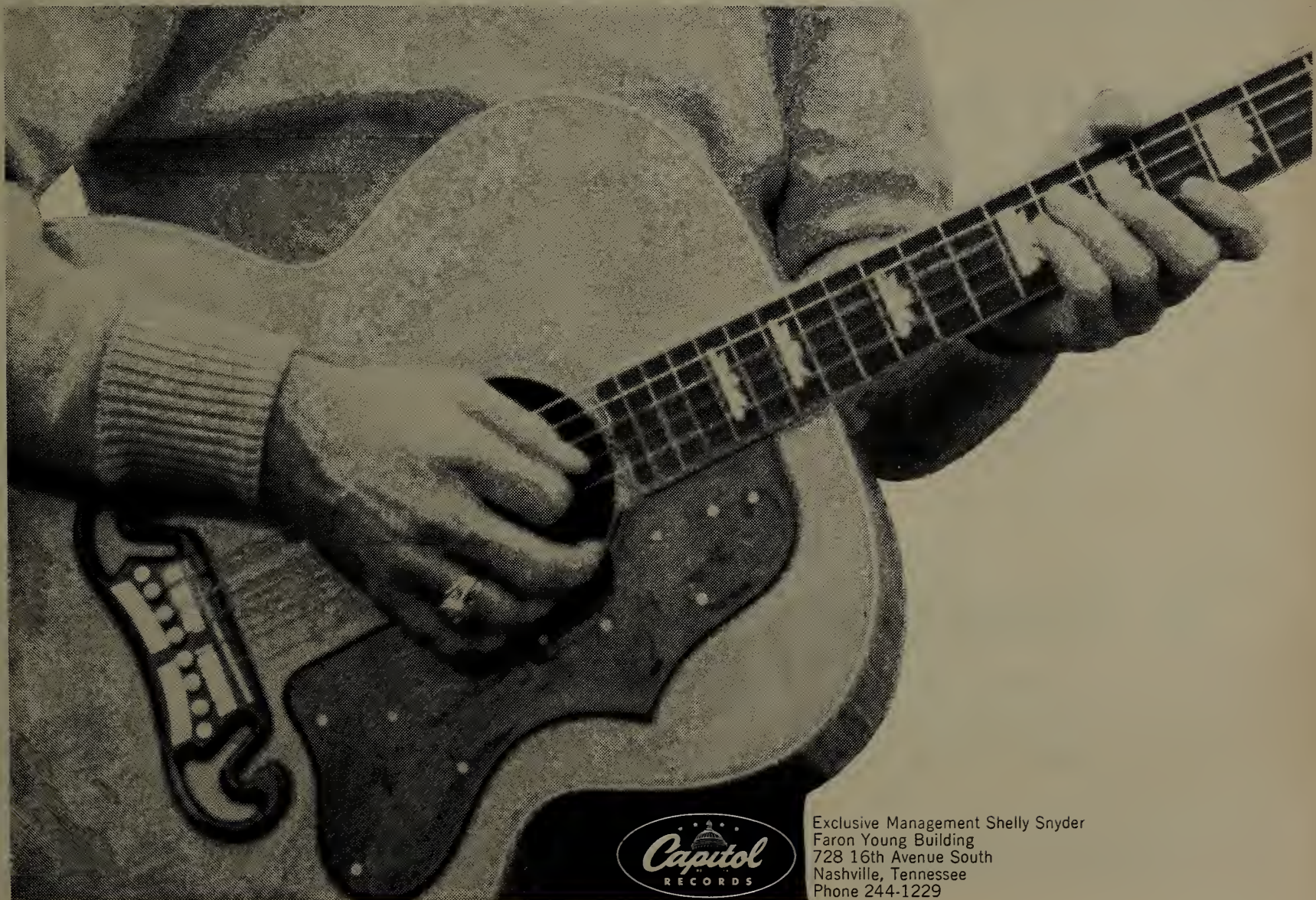
. . . Poet-humorist, Henry Gibson, who began his career less than six months ago on Mike Wallace's 'P.M. East' show signed to a Liberty contract by Snuff Garrett, with first album, "The Alligator and Other Poems" a featured LP on the label's Fall Program. . . . Capitol Record's Gene Brewer to San Francisco on a short promotion trip.

Coast-based Crest Records not shy in the way they're touting "Don't Be Bashful Little Girls." Waxed by The Young Men Four, disk is stepping out in Coast D.J. circles. . . . A giant-sized testimonial affair honoring "40 Golden Years" of Sammy Davis, Sr. was held Monday at the Ambassador.

(Continued on page 24)



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B/W SAFELY IN LOVE AGAIN #4868**



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**4 FOR THE MONEY!**

**MR. AKER BILK**  
**LIMELIGHT / LONELY**

6238

**BEN E. KING**  
**I'M STANDING BY**

6237

**BETTY CARTER**

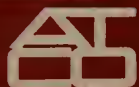
**ONE  
NOTE  
SAMBA**  
BOSSA NOVA

6239

**DIANE RENAY**

**LITTLE  
WHITE  
LIES**

6240



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**"THE  
LONELY  
BULL"**

(El Solo Toro)

**The Tiajuana Brass**

featuring

**Herb Alpert**

**A&M #703**

**A & M RECORDS**



**RECORD  
RAMBLINGS**

(Continued from page 22)

... The Martin Denny Group, Liberty recording artists, have been signed by the Kingston Trio for additional concert dates in Nov., beginning in the Northwest. . . . The Lettermen currently on tour will be playing one-niters thru 11/16. . . . George Duning has been signed by Screen Gems to write the score of the pilot film for its new series, "The Farmer's Daughter," starring Inger Stevens. . . . Alvin Rey recently in London for another BBC-TV Spectacular. Rey's new album release on Dot is titled "As I Remember Hawaii." . . . Dick Van Dyke has been signed by Command Record Prexy Enoch Light to cut an album of Broadway show tunes under company's banner. . . . Rumors in Hollywood about a possible movie property featuring Burl Ives and Elvis Presley. . . . Preston Epps, currently playing his bongos for Del-Fi Records, will vocalize along with his bongo playing on his first single for the label. . . . United Artists Records

that Ray Charles "Modern Sounds In C&W Music" Vol. II has had a fantastic initial impact—even greater than that of Vol. I—adding that the place was a bedlam on Columbus Day—when all the stations were playing the LP and they were in a frenzy filling orders.

**SHREVEPORT** — Stanley Lewis long-distancing that his distrib is going great guns in the mail order biz due to his advertising on 350,000 watt'er, KEEL, KWKH and KAAV—Little Rock. Among his sizzlers are "Little Esther's "Release Me" (Lenox), Tommy Roe's "Susie Darlin'" (ABC), the 4 Seasons' "Big Girls Don't Cry" (VJ) and Carla Thomas' "I'll Bring It On Home To You" (Atlantic).

**DOVER, DELA.** — The Jarrell diskery hoping for a chart item in Gene Cook's just-released "Ann Marie" and "Silly Girl."

**OKLAHOMA CITY** — Personal



HENRY GIBSON



VICKI SALLEE



GENE COOK

will release a new album by excontractee's Steve Lawrence and Eydie Gorme, "The Very Best Of Steve And Eydie." . . . The Raiders of Ojai, juvenile rock'n roll combo, recording an album for Cavalier Records. . . . Redd Foxx's latest album, "Laff Along With Foxx," is the 20th he's made for Dooto Records. . . . June Foray has recorded character singing with Frank DeVol for an untitled Columbia record. . . . Jimmy Haskell arranged & conducted the music for Soupy Sales' new Reprise single, "My Baby's Got A Crush On Frankenstein." . . . Gospel singer Mahalia Jackson played a one-night concert at New York's new Lincoln Center.

**HERE AND THERE:**

**PHILADELPHIA** — The new Throne label expecting a big two-sided debut from Carlo (Gerace) & the Secrets and their "Pony Party" "A Hundred Pounds Of Potatoes" duo. . . . The hot new ones with Fran Murphy, at Ed Barsky's distrib, include Pat Thomas' "Slightly Out Of Tune," Frank Cherval's "Tag Along," James Stayton's "Losers Can't Win" and Tommy Edwards' "Please Don't Tell Me." . . . Jimmy Myers sends along word that it's now the "One More Mile" side on Tony Lawrence's current Jude stand. Artist's been set for a 10/26 Dick Clark shot. . . . Ella Robinson, promo gal at Heller distrib, notes that her biggest breakout deck this past week was Gloria Dennis' "Richie" (Rust). Her newcomers to watch include Shank & Media's "Bye Bye Baby" (Flip), the Hollywood Saxons' "Everyday Is A Holiday" (Elf) and the Moniques' "Hey Girl" (Benn-X). . . . The big disk news at Saul Lamper's outfit centers around Jimmy McGriff's "I've Got A Woman" (Sue), the Excellents' "Coney Island Baby" (Blast), the Tams' "Untie Me" (Arlen) and Little Esther's "Release Me" (Lenox) among others. . . . The upcoming Columbia sales sizzlers, according to Ted Kellem, are Robert Goulet's "What Kind Of Fool," Claude King's "Burning Of Atlanta," Johnny Williams' "Montreal," Jerry Reed's "Hully Gully Guitar" and the New Christy Minstrels' "Don't Cry Suzanne." . . . Matty "The Humdinger" Singer buzzin' that he has a sure-fire pop-r&b hit in B. B. King's latest "Tomorrow Night." Matty adds

mgr. Bobby Boyd letters that fast-rising nite club chirp Vickie Sallee should really hit the bigtime with her bow on Reprise. Deck, out this week, couples "There Goes The Lucky One" and "Your Favorite Lie." Bookings can be made thru Boyd at 2609 N.W. 36, this city.

**HOUSTON**—Duke-Peacock topper Don Robey items that Bobby Bland, who currently has a hot single, "Call It Stormy Monday," and LP, "Here's The Man," has been set for a 10/23 appearance on Dick Clark's Bandstand'er.

**SAN FRANCISCO**—Ray Dobard indie promos that Mel Torme has an overnite smash in the area, especially at the Music City Record Shop in Berkeley, with "Comin' Home Baby" (Atlantic). Other hot items include David Thorne's "The Alley Cat Song" (Riverside), Sam & Dave's "No More Pain" (Roulette) and Ray Johnson's "Kinda Groovy" (Infinity). . . . Paul McKimmie, Independent Music Sales, to New York to contact manufacturers. Independent's currently hot in the Bay Area with "Stubborn Kind of Fella" by Marvin Gaye on Tamla. . . . Olen Harrison, Acme Sales, receiving great reaction to Jimmy Norman's latest Little Star release, "You Crack Me Up," the follow-up to "I Don't Love You No More."

**PITTSBURGH**—On the plug list from indie promo gal Jane Oliver are Don & Juan's "Magic Wand" (Bigtop), Del Shannon's "Swiss Maid" (Bigtop), Kathy Young's "Dreamboy" (Monogram), the Castells' "Echoes In The Night" (Era), the Young Sisters' "Casanova Brown" (Twirl) and Skeeter Davis' "Something Precious" (Victor). . . . Over at Fenway distrib Jack Hakim reports a tremendous flurry of activity on the Flamingos' "For All We Know" and the Isley Bros.' "Twistin' With Linda." . . . Tri-State general sales mgr. George Abromats telegrams that Bobby Bland has a big breakout in "Call It Stormy Monday" (Duke) throughout Penna., Ohio and W. Va.

**LAS VEGAS** — Songstress Joanne Patrick at the Sinbad Lounge of the Dunes Hotel for a 6-week engagement.



**Dot**® RECORDS PROUDLY PRESENTS...

# BILLY VAUGHN



WITH A TWO SIDED HIT!!

## BLUE FLAME

## SOMEONE

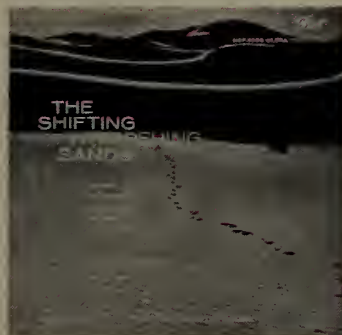
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DLP 3458 MONO  
DLP 25458 STEREO



AND HIS NEWEST ALBUM

### THE SHIFTING WHISPERING SANDS

DLP 3442 MONO  
DLP 25442 STEREO

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DAVE "BABY" CORTEZ  
CHESS #1834

AN  
ETTA JAMES  
SMASH

## "NEXT DOOR TO THE BLUES"

ARGO #5424

A SLEEPER

## "FATHER KNOWS BEST"

THE RADIANTS  
CHESS #1832

BREAKOUT IN  
WASHINGTON AND DETROIT!

## "LONELY BABY"

TY HUNTER  
CHECKMATE #1015

## "PRETTY LITTLE WORDS"

TAWNY WILLIAMS  
TUFF #1836

## "BLUEBERRY HILL"

RAMSEY LEWIS  
ARGO #5423

## "WEDDING BELLS"

BILLY STEWART  
CHESS #1835

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Chicago 16, Ill.

## BLUE NOTE

# Jazz goes Pop!

## JUST RELEASED

A WARM SOULFUL  
VOCAL BY

## DODO GREENE MY HOUR OF NEED

I WON'T CRY ANYMORE  
BLUE NOTE 45X1857

## DON WILKERSON CAMP MEETIN'

HOMESICK BLUES

BLUE NOTE 45X1864

## BLUE NOTE

43 W 61st St. New York 23, N. Y.

### WATCH THESE 2 RECORDS!!

WHAT IT MEANS TO BE LONELY  
I'LL HAVE TO LET YOU GO  
SALLY STANLEY  
Excello 2223

WINTER TIME BLUES  
I'M WARNING YOU BABY  
LIGHTNIN' SLIM  
Excello 2224

### HOT NEW SPIRITUALS!!

JESUS, I LOVE YOU  
THE BIBLE IS RIGHT  
GOSPEL SONGBIRDS  
Nashboro 743

JUST A FEW MORE DAYS  
GET DOWN ON YOUR KNEES  
GOSPEL CLOUDS OF JOY  
Nashboro 744

LORD WHEN I GET HOME  
LEAKIN' IN THIS BUILDING  
EDNA GALLMAN COOKE  
Nashboro 745

RIDE IN THE CHARIOT  
STEAL AWAY  
GOSPEL SOLOTONES  
Nashboro 746

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## JUKE BOX OPS' RECORD GUIDE

### ACTIVE with OPS

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

MINSTREL QUEEN  
Impressions (ABC-Paramount 10357)

BLUEBERRY HILL  
Ramsey Lewis (Argo 5423)

FOOLS RUSH IN  
Etta James (Argo 5424)

LIMELIGHT  
Mr. Acker Bilk (Atco 6238)

MOONLIGHT SERENADE  
Archie Bleyer (Cadence 1426)

NAKED CITY THEME  
Nelson Riddle (Capitol 4843)

ONE MORE TOWN  
Kingston Trio (Capitol 4842)

THE GREATEST ACTOR  
Wanda Jackson (Capitol 4833)

TRY A LITTLE TENDERNESS  
Aretha Franklin (Columbia 42520)

SUSAN  
Tobin Matthews (Columbia 42489)

LONGEST DAY  
Mitch Miller (Columbia 42585)

OOPS/CHOO CHOO  
Bill Doggett (Columbia 42531)

SUGAR LUMP  
Kenny Williams (Carlton 578)

MARY ANN REGRETS  
HOW DO YOU FALL OUT OF LOVE  
Burl Ives (Decca 31433)

BLUE FLAME  
Billy Vaughn (Dot 16397)

YOU CAN'T LIE TO A LIAR  
Ketty Lester (Era 3088)

MIND OVER MATTER  
Nolan Strong (Fortune 546)

VOLARE  
Ace Cannon (Hi 2057)

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

I DIG THE STATION  
Gary (U.S.) Bonds (Legrand 1022)

STOP/THE BEST MAN CRIED  
Clyde McPhatter (Mercury 72051)

LET'S CRY TOGETHER  
Patti Page (Mercury 72044)

YOUR HEART BELONGS TO ME  
Supremes (Motown 1027)

DEAR HEARTS AND GENTLE PEOPLE  
GOTTA TRAVEL ON  
Springfields (Philips 40072)

SWING LOW  
Floyd Cramer (RCA Victor 8084)

I'M GONNA CHANGE EVERYTHING  
Jim Reeves (RCA Victor 8080)

I DON'T BELIEVE I'LL FALL IN  
LOVE TODAY  
Bobby Bare (RCA Victor 8083)

LOOK OF LOVE  
Frank Sinatra (Reprise 20107)

ALLEY CAT SONG  
David Thorne (Riverside 4530)

DESAFINADO  
Pat Thomas (Verve 10269)

GETTING READY FOR THE  
HEARTBREAK  
Chuck Jackson (Wand 128)

### NEW ADDITIONS to TOP 100

74—MY OWN TRUE LOVE  
Duprees (Coed 571)

84—DON'T ASK ME TO BE FRIENDS  
Everly Bros. (Warner Bros. 5297)

86—BUSTIN' SURFBOARDS  
Tornadoes (Aerfaun 100)

87—THAT'S LIFE  
Gabriel & Angels (Swan 4118)

88—TELSTAR  
Tornadoes (London 9561)

90—SOMEBODY HAVE MERCY  
Sam Cooke (RCA Victor 8088)

93—I CAN'T HELP IT  
Johnny Tillotson (Cadence 1432)

96—ESO BESO  
Paul Anka (RCA Victor 8097)

98—I'M HERE TO GET MY BABY  
OUT OF JAIL  
Everly Bros. (Cadence 1429)

100—LET IT RAIN  
The Four Tops (Capitol 4851)

scribes  
akout d-  
ria Der

Y'all goin' to  
the Festival?  
(SEE PAGE 46)



a  
"classick"  
smash!

MR.  
MOZART'S  
MASH!

c/w  
Mewsette  
(from the UPA film "Gay Purr-ee")

VALJEAN at the piano



CARLTON 582

**Epic's Sluggers**



NEW YORK—During a recent recording session George Maharis (right) received a visit from three welcome guests. They were (left to right): Bobby Vinton who is currently riding the charts with "Rain, Rain Go Away," Epic's national sales manager, Leonard S. Levy, and label songster Buddy Greco, who is presently clicking with "Mr. Lonely."

**POP POPPIN' TO THE TOP!**  
The Nation's Newest Dance Craze

**"POP, POP  
POP-PIE"**

**The  
Sherrys**

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**ALBUM  
SURE SHOTS**

JOHNNY MATHIS  
RAPTURE



**MONO & STEREO**

• Rapture

**JOHNNY MATHIS**

(Columbia CL 1915; C8 8715)



• Tony Bennett At  
Carnegie Hall

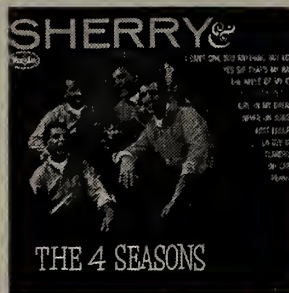
(Columbia C26 23; C25 823)



• Warm & Willing

**ANDY WILLIAMS**

(Columbia CL 1879; CS 8679)

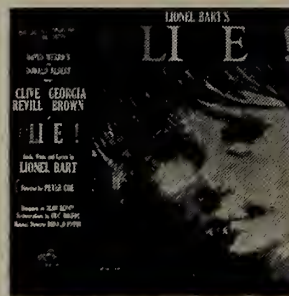


**MONO**

Sherry

**FOUR SEASONS**

(Vee Jay LP 1053)



**STEREO**

Oliver

**B'WAY CAST**

(RCA Victor LSOD 2004)

**#1 IN NEW ORLEANS . . . . . BREAKING NATIONALLY!!**

**"KISS TOMMORROW GOODBYE"**  
*Danny White* **FRISCO-104**

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# Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—OCTOBER 27, 1962

## MONAURAL

## STEREO

MONAURAL		STEREO	
Pos.	Last Week	Pos.	Last Week
1	1	1	1
2	2	2	3
3	3	3	2
4	7	4	6
5	4	5	4
6	5	6	5
7	9	7	8
8	6	8	11
9	10	9	7
10	11	10	9
11	8	11	10
12	12	12	12
13	26	13	18
14	14	14	14
15	17	15	13
16	19	16	17
17	18	17	19
18	13	18	15
19	24	19	23
20	15	20	21
21	16	21	26
22	22	22	16
23	50	23	30
24	23	24	28
25	25	25	27
26	20	26	20
27	32	27	31
28	21	28	34
29	48	29	36
30	28	30	22
31	40	31	35
32	34	32	24
33	44	33	29
34	39	34	38
35	—	35	39
36	41	36	45
37	45	37	46
38	33	38	40
39	30	39	41
40	—	40	43
41	46	41	50
42	35	42	25
43	—	43	47
44	—	44	—
45	36	45	—
46	27	46	32
47	—	47	—
48	31	48	33
49	47	49	—
50	42	50	37
50	49	50	—

● Also available in Stereo

★ Also available in EP



# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK

### RAY CHARLES

MODERN SOUNDS  
in COUNTRY  
and WESTERN MUSIC

### VOLUME TWO



### "MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC—VOLUME TWO"—Ray Charles—ABC-Paramount ABC 435

Ray Charles's last album of country songs developed into one of the most successful disks in years, and this new session of similar merchandise should quickly go the same hitsville route. On one side here the blues chanter is backed by his own big band and he turns in excellent Gerald Wilson-arrangements of such favorites as "No Letter Today" and "Midnight." On the other part of the package he delivers some first-class Marty Paich string arrangements of such oldies as "Your Cheating Heart" and "Making Believe." Album should skyrocket in the sales department.

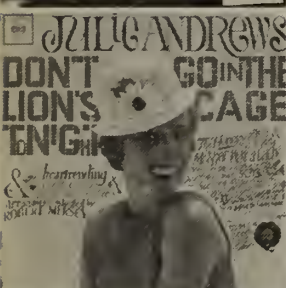
### "CAROUSEL"—Alfred Drake and Roberta Peters—Command RS 843 SD

If you're overhearing an extremely well-sung and superbly recorded "Carousel," it's a good bet you're listening to Command's new rendition of the great Rodgers & Hammerstein musical. In its initial release of a complete vocal-instrumental version of a Broadway score, the label has assembled top-grade singers Alfred Drake, Roberta Peters, Claramae Turner, Norman Treigle and Jon Crain to do full justice to the memorable score. And the orchestra led by vet Broadway maestro Jay Blackton has a crisp sound that adds to the LP's "original-cast" feel. Performance and Command's famed Stereo 35mm sound is going to make this a preferred LP "Carousel."



### "ALL ALONE"—Frank Sinatra—Reprise R 1007

Proof-positive of the perpetual value of oldies is this impressive new Reprise LP featuring Frank Sinatra rendering an easy-going flock of Gordon Jenkins arranged sturdies. With his superior phrasing and distinctive, wide-range vocal abilities the chanter turns in outstanding performances on "All Alone," "The Girl Next Door" and "Charmaine." Sure-fire chart item.



### "DON'T GO IN THE LION'S CAGE TONIGHT"—Juile Andrews—Columbia CL 1886

Julie Andrews, whose last album teaming up with Carol Burnett ("Julie And Carol At Carnegie Hall") pulled plenty loot, should have another winner on her hands with this delightful solo outing. With a bag of first-rate arrangements and the backing of a male quartet, the lark delivers a bevy of fine old music tunes. The artist displays an electrifying, wide-range delivery as she offers "Mother Was A Lady," "Everybody's Doin' It" and "Smarty."



### "ONE IS A LONELY NUMBER"—Adam Wade—Epic LN 24026

Adam Wade's many fans should come in force for this sentimental package which showcases the chanter offering a dozen new and standard romantic laments. Marty Manning has provided a suitable, unobtrusive instrumental backing in perfect keeping with the album's melodic mood. The lad dishes up some extremely pleasing renditions of "Love Letters," "Greenfields" and "Solitaire." LP should pull loads of loot.



### "MY SON, THE FOLK SINGER"—Allan Sherman—Warner Brothers WS 1475

Although folksingers have been immortalized in song and story by other folksingers there has been little, if no satire on these dedicated troubadours. On this hilarious Warner Brothers set Allan Sherman leaves no stone unturned as he pokes fun at the folk arts. Utilizing a universal Jewish prospective the laugh man skillfully breezes his way through some delightful musical routines. From Belafonte to old English madrigals, nothing is omitted. Many yocks to be had here.



### "SONGS OF FAITH"—Dee Dee Sharp—Cameo C 1022

Dee Dee Sharp who built up a spectacular reputation, for her hard-driving, uptempo renditions of popular teen items, displays her versatility on this new Cameo disk of inspirational selections. The songstress perfectly captures the spirit and mood of all the varied pieces here. She turns her most mature wax performances to date on "You'll Never Walk Alone," "I Believe" and "Peace In The Valley." Set should win the artist a completely new flock of fans.



### "GAY PURR-EE"—Original Soundtrack—Warner Brothers BS 1479

Vet musical comedy cleffers Harold Arlen and E. Y. Harburg have come up with a delightful new score for the soon-to-be-released UPA full-length cartoon. The story is about Mewsette, a lovable kitten, and her eccentric set pals. Judy Garland is in perfect voice in the title role. The flick also boasts the voices of such first-rate performers as Robert Goulet, Red Buttons, Hermione Gingold and Paul Frees. Highlights of the score include "Paris Is A Lonely Town," "Bubbles" and "Little Drops Of Rain." Eye the package for rapid acceptance.



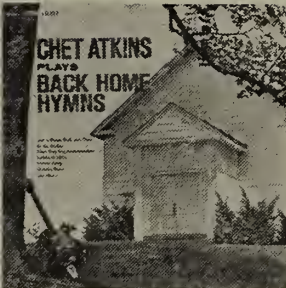
### "SURFIN' SAFARI"—Beach Boys—Capitol T 1808

The Beach Boys, who are currently riding high on the charts with their best-selling single of "Surfin' Safari," tag this rollicking Capitol LP outing after the biggie. The boys display some first-class vocal and instrumental talents as they offer impressive readings of "County Fair," "Ten Little Indians" and "Summertime Blues." Disk looms a logical candidate to score.



### "RUSTY WARREN IN ORBIT"—Jubilee JGM 2044

Rusty Warren, who has enjoyed a sensational commercial acceptance thus far, comes up with another uninhibited romp in which she gently pokes fun at American sexual morals. With a fresh batch of irreverent comments, songs and stories the comedienne attacks the vast area of space science in her distinctive rapid-fire delivery. Disk seems destined to become a quick coin-puller.



### "CHET ATKINS PLAYS BACK HOME HYMNS"—RCA Victor LSP 2601

Chet Atkins has earned many laurels in the past for his distinctive brand of guitar artistry and this new album of fine old country hymns should win him a flock of new admirers. All of the familiar selections here are rendered in Atkins' potent, gimmick-free, feelingful style. The guitarist's legion of fans should really appreciate "Amazing Grace," "Further Along" and "God Be With You."



### "THE GEORGE GERSHWIN SONGBOOK"—George Chakiris—Horizon WP 1610

Although George Chakiris is currently on another label, this delightful Horizon session of Gershwin sturdies could zoom up the charts in no time flat. The songster's rich, wide-range, baritone voice carries him in good stead as he renders "Stairway To Paradise," "Things Are Looking Up" and "But Not For Me." Included in the package is an attractive photo-folio of the performer.



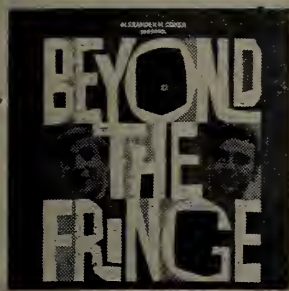
### "MUSIC FROM IRVING BERLIN'S 'MR. PRESIDENT'"—Andre Kostelanetz—Columbia CL 1921

Irving Berlin's long-awaited new musical is given a top-rung, instrumental treatment from Andre Kostelanetz and ork on this bright new Columbia session. The orkster-arranger has come up with some attractive danceable settings for such showstoppers as "Is He The Only Man In The World," "The Secret Service" and "Don't Be Afraid Of Romance." Spinners should flock to the package in droves.



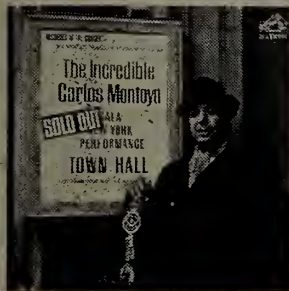
### "THE WILDEST MUSIC FROM THE WILDEST PARTY EVER FILMED"—Leith Stevens—Colpix SCP 427

Here's an interesting set of music from "The Interns." Leith Stevens, who composed the music leads his ork on the selections. The score which includes both plaintive ballads and rousing jazz-flavored up tempo items perfectly captures the spirit of the flick. Top-notch tracks include "Toss Me A Scalpel," "Lovely Loara" and "Happy New Year." Plenty of terpsichorean enjoyment.



**"BEYOND THE FRINGE"—Original Cast—Capitol W 1792**

An artist-writer foursome has one of England's biggest legit successes, and Broadway is due to receive the group later this month. From a disk view of 10 of the skits, it looks like an hilarious, intimate-type review. The humor is broad, as is the zany antics of stars Alan Bennett, Peter Cook, Jonathan Miller and Dudley Moore. Although the LP hasn't got general Broadway shelf appeal, the "in" crowd will consider it a must.



**"THE INCREDIBLE CARLOS MONTOYA"—RCA Victor LPM 2566**

Carlos Montoya is truly incredible. He stands head and shoulders above any other flamenco guitarist alive today. His agile fingers and profound feeling for the music makes a Montoya concert a rich, rewarding experience. On this Victor session, cut live at Gotham's Town Hall, Montoya offers nine superb samplings of his art reading only his own transcriptions. Top-notch tracks here include "Guajiras," "Huelva" and an interesting rhythmic treatment of "St. Louis Blues."



**"THE ALLIGATOR AND OTHER POEMS BY HENRY GIBSON"—Liberty LRP 3261**

Henry Gibson, who has gotten quite a bit national exposure recently via the "Tonight" TV'er, displays his unusual low-key, laconic comic style on this extremely funny LP from Liberty. Not unlike Will Rogers, Gibson utilizes a dry, country-flavored approach on all the poems and routines here. If this first session is any indication of his talents, the laughman ranks as a performer to watch.



**"MORE GOLDEN BLUEGRASS HITS"—Barrier Brothers—Philips PHS 600 049**

With the rapidly-rising commercial acceptance of country music, this top-flight professional outing from Philips showcasing the vocal and instrumental talents of the Barrier Brothers could pick up some fast loot. The trio evidences a real feelingful, sincere bluegrass style as they deliver such popular oldies as "Smoke Along The Track," "I'll Go Steppin' Too" and "Destroyed." Plenty of listening enjoyment throughout.



**"SIT-IN: SONGS OF THE FREEDOM RIDERS"—Various Artists—Dauntless DS 4601**

All the vital, power of the American Negro folk idiom is perfectly captured on this moving session from Dauntless, a new subsidiary of Audio Fidelity. Although the melodies are old public domain items the new, emotional lyrics aptly carry the message of the Freedom Riders. Best listening bets here include "We Shall Overcome" and "We Went Down To Mississippi." A superior effort.



**"LATIN OLDIES BUT GOODIES"—Pete Terrace—Colpix CP 432**

In recent years the Latin markets have grown increasingly important to the wax business. On this pleasant, easy-going set, Pete Terrace and crew dish up a dozen familiar all-time Latin hits with enough polish and verve to appeal to a host of terpsichoreans. The oldies are rendered in danceable cha cha, mambo and pachanga tempos with heavy emphasis on rhythm. Best bets are "Sweet And Gentle," "The Bird" and "Not Much Hair."



**"BALLIN' THE JACK"—Allen Rich—Richmond RPS 39007**

Allen Rich and his ork have come up with an impressive addition to Richmond's percussive stereo series with this attractive set of oldies. A batch of top-rung arrangements custom-made to stereo are aided by excellent clarity and separation. The band shines on "The Wheel Of Fortune," "Mister Sandman" and "Fool Such As I."



**"THE WONDERFUL BELGIAN BAND ORGAN"—Audio Fidelity AFSD 5975**

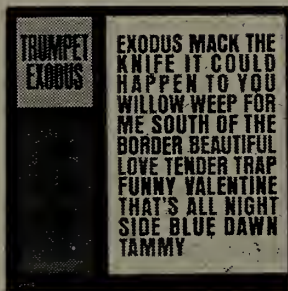
The "star" of this delightful Audio Fidelity set is the world's largest merry-go-round organ which is featured at Paul Eakins Gay 90's Village in Sikeston, Missouri. The instrument has 418 pipes, 22 xylophone bars, bass drum, snare drum, cymbal and double castanets. The organ perfectly captures a warm, happy carnival flavor as it delivers "Washington Post March," "Over The Waves" and "Double Eagle" and nine other well-known marches.

## JAZZ PICKS OF THE WEEK



**"BENNY GOODMAN IN MOSCOW"—RCA Victor LOC 6008**

Benny Goodman's recent successful jazz concert tour of the Soviet Union is perfectly captured on this two-disk Victor set cut during the clarinetist's farewell appearance in Moscow. Backed by a top-notch group of jazzmen including Phil Woods on alto saxophone, Zoot Sims on tenor sax and Teddy Wilson at the piano, the Goodman crew dish up eighteen swingin' evergreens and originals with all of their expected poise. Some outstanding tracks here are "Let's Dance," "Stealin' Apples" and a delightful John Bunch newie tagged "Feathers." Package should bring out a host of both jazz and pop fans.



**"TRUMPET EXODUS"—Don Goldie—Verve V 8475**

Don's Goldie dedication to the trumpet carries him in good stead on this pleasant Verve session of flick and standard tunes. Oliver Nelson and Al Cohn have come up with some first-rate modern arrangements for Goldie and ork. While wailing in a conservative jazz idiom the trumpeter achieves some excellent, sweet, brassy sounds on "Exodus," "Tammy" and "My Funny Valentine." Package could step out.



**"BOSSA NOVA"—Shorty Rogers—Reprise R 6050**

Shorty Rogers and his ork have come up with a first-rate album which combines all the modern jazz rhythms and choral changes of improvisation with the rich harmonic structure of the bossa nova. The concept here was to mix the syncopated forms of the samba with a jazz-based bossa nova style. The effect comes beautifully on "Samba Do Lorinho," "Samba Triste" and "So Um Amor." An exceptional, inventive disk.



**"BILL PLAYS BIX"—Billy Butterfield—Epic LA 16026**

Billy Butterfield and his jazz band offer eleven musical tributes to Bix Beiderbecke on this delightful session from Epic. Butterfield has not tried to imitate the late trumpeter or play his tunes in a modern style. Instead he delivers such popular Beiderbecke items as "Sensation," "Sorry" and "Our Bungalow Of Dreams" backdated to lend the proper flavor to the proceedings. Jazzophiles should really dig the disk.

## CLASSICAL PICK OF THE WEEK



**PROKOFIEFF: LOVE FOR THREE ORANGES; CHOPIN: LES SYLPHIDES—Arthur Fiedler conducting the Boston Pops Orchestra—RCA Victor LM 2621**

Arthur Fiedler has a great deal of success in the past with his stunning readings of the classics and this new Victor offering containing the famous works by Prokofieff and Chopin should attract a legion of collectors. Fiedler's approach here is up to his usual high standards as he directs the ork through the intricate paces of the two compositions. A superior classical disk.

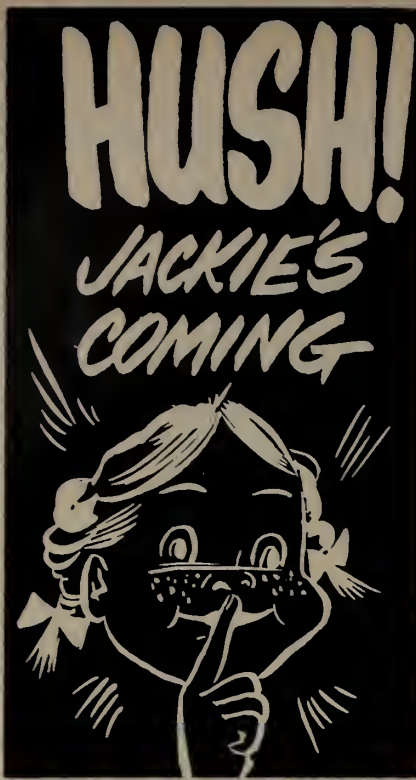
In  
New York  
Phila.  
Hartford  
Miami  
Seattle

# IT'S A HIT! ECHO

b/w  
Come Dance Baby  
recorded by

# THE EMOTIONS

K-490



*Busting Out!*  
"HOW'S MY EX  
TREATING YOU"  
Jerry Lee Lewis

Sun #379  
SUN RECORDS  
Memphis, Tenn.

*Sensational!!!*  
"Strange Love  
Affair"  
The Dootones  
#470



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

*On The Charts!*

PLEASE REMEMBER ME  
Dick Roman On Harmon

*Coming Fast . . .*

LIKE I GOTTA GET AWAY  
Debbie Woods On Epic  
B. F. WOOD—N.Y.C.

## ALBUM PLANS

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

### AUDIO LAB

15% discount on entire catalog including new LP's. Expires Oct. 30.

### BETHLEHEM

15% discount on entire catalog including new LP's. Expires Oct. 30.

### BLUESVILLE

1 Free LP with the purchase of 7. Expires: Nov. 15.

### CAMEO/PARKWAY

15% discount on 12 new LP's, with various other incentive deals for additional discount. No termination date announced.

### CAPITOL & ANGEL

12 1/2% discount on 41 Xmas albums from the Capitol and Angel catalogs; exchange program; deferred billing. Expires Dec. 24; buy-2-get-1-free consumer deals on Capitol's "Bowl" LP's and Angel's opera issues. Expires: Nov. 30.

### COLPIX

"The Big 15—1962 Fall Plan"—Deal enables distributors to receive 15 free albums for each 100 that are purchased. Expires: Nov. 30.

### DOOTO

Entire catalog at discounts up to buy-5-get-1-free depending on volume. Described as a limited time offer.

### EPIC

Distributors receive 1 free LP for every 6 LP's on new LP's for Oct. Expires: Oct. 26.

### FIRE/FURY

All labels marketed by the firm are available on a buy-5-get-1-free basis. No expiration date has been set.

### HORIZON

2 free LP's with the purchase of 10. Offer covers 10 LP's released in Aug. & Sept. No termination date.

### IRISH

1 free LP with the purchase of 7. Expires: Nov. 15.

### KING

15% discount on entire catalog including new LP's. Expires Oct. 30.

### LIBERTY

10% cash discount taken off the face of the invoice on dealer's entire order of new releases and Christmas catalog. 100% guarantee sale: return for credit. Merchandise may be returned anytime after Jan. 1, 1963, but no later than Feb. 1, 1963. Payments: 1/2 Jan. 10, 1/2 Feb. 10. Expires: Dec. 25; Cbipmunk Xmas Sales Program: 15% discount on all Cbipmunk LP's and EP's. 100% exchange privilege. Payments: 1/2 Dec. 10, 1/2 Jan. 10. No termination date announced.

### LIVELY ARTS

1 free LP with the purchase of 7. Expires: Nov. 15.

### MOODSVILLE

1 free LP with the purchase of 7. Expires: Nov. 15.

### NASHBORO

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

### NEAR EAST

1 free LP with the purchase of 7. Expires: Nov. 15.

### NEW JAZZ

Buy-7-get-1-free. Expires Nov. 15.

### PHILIPS

15 free albums with the purchase of 100. No termination date announced.

### PRESTIGE

Buy-7-get-1-free. Expires Nov. 15.

### PRESTIGE INT'L

Buy-7-get-1-free. Expires Nov. 15.

### REPRISE

"74,000,000 Talent Bonanza!"—10% to 15% discount plan in which new releases are tied-in with catalog items. Dating. No termination date announced.

### REQUEST

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

### ROULETTE

15% discount in free merchandise on Roulette, Roost, Tico, Gee, Gone and End LP's. Expires: Nov. 30.

### SMASH & FONTANA

10% discount on all LP's from both labels. Deferred payment. All products bought during Sept. and Oct. is 100% exchangeable. Expires: Oct. 31.

### SONODOR

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

### SWINGSVILLE

1 free LP with the purchase of 7. Expires: Nov. 15.

### TRU-SOUND

1 free LP with the purchase of 7. Expires: Nov. 15.

COUNTRY  
FESTIVAL  
ISSUE

COMING NOV. 5th  
DEADLINE: NOV. 1st



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# IN APOLOGY

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The demand for the album  
"MY SON, THE FOLK SINGER"  
Warner Bros. #1475, by Allan Sherman, has exceeded such  
vast expectations and quite frankly put  
us in an embarrassing situation. We knew we had  
something good when we released the album  
but the response thus far has overwhelmed us.

To be sure, ours is an embarrassment of riches. So  
great is the demand, that we have enormously  
added to our manufacturing facilities to fill all orders.

To the countless numbers of dealers, rack merchandisers  
and one-stops who are awaiting fulfillment of their  
orders, we humbly beg your patience.

Rest assured that your orders will be filled with all  
haste. Our apologies for the delay incurred thus far.

Our thanks, too, to the many disc jockeys,  
columnists and others who helped so much to  
spread a little mirth.



/S/ JOHN K. MAITLAND,  
PRESIDENT  
WARNER BROS. RECORDS

## BIOS FOR DEEJAYS

Johnny Mathis



A singer who offered straight ballad singles in 1956, when rock 'n roll had already taken over the singles market, could hardly expect more than meager sales.

However, Johnny Mathis, certainly in the crooning class, was able to buck the teen-beat tide with an outstanding record of singles successes that carried nary a sign of rock 'n roll.

With "better" pop songs, Mathis proved a "good-music" oasis with such singles hits as "Wonderful, Wonderful," "It's Not for Me to Say," "Chances Are," "Wild is the Wind," "A Certain Smile," "Maria," and now "Gina." Additionally, the chanter is one of Columbia's biggest album sellers.

Johnny, one of seven children, chief claim to fame, at first, was an outstanding all-around athlete in George Washington High in San Francisco, his hometown, and San Francisco State College (in high school, he established a local high-jump record, 6' 5 1/2", that has been matched only four times in the history of the Olympics). At an informal Sunday afternoon jam session at San Francisco's Black Hawk nitery, then co-owned by Helen Nogra, his manager, Johnny sang a number with the group. Helen heard him, ending Johnny's plans to teach physical education, starting a career that now shines brightly.

### Carla Thomas



Carla Thomas, who rose to stardom in 1961 with her hit recording of "Gee Whiz," has done it again with her new Atlantic hit of "I'll Bring It Home To You" which is currently riding the Top 100. The tune is the answer record to Sam Cooke's recent smash of "Bring It On Home To Me."

The lark was born in Memphis, Tennessee on December 21, 1942. At the age of eight, she got her introduction to the music business when she joined a local group known as the Teen Towers and sung with them over WDIA-Memphis. Carla's dad was a popular deejay and musician throughout the south and through his encouragement her talent came to be recognized. Recordman Jim Stewart, heard her sing and inked her to a recording contract. One of the first sides she cut was "Gee Whiz." The rest is history.



## PLATTER SPINNER PATTERN

Fifteen New England radio stations have signed up as charter affiliates of the newly-formed ABC Radio New England Network. Purpose of the new web will be to supply stations with news and feature programming and to give advertisers regional coverage with one invoice. Key station will be WORL-Boston, whose general manager and executive veep, George Gray,

tion ever since its inception. Boxing, the KXOL deejays decided, was not for them, so they turned to an activity associated with boxing for their stunt, jumping rope. Five jockeys left their microphones, donned boxer shorts and picked up jump ropes to stage their relay contest in front of the theater in downtown Fort Worth. Jumping jockeys were Gary Dark,



JOE O'BRIEN  
WMCA—New York



AL LEIBERT  
WINZ—Miami



RICHARD CARR  
WIP—Philadelphia

has been the moving force in the new organization. ABC Radio New England network will operate as an affiliate of the American Broadcasting Company. However, many of the smaller New England markets where ABC radio does not have affiliated stations will be included in the regional network. The ultimate goal will be a network of 30 to 35 stations covering six stations.

Deejay Perry Allen, who spins 'em on KHJ-Hollywood, made radio-TV history last week in the H'wood area as the KHJ-TV cameras invaded his radio booth during an actual broadcast. The novel simulcast was described by Allen to his radio listeners as seen by the channel 9 (Los Angeles) audiences at the same time. Wayne Thomas hosted the TV end of the program.

Helping hand department: WMCA-New York last week began a series of announcements that WBAI-FM-New York has suspended broadcasts due to transmission difficulties. WMCA is making these announcements on behalf of WBAI at the request of the management of the Gotham subscription station. Resumption of broadcasting by WBAI also will be reported on the air by WMCA.

Jimmy O'Neill, ex-KRLA-Hollywood spinner and now star of two KCOP-TV shows, will take over the chores of emcee at Eddy Frank's Golden Disk, a teen night club that opens in flick town on October 26th. The club will feature dancing and appearances from name talent nightly except Mondays. The talent that will appear, in most cases, will be wax stars that have had million-selling or golden records.

WIBG-Philadelphia recently completed a sensational 24-hour hometown spectacular which kicked off the Joe Niagara show and continued for one whole day. Over 80 artists in the popular music field who were "home town" products were featured. Most of the artists cut special material for use on WIBG throughout the spectacular. Well over 200 "hit" records were featured during the 24-hour period.

At KXOL-Fort Worth, the jockeys will even jump rope, marathon style, to help boost their advertisers. They did it in a promotion for the recent opening of Elvis Presley's new boxing movie, "Kid Galahad," at the Hollywood Theater, a Trans-Texas house, which has been a consistent advertiser over KXOL for the past five years and an advertiser on the sta-

Don Hodges, Ben Laurie, Jim Tucker and Bill Warren, who had been urging KXOL listeners to send in estimates on the total time the five could jump in a listener contest, which was another bonus of the promotion.

KDWB-Minneapolis' Hal Murray, making a public service appearance as master of ceremonies for the City of St. Paul's gigantic "September Swing," kept a throng of brave music lovers laughing at St. Paul's Midway Stadium last week. Over four thousand Twin Citians sat through a drenching downpour for two hours to enjoy Murray's timely quips interspersed between big band music, Dixieland and modern jazz, plus the contemporary sounds of rock 'n roll, at one of the biggest outdoor concerts ever held in St. Paul. The idea for a concert free to the public, such as this civic event was, came as a result of an offer of public service promotional help made to the City of St. Paul by KDWB early last summer. The entire event was planned and arranged by a citizens' committee of local civic leaders, including KDWB's public service director, D. J. Leary, who acted as committee chairman for all of the radio/TV publicity to promote the concert.

WMCA-New York's Joe O'Brien is not one to let sleeping dogs lie. On his 6 a.m. to 10 show every morning he now spotlights a feature that incorporates an English dog whistle. Listeners send "New York's Number One New Yorker" the name of their dog and what time they want the dog awakened. At that time O'Brien announces the dog's name, accompanied by the dog whistle (inaudible to the human ear except for overtones) and, according to his mail, Joe hasn't let a pooch oversleep yet.

### VITAL STATISTICS:

George Michael is now the music coordinator and 6-10 PM man on WRIT-Milwaukee. . . . John Clark has been added to the staff of KBOI-Boise. . . . Paul James given the green light to take over the 2-6 PM slot on WORL-Boston. . . . Gene Kaye is now spinning 'em on WAEB-Allentown. . . . Bob Calvert, formerly with KGH-Norfolk has just joined WNOR-Norfolk. . . . Ron Riley exits WLS-Chicago to take over an air spot on WHK-Cleveland. . . . Kevve Berman now announcing on KQV-Pittsburgh. . . . Al Leibert exits WKAT-Miami to assume new deejay duties on WINZ-Miami. . . . Richard Carr given the nod as program director of WIP-Philadelphia.

## JACK JONES

Two-sided smash

I'VE GOT MY

PRIDE

b/w

THAT'S HER LITTLE

WAY

K-495



# PAUL ANKA GOES BOSSA NOVA

A SWINGING HIT SINGLE IN THE # **8097**  
NEW SOUTH AMERICAN BEAT!

**PAUL ANKA**  
ESO BESO (That Kiss!)

45 RPM

RCA VICTOR  
47-8097

GIVE ME BACK  
MY HEART



ORDER BIG... PRONTO!  
**RCA VICTOR**

 The most trusted name in sound 

Heading To The Top

# MARILYN

FXG 5000



## Music City Sessions



NASHVILLE—Proof-positive of the importance of Nashville as a main center of musical activity are these shots taken at some recent Mercury sessions. The label brought down a host of their key artists and cut them in the city. In top photo Bill Justis is pictured holding his new Smash LP with A&R director Shelby Singleton. Pictured in the second shot (left to right) are: Quincy Jones, Bob Moore, Singleton and label artist Bobby Scott. Chanter Ray Stevens is shown breaking some members of an appreciative chorus in the third picture. Singleton is shown going over some material with Damita Jo in the fourth photo. Leroy Van Dyke (extreme right) was honored with a surprise birthday cake after he completed a date at the Bradley Studios in the bottom shot.

## Colpix Distrib Contest To Name New Folk Group

NEW YORK—Colpix Records is using a distributor contest to come-up with a name for a new folk quintet just signed to the label.

A cash prize will be awarded to the distributor or any member of his staff who provides the winning monicker. Contest runs through Nov. 15.

The group, which previously sang under the name of The Trinidads, are all attending Trinity College. During time off from school, the team has appeared in several clubs in the U.S. and in the West Indies. Their repertoire consists of traditional folk, pop and modern material.

## Atco Gets Bent To Bend For Stereo "Alley" LP

NEW YORK—Atco Records finally has its stereo version of Bent Fabric's "Alley Cat" LP—and it wasn't easy getting one.

When the "Alley Cat" single started to hit, Atco asked the European pianist, a top executive of the Danish division of Metronome Records, to cut an "Alley Cat" LP. But, true to his reported super-relaxed personality, he decided that it would involve unnecessary extra troubles for himself and his engineers to cut in stereo and that the stereo sales would not be big enough to justify such "an extra use of energy."

Atco distributors and salesmen thought it was worth the time and effort, and soon after the release of the mono LP began demanding a stereo version. So, Bent was convinced that a stereo "Alley Cat" album was worth the while, Atco released it last week.

## Coed Having Happy Back Order Problem

NEW YORK—Immediate reaction to The Duprees follow-up to their "You Belong To Me" smash and the strong climb of Trade Martin's "That Stranger Used To Be My Girl" on the Top 100 caused a delay in shipments of both decks at Coed Records, but a report from label last week was that it was "catching up" with the orders.

The new single by The Duprees, "My Own True Love," goes into the number 74 slot in its initial appearance on the Top 100 this week. The Martin deck moves from number 60 to number 49 on the current best-seller list.

## Bourne Brings Oakland Hub Pubberies Into Fold

NEW YORK—Bourne Music has added Ben Oakland Music and Oakland's interest in Hub Music to its pubberly holdings. Catalogs in both firms contain copyrights by Ben Oakland, L. Wolfe Gilbert, Mort Greene, George Jessel, Art & Dotty Todd, Herb Magidson and others. Bourne publishes "I'll Take Romance," which Oakland wrote with Oscar Hammerstein 2nd.

Other Bourne pubberies include ABC Music, Bogat Music, Bach Music, Larry Taylor Music, Bourne-Rank Music, Jimskip Music, Jaro Music and Lady Mac.

## C/P's Al Cahn Back From Distrib Trek

NEW YORK—Al Cahn, national sales director of Cameo-Parkway Records, returned recently from a cross-country tour of key record markets, where he held individual meetings with local distributors and field promotion men.

His itinerary included Washington, Baltimore, New York, Chicago, Minneapolis, San Francisco, Los Angeles, Cleveland, Boston, Detroit, Atlanta and Miami.

Conferences with his distributors encompassed following up the new rack-program recently instituted by Cameo-Parkway, and re-evaluating the record order system.

To date, record re-orders are reportedly so high, (sales have passed the half million dollar mark over and above the orders placed at the recent sales meeting in Chicago), Cameo-Parkway is four weeks behind delivery. The advertised program of 15% discounts on new merchandise, and potential additional discounts on quantity purchases (specific details available thru distributors), plus discounts on new releases highlight the cause of the situation.

Releases that are causing back-orders are: "Down To Earth"—Chubby Checker and Dee Dee Sharp; "An Era Reborn"—Bobby Rydell; "Spanish Inferno"—110 Man, International Pop Orchestra; "120 Cadence Marches," Organ of the Philadelphia Academy of Music (the organ used on this album worth \$400,000 and was recorded for the first time in this album); and "All The Hits" series which include albums by Chubby Checker, Dee Dee Sharp, Dovells, Bobby Rydell and the Cameo-Parkway All-Stars.

## Bob Russell Writing Lots Of Musical Notes

NEW YORK—Writer Bob Russell is musically busy-as-a-bee these days. Having written the lyrics to a number of standards over the years, Russell has upped his composing activities in the film and legit musical areas.

He composed the background score for the prize-winning foreign film, "Reach For Glory," and wrote the theme and title song for the Terry Thomas comedy flick, "A Matter of WHO." He's due in England at the end of this month for a new musical which he is penning and co-producing.

Russell has written a swinging tune for Tommy Leonetti's nitery act, which the songster will record soon.

As if reflecting Russell's own increased activity, some of his standards are getting big disk coverage in current releases. There are nine new recorded versions of "You Came A Long Way From St. Louis," including dates by Della Reese, Peter Duchin, Tami Grimes, Teresa Brewer, Barney Kessel, Anita O'Day, Ray McKinley, Frankie Carle and Etta James.

Russell has "Don't Get Around Much Anymore" in Peter Nero's new Victor LP, "For the Nero-Minded" and "Time Was" in The Lettermen's Capitol album, "Once Upon A Time."

An interesting sidelight to Russell's work is that while working on the "Reach For Glory" score in Italy, he caught a performance by tenor Sergio Franchi and his enthusiasm over the performer is credited with leading to his pact with RCA Victor Records, which has a big push on his behalf.

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## Mary Meets The Press



SAN FRANCISCO—On their recent opening night at the hungry i here Peter, Paul and Mary, who are currently riding the charts with "If I Had A Hammer" and their best-selling LP tagged after themselves on Warner Brothers, starred at a special performance for the press, radio and TV personalities. The event was hosted by Don Graham, promo director C&C, the label's local distributor. In the above photo Mary (Travers) is pictured talking with student representatives of the San Francisco high school newspapers.

## Capitol Horror LP Promoted For Halloween

HOLLYWOOD—Capitol Records Distributing Corp. is pushing the natural tie-in between Halloween and its Arch Oboler album, "Drop Dead! An Exercise In Horror," with special dealer windows and orange and black cover stickers for dealer stock.

Windows and stickers are keyed to holiday festivities with the theme "Have a Wonderful Horroful Party. Scare yourself this Halloween."

In the album, Oboler recalls the heyday of his famous radio horror series "Lights Out." The seven skits, complete with sound effects, were created especially for the album and feature such famous radio voices as those of Mercedes McCambridge, Jack Johnstone, and Harold "Gildersleeve" Peary.

## N.Y. Studio Improves

NEW YORK—Mastertone Recording Studios, this city, will have its new \$50,000 mastering room ready for operation on or about Dec. 1, according to Sidney Feldman, chief engineer. Two new lathes will bring to five the studio's total number of lathes.

## Arwin Sets Biggest Disking Sked

HOLLYWOOD—Arwin Records, in a major expansion development, has completed a full recording schedule starting next month, marking a new company high in activity, it was announced last week by Bob Crystal, vice president of the company.

Masters as well as basic recording material will be given top consideration by Arwin, Crystal added.

Currently in release on the Arwin label is the David Lucas version of the Jack Paar theme, "So Until I See You." Diskery also is rushing several new recordings of "Make This A Slow Goodbye," theme song of "The Perfect Setup," Martin Melcher's new legit show heading for an Oct. 24 opening on Broadway.

## BMI Sponsors 11th Student Composers Awards

NEW YORK—Student composers residing anywhere in the Western Hemisphere are eligible to win awards totalling \$15,800 in the 1962 Student Composers Awards (SCA), it has been announced by Carl Haverlin, president of Broadcast Music, Inc.

BMI annually sponsors the competition designed to encourage the creation of concert music by young composers. The 1962 contest is the fourth in which composers from countries other than the United States and Canada are eligible to compete. Seventy-six student composers have received SCA awards since 1951.

SCA 1962 is open until February 15, 1963, to residents of any country in the Western Hemisphere who will be under 26 years of age on Dec. 31, 1962. Entrants must be enrolled in accredited secondary schools, colleges or conservatories, or engaged in private study with recognized and established teachers.

Announcement of the 1962 awards will be made no later than June, 1963, with sums ranging from \$250 to \$2,000 to be granted at the discretion of the judges.

The permanent SCA Judging Panel is made up of William Schuman, president, Lincoln Center for the Performing Arts; Earl V. Moore, chairman, Department of Music, University of Houston; Henry Cowell, composer and teacher; and Claude Champagne, Assistant Director of the Conservatory of Music and Dramatic Art of the Province of Quebec, Canada. The 1962 judging group will be augmented by other leading composers, publishers, and interpreters of music.

Because it is the purpose of SCA to encourage student composers, no limitations are established as to instrumentation or length of manuscript. Students may enter as many as three compositions, but no contestant may win more than 1 award. Compositions need not have been composed during the year of entry.

Student Composers Awards was established in 1951 following a meeting, called by BMI, where it was outlined to a group of music educators. The plan met with the unanimous support of the group, which included representatives of colleges, conservatories, and the Music Educators National Conference.

Contest rules and entry blanks are available from Russell Sanjek, Director, SCA Project, Broadcast Music, Inc., 589 Fifth Avenue, New York 17, New York.

## Prestige Labels Set New Album Issues

NEW YORK—New albums have been set by affiliates of Prestige Records. The Swingsville series will soon be represented by "Dixieland Hits—Country & Western," a dixieland tribute to the artists and composers involved in the date, including Al Dexter, Al Trace, Eddie Arnold, Red Foley and Stan Jones. Performers are Sidney DeParis, trumpet; Charlie Queener, piano; Leonard Gaskin, bass; Herb Lovell, drums.

An upcoming New Jazz issue is a Bossa Nova album, "Bossa Nova Carnival," with vibist Dave Pike playing the music of Joao Donato. Also on the date are Clark Terry and Kenny Burrell. Also on New Jazz will be an album with Kenny Burrell and John Coltrane.

On the Prestige International label, there will be albums by Israeli singer Yaffa Yarkoni and Limbo performer The Duke of Iron.

## Common Sense Is Keynote Of Connie Francis Book

NEW YORK—Connie Francis' first book, "For Every Young Heart," aimed at the teen set, is a pleasant and straightforward account of the lark's rise to stardom interspersed with bits of advice for her teenage readers.

The songstress recalls a host of incidents from her career that point up and prepare the way for her suggestions on a variety of subjects, such as beauty aids, clothes, dating, love and career. Miss Francis does not attempt to pass herself off as an authority on any of these topics, but rather discusses them as they relate to her own life.

The transformation from a chubby but not so cherubic child star to a sophisticated, svelte performer is accomplished in the book with a maximum of modesty, but at times is burdened with repetition and pollyanna-like platitudes. However, nothing succeeds like success, and her legions of young admirers will find much in the exciting career of the actress-singer that will serve as a stimulus for their own aspirations. Miss Francis also includes a generous sampling of photos which highlight her own rise in the world of show biz.

"For Every Young Heart" is published by Prentice-Hall, Inc. (\$2.95).

## Strand Issues More LP's

NEW YORK — Albums by Pearl Bailey, Andre Previn and Mel Torme are included in new LP products from Strand Records. Also included are a Bossa Nova release, an LP called "An American in Paris" and a Christmas issue featuring the 101 Caroling Angels. New LP's give the label a total of 160 mono and stereo releases in its catalog. Further issues before the year runs out will bring the total to 200 by the beginning of '63.

## Roman Roams S. F.



SAN FRANCISCO — Dick Roman (far left) recently visited here for the first time to promote his recently-released Harmon single of "Please Remember Me." The young lady is Penny Riser, Miss American Youth, and to her left are Dick Stewart, KPIX-TV personality and Dick Forster, promo man for D-M Record Sales.

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## Preparing To Hit The Road



NEW YORK—Colpix chanter Paul Petersen (left) is pictured above discussing a promo trek with label A&R exec Jack Lewis (center) and Ray Lawrence, recently appointed member of the Colpix sales staff. Petersen's latest single, "My Dad," will be premiered on the Donna Reed TV'er later this month.

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## LOOKING AHEAD ALBUMS

- 1 **ALLEY CAT**  
*Bent Fabric (Atco 148)*
- 2 **BEST OF SAM COOKE**  
*(RCA Victor LPM 2625; LSP 2625)*
- 3 **JOSE JIMINEZ TALKS TO TEENAGERS**  
*(Kapp KL 1304; KS 3304)*
- 4 **JIM, TONY & BOB—THE LETTERMAN**  
*(Capitol T 1761; ST 1761)*
- 5 **I HAVE BUT ONE HEART**  
*Jerry Vale (Columbia CL 1797; CS 8597)*
- 6 **ALL THE HITS**  
*Dee Dee Sharp & Chubby Checker (Cameo C 1027)*
- 7 **THINGS & OTHER THINGS**  
*Bobby Darin (Atco 146; 33146)*
- 8 **MOMS MABLEY BREAKS IT UP**  
*(Chess 1472)*
- 9 **TREASURED TUNES FROM THE VAULT**  
*(Chess 1474)*
- 10 **SUGAR 'N' SPICE**  
*Peggy Lee (Capitol T 1772; St 1772)*
- 11 **MONSTER MASH**  
*John Zacherlie (Parkway 1018)*
- 12 **DEVIL WOMAN**  
*Marty Robbins (Columbia CL 1918; CS 8718)*
- 13 **I'LL WALK WITH GOD**  
*Mario Lanza (RCA Victor LM 2607)*
- 14 **LIVELY ONES**  
*Vic Damone (Capitol T 1748; ST 1748)*
- 15 **CONCERT FOR MY LOVE**  
*George Shearing (Capitol T 1755; ST 1755)*
- 16 **FIDDLE FIDDLE**  
*Boston Pops (RCA Victor LM 2638; LSC 2638)*
- 17 **GAY PURR-EE**  
*Soundtrack (Warner Bros. W 41479; WS 41479)*
- 18 **CARIBBEAN GUITAR**  
*Chet Atkins (RCA Victor LPM 2549; LSP 2549)*
- 19 **STOP THE WORLD/OLIVER**  
*Mantovani (London LL 3270; B5 270)*
- 20 **SPANISH INFERNO**  
*International Pop Orch. (Cameo C 4015; CS 4015)*
- 21 **BICKERSONS FIGHT BACK**  
*Don Ameche & Frances Langford (Columbia Cl. 1883; CS 8683)*
- 22 **DID YOU EVER**  
*Don Gardner (RCA Victor LPM 2498; LSP 2498)*
- 23 **TILL DEATH DO US PART**  
*Bob Braum (Decca DL 4339; DL 74339)*
- 24 **MARILYN**  
*Marilyn Monroe (20th Fox 5000)*
- 25 **BEST OF JOLSON**  
*Al Jolson (Decca DXA 169)*

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# TOP 100 ARTISTS

(See Top 100 for titles and labels)

Allen, Rex	27
Anderson, Bill	71
Anka, Paul	96
Beach, Boys	12
Bellevue, Carl	85
Belmonts	92
Bennett, Tony	22
Benton, Brook	34
Blaine, Marcie	41
Bland, Bobby	53
Booker T & MG's	11
Boone, Pat	61
Boyce, Tommy	78
Brennan, Walter	71
Byrd, Charlie	36
Butler, Jerry	83
Chamberlain, Richard	37
Checker, Chubby	9, 18
Clanton, Jimmy	26
Clark, Dee	67
Clifford, Mike	20
Cline, Patsy	73
Cole, Nat	5
Contours	2
Cooke, Sam	25, 90
Cooper, Les	66
Cortez, Dave	76
Crystals	3
Darin, Bobby	28, 48
Davis, Sammy, Jr.	14
Dean, Jimmy	31
Dee, Joey	46
Domino, Fats	94
Dovells	59
Duprees	62, 74
Eddy, Duane	39
Everly Bros.	84, 99
Fabric, Bent	13
Five Whispers	99
Fleetwoods	68
Four Seasons	4, 17
Francis, Connie	29, 51
Gabriel & Angels	87
Gaye, Marvin	65
Getz, Stan	36
Grant, Earl	91
Greco, Buddy	69
Hill, Bunker	44
Hyland, Brian	24
Ifield, Frank	16
Isley Bros.	54
James, Etta	70
Jensen, Kris	21
Kenton, Stan	71
King, Claude	45
Lee, Brenda	7, 95
Lee, Dickey	8
Lettermen	100
Lynn, Barbara	75
McGriff, Jimmy	55
Majors	63
Martin, Trade	49
Marvlettes	89
Mathis, Johnny	10
Montez, Chris	23
Nelson, Rick	82
Newley, Anthony	15
Noble, Nick	85
Orbison, Roy	33, 43
Orlons	40
Peter, Paul & Mary	35
Pickett, Bobby	1
Pitney, Gene	6
Presley, Elvis	19, 60
Rodgers, Jimmie	50
Roe, Tommy	38, 58
Routers	80
Rydell, Bobby	32
Scott, Linda	72
Sedaka, Neil	16
Sharp, Dee Dee	57
Sherrys	47
Snow, Hank	81
Stevens, Ray	97
Tams	77
Tijuana Brass	79
Thomas, Carla	64
Thompson, Sue	30
Tillotson, Johnny	93
Tomatoes	86, 88
Vinton, Bobby	56
Wells, Mary	42
Williams, Andy	52

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

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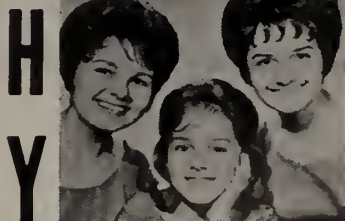
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| Boston—Mutual             | Memphis—Music Sales           | Portland—B. G. Record                              |
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| Detroit—Cosnat            |                               |  |
| East—Hartford—Seaboard    |                               |  |
| El Paso—Krupp             |                               |  |
| Great Falls—Musie Service |                               |  |

### CRYSTALETTE RECORDS

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## Victor's Nero Display Promo Best In Label's History

NEW YORK—A dealer window display contest for its fourth LP by pianist Peter Nero, "For the Nero-Minded," and other Nero product last summer (June 15-July 15) was the most fruitful display promo in the history of RCA Victor Records.

Build around the overall theme, "It's Time For Peter Nero," the contest offered 500 specially designed RCA Victor Gold Record clocks as prizes for the best window displays. Special Nero four-color display units were made available to dealers via RCA Victor distributors. The distributors, in conjunction with Victor officials, selected the winners from photos of the displays which were submitted during the contest period.

According to William I. Alexander, manager of advertising, promotion, and publicity, "Over 3,500 window displays throughout the country highlighted our Peter Nero promotion. This was unquestionably the most successful point-of-sale window display contest in the history of RCA Victor."

With the contest over, and the 500 clocks already presented to the winners, orders for the purchase of 741 clocks have been received from distributors for dealers who entered but did not win. "This tremendous response, with dealers wanting to buy the Nero clocks, is indicative of the overall industry praise for the promotion," stated Alexander.

Alexander also reports that he has received many requests from department stores who wish to merchandise the clocks as a regular retail item.

## Chester Joins Shurr

NEW YORK—Julie Chester, vet music man, has joined the Louis Shurr Talent & Booking Agency, this city, as an agent. The firm represents such stars as Bob Hope, Debbie Reynolds, Marge & Gower Champion, Eddie Foy, Dolores Gray and David Wayne. Chester formerly was associated with Robert Mellin Music as general professional manager and with Eddie Fisher's Ramrod Productions. He also has done work in the disk premium field.

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## Nashville Style Welcome



NASHVILLE—When the over 2,500 country music deejays gather in the Music City on Nov. 9th and 10th for WSM's 11th annual National Country Music Festival, they will be greeted with street signs reading: "Welcome To Nashville, Home Of The Grand Ole Opry, Music City U. S. A." This is the first time in Nashville's 156 year history that welcoming signs of any kind have been placed on the outskirts of the city. One of the signs was presented to Ott Devine (left), manager of the Opry, by Mayor Ben West who in turn made the mayor an honorary member of the Grand Ole Opry.

## CMA Banquet Looks Like Biggest Yet

NASHVILLE, TENN. — Apparent trade-wide acceptance of the annual Country Music Association anniversary banquet has spurred an "unprecedented rush" on ticket orders at CMA headquarters here, according to executive secretary Jo Walker.

The \$10-a-plate dinner-dance is scheduled for the evening of Fri., Nov. 9, at the Hillwood Country Club. It will be the focal point of the second annual National Country Music Week, Nov. 4-10, and will occur during the WSM 11th Annual Country Music Festival.

The CMA banquet, an optional dress affair, annually attracts the cream of the country industry. It offers a showcase for the presentation of selected honorees to the Country Music Hall of Fame and a roster of talent to include Jimmy Dean, Flatt and Scruggs, Leon McAuliff and band, Grandpa Jones, and Boots Randolph. McAuliff and his Cimarron Boys will play for after dinner dancing, as well as the show. Plans call for recording Grandpa Jones and Boots Randolph's act by Monument Records.

Details of the banquet, limited in attendance to 500 persons, are being woven together by CMA banquet co-chairmen Frances Preston and Bill Denny.

Attendance is by reservation only and tickets may be ordered from the CMA Office, 610 Exchange Building, Nashville. Any excess funds from the \$10 ducats go into the CMA treasury and will be used to defray CMA operating costs.

## New Firm Offers Part-Time Help In Music Biz

NEW YORK—Music Men's Office Services, which provides part-time secretarial and bookkeeping help for music business firms, has opened shop at 1619 Broadway, this city. Headed by Shirley Minsky, MMOS also offers a complete printing service geared to the music industry, and has on file all the standard contract forms used by music publishers.

## Model Music Adds To Bossa Nova Catalog

HOLLYWOOD—Following its acquisition of "The Bossa Nova," with English lyrics by Jack Machado, Model Music of Hollywood has announced the launching of a Bossa Nova line geared to the fast rising trend in Brazilian jazz.

Now added to the catalog and being set for recordings are: "Time For Love," a Bossa Nova ballad with lyrics and music by Leonard Feather; and two instrumentals, "Bossa Nova #2" by Carlos Quintana and Angelo Chavarria, and "Bossa Nova Blues" by Carlos Quintana.

## Philips Names 2 New Distributors

CHICAGO—Lou Simon, sales manager of Philips Records, has announced the addition of two distributors for the label.

Bill Lawrence, Inc., Pittsburgh, Pa., has taken on the line in that area where Philips was not previously represented.

Ike Klayman's A. & L. Record Distributing Company, Inc. has been appointed to distribute Philips Records in the Cincinnati, Ohio area. They replace Ohio Appliances.

## Art Blakey To Riverside



NEW YORK—Riverside Records has signed prize jazz drummer Art Blakey to a long-term pact. Blakey has had a large following, both on disks and via in-person appearances, for over a decade. He comes to Riverside from Blue Note Records, where he was a consistent seller.

## "WHAT TIME IS IT"

The Jive Five  
& Eugene Pitt

Beltone 2024

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Becomes A New Hit!

## "DON'T STOP THE WEDDING"

Ann Cole

Roulette-4452

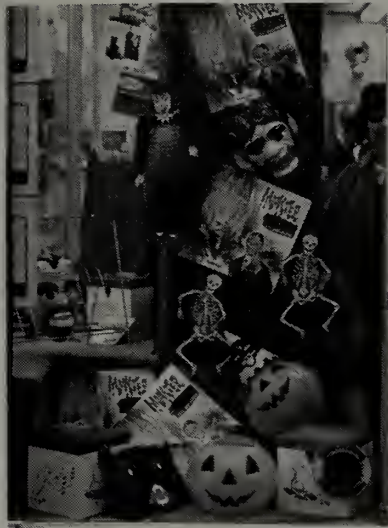
WATCH FOR  
THE NEW RELEASE  
THIS WEEK

by

## THE EMBERS

VALMOR RECORDS  
225 W 57th St. N.Y.C. JU2-5742  
A Division of Countess International, Inc.

## Monster Window



ELIZABETH, NEW JERSEY—Vogel's music store here is currently spotlighting Zacherly's new Parkway album of "Monster Mash" with the appropriate display above.

## Nugget Moves To Town Near Nashville

NASHVILLE—Nugget Records, the country label, has moved from Florida to the Nashville area, at Route #1 in Goodlettsville, Tenn. Label's two current releases are Lonzo & Oscar's "Catfish Dinner" and "Don't Want To Change It Now" and Melba Montgomery's "Happy You—Lonely Me" and "Your Picture."

The Lonzo & Oscar Comedy Team and Montgomery are on a Florida and Louisiana personal appearance tour (from Oct. 17 to Dec. 3). Lonzo & Oscar will highlight the "Flame Club Program" in Minneapolis No. 5 thru Nov. 10.

## Mellin Gets Foreign Rights To Kingston's "500 Miles"

NEW YORK—Robert Mellin Music has acquired from Friendship Music, the Kingston Trio's pubbery, the foreign rights outside of the U.S., Canada, Germany, Austria and Switzerland to "500 Miles," as rendered by the group in its "College Concert" (Capitol) LP.

## Steve & Eydie Are "Personalities Of The Year"

NEW YORK—Steve Lawrence and Eydie Gorme will be honored as "Personalities of the Year" by the Variety Clubs International on Nov. 9 in Washington, D. C. The award will be presented to the couple by the Variety Club of Washington, D. C. at a gala dinner dance at the Statler Hilton Hotel.

A guest list of Who's Who in the nation's capital will be on hand to salute Lawrence and Gorme. The occasion celebrates Variety's 14th annual Personality of the Year award presentation.

This is the first time in the club's history that an award has been bestowed to a "couple." Past award winners include such notables as Steve Allen, Bobby Darin, Perry Como and Maurice Chevalier. Miss Gorme is only the second female ever to achieve the Club's award (Jane Froman was the first).

By special arrangement with Columbia Records, one of the evening's highlights will be the official releasing of Lawrence and Gorme's latest record albums, which will be presented to all of the guests.

## Mills Acquires U.S. Selling Rights To English Pubbery

NEW YORK—Jack Mills, president of Mills Music, has announced that his firm has just acquired exclusive selling rights in the U.S. for the complete catalog of H. Freeman & Co., Ltd., of Brighton, England, the long-established English pubbery.

About 800 separate items, including classics, piano pieces, vocal and chorus works, instrumental solos and instruction books are involved.

Mills, one of the leading publishers and representatives of English and European catalogs, also has U.S. rights for several other important English catalogs, including Joseph Williams Ltd., Alfred Lengnick & Co., Ltd., W. Paxton & Co., Ltd. and the Associated Board of the Royal Schools of Music.

In another international move, Mills also announced that his firm had acquired exclusive U.S. selling rights for "Serenata Sincera," from the Carisch pubbery of Milan, Italy. The Italian click is one of the sides on Sergio Franchi's singles debut for RCA Victor Records, under the English title of "I Mustn't Say I Love Her."

## Prosen To Blast As Promo Topper

NEW YORK—Sid Prosen, vet music man, has been named national promotion manager of Blast Records, affiliated with the Blackbird label, this city. Prosen is currently working on the diskery's singles outing, "Coney Island Baby" by The Excelents. He has already set the group to tape the Dick Clark radio show, the Buddy Deane TV'er and the Dick Smith show.

## Criterion Music Acquires 2 Oldies

NEW YORK—Criterion Music has acquired two oldies for its catalog. They are "Say It," a 1934 click penned by Buzz Adlam and Nat Burton, obtained from Bel-Air Music, which got the renewal from Isham Jones Music, and "Marina," the years-back hit by Rocco Grenata, acquired from Rav Maxwell Music, which had the American and Canadian rights. New disks are being set on both numbers.

## Benefit Date



NEW YORK—The Chad Mitchell Trio recently did a charity twist at Gotham's Fontana di Trevi restaurant where they turned up for a Care celebrity party at the dining spot. The group has been set to open the Blue Angel on November 2 th.

**Octave Inks Tiny Grimes; UA To Handle Jazzist's Dates**  
NEW YORK—Octave Records has inked Tiny Grimes, the four string jazz guitarist, to an exclusive disk pact and has completed a special international distribution arrangement with United Artists Records for the album and single product produced by Grimes.

Product from the label's only other artist, Erroll Garner, will still be handled by ABC-Paramount Records.

Grimes' first LP, already completed under the personal supervision of Garner, is part of the current UA "Holiday Sales-O-Rama" program. His initial single will be released within a few weeks.

One of the top jazz names of the Forties, Grimes has been in semi-retirement in recent years. He is accompanied by organ and drums on the Octave album.

## Sid Frey Back From Brazil With Lots Of Bossa Nova Material

NEW YORK—Sid Frey, president of Audio Fidelity Records, has just returned from Brazil with over 100 authentic Bossa Nova tunes to be cut by his label and several new Bossa Nova albums for immediate release.

While in Brazil, he also arranged for Joao Gilberto, one of the founders of the Bossa Nova, and other Brazilian artists to appear at the Carnegie Hall Bossa Nova concert AF is sponsoring along with Show Magazine at New York's Carnegie Hall Nov. 21. Others will be the Oscar Neves Quartet, guitarists and Bolasete Jose Paulo, instrumentalist-singer Carmen Costa.

Previously set for the event were Stan Getz' Quartet and his band conducted by Gary McFarland and Lalo Schifrin and His Quartet.

## Ate Lable To Change Name, Expand Operations

NEW YORK—The Ate label, consisting mostly of ethnic recordings, is changing its name to Algon as of Nov. 1, according to topper Michael Golan. Golan also announced that the firm, a subsidiary of Algon Theatrical Ent., which represents international artists and books overseas tours, will have a west coast office beginning Jan. 10. Isaac Armony, currently the firm's New York production manager, will head the branch.

Golan added that the moves were the first in a series to increase sales and distribution throughout the U. S. He said that Algon would be of a less ethnic nature and would take on an international appeal. Label is distributed in England, Italy, Holland, France, Israel, South Africa and South America. Current LP from the firm is "Sing Along With Israel" with the Four Ayalons doing twist, cha-cha and calypso rhythms.

## Jessel Offers Poetic Readings On Epic LP

NEW YORK—George Jessel, longtime entertainer and "Toastmaster General of the United States," goes dramatic in a new LP from Epic Records.

For the LP, tagged "Old Friends," Jessel has selected 18 of his favorite poetic readings, with material ranging from the religious, kiddie-directed and philosophical. Album was produced by A&R producer Ernie Altshuler.

Jessel is currently on a 22-city personal appearance tour which ends next Jan.

## Step Right Up



BALTIMORE—Annette recently appeared on Budd Deane's top-rated TV'er plugging her latest Vista single of "Mr. Piano Man" and her new LP, "The Story Of My Teens."

## Mike Stewart Has Minor Surgery

NEW YORK—Mike Stewart, who heads United Artists' pubbery activities, is convalescing after minor surgery at Doctors' Hospital, this city.

EVERYBODY'S PLAYING

"FRIED MARBLES"

by

WEE WILLIE DENSON

MAY 126

Marnashek Assoc. 1650 B'way N.Y.

Breaking On All Fronts  
"THE PUSH AND KICK"  
MARK VALENTINO  
SWAN 4121  
**SWAN RECORDS**  
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New Fats Smash!!  
Fats Domino  
"Stop the Clock"  
and  
"Did You Ever See A Dream Walking"  
#5875  
**Imperial Records**

**AUDIO FIDELITY RECORDS**  
**AF** MONO AFLP 1981  
STEREO AFSD 5981  
**STEREO BOSSA NOVA**  
NEW BRAZILIAN JAZZ  
LALO SCHIFRIN  
**FAST SALES TEMPO!**

## Philips Extends "Go" Program

CHICAGO—Philips Records has extended its "Go" program under which a 13% discount is offered, through Oct. 31, Lou Simon label sales manager announced last week.

Originally the program was designed to run from Sept. 1 through Oct. 15, but as a result of its success, an additional 15 days have been added, Simon said.

The label's national consumer contest, with sports or compact cars as prizes, is going along at a good pace and will continue until Dec. 15, he pointed out. Under the contest, three grand prize winners will each choose from a selection of sports and compact automobiles. Three cars will also be awarded to Philips dealers.

## Monument's Foster Names A&R Assistant

CHENDERSONVILLE, TENN.—Fred Foster, president of Monument Records, here, last week appointed Janet Martin executive assistant to aid him in running the firm's A&R department. Last employed as secretary to Roy Squires, label manager for EMI Ltd., London, England, she will audition talent as well as head up the business end of Monument's recording division.

Foster and Miss Martin first met while he was in London earlier this year, visiting Sir Edward Lewis of British Decca, Monument's international distribution agency. Miss Martin was president of Monument's Roy Orbison fan club in the British Empire.

In another move, Judy Webb, secretary to Johnny Mathieson, general professional manager of Michael Reine Music, London, will join Monument's home office staff about Nov. 1. She will assist Jack Kirby, the firm's national promo director, and will also be active in the operation of Combine Music, Monument's BMI affiliate. Both Miss Webb and Miss Martin worked together previously at Top Rank International.

## Old Town Pacts Adams

NEW YORK—Faye Adams, the blues thrush, has inked a pact with Hy Weiss' Old Town label. Material is now being chosen for her initial release.

## Capitol "Bowl," Angel Opera Albums In Consumer Deal

NEW YORK—The Capitol and Angel labels have a consumer buy-two-get-one-free deal on their series of Hollywood Bowl and opera LP's, respectively. The "Bowl" offer involves 35 albums, including two new entries due Nov. 5, while the Angel deal takes in complete operas and "highlight" LP's. Excluded in the "Bowl" program are two LP's which are covered under CRDC's special Christmas deal. Both programs end Nov. 30.

Included in the Angel program are 98 albums. For every two opera disks purchased at regular price, buyers will receive one free disk of the same price level. A dealer may purchase a three-record opera set for the price of a two-record set.

The "Bowl" deal is being promoted through full-page ads in Life Magazine and the Schwann Catalog and point-of-purchase display material.

Consumer ads promoting the Angel offer are scheduled in the New York Times magazine section, Saturday Review, The Reporter, Cue and Schwann's. In-store display material and Angel opera brochures will be available to dealers.

## 4 CRDC Execs Get New Posts

HOLLYWOOD—Four field execs have been appointed to new posts at Capitol Records Distributing Corp., it was announced by Bill Tallant, CRDC veep and national sales manager.

Tom Beckwith, Kansas City sales manager, takes over as sales chief of CRDC's Chicago branch, succeeding Bruce Masterton, who becomes operations manager at the Los Angeles branch.

Richard Ware, just returned from a year of active duty with the Army, returns to his old job as Kansas City sales manager.

Elbert Allsup, formerly CRDC sales representative in Alabama and Mississippi, has been promoted to sales manager of the New Orleans branch replacing Charles Gilbert, deceased.

## Coral Inks Lark

NEW YORK—Singer Ginger Gordon has been signed to an exclusive disk pact at Coral Records. Recently returned from an around-the-world tour for the U.S. State Dept., the performer just completed a feature role in an upcoming flick, "Arms & the Man." A single will be released shortly, backed by a heavy exploitation campaign.

## Rackmil Looks Into Univ. Pict.'s Crystal Ball

NEW YORK—With the consent decree between the Music Corp. of America and the U.S. going officially into effect last Thurs. (18), Milton Rackmil, president of Decca Records and Universal Pictures and vice-chairman of the board of MCA, announced future plans for Universal at a luncheon held here on the same day.

The consent decree ended the Government's anti-trust action against MCA and enabled the firm, through various stipulations, to continue its consolidation with Decca and Universal.

Rackmil announced that Universal had completed or was filming 16 major flicks, including John Houston's "Freud," the Bobby Darin-starred "If a Man Answers" and "The Ugly American," and that with the added staffing of MCA, many more major productions will be turned out each year, keeping in mind quality efforts.

Rackmil noted that MCA's Revue Productions, the largest TV producer in the world, will continue to operate only in the area of TV. MCA has already put \$10 million into the expansion of Revue Productions and Universal City. Another \$10 million has been earmarked for further expansion, including the building of a 30 story office building, doubling the size of the commissary, etc. MCA has acquired additional acreage for a total of 408 acres, with film and TV productions to be done on 208 acres and the remaining acreage to be used for real estate development.

Even though Universal has developed many stars in the past, Rackmil indicated that greater opportunities exist at the present time for the increased exposure of performers both from films and records on TV and in films.


In line with the consent decree, Rackmil emphasized that Decca, Universal and Revue would operate as separate branches. The exec claimed that Decca was "at least the third highest profit-making" label.

Rackmil said that it was expected that Decca and Universal would have greater earnings in the coming year.

SHE'S NOT YOU		RCA
ELVIS PRESLEY	Elvis Presley Music, Inc.	RCA
KING OF THE WHOLE WIDE WORLD		RCA
ELVIS PRESLEY	Elvis Presley Music—Gladys Music	RCA
DON'T YOU BELIEVE IT		COLUMBIA
ANDY WILLIAMS	Doin' Music, Inc.	COLUMBIA
YOU DON'T KNOW ME		ABC
RAY CHARLES	Hill & Range Songs, Inc.	ABC
MAGIC WAND		BIGTOP
DON & JUAN	Hill & Range Songs, Inc.	BIGTOP
THE BEST MAN CRIED		CAMEO
BOBBY RYDELL	Ark-La-Tex Pub. Co., Inc.	CAMEO
I JUST DON'T KNOW WHAT TO DO WITH MYSELF		SCEPTER
TOMMY HUNT	Bellinda (Canada) Ltd.	SCEPTER
RETURN TO SENDER		RCA
ELVIS PRESLEY	Elvis Presley Music	RCA
WHERE DO YOU COME FROM		RCA
ELVIS PRESLEY	Elvis Presley Music	RCA
IT'S LOVE THAT REALLY COUNTS		SCEPTER
THE SHIRELLES	Plan Two Music, Inc.	SCEPTER
LOVE ME TENDER		MGM
RICHARD CHAMBERLIN	Elvis Presley Music, Inc.	MGM
I REALLY DON'T WANT TO KNOW		ATLANTIC
SOLOMON BURKE	McGuire Sisters	ATLANTIC
MC GUIRE SISTERS	Hill & Range Songs	CORAL
I'VE BEEN EVERYWHERE		RCA
HANK SNOW	Hill & Range Songs	RCA
PICK A BALE O' COTTON		COLUMBIA
JOHNNY CASH	Johnny Cash Music, Inc.	COLUMBIA
YOU NEVER TALKED ABOUT ME		BIGTOP
DEL SHANNON	Home Folks Music, Inc.	BIGTOP

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CAMEO 1029  
THE BIG ONES ARE ON CAMEO/PARKWAY

## On The Promo Trail



CHICAGO—Sergio Franchi, RCA Victor's new Italian chanter, is pictured in the left photo at O'Hare airport being met by Irv Brusso (left), label promo manager for Chicago, and Bob Krueger, fieldman in the area. Franchi was in town for a reception in his honor attended by local jockeys, press and record dealers. In the right photo Franchi is welcomed to Philadelphia by local radio personnel: (left to right) Dave Curtis, program director of WFIL-FM; Nick Frunzie, WQAL spinner; Franchi; Red Benson, WPEN personality; Joe Brooks, publicity director of WIP; Bob Gordon, WIP deejay; and Bob Klose, program director of WFIL. The occasion was a reception in the chanter's honor to introduce him to the local music colony.

Linda Scott  
"I LEFT MY HEART IN THE BALCONY"  
C-106  
CONGRESS RECORDS  
101 W. 55th St., N. Y.

And Still Champ!  
STARDUST BOSSA NOVA  
Ella Fitzgerald  
On Verve  
MILLS MUSIC, INC.—N.Y.C.



# Cash Box

## TOP 50 IN R&B LOCATIONS

POS. LAST WEEK

1	DO YOU LOVE ME The Contours (Gordy 7005)	1
2	HE'S A REBEL Crystals (Philles 106)	6
3	GREEN ONIONS Booker T. & MG's (Stax 127)	2
4	POPEYE (THE HITCHHIKER) Chubby Checker (Parkway 849)	5
5	RAMBLIN' ROSE Nat "King" Cole (Capitol 4808)	4
6	SHERRY Four Seasons (Vee Jay 456)	3
7	LIMBO ROCK Chubby Checker (Parkway 849)	8
8	NOTHING CAN CHANGE THIS LOVE Sam Cooke (RCA 8088)	9
9	CALL IT STORMY MONDAY Bobby Bland (Duke 355)	7
10	SOMEBODY HAVE MERCY ON ME Sam Cooke (RCA Victor 8088)	16
11	YOU BEAT ME TO THE PUNCH Mary Wells (Motown 1032)	10
12	WHAT KIND OF FOOL AM I Sammy Davis, Jr. (Reprise 20048)	12
13	DESAFINADO Stan Getz & Charlie Byrd (Verve 10260)	14
14	GINA Johnny Mathis (Columbia 42582)	15
15	NEXT DOOR TO THE BLUES Etta James (Argo 5424)	19
16	I'VE GOT A WOMAN Jimmy McGriff (Sue 770)	27
17	SECOND FIDDLE GIRL Barbara Lynn (Jamie 1233)	13
18	LIE TO ME Brook Benton (Mercury 72024)	11
19	BIG GIRLS DON'T CRY 4 Seasons (VeeJay 465)	49
20	HIDE 'N GO SEEK Bunker Hill (Mala 451)	18
21	DON'T HANG UP Orlons (Cameo 231)	33
22	WIGGLE WOBBLE Les Cooper (Everlast 5019)	26
23	I'LL BRING IT ON HOME TO YOU Carla Thomas (Atlantic 2163)	34
24	RIDE Dee Dee Sharp (Cameo 231)	40
25	UNTIE ME Tams (Arlen 7-11)	30
26	THE POP-POP-POP PIE The Sherrys (Gudyen 2068)	37
27	YOU CAN RUN (BUT YOU CAN'T HIDE) Jerry Butler (VeeJay 463)	41
28	BEECHWOOD 4-5789 Marvelettes (Tamla 54065)	20
29	LET'S DANCE Chris Montez (Monogram 505)	25
30	MIND OVER MATTER Nolan Strong (Fortune 546)	32
31	STUBBORN KING OF FELLOW Marvin Gaye (Tamla 54068)	39
32	YOU CAN'T JUDGE A BOOK BY IT'S COVER Bo Diddley (Checker 1019)	17
33	TWISTIN' WITH LINDA Isley Bros. (Wand 127)	23
34	STOP THE MUSIC Shirelles (Scepter 1237)	31
35	DID YOU EVER SEE A DREAM WALKING Fats Domino (Imperial 5875)	29
36	A WONDERFUL DREAM Majors (Imperial 5855)	24
37	HULLY GULLY BABY Dovells (Parkway 845)	22
38	I'M GOING BACK TO SCHOOL Dee Clark (Vee Jay 462)	36
39	HAPPY WEEKEND Dave "Baby" Cortez (Chess 1834)	45
40	YOU DON'T KNOW ME Ray Charles (ABC-Paramount 10354)	28
41	RINKY DINK Dave "Baby" Cortez (Chess 1829)	21
42	RELEASE ME Little Ester Phillips (Lenox 5555)	—
43	RETURN TO SENDER Elvis Presley (RCA Victor 8100)	—
44	ANNA Arthur Alexander (Dot 16387)	—
45	TEAR FOR TEAR Gene "Duke Of Earl" Chandler (Vee Jay 461)	—
46	SWEET SIXTEEN BARS Earl Grant (Decca 25574)	44
47	MINSTREL AND QUEEN Impressions (ABC Paramount 10357)	—
48	I KEEP FORGETTIN' Chuck Jackson (Wand 126)	35
49	DON'T YOU WORRY Don Gardner & Dee Dee Ford (Flre 513)	38
50	LOCO-MOTION Little Eva (Dimension 1000)	42

## UA Pacts More Jazzists

NEW YORK—United Artists Records has signed three artists for its Jazz Series, it was announced last week by Alan Douglas, jazz A & R director. Move is in line with the over-all expansion of this phase of the company under the direction of Douglas.

Artists now pacted to the label include Oliver Nelson, King Pleasure and a new vocalist, Danny Small, whose initial album release came out several weeks ago. Label recently signed Charles Mingus to a long term pact.

Under its new jazz policy, UA has now released nine packages, including albums by Herbie Mann, Billie Holiday, Jerome Richardson, John Coltrane, Art Blakey, Mingus, Bill Evans and Jim Hall, and music from the motion picture, "A Taste of Honey." Oliver Nelson has completed recording an album of music from the upcoming Melina Mercouri-starrer, "Phaedra," and an album featuring Duke Ellington, Mingus and Max Roach has also been cut for release shortly.

Douglas, after completing his current recording schedule, will spend the balance of the year in Europe where he will also record product for release early in 1963. In addition, Douglas will visit a number of the UA affiliates on the Continent to acquaint them with the new UA Jazz Series and the plans for the new releases in their various countries.

## More "Mr. President" Singles From Columbia

NEW YORK—Columbia Records is continuing its singles coverage of the score of the new Irving Berlin musical, "Mr. President," which opened on Broadway last weekend (20).

Set for immediate release are decks by Robert Goulet ("Don't Be Afraid Of Romance"), The Kirby Stone Four, backed by the Bobby Doyle Three ("Empty Pockets Filled With Love"). Label recently issues singles diskings by Andre Kostelanetz, Leslie Uggams and The J's with Jamie which included "Mr. President" songs. The Kostelanetz single was culled from the maestro's LP devoted to the show's score. Columbia will also release the original-cast LP soon.

## "Phaedra" Made By "Sunday" Team

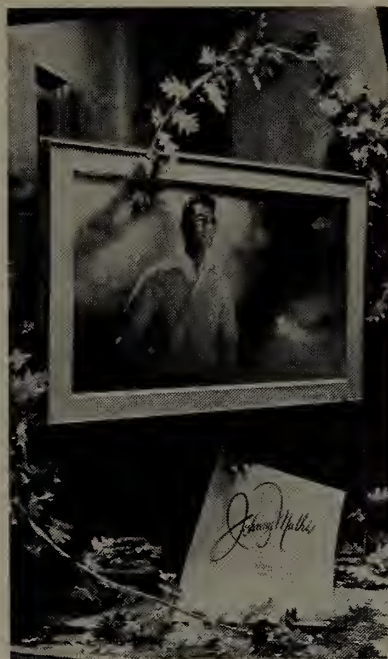
NEW YORK—With the tremendous success of "Never On Sunday" and its title-tune hovering in the background, "Phaedra," the follow-up production by producer-director Jules Dassin and actress Melina Mercouri, made its U.S. bow last week, as did United Artists Records' soundtrack LP.

Besides the LP, UA also released a single of the "Love Theme from Phaedra" and "Candlelight" by Gus Vali and His Orch., a interpreter of music from Greece, the setting, ala "Sunday," for "Phaedra."

Besides UA diskings, the "Love" theme has been released in readings by Henry Mancini (RCA Victor) and Jimmie Haskell (Capitol).

The "Phaedra" score is published by UA's Unart pubbery. The firm's Esteen setup and Skidmore Music have rights to "Sunday's" music. Music was composed by Mikis Theodorakis.

## Gallery Display



HOLLYWOOD—A quality approach to LP merchandising was recently undertaken by the Music City record store here. The shop spotlighted an eye-catching painting of Johnny Mathis in their window instead of the usual grouping of albums. The chanter's new Columbia album is tagged "Rapture."

## Mercury Artists Head Minn. Symph. Concerts

MINNEAPOLIS—This season's series of Sunday Symphonies by the Minneapolis Symphony Orchestra will be dominated by Mercury Record artists.

The symphony itself records on the Mercury label as does Stanislaw Skrowaczewski, music director, and Frederick Fennell, associate director. In addition, the St. Olaf Lutheran Choir, also on Mercury, will be featured on the final Sunday of the series.

Skrowaczewski will conduct two of the programs and Fennell will wield the baton at seven.

## Ambassador Streamers Promote All Kiddie Disks

NEW YORK—Kiddie disks from all labels get a boost from 20,000 streamers that have been distributed to dealers by Ambassador Records, which has the Peter Pan moppet label. The streamer reads: "Don't Forget . . . Records for the Kids." According to the label, kiddie disk sales are up in outlets where the streamer is displayed.

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**'SPOOK'**  
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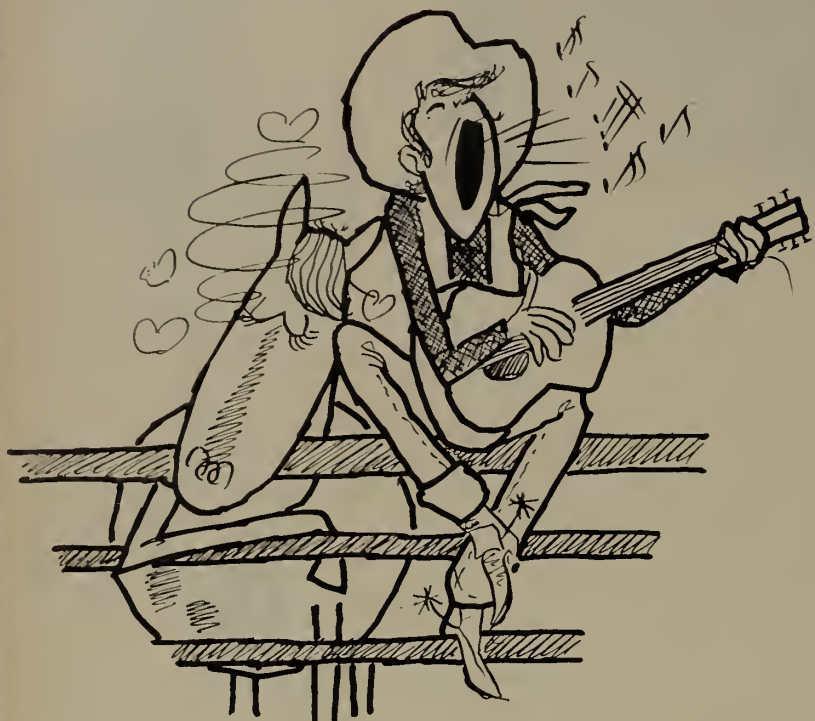
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HOLLYWOOD 6272 Sunset Blvd. HO 5-2129



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.

"RIDE"

DEE DEE SHARP . . . . . Cameo 230

"LOVERS BY NIGHT, STRANGERS BY DAY"

FLEETWOODS . . . . . Dolton 62

"MAMA SANG A SONG"

STAN KENTON . . . . . Capitol 4837  
WALTER BRENNAN . . . . . Liberty 55508  
BILL ANDERSON . . . . . Decca 31404

"MY OWN TRUE LOVE"

DUPREES . . . . . Coed 571

"THE LONELY BULL"

TIAJUANA BRASS . . . . . A&M 703

"LET'S GO (PONY)"

ROUTERS . . . . . Warner Bros. 5283

Latin Labels Display United Front At Lima Meet

LIMA, PERU—Cooperation on matters that benefit all labels highlighted the accomplishments of the recent meeting in Lima of the Latin American Federation of Record Manufacturers.

The gathering, which drew representatives from 41 companies, was held Oct. 7-10, and produced the following accomplishments:

The conference has decided to have its members submit their artists' rosters to the federation so that all companies will know these are or are not able to sign contracts. There has been much difficulty reported with artists who sign pacts in one country and then go to another country to record there for another label.

The federation hopes to influence the Common Market of South America now meeting in Mexico to eliminate

or reduce the duties on raw materials for biscuits, compounds, matrixes, tapes, etc., as well as certain unusual taxes, such as Chile's 7½% tax on wholesale prices.

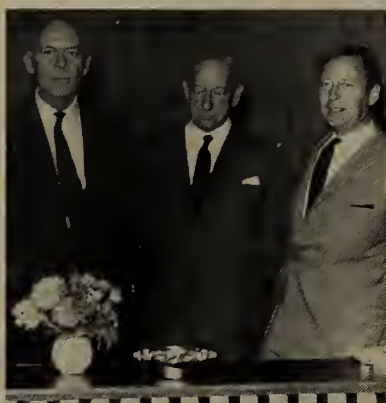
The federation will be looking into situations wherein artists are using playbacks for personal appearances in some countries and will try to prevent recurrences.

Among the other topics discussed at the meet was Fair Play between companies.

Presiding over the meet were Peru's Luis Aubry, secretary and legal advisor Henry Jessen of Brazil and 1st veep M. Wyngaard of Argentina.

American music men on hand included Sidney Siegel of Seeco, Sid Frey of Audio Fidelity and Ed Chalpin of PPX.

Lockwood In Holland



AMSTERDAM — Sir Joseph Lockwood, EMI's chairman, recently took an extensive trip throughout Europe visiting the firm's affiliates with L. T. Dines the international director of EMI. In top shot he is pictured meeting with Gerry M. Oord, prexy of Bovema. Shown (left to right) are Sir Joseph, Dines and Oord.

Checker In B. A.



BUENOS AIRES—Chubby Checker, who is currently riding the charts in the States with "Popeye (The Hitchhiker)" on Parkway, is shown above with M. S. Brenner, general manager of Fermata Argentina, on his arrival in the country. The chanter was in Argentina for a series of personal appearances.









# BELGIUM

Best sold single-records of S.A. Fonior during Sept. were: 1. "Speedy Gonzales" (Pat Boone); 2. "The Loco-Motion" (Little Eva); 3. "San Antonio Rose" (Johnny & The Hurricanes); 4. "Quando, Quando, Quando" (Pat Boone); 5. "Naar Tyrol" (The Strangers). Best sold EP was "Les Comediens" (Charles Aznavour), best sold LP "Les Bourgeois" (Jacques Brel).

Polydor's star Danyel Gérard just came to Brussels. He was the big attraction of a teenager-show given in an important department-store. Polydor's best-sellers of the week are: "Fiesta Brasileira" by Mina; "Paradiso" by Connie Francis; "Oh Marie" by The Chanters; and "Malaguena" by Caterina Valente. A new single from the Compagnons de la Chanson, "Les Comédiens," is doing very well.

Johnny Hallyday, the French teenage idol, made his first appearance in Antwerp's and Brussels' "Ancienne Belgique (Old Belgium)" and his performance was one of the most sensational that ever happened in Brussels, but strangely no police assistance was necessary although the whole audience started twisting as from the beginning of Johnny's "tour de chant," but everyone stayed on the floor and no tables were used to twist on. His biggest successes still are "Let's Twist Again" and "Retiens La Nuit" (Hold Back The Night). But in preparation of his Olympia-Paris-performance, Johnny did a few new songs of which "L'Idole Des Jeunes (Teenage Idol)" no doubt will be the successor in sales of "Let's Twist Again."

## Holland's Best Sellers

1. Brandend Zand/Heisser Sand (Anneke Grönloh/Philips, Mina/Polydor, Willy Schobben/Artone) (Benelux Music/Weert).
2. Speedy Gonzales (Pat Boone/London) (Metro Muziek/Amsterdam).
3. Paradiso (Anneke Grönloh/Philips, Connie Francis/MGM) (Editions Altona/Amsterdam).
4. Sheila (Tommy Roe/ABC Paramount) (Editions Herman Brauer/Brussels).
5. She's Not You (Elvis Presley/RCA) (Belinda/Amsterdam).
6. It'll Be Me (Cliff Richard/Columbia) (Belinda/Amsterdam).
7. I Can't Stop Loving You (Ray Charles/ABC Paramount) (Acuff Rose Music Benelux/Brussels).
8. Roses Are Red (Bobby Vinton/Columbia, Padre Twins/Artone) (Les Ed. Int. Basart/Amsterdam).
9. Guitarr Tango (Shadows/Columbia) (Editions Climax/Amsterdam).
10. Marching Along With The Blue Diamonds (The Blue Diamonds/Decca) (Editions Climax/Amsterdam).

## Great Britain's Best Sellers

- | Last Week |   | Last Week |   |
|-----------|---|-----------|---|
| 1.        | (1) Telstar — The Tornados (Decca) (Ivy)                      | 11.       | (16) Ramblin' Rose—Nat King Cole (Capitol) (Comet)          |
| 2.        | (4) Sheila—Tommy Roe (HMV) (Mellin)                           | 12.       | (8) Sealed With A Kiss—Brian Hyland (HMV) (Famous-Chappell) |
| 3.        | (6) Locomotion — Little Eva (London) (Aldon)                  | 13.       | (—) Venus In Blue Jeans—Mark Wynter (Pye) (Aldon)           |
| 4.        | (5) Rain Until September — Carol King (London) (Aldon)        | 14.       | (9) Roses Are Red—Ronnie Carroll (Philips) (Leeds)          |
| 5.        | (2) She's Not You—Elvis Presley (RCA) (Hill & Range)          | 15.       | (12) Things—Bobby Darin (London) (Burton)                   |
| 6.        | (3) It'll Be Me—Cliff Richard (Columbia) (Aberbach)           | 16.       | (15) It Started All Over—Brenda Lee (Brunswick) (Dominion)  |
| 7.        | (7) You Don't Know Me—Ray Charles (HMV) (Aberbach)            | 17.       | (—) Lonely—Acker Bilk (Columbia) (Filmusic)                 |
| 8.        | (10) What Now My Love—Shirley Bassey (Columbia) (Blossom)     | 18.       | (14) Breaking Up Is Hard To Do —Neil Sedaka (RCA) (Aldon)   |
| 9.        | (11) Don't That Beat All—Adam Faith (Parlophone) (Downbeat)   | 19.       | (—) Swiss Maid—Del Shannon (London) (Vicki)                 |
| 10.       | (13) I Remember You—Frank Ifield (Columbia) (Famous-Chappell) | 20.       | (18) Reminiscein' — Buddy Holly (Coral) (—)                 |

## Great Britain's Top Ten LP's

- | Last Week |  |
|-----------|--|
| 1.        | (1) West Side Story—Soundtrack (CBS)   |
| 2.        | (2) Golden Age Of Donegan—Lonnie Donegan (Pye) (Golden Guinea)                             |
| 3.        | (3) A Picture Of You—Joe Brown (Pye) (Golden Guinea)                                       |
| 4.        | (5) Best Of Ball, Barber & Bilk—Kenny Ball, Chris Barber, Acker Bilk (Pye) (Golden Guinea) |
| 5.        | (4) Pot Luck—Elvis Presley (RCA)   |
| 6.        | (6) 32 Minutes 17 Seconds With Cliff Richard—(Columbia)                                    |
| 7.        | (8) Black & White Minstrel Show — George Mitchell (HMV)                                    |
| 8.        | (—) Out Of The Shadows—The Shadows (Columbia)  |
| 9.        | (7) South Pacific — Soundtrack (RCA)   |
| 10.       | (—) On Stage With The George Mitchell Minstrels—(HMV)                                      |

## Great Britain's Top Ten EP's

- | Last Week |   |
|-----------|---|
| 1.        | (1) Follow That Dream—Elvis Presley (RCA)                   |
| 2.        | (2) Some People — Soundtrack (Pye)                          |
| 3.        | (5) Play It Cool—Billy Fury (Decca)                         |
| 4.        | (4) By A Sleepy Lagoon—Karl Denver (Decca)                  |
| 5.        | (3) Four Hits And A Mister — Acker Bilk (Columbia)          |
| 6.        | (—) Black & White Minstrel Show No. 1—George Mitchell (HMV) |
| 7.        | (8) The Shadows To The Fore—The Shadows (Columbia)          |
| 8.        | (7) Wonderful Land Of The Shadows — The Shadows (Columbia)  |
| 9.        | (6) King Of Twist — Chubby Checker (Columbia)               |
| 10.       | (—) The Boys—The Shadows (Columbia)                         |



# CANADA

Toronto retailers have noted considerable sales action on the while-back Robin Luke etching of "Susie Darlin'." The sales action was inspired by the Tommy Roe waxing of the same tune just recently released by the Sparton folks. Quality, distributors of the Luke disc on Dot, still stock the side in its golden treasures series. The action on the Luke song was sufficient to inspire a national promotion whereby Quality is calling on deejays to conduct a sort of battle of the sounds between the two versions of Susie Darlin'. Lee Farley notes that the Robin Luke side still sells consistently out of Quality's Montreal branch, indicating that it has considerable staying power with french speaking record buyers.

Cliff Richard visited Toronto for a round of promotion visits on behalf of his recent Dot release, "Wonderful To Be Young," and for the movie of the same name. He'll be back in the big town for the premiere of the flick (11/6). A new LP by the young British entertainer is about to be released by Quality. Even though Richard is a new comer to the Dot fold, he is no stranger to the boys at Quality who handled a very hot single by him some time back, entitled "The Young Ones."

Quality plan to reissue its Reo waxing of Jimmy Bell's "She Wears My Ring." There is another waxing of the song beginning to flex its muscles in the U.S.

Enjoyed a phone chat with Mac Wiseman the other day. Mac is very excited about the possibilities of his new Capitol single, "Pistol Packin' Preacher." Side was penned by CKLB-Oshawa deejay, Slim Gordon.

R. Dean Taylor out with two new sides for Barry. As yet the Quality people haven't determined which will be the big side of the new disk, but "We Fell In Love As We Tangoed" seems to be Mr. Big as this is written. Flip is "Beautiful Dreamer." Taylor clicked a while back with "I'll Remember."

Canadian distribs should do something about lining up representation in this country for a new Fabor side by Ned Miller. "From A Jack To A King" is doing very well in the Ottawa area.

P. J. The Deejay, heard and seen over Winnipeg's CKY-Radio and CJAY-TV, is throwing his support behind Jerry Palmer's new Gaiety outing, "Come Along With Me." Jerry and his manager Don Grashey are currently touring eastern Canada to promote the new single, and had nothing but praise for Peter Jackson's (P. J.) help and support for their song in the Manitoba Capitol.

Bud Hayden at Phonodisc waxing enthusiastic over a new Sue release by Jimmy McGriff. Bud says it could easily be the record of the year.

Ted Daigle and his band appeared with the Marty Robbins-Skeeter Davis country package that appeared in Ottawa (10/13). Ted and his crew supplied the backing for Skeeter, and did several numbers themselves. Local booker, the well known Ken Reynolds, took in the show and reports that he was considerably impressed with the sound and savy of Ted's new band.

John Simpson, former Production Manager of CFAM, Altona, Manitoba, has joined CFPA, Port Arthur as Program Director. Mr. Simpson will supervise the outlet's new "good music" policy.

Dave Clark, Sparton man in Montreal, rushed in a copy of the newest material from the Sinatra government, a Reprise album by Ethel Merman. It's Ethel at her best and includes many of the songs she made famous, and vice versa.

Had a visit from Bobby Curtola and manager Basil Hurdon a week ago. They report action on the flip side of their current Tartan/DelFi single. "Aladdin" was touted as the top side and now both Canadian and American distribs are reporting much interest on the part of deejays especially on the flip, "I Don't Want To Go On Without You." During their visit, they left a copy of Bobby's new Christmas single. The Tartan pairing features an up-dated version of "Jingle Bells" that comes on very commercial, and a sensational new ballad bearing the title, "My Christmas Tree." Curtola's new album, "Meet Mr. Personality," is set for international release later this week (10/25). It contains such current and choice items as: "Fortune Teller," "I Cry And Cry" and "Aladdin." Best new slice in the album would seem to be a ballad titled, "Too Late For Tears." Bound to be a hot sales and jockey package from this Canadian youngster who sounds better and more commercial with every new release.

Al Allbutt of Leeds Music burning the midnight oil these days in promo work for the Sandy Selsie Columbia cookie, "Walk With Me My Angel." Flip is a cutie by the name of "Gonna Get Some Records." Either one could score heavily. Al is keeping his fingers crossed for "Angel."

Bill Kearns, Quality's hard working promo-sales type in Toronto is about to become a Variety Club Barker.

CHUM-Toronto newcaster Derek Lind and the Mrs. proud parents of a baby girl. New arrival is their second youngster.

## Mike Maitland Feted In Italy



MILAN—Mike Maitland (third from left), prexy of Warner Brothers Records, recently visited the firm's representative in Europe. While in Milan he was honored, with lunch given by the Gurtler-Saar Company. With Maitland (left to right) are the messrs. Rapetti, Ricordi's pop music publishing director; de Micheli of Cash Box; Weiss, international director of the diskery; de Luigi, director of the Musica e Dischi magazine; di Gioia of Saar; and Ballonij commercial director of Gurtler-Saar.



# ARGENTINA

Chubby Checker just visited Buenos Aires. The "king of twist" spent four days in Buenos Aires, performing at dance parties at several sport clubs, and the Latin American Twist Festival, organized by Escala Musical at the Luna Park Stadium. For this Twist Festival, previous contests were held in Uruguay, Brazil, Chile and Peru, where Checker had previously appeared. Producciones Fermata, Cameo representative in Argentina and Editorial Fermata, publisher of most of Checker's hits, gave a cocktail party to the press and disk jockeys, celebrating the artist's arrival on Oct. 9. The meet was held at the Alvear Palace Hotel. To add more force to its promotion campaign, Fermata released Checker's latest LP, "Don't Knock The Twist," and a single with the same tune.

Another artist visiting Buenos Aires these days is Brazilian star Elza Soares, who is appearing in the highly rated Antonio Prieto TV'er on Channel 13. Elza will spend about one month in Buenos Aires. Some days ago, Prieto received the "Martin Fierro" prize from the Argentine Society of Radio and TV Newsmen for "the best show of 1961."

Another Brazilian artist currently in Buenos Aires are the Trio Irakitan, who are appearing on "Festival 62," a costly hour long program aired by Channel 9 Monday nights. The Trio plans also to stay in Buenos Aires for several weeks. Both Elza Soares and Trio Irakitan record for Odeon. This flow of Brazilian artists may be explained by two facts: the new exchange rates (134 pesos to a dollar) make American and European artists too expensive for several weeks contracts, while the devaluation of the Brazilian cruzeiro (one peso-five cruzeiros) makes possible for TV station to ink artists exclusively for television. The other one is that modern Brazilian music is enjoying a fair success, which has arisen interest among record buyers and TV fans for knowing more artists from that country, and especially the "Bossa Nova" styled ones, like Joao Gilberto and some others.

News from Odeon: the label has inked Ginamaria Hidalgo, who has returned to Argentina after about ten years of absence, during which she performed in several countries, including the United States. Recently, she appeared in the Prieto TV'er and now has been inked by "Festival 62." Among the latest releases there are new LP's by Nat King Cole (with George Shearing), Efrek Kurtz, Miklos Rozsa (under the Capitol label), and a London selection LP with songs by Caterina Valente, Vico Torriani, Gerd Botthcher and others. In the EP field, there are new releases by Brenda Lee ("It Started All Over Again"), Richard Anthony, who sells well in Argentina ("Hit The Road Jack"), Los Chilicotes (folk group); new singles are "Runaround Sue" sung in Spanish by Mexican twister Manolo Muñoz, "Route 66" by local orchestra director Bubby Lavecchia, "India" by Ramona Galarza and "Wandering Lovers" by Dion, who was recently in Argentina.

Heddo Heide, Deutsche Grammophon representative in Latin America, is currently on tour of Bolivia, Peru, Mexico, Venezuela, Brazil and Paraguay, visiting the record markets in those countries. He will be back in Argentina in about one month. DGG is represented in Argentina by Philips. Regarding DGG, we must note the success of the "Archiv" Classical music series, which is selling pretty well. Up to now, there are five albums on the market, and two more will be released in the next two months. Sales of each album are near the 1,500 mark, that is, three times the minimum (which is 500 for LP's). In the popular field, Polydor latest releases are "The Lion Sleeps Tonight" by Roberto Delgado and "You Are My Sunshine" cut by Tony Sheridan. The label is preparing a new single by Bert Kaempfert, which is supposed to continue the success of "Afrikaan Beat."

News from Music Hall: the label is putting all its force on the promotion of "Speedy Gonzales," the Pat Boone hit b/w by "Pictures in the Fire." Although there are other cover versions released before (David Dante, RCA; Ellio San Justo, Disc Jockey), the people at MH believe that Boone will make the hit. There is also big promotion around "Los De Cordoba," a new folk group recently inked by the diskery. Their first single is "La Noche De Abril" and "Soy De La Docta." Los De Cordoba are appearing on LR3 Radio Belgrano and La Pulperia de Mandinga on Channel 9. There is also a new compact 33 cut by Los Pick Up, with two local twists ("Es La Locura" and "Tu Eres Mi Tentacion"), one from the States ("Roly Poly" or "Muñequita") and a French hit: "Leccion De Twist." Raul Shaw Moreno, whose first LP was due at this writing, will soon start a tour of Chile, visiting its main cities. Jose Basso, another artist recently inked, will soon appear at the Marabu night club. His first LP, "Basso 1962," is selling well, according to the diskery. Los Cantores del Alba are also preparing a series of performances on TV; as "Los De Cordoba," they'll appear on "La Pulperia," which has turned into the most important folk music program on TV, and is considered important for the promotion of this type of music. Los Santos have been waxing a new LP with tango music, under direction and arrangements of Dan Marinelli. Their first LP for Music Hall was recently put to sale.

RCA is releasing a new single by Los Chalchaleros, the well known folk music group: "Sapo Cancionero." Their previous single, "Alma De Nogal," is still selling well. Their new LP, "Adentro!" seems to have been well received too. Los Chalchaleros have just finished a series of programs on Radios Belgrano, Splendid and El Mundo, and their 40 station chain.

Gigi Gallo of Fortissimo Americana is still at work with "Caterina," the Perry Como hit. Besides Como's version, released recently by RCA, there are other waxings by Tony Dallara (Columbia), Fabiana Fabian (Music Hall), Arturo Testa (Philips), Pietro Mico (TK), Luis Agui (Odeon), Los Piccolinos (Philips) and others. Some of these have been already released; the rest are programmed.

Disc Jockey Records is working on the promotion of "When The Cousins Come Twistin' In," a twist version of "When The Saints . . ." made by The Cousins. Other DJ items are "La Chica Del Pullover" by Juan Ramon and "Adelante" by Victor Hugo and Los Caminantes. Both artists are appearing on "Ritmo y Juventud," the TV 11 teen program, Sunday evenings.

News from CBS Columbia are Compact 33's by Armando Pontier ("Cristal"), Los Tres Sudamericanos ("El Menu"), El Padre Alejandro ("La Caravana" and "La Plancha"), Roberto Yanes ("Paloma"), and LP's by Astor Piazzolla, Cuarteto Leo (regional music) and the music from the musical comedy, "Buena Noches, Carina." Another interesting item is "Cine Solamente Cine" by the Orquesta Serenata Tropical, recorded originally for Plaza Productions of Brazil and released with success in Argentina under the Orfeo label. There are several "Solamente . . ." albums and all of them have sold very well. For Mother's Day (celebrated in Argentina the third October Sunday), CBS has released "Palabra Santa," a new single by Roberto Yanes.

In the low priced record field, CBS is presenting new releases of the Entre series" which now includes classical, pop and kiddie music. Latest releases are "De Fiesta Con Las Ardillitas," "Dancing In Paris" by Brazilian orkster Simonetti, "Liberace," "Los Reyes del Compas" (tango music) and "Hector Varela" (also tangos); there is also a classical album by Felix Weigartner and the London Philharmonic Orchestra. Regarding this line, Douglas Taylor of CBS reported to Cash Box that "the Entre series will make music available to

## Helen Meets The Spinners



MELBOURNE—English songstress Helen Shapiro is shown above surrounded by a group of Australian deejays at an EMI reception during a recent concert tour. The spinners (from left to right) are: Barry Ferber (3DB), Tony McLaren (3UZ), Keith Livingstone (3KZO), Mike Walsh (3XY), Geoff Hiscock (3AK), Geoff Manion (3AW) and Pete Smith (3ABC).

### ARGENTINA (cont'd)

everybody, since its cost will be much lower than regular LP's, and these records offer all kinds of music."

The Duo Dinamico, two young artists from Spain, have returned to Argentina for a new series of performances. They will appear on TV and dance parties organized by "Escala Musical." Odeon Pops has released a new single by them, containing "Somos Jovenes" (We Are Young) and "Amor."

Surco has released two new Atlantic albums: "The Bobby Darin Story" (with some of his greatest hits), "Hot Jazz" with the Newport Jazz Festival Stars and (under the Opus label), the first single by Los Nocheros de Anta "Chicha Chola" and "Pampa del Chañar." There is also a new Atlantic single "Green Onions" by Booker T. and The M.G.'s, and another one from UA: "Didn't Have A Dime" by Gene Pitney.

After a year of working as contact man between the pubbery and recording companies, Jose Ruzo has left Edami Publishers. During his association with the company, several big hits were enjoyed by Edami, as "Escandalo," "Popotitos" and, lately, "Cuando Calienta El Sol." Now, Ruzo will return to his disk jockey work. Ricardo Castelblanco will replace him at the pubbery.

Ruben Machado, director of "Escalera a la Fama," one of Argentina's most popular disk jockey programs, has arranged with Radio Programas Internacionales the recording of hour-long programs that will be aired through 25 radio stations, covering all Argentina. Thus, "Escalera a la Fama" would become the first local "coast to coast" disk program. Radio Programas is a new and aggressive organization that is selling radio programs to station and plans to start releasing records and buy a station of its own in Buenos Aires. It is located on Ayacucho 1358, Buenos Aires.

News from Julio Korn: the pubbery is working on "Samba Da Minha Terra" the big "bossa nova" Joao Gilberto hit, and several local "bossa nova" productions, including "Suave." Another JK item is "Di Papa," a French hit sung by Spanish star Jose Guardiola. Special promotion is being planned for Christmas. The pubbery has arranged the publishing of "A Bailar Pachanga," a local copyright, in Brazil. It will be done by Ediciones Euterpe of that country.

RCA has already prepared the next Hermanos Rigual release. Its title "Desdemona," and it will be put to sale as soon as "Cuando Calienta El Sol" stops selling. This may take a couple of months, since "Cuando Calienta El Sol" still on top of the charts. Another interesting RCA release is the new Antonio Prieto recording, "La Elegida" and "El Pecador." This record is showing interesting sales, and may get soon into the charts.

Fermata Publishers are working on "Desafinado," the Joao Gilberto hit that is currently on the U.S. Top 100. Several local versions are being planned as the Spanish lyrics are being prepared.

## Argentina's Best Sellers

1. Cuando Calienta El Sol (Emmi-Edami) Tony Vilar (Columbia); Siro San Roman (Music Hall); Hermanos Rigual, Antonio Prieto (RCA); Alberto Vasquez, Los Fernandez (Odeon Pops); Juan Ramon (Disc Jockey); Marcellos Ferial (Microfon); Danny Martin (Philips).
2. Una Guitarra Y Una Copa De Vino (Spanka-Fermata) Paul Anka (RCA); Juan Ramon (Disc Jockey); Ricardo Roda (Orfeo).
3. Ritmo Africano (Tonika-Fermata) Bert Kaempfert (Polydor); Trump Boy (Philips).
4. La Chica Del Pullover (Accordo-Fermata) Adriano (Microfon); Pin Donaggio (Odeon Pops); Juan Ramon (Disc Jockey).
5. Munequita (Roly Poly) (Southern-Edami) Enrique Guzman (Columbia); Los Pick Up (Music Hall); Johnny Tedesco (RCA); Juan Ramon (Disc Jockey); Danny Martin (Philips).
6. \*Paloma (Korn) Julio Molina Cabral, Siro San Roman, Raul Shaw Moreno (Music Hall); Roberto Yanes (Columbia); Los Quilla Huasi, Hugo Dir (Philips); Los Andariegos (Tonodisc); Los Cava Bengal, Farias Caban (RCA); Los Chilicotes, Los Changos de Añatuya (Odeon).
7. \*Alma De Nogal (Lagos) Los Chalchaleros (RCA).
8. El Barquito (O Barquinho) Joao Gilberto (Odeon Pops).
9. Norman (Korn) (Sue Thompson (Tonodisc); Jolly Land (RCA).
10. Josefina (Korn) Danny Chilean (RCA).
11. Tendria Que Mejorarme (Pogo-Fermata) Brian Hyland (Ariel).
12. Mi Talisman (Good Luck Charm) (Smart) Johnny Carel (Orfeo); Elvis Presley (RCA); Lawrence Welk (Music Hall).
13. Corazon De Luto Chacho Santa Cruz (Microfon); Luis Ordoñez (Columbia); Ciro Mendoza (RCA); Julio Cesar (Odeon Pops).
14. \*El Cigarron (Fermata) Hugo Blanco (Polydor).
15. Rey De Los Payasos (King Of Clowns) (Aldon-Fermata) Neil Sedaka (RCA); Juan Ramon (Disc Jockey).
16. Eres Mi Rayito De Sol (You Are Mi Sunshine) Peter Terrace (Ariel); Tony Sheridan (Polydor); Los Piccolinos (Philips).
17. Susy La Coqueta (Runaround Sue) Dion (Odeon Pops).
18. \*Sapo Cancionero (Lagos) Los de Salta (Philips); Julio Molina Cabral (Music Hall); Los Chalchaleros (RCA); Tomas Campos (Columbia); Los Peregrinos (Dimsa).
19. \*Eres Mi Tentacion Los Pick Up (Music Hall).
20. \*OK Muchachos (Fermata) Los Jets (Surco).

\* Local Product.



# BRAZIL



# MEXICO

As promised last week, here's a continuation of the new CBS releases for October-November: "Viva O Carnaval" (Hurray To Carnival) with 14 new carnival compositions for 1963, with Emilinha Borba, Alcides Gerardi, Fernando Costa and others; "Baile Latino, Volume No. 2," with Sylvio Mazzucca and His dance orchestra, one of the most popular around here (among the numbers elected for this LP are "Merengue De Gaspar," "Bate-Bate," "Tender Is The Night," "Samba Da Madrugada," etc.); "Apresentando Joao Virgilio" (presenting Joao Virgilio), a new rhythm group formed in Victoria, capital of the Espirito Santo State and discovered by Columbia; "The Brothers Four," with his vocal group singing "Aneglie-O," "Greenfields," "Yellow Bird" and many others; "Isto E Orquestra" (This Is Orchestra) with Astor and his ork, with an excellent selection of dance music; "O Fabuloso Abdias," with accordion player Abdias, with some country music; "Suavemente Vol. II (Tenderly Vol. II)" with Chick Talli's rhythm group playing international music; "Sabra," Yiddish music with Israel singer Yaffa Yarkoni, Eniz Eniz, Shoshanna, David Melech Israel, etc.; "Sonho E Esperanca (Dream And Hope)" with songster Teito Madi in a set of charming romantic songs, including the title song, "Sonho Esperanca," "Quero Paz, Amor E Paz," and others.

From CBS' "Entrée," eight more albums, with some oldies, such as Jackson do Pandeiro, Luzizinho and His Group, Robledo, Carlinhos Mafasoli, etc.

In the classical field, the second volume of "Cantos E Danças Da Renascença" and the releasing, in mono, of 33 albums until now only available in stereo, including the complete set of Beethoven's Symphonies, under the direction of the late Bruno Walter.

Chubby Checker made a very short appearance here in theatre and on TV. In two days, he accomplished more than many others do in one week. Chubby was really a great hit.

New Odeon Records this month in the retail stores, with a very good collection, including:

LP's—"The Great Success of Edith Piaff," the famous French singer; "O Violao E O Samba (The Guitar And The Samba)," with Luiz Bonfá (Bonfá already played in the U.S. with enormous success); "Instrumental Hits," with Lonah Jones and his rhythm group; "It's Twistin' Time," with George Hudson.

Stereos—"Boloros Em Surdina Numero 5" with Irany and his group; "Coral De Ouro Preto" (a vocal group from the State of Minas Gerais).

Double Compacts—"Ave Maria, Amor De Solidao," "A Tua Voz" and "Nao Devo Insistir," with Pery Ribeiro and his mother, Dalva De Oliveira; "Teu Pecado," "Nem Saudade," "Orgulho" and "Ave Sem Ninho," with Marco Antonio; "Porteiro Suba E Diga," "O Anjo Negro," "Voce Merece Um Tango" and "Adios Muchachos," with Joao Dias; "Baile Do Risca Faca," "Maria Espingardina," "Baiano Capoeira" and "Vaidosa," with Germano Mathias; "Moon River," "Mais Uma Vez Adeus," "A Valsa Da Despedida" and "Barrabás," with Mantovani and his orchestra; "Laugh," "Lana," "Tonight" and "Spring Fever," with The Velvets; "Et Maintenant," "Quand Ils N'ont Jugé," "Abrina Birchouè" and "Cavalier Du Grand Retour," with Gilbert Becaud; "Silent Night, Holy Night," "Adeste Fideles," "Ave Maria" and "Panis Angelicus," with the Beniamino Gigli; "Blue Moon," "Sentimental Journey," "Five Minutes More" and "My Blue Heaven," with Frank Sinatra.

Single Compact—only one, with Bobby Darin singing "A True, True Love" and "If A Man Answers."

78 RPM—"Serenata Do Adeus" and "Terezinha De Jesus" with Corpo De Bombeiros Military Band; "Preludio P'ra Ninar Gente Grande" and "Cravo Vermelho," with Dalva De Andrade; "Serà Que Tu Nao Entendes Os Meus Olhos" and "Se A Vida Fosse Um Sonho Bom," with Orlando Dias; "Hidden Persuasion" and "I Love Paris," with Frank Sinatra; "A True, True Love," and "If A Man Answers," with Bobby Darin.

## Brazil's Best Sellers

### SAO PAULO

1. Suave E A Noite—(Tender Is The Night)—Moacyr Franco—(Copacabana)
2. O Trovador De Toledo—(L'Arlequin De Tolèdo)—Gilda Lopes—(Odeon) (Vitale)
3. \*Quem E—Silvinho—(Philips)
4. Dumpty — Ray Ellis — (RCA) (Spanka-Fermata)
5. Multiplication — Bobby Darin — (Atco-Fermata) (Aberbach)
6. Quando Setembro Vier—(Come September) — Billy Vaughn — (Dot-RGE) (Aberbach)
7. \*Leva Eu Sodade—Nilo Amaro E Seus Cantores De Ebano—(Odeon)
8. \*Quem E—Oslain Galvao—(RGE)
9. Onde Estás Coraçao—Silvana & Rinaldo Calheiros—(Copacabana) (Vitale)
10. \*Ausência—Renato Guimaraes — (Chantecler)

### RIO DE JANEIRO

1. Suave E A Noite—(Tender Is The Night)—Moacyr Franco—(Copacabana)
2. Multiplication — Bobby Darin — (Atco-Fermata) (Aberbach)
3. O Trovador De Toledo—(L'Arlequin De Tolèdo)—Gilda Lopes—(Odeon) (Vitale)
4. \*Quem E—Silvinho—(Philips)
5. Foi Deus — Angela Maria — (RCA)
6. \*Poema Do Olhar—Miltinho—(RGE)
7. Come September—Bobby Darin — (Atco-Fermata) (Aberbach)
8. Let's Twist Again—Chubby Checker—(Parkway-Fermata)
9. \*Prá Teu Castigo—Nelson Gonçalves—(RCA) (Euterpe)
10. Stella By Starlight—Ray Charles — (Polydor)

\*Brazilian Music

## Sao Paulo's Top Ten LP's

1. 'S Continental—Ray Conniff—(Columbia)
2. Cole Español Novamente—Nat "King" Cole—(Capitol)
3. Dedicated To You—Ray Charles — (Polydor)
4. \*Poema Do Olhar—Miltinho—(RGE)
5. Berlin Melody—Billy Vaughn—(Dot-RGE)
6. \*A Vida De Jesus—Various Artists—(Chantecler)
7. Romanticos De Cuba No Cinema No. 2—Romanticos de Cuba—(Musidisc)
8. Let's Twist Again—Chubby Checker—(Parkway-Fermata)
9. \*Os Anjos Cantam—Nilo Amaro E Seus Cantores De Ebano—(Odeon)
10. Ouvindo-Te Com Amor—Silvana & Rinaldo Calheiros—(Copacabana)

Darren McGavin, the popular American TV actor in the "Mike Hammer" series, is now in Mexico City, performing at theaters and night club. Darren said that it is very possible that he will do a new TV series with a Mexican location.

Rafael de Paz, one of RCA's A&R men, gave a party to Demetrio Cabarga, radio and TV director of the Panamerican Union of Washington and to Ivan Silva, announcer of "La Voz de la OEA" (The Voices of the Organization Of The American States). Both are in our capital as aides to the Inter American Economic and Social Council.

Los Hermanos Silva, popular Chilean group who settled in Mexico a few years ago, returned a few days ago from a long tour through South and Central America, recorded new songs for RCA Victor and after that went to New York to fulfill a contract for several weeks of performances.

Ricardo Rocca, a new young singer who is earning popularity very fast, as a soloist on Orfeon Records, recorded the Spanish versions of the American hits "I Didn't Have A Dime" and "Mr. Blue." The first of these songs was also recorded by Los Hermanos Carrión at Columbia Records.

Lalo Carrión, one of the brothers mentioned before, also recorded as soloist at Columbia Records the songs "Gina" and "If I Lost Your Love," both with Spanish lyrics. The accompaniment is by the Chuck Anderson orchestra.

Recorded in Spain on the Hispa-Voz label is the new Monna Bell single, "Serenade" and "So Much Control" with Bebo Valdéz' orchestra. Monna has recorded in Spain three new long plays and very soon will return to the Mexican capital.

Famous artist Josephine Baker arrived in the Mexican capital, and immediately began to perform at the Terrazza Cassino night club with a 90 minute show. Her show includes songs from her French repertoire, a Spanish creation and a happy twist number. Her success is proved every night.

About the First National Festival of the Mexican Song, the eliminations are continuing and very soon the winners of this festival will be known. The last programs of this festival were on TV with the participation of the best artists of Mexico at the moment. More than 600 songs were registered.

Perez Prado's latest composition, "La Ragazza," released on RCA with his orchestra. A few days after, there appeared the vocal version made by young singer Miguel Angel for the same label. The Kay Perez orchestra also recorded it for Orfeon Records and Chico O'Farrill for Columbia Records.

## Mexico's Best Sellers

1. Speedy Gonzalez—Manolo Muñoz (Musart). (EMMI).
2. El Nido—Sonora Santanera (Columbia).
3. Ven Que Te Quiero—Los Impala (Musart). Hnos. Reyes (RCA). Los Rufino (Peerless). (Marquez).
4. Dame Felicidad (Free Me)—Enrique Guzmán (Columbia). (BRAMBILA).
5. El Pecedor—Alberto Vázquez (Musart). Los Galantes (Orfeon). Marco Antonio Muñoz (RCA). Lucho Gatica (Musart). Antonio Prieto (RCA). Los Tres Reyes (RCA). Los Panchos (Columbia). Alvaro Zermeño (Orfeon). (CAMPEI).
6. El Mar (The Sea)—Ray Conniff (Columbia).
7. Johnny El Enojan (Johnny Get Angry)—Angélica María (Musart). (CAMPEI).
8. Vagar Entre Sombras—Alvaro Zermeño (Orfeon). Javier Solís (Columbia). Emilio Gálvez (Musart). Benny Moré (Musart). Amalia Mendoza (RCA) (EMMI).
9. La Historia De Tommy (Tell Laura I Love Her)—César Costa (Orfeon).
10. Cataclismo—María Elena Sandoval (Orfeon). Javier Solís (Columbia). (EMMI).

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

1. Contrastes—Moacyr Franco — (Copacabana)
  2. Romanticos De Cuba No Cinema No. 2—Romanticos de Cuba—(Musidisc)
  3. 'S Continental—Ray Conniff—(Columbia)
  4. \*Nós E A Seresta—Nelson Gonçalves—(RCA)
  5. Let's Twist Again—Chubby Checker—(Parkway-Fermata)
  6. \*Dois Bicudos Nao Se Beijam—Poly & Waldyr Azevedo—(Continental)
  7. Dedicated To You—Ray Charles (Polydor)
  8. Angela Maria Canta Para O Mundo—Angela Maria—(RCA)
  9. \*Poema Do Olhar—Miltinho—(RGE)
  10. Isto E Dança No. 2—Sidney—(Columbia)
- \*Brazilian Music

## Spain's Best Sellers

1. A Steel Guitar And A Glass Of Wine—Paul Anka (RCA Victor)
2. La Paloma (No More)—Elvis Presley (RCA Victor)
3. Good Luck Charm (El Amuleto)—Elvis Presley (RCA Victor)
4. Perdoname—Dúo Dinámico (Voz Su Amo)
5. Et Maintenant (Y Ahora)—Gilbert Bécaud (Voz Su Amo)
6. Speedy Gonzales (González El Rápido)—Pat Boone (London)
7. Balada De La Trompeta—Cinco Latinos (Fontana)
8. Every Night (Cada Noche)—Paul Anka (RCA Victor)
9. I Can't Stop Loving You (No Puedo Dejar De Amarte)—Ray Charles (Hispanavox-ABC Paramount)
10. Lolita Twist—Dúo Dinámico (Voz Su Amo)

## Israel's Best Sellers

1. Speedy Gonzales—Pat Boone.
2. Sealed With A Kiss—Brian Hyland.
3. Things—Bobby Darin.
4. Teen Age Idol—Ricky Nelson.
5. Vacation—Connie Francis.
6. King Of Clowns—Neil Sedaka.
7. You Don't Know Me—Ray Charles.
8. Roses Are Red—The Padre Twins.
9. I'm Coming Home—Paul Anka.
10. Man On The Run—Kenny Chandler.
11. Follow That Dream—Elvis Presley.
12. (Girls, Girls, Girls) Made To Love—Eddie Hodges.
13. Baby Face—Bobby Darin.
14. Only Love Can Break A Heart—Gene Pitney.
15. When The Girl In Your Arms—Cliff Richard.
16. I'm Here To Get My Baby Out Of Jail—The Everly Bros.
17. Warmed Over Kisses—Brian Hyland.
18. Dance To The Locomotion—Teddy Randazzo.
19. We Say Yeah—Cliff Richard.
20. Send Me The Pillow You Dream On—Johnny Tillotson.



# SCANDINAVIA

## DENMARK

Lennie Baldwin to Denmark to make a tour with Papa Bue's Viking Jazz Band on Oct. 22. Papa Bue's latest Storyville release includes "Lil Liza Jane"/"Royal Telephone." Dansk Grammofonpladeforlag has rushed out a new single on the Storyville label presenting Lennie Baldwin's Dauphin Street Six with "Ace In The Hole"/"You Are My Sunshine."

Knut Mörk of Mörks Musikforlag reports to Cash Box that the American singer and musician Mike Sotire, known as Mr. Mike, has had his first record released in Denmark on the Triola label. The songs are "Cecilia" (Does Your Mother Know You Are Out, Cecilia?) and the Italian song "Stifelius." The record has been very well received by the critics as well as the record buyers. Also other countries are interested in the record, Mörk reports. Danish TV will present the record on one of its "Let's Play Records"-programs early in Nov. Mörk also told Cash Box that he is publisher of "Ten Lonely Guys"/"Lovers Lane" from Pat Boone's latest record.

Raquel Rastenni has recorded "English Country Garden" in Danish, titled "I En Gammel Landsbyhave" for Sonet. The song is now doing very well in Denmark in a recording with Jimmie Rodgers at Roulette.

## FINLAND

New sheet music from Oy R E Westerlund Ab includes "Speedy Gonzales" (Hiri Gonzales) with Finnish lyrics by Veikko Vallas and "Ramblin' Rose" (Vuorten Ruusu), also with lyrics by Vallas.

Moving up at the top in Finland now is "Speedy Gonzales" with Pat Boone, released here at the London label.

## NORWAY

American label Big Top is handled in Norway by Viking Music A/S, Kjell Karlsen, head of Viking told Cash Box.

Lorne Lesley, British-born singer now living in Oslo, contracted for a three week tour in Poland. Before leaving for Poland, she will appear in a radio program in Oslo together with Nat Russell, American-born singer now living in Copenhagen, Denmark.

## SWEDEN

Cupol songstress Mona Grain back from Near East where she entertained the Publisher Felix Stahl told Cash Box that he has placed the German song "Du Bist So Scheen, Scheen, Scheen" (in French known as "Parce Que C'est bon") by Hans Arno Simon with Leeds Music in New York. Stahl also told Cash Box that his new publishing house Modern Music AB as the first publisher in Sweden has made a deal with AMRA (American Mechanical Rights Agency, Inc.) for the collecting of mechanical fees in United States and Canada. "We have managed to get the greenlight from STIM, Swedish performance collecting society, to make this deal," Stahl said.

Swedish TV has started its own version of the "Jack Paar Show." On the first program was presented Cecilia Bruce, who for years has written her own songs. As a result of her TV debut, she got a record contract with Karusell. Later, it became known that some years ago she tried to get a record contract, but at the time she had not been presented on TV and the record companies didn't show too much interest. She made a test tape recording for Decca, handled by AB F. W. Bennet at the time (in 1957). Now, after being in the headlines, Decca found the tapes and rushed out a record, "being the first one to present Cecilia Bruce on records." However, it seems that Decca (nowadays owned by Grammofon AB Electra, RCA Victor in Sweden) didn't have any contract with Miss Bruce, particularly since Decca didn't sign any contract with her in 1957 when they had no interest in releasing the record. This has caused some confusion, and Miss Bruce has said she is planning to sue Decca asking for a damage of \$100,000 and have the record withdrawn from the market. Simon Brehm, head of Karusell, declares "we are the only company having a written and signed contract with Miss Bruce, and now we are interested in supporting her in any legal step she might take in this case." Sixten Eriksson, head of Electra declares that "when we took over Decca, its records and its masters, we also took over all the rights to use everything without any exceptions, and are free to release this record if we want to." Simon Brehm replies: "Publishing rights to all her songs is owned by Multitone, and as long as they have not released the sheet music, no records of the songs can be released without special permission by the author/publisher." The affair goes on with headlines and everything, and no matter how it ends, it gives Miss Bruce plenty of publicity. Karusell made its first record with Miss Bruce last week.

Seen in the dailies the other day: A recording session in Stockholm in which a teenage group recorded the old Russian folksong, "Dark Eyes," in rock 'n' roll was followed by some gentlemen who just watched it without any comments. When they left, someone asked who they were. "It was a group from the Soviet Embassy on a study visit," was the reply.

## Denmark's Best Sellers

1. Speedy Gonzales (Pat Boone/Dot) Imudico A/S
2. Quando, Quando, Quando (Tony Renis/HMV—Pat Boone/Dot) Belinda (Scandinavia) AB
3. I Can't Stop Loving You (Ray Charles/Karusell) Acuff-Rose Scandia
4. Min Ballon (Toy Balloon) (Jörgen Ingmann/Metronome) Stockholms Musikproduktion
5. Roses Are Red (Bobby Vinton/Columbia) Imudico A/S
6. Ginny Come Lately (Brian Hyland/Karusell) Bens Music AB
7. It'll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB
8. She's Not You (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
9. English Country Garden (Jimmie Rodgers/Roulette) Winckler-Produktion
10. Dear One (Larry Finegan/HMV) Imudico A/S

## Finland's Best Sellers

1. The Boulevard Of Broken Dreams (Lill-Jörgen/Columbia) Scandia-Musiikki Oy
2. I Can't Stop Loving You (Ray Charles/Karusell) Musiikki-Fazer
3. Speedy Gonzales (Pat Boone/London) Oy R. E. Westerlund Ab
4. Lalaika (Ann-Christine/Scandia) Scandia-Musiikki Oy
5. Oi, Jaakko (Amanda) (Marion Rung/Philips) Musiikki-Fazer
6. Caterina (Perry Como/RCA) Musiikki-Fazer
7. Quando, Quando, Quando (Pat Boone/London) Belinda (Scandinavia) AB
8. \*Musta Ruusu (Dark Roses) (Veikko Tuomi/Odeon) Levysävel
9. Särkyneen Toiveen Katu (The Boulevard Of Broken Dreams) (Eila Pelinen/Decca) Scandia-Musiikki
10. Caterina (Eino Grön/Philips) Musiikki-Fazer



# AUSTRALIA

Every once in a while some section of the entertainment field comes under fire from critics and at the time of writing it is commercial radio which is on the receiving end of two blasts. Local disk jockeys got a nudge from American actress Yvonne de Carlo, who is at present appearing at a night club in Sydney. Miss de Carlo (so the daily press reported) said "I am shocked by those dreadful Americanisms used by Australian announcers—and there is too much rock 'n roll." She continued—"Australian disk jockeys not only copy Americans slavishly but follow each other like sheep. What about this great Australian character—can't that be brought out in your radio programs?" A number of people throughout the trade were quite surprised at Miss de Carlo's remarks as at the time of her outburst she had only been in Australia for about twenty-four hours.

On the same day, as Miss de Carlo "said her piece," the Chairman of the Broadcasting Control Board (a Government body which supervises program contents, advertisements, etc.) Mr. R. G. Osborne, speaking at the annual convention of the Australian Federation of Commercial Broadcasting Stations, said, "Commercial broadcasting today is, in too many cases basically music, news and services. Often in the capital cities choice of station does not mean variety of program matter but too often a choice between programs of the same sort." Osborne continued, "It would be a pity to reduce the broadcasting medium to the level of a supplier of popular music, news and services—displaying no art at all except that of packing in still more advertisements." He said, "By all means let stations introduce programs to attract a new and younger audience but without assuming that every owner of a portable receiver is a rhythm-crazy primitive." It seems fairly obvious that Osborne's speech was aimed directly at the major stations who are operating on an almost continuous Top 40 programming format.

We received a card from Connie Francis which was mailed from Nice, where she has been filming parts of her new movie. Connie is currently doing the turntable rounds here with her single of "Vacation" which is also reported to be doing well in the sales department.

The Helen Shapiro Show played in Australia recently following a successful season in New Zealand. The attendance at her Melbourne shows was disappointing considering the high calibre acts on the bill. However, it does seem that her visit will give a boost to her disk sales in this country. EMI threw a trade reception for Helen, which was attended by radio, TV and Press representatives.

Myles F. E. Wright, general manager of Radio Station 3AW, was elected Federal President of the Australian Federation of Commercial Broadcasting Stations—this was announced at the recent annual convention of the Federation.

Ron Dalton of Viking Records reports that its new issue of singles includes "How Much Longer Must I Wait" (Mark London); "When My Dream Boat Comes Home" (Johnny Riddle); "Down The Road" (Dick Haymes) and "I Left My Heart In The Balcony" by Linda Scott. Viking recently had a problem on its hands over "You Belong To Me" by The Duprees. It seems that EMI had released this disk. After it had been on the market for a couple of weeks, it was withdrawn but has now been released by Viking.

New Zealander Harry Miller on one of his regular visits to Australia called Cash Box to say hello and to advise that he is currently preparing a tour of New Zealand—for late October—with some top American stars. Negotiations are still under way, but there's a possibility that the show will include Gene McDaniels, Jo Ann Campbell and Bobby Vinton.

Four newbies appear on our best-seller list of singles this issue. The Festival group has two of them—"Yes, Indeed I Do" by Johnny O'Keefe and "Venus In Blue Jeans" by Jimmy Clanton. EMI has the others, "Little Miss Lonely" by Helen Shapiro and in the same number ten spot is "Ramblin' Rose" by Nat King Cole.

## Australia's Best Sellers

1. Silver Threads And Golden Needles (The Springfields—Philips) Boosey & Hawkes
2. Swiss Maid (Del Shannon—London) Chappell & Co.
3. Alley Cat (Bent Fabric—Columbia)
4. Orange Blossom Special (The Spotnicks—W&G) Leeds Music
5. She's Not You (Elvis Presley—RCA) Belinda Music
6. Yes Indeed I Do (Johnny O'Keefe—Leedon) Paling
7. I Remember You (Frank Ifield—Columbia) Chappell & Co.
8. Sheila (Tommy Roe—Ampar)
9. Little Miss Lonely (Helen Shapiro—Columbia)
10. Venus In Blue Jeans (Jimmy Clanton—Festival) Tu Con
10. Ramblin' Rose (Nat King Cole—Capitol) Comet Music

## Norway's Best Sellers

1. She Not You (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2. Roses Are Red (Bobby Vinton/Columbia) Musikk-Huset A/S
3. It'll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB
4. Speedy Gonzales (Pat Boone/Dot) Musikk-Huset A/S
5. Stakkers Store Sterke Karer (John Brown's Baby) (The Monn Keys/Triola) Egil Monn Iversen A/S
6. Loco-Motion (Little Eva/London) No Publisher
7. Adios Amigo (Jim Reeves/RCA Victor) Egil Monn Iversen A/S
8. \*Guri Malla (Nora Brockstedt/Karusell) Egil Monn Iversen A/S
9. No Ol, No Vin, No Dram (No Bier, No Wein, No Schnaps) (Jack Dailey/Viking) Multitone
10. Piken I Dalen (Flickan I Dalen) (The Quivers/Triola) Egil Monn Iversen A/S

## Sweden's Best Sellers

1. She's Not You (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2. Ramblin' Rose (Nat "King" Cole/Capitol) Ivan Mogull Music-Sweden Music
3. Dear One (Larry Finegan/HMV) Thore Ehrling Musik
4. Loco-Motion (Little Eva/London) No Publisher
5. Hello Goodbye (Jerry Williams/Sonet) Sonet Music
6. Roses Are Red (Bobby Vinton/Columbia) Gehrman
7. Speedy Gonzales (Pat Boone/Dot) Edition Odeon
8. Quando, Quando, Quando (Tony Renis/HMV) Belinda (Scandinavia) AB
9. It'll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB
10. Breakin' Up Is Hard To Do (Neil Sedaka/RCA Victor) No Publisher

\*Local copyright



## FRANCE

Two very important events this week. First one: Richard Anthony is without a doubt the number one star now on the French market. This calls for some comments. When people talk here of the number one man, they usually say Hallyday, but since the holiday season started Richard Anthony seems to be more and more taking Hallyday's place as the number one artist. It seems that its due to two principle facts. Hallyday was the idol of the teenagers, who are getting a little older. These teenagers were in need of R 'n' R by the one who created this craze. Now everything has changed, and these youngsters are no longer searching for rhythm, but are paying much more attention to the vocal chords, and the song itself. Hallyday claims that he is faithful to his collaborators, who wrote his songs, and he continues requesting his friends to write and compose for him. The rhythm continues, because the rhythm is Hallyday. It was a pleasure to notice Aznavour writing his songs, and this has now passed, but its quite evident that the family friendship has stayed on.

On the other hand, Anthony has brought about his choice of songs, and has particularly chosen them to his liking. Now and again, he pens his own lyrics, and they are just as good as any others. For Richard Anthony there is no question of friendship, and his family seems to be the public, to whom he gives some very good songs, and very well interpreted.

Perhaps the next recording session of Hallyday will change people's minds, but this seems improbable. Richard Anthony has managed to conquer the hearts of the public, and this should be for quite some time to come.

Second event also very important. The circular distributed by Odeon Arteco, which announces a raise in the price of the classical series from NF 9.95 to 12.00 NF, is extremely significant. There is a limit in the low prices, as in the high ones, and it is dangerous to overstep these prices either low or high. Sell for selling purposes does not signify anything. It's only natural that people should sell to recuperate the expenses engaged, and also have the possibility to continue to create. The price fixed in the beginning by Arteco permitted it to sell quite a lot, and this could have continued, enabling this firm to liquidate the stocks of their catalog created by president Bernard. As to the results, well lets wait and see. What we can say is that the competition is very lively, and a simple turn of prices does not resolve the solution.

Another event is the coming of the Bossa Nova in France. The first to speak about this Bossa Nova craze was Gilbert Marouani (Editions Caravelle) and the first chap to push and plug it was Claude Deffes, after his trip to the U.S. He brought back material that Sacha Distel will utilize in his next recording session. Deffes has also acquired the rights in "Rambling Rose," which will be adapted in French style by Jean Broussolle, which lets us suppose that the Compagnons de la Chanson will groove this one. While on the subject of les Compagnons, lets say that even though they had a nice bag of gold in the change over of the label, the benefits are not rolling in (e.g. royalties etc.). Nothing exceptional in their first releases, but lets wait for the next one, because we hope for better.

Just had some news from Georges Colin (France Melodie). It's very unusual, and rare, but it is important. He is the publisher of the musical score of the film "Lejour Le Plus Long" (The Longest Day). Other than the recordings already mentioned in the column, Colin announced cuts by John William, Tohama (which reminds us that she is still in the song biz) Michel Magne (Bel Air), etc. However, the Mitch Miller recording will certainly be the base of this future success.

Let's speak about Hugues Auffray, a sure winner with the Barclay label. He is going to groove the French version of "Taste Of Honey (Pour Notre Amour Et Toi)." This was released in its original version by Lloyd G. Myers on the United Artists label. Leo Ferre will groove a 12" album title, "La Langue Francaise." Barclay Records has released a 10" LP by Dalida in the form of a luxurious album, framed. This is another original idea by Eddie Barclay. This record firm is quite satisfied with the selling of the original musical soundtrack records of "Repos Du Guerrier" and "Diable Etles Dix Commandements (Devil And The Ten Commandments)."

Let's take a trip to Bel Air where Leo Missir, the A&R man, is jubilating over his star Leny Escudero, who is an authentic vedette. Leny is making a trip around France, and upon his return will be billed at the Olympia Musical hall with Sacha Distel for the Christmas festivities.

With Breton the big season has started, and on the art side Cocteau has adapted the Italian music under the title of "Venise Que J'aime." Its up to the public to participate in his taste.

Dick Rivers, the solo singer with the Chats Sauvages, has decided to go really solo, and is leaving the rest of the Savage cats. His first, title "On A Juste l'Age" by Claude Carrere. Lucky Blondeau will cut "Avec Toi" by the same writer on the Philips label. He will be aided on the same label by Les Guitares Du Diable. Chris Valois (Vega) will cut "Ma Melodie," which has already been marked by Richard Anthony. This song, excellent by the way, triumphed at the Enghien song festival.

Marcel Amont, who is now making a triumph at the Bobino Music hall, will cut "On Est La" by Manouchka. Hoping this record will make us forget his "Le Jazz Et La Java," which was not audible.

Line Andres has just cut "La Tour De Mare" by Jean Loup Chauby and Jean Paul Vignon for the Barclay label. Publisher is Chappell.

### France's Best Sellers

1. J'irai Twister Le Blues: Buddy Greco—R. Anthony. Recorded by: Richard Anthony. Publishing firm: Tutti.
2. Les Comediens: Charles Aznavour. Recorded by: Charles Aznavour. Publishing firm: French Music.
3. Chariot: J. Plante—Stole del Roma. Recorded by: Petula Clark. Publishing firm: Alpha.
4. Quando Calienta El Sol: Rigual. Recorded by: Los Marcellos Ferial. Publishing firm: Semi.
5. Madison Twist: Sam Cooke & G. Aber. Recorded by: J. Hallyday. Publishing firm: Editions Beuscher.

### South Africa's Best Sellers

1. Things (Bobby Darin—London)
2. It'll Be Me (Cliff Richard—Columbia)
3. Such An Easy Question (Elvis Presley—RCA)
4. I Don't Know Why (Eden Kane—Decca)
5. Kiss Me Quick (Elvis Presley—RCA)
6. Guitar Tango (The Shadows—Columbia)
7. That Greasy Kid Stuff (Janie Grant—RRC)
8. Breaking Up Is Hard To Do (Neil Sedaka—RCA)
9. I Love The Girl Next Door (The G-Men—Teal)
10. I'll Remember You (Frank Ifield—Columbia)



## HOLLAND

### HOLLAND

November will be quite sensational for Dutch teenagers: there will be the in person-performances by Fats Domino and The Everly Brothers on the 3rd and 25th Nov., respectively, next in the Hague and Amsterdam. Bovema, releasing the EB- and Domino-repertoire exclusively on Warner Bros. and Imperial labels, will work on an extensive sales campaign for both events.

There's a continuous interest for the Shadows, notwithstanding Jet Harris' departure, says Bovema's Columbia label manager. Bovema will soon release "Out Of The Shadows," the group's new LP. In the meantime, the label also repackaged 2 10" LP's by the famous Compagnons De La Chanson, which appeared in Holland last week.

"Capitol-Holland has high hopes to get the best out of the recent signing of vocal star Bobby Darin," says Bovema's Capitol chief. The Capitol label, still high in the charts with Nat King Cole's "Ramblin' Rose," will release Bobby's first single "If A Man Answers" quickest possible.

From now on, Bovema's Imperial label will release Petula Clark recordings in Holland, starting off with her latest version of "Monsieur"/"Kapitän."

Once more, Dutch Decca paid fullest attention to Kathleen Ferrier's repertoire from the six years of her recording period (1946 until her death, December 1952). Nine new EP's were released in Holland this month, extending the "Ferrier Memorial Series" now to a total of 19. Introduced by Opera expert Leo Riemens, the series offers all of her most beloved recordings, including the famous British folk songs and her short spoken introduction to the Norwegian audience when she sang Jensens "Altar." Hans Tecker, label manager of classical Decca in Holland, said that the large color painting of Kathleen Ferrier by illustrator Berg, also on all EP covers, will be distributed on cardboard displays to prominent dealers.

A very promising release on the Dutch market is Karl Denver's fantastic recording of "My Mother's Eyes" on Decca. It isn't certain yet that Denver will come to Holland for a TV performance, but backed with a recording like this and several of his previous records like "Sleepy Lagoon," would guarantee Karl a great success in this country. As John Ros of Dutch Decca put it: "A genuine artist and a name to watch!"

Four of Erroll Garner's famous Trio recordings from the 1949-50 period for the American Roost label, were released in Holland on a London EP. They are rare and sought after recordings by the many Garner fans, like "Flamingo" and "Trees" and are once more a Dutch tribute to Garner's masterful piano playing.

Will Bob Moore score once more? . . . His new recording of "Auf Meiner Kleinen Hacienda" on the London label, quite in the trend of his high-hitting "Mexico," sounds very much like it! It's coupled with "Mexicali Rose."

After many years, the sound of Lawrence Welk is once more on the air in Holland. It is his recording of "Runaway" and "Baby Elephant Walk" on the London label.

Famous composer Leroy Anderson visited A. J. G. Strengholt, president of the Basart Publishing Houses, to talk about a close cooperation between Anderson and Basart.

The new affiliation of Basart, "Europhone Muziek," gave a party in Hotel Gooiland, Hilversum on behalf of the distribution of the prices of the Europhone Competition 1962. De Carina's, on C.N.R. label, handed the first recording of the prize winning song "Zonder Jou" to the authors. Rita Corita recorded another song out of this competition "Ben Je Geen Beauty" on the Imperial label. Rita Corita attended also the party and offered her recording to the Dutch artists.

Connelly-Basart acquired from Ivy Music Ltd. the Dutch rights of the Tornado's recording "Telstar." Phonogram made a rush release of "Telstar" and expects a lot of this fabulous instrumental. A cover version on the Fontana label is expected soon.

Basart, who obtained the rights of the big Petula Clark hit "Monsieur," anxiously watching it climb the German charts. Basart was very happy to be able to get a Dutch recording of "Monsieur" by Conny van den Bos, who has established herself as a first rate chanteuse, on Philips.

The Hague Philharmonic Orchestra will start its 1963 tour of the USA on April 16 in New London (New Hampshire) at the Colby Junior College. Tour will last until May 18.

The 1962/1963 season will give prominence to I Musici's tenth anniversary. In Rome, the season opened with a concert which was attended by numerous dignitaries and official personages, who together with a cosmopolitan audience of music lovers payed homage to this group of music makers in a mutual experiencing of all that music can be in the hands of one of its greatest exponents. The anniversary has also been marked by the issue, in English, French, German, Italian, and Dutch versions, of a special disk contained in a twelve-page album, profusely illustrated and full of interesting articles. It forms a fitting and lasting tribute to this body of dedicated men and women whose specific wish for the future, to use their own words, is "to play more and more beautiful music, to pass on the beauty of that music to receptive and appreciative audiences, to go on for many more years, to stay together as we are now, to play as well as we can." These, needless to say, are sentiments which one can only, and gladly share. The number of the anniversary record by I Musici, comprising works by Vivaldi, Corelli, Albinoni and Manfredini, is G 03090 L for the Italian, German, Dutch and English versions, and L 02246 L for the French version.

At the third reunion of the Conamus (Committee for Dutch Entertainment music) by the 25-years-jubilee, "a Gold Harp" was presented to Hugo de Groot and Ferry (van Delden), for their great merit for the Dutch light music. After that, there was a fashion show and the presenting of prizes to the winners of a competition for street musicians.

### Holland's Best Sellers

1. Brandend Zand/Heisser Sand (Anneke Grönloh/Philips, Mina/Polydor, Willy Schobben/Artone) (Benelux Music/Weert).
2. Speedy Gonzales (Pat Boone/London) (Metro Muziek/Amsterdam).
3. I Can't Stop Loving You (Ray Charles/ABC Paramount) (Acuff-Rose Music Benelux/Brussels).
4. Roses Are Red (Padre Twins/Artone, Bobby Vinton/Columbia) (Les Ed. Int. Basart/Amsterdam).
5. Do You Want To Dance (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam)
6. Guitar Tango (Shadows/Columbia) Editions Climax/Amsterdam)
7. Marching Along With The Blue Diamonds (Blue Diamonds/Decca) (Editions Climax/Amsterdam)
8. Janus Pak Me Nog Een Keer (Paula Dennis/Artone, Ria Valk/Fontana) (Uitgeverij Joop Portengen/Haarlem).
9. Like I Do (Nancy Sinatra/Reprise) (Top Music Altona/Amsterdam)
10. Sealed With A Kiss (Brian Hyland/ABC Paramount) (Chappell/Amsterdam).



# COUNTRY D.J.

## REGIONAL RECORD REPORTS

**BILL HAMPE**  
KBLA  
Burbank, Calif.

1. I'd Fight The World (J & J Mosby)
2. Cow Town (Webb Pierce)
3. One Look At Heaven (Stonewall Jackson)
4. Blue (J. Hall & The Beavers)
5. Devil Woman (Marty Robbins)
6. A Little Heartache (Eddy Arnold)
7. Adios Amigo (Jim Reeves)
8. Loversville (Wynn Stewart)
9. Mama Sang A Song (Bill Anderson)
10. Shame On Me (Bobby Bare)

**MIKE HOYER**  
KMAB  
Shenandoah, Iowa

1. Under Cover Of The Night (Dave Dudley)
2. Mama Sang A Song (Bill Anderson)
3. A Girl I Used To Know (George Jones)
4. I've Been Everywhere (Hank Snow)
5. I'm Gonna Change Everything (Jim Reeves)
6. Kicking Our Hearts Around (Buck Owens)
7. Gettin' Even (Carl Smith)
8. Please Pass The Biscuits (Jimmy Dean)
9. I Miss You All Over (Buddy Meredith)
10. The Violet And A Rose (Jimmy Dickens)

**GENE GUTHRIE**  
KHEY  
El Paso, Tex.

1. I'm Gonna Change Everything (Jim Reeves)
2. Don't Go Near The Indians (Rex Allen)
3. Hello Out There (Carl Belew)
4. Sove A Minute (Ear Scott)
5. Devil Woman (Marty Robbins)
6. Kickin' Our Hearts Around (Buck Owens)
7. Cowtown (Webb Pierce)
8. Another Day, Another Dollar (Wynn Stewart)
9. Pride (Roy Price)
10. Wall To Wall Love (Bob Gallion)

**COLEMAN O'NEAL**  
WZKY  
Albermarle, N.C.

1. He Stands Rea Tall (Del Reeves)
2. Mama Sang A Song (Bill Anderson)
3. Used To Be Sweethearts (Beverly Buff)
4. Sooner Or Later (Webb Pierce)
5. Tears The World Can't See (Jim Hanes)
6. Wall To Wall Love (Bob Gallion)
7. Sing A Little Song Of Heartache (Rose Maddock)
8. What Is Time To A Fool (Jim Parker)
9. Sometimes You Just Can't Win (Smokey Stover)
10. Everybody But Me (Ernest Ashworth)

**COWBOY BLAIR**  
KORA  
Bryan, Tex.

1. Will Your Lawyer Talk (Kitty Wells)
2. Burning Of Atlanta (Claude King)
3. Hello Trouble (Orville Couch)
4. Fool The World (Randy King)
5. I Don't Believe I'll Fall In Love (Bobby Bare)
6. Cowtown (Webb Pierce)
7. No Letter Today (Ernest Tubb)
8. Willie The Weeper (Billy Walker)
9. Hello Out There (Carl Belew)

**AL LYNCH**  
KSBK  
Naha, Okinawa

1. Devil Woman (Marty Robbins)
2. If You Don't Know I Ain't Gonna Tell You (George Hamilton IV)
3. Mama Sang A Song (Bill Anderson)
4. Pride (Roy Price)
5. Cowtown (Webb Pierce)
6. Little Black Book (Jimmy Dean)
7. Big Fool Of The Year (George Jones)
8. I've Been Everywhere (Hank Snow)
9. The Violet And A Rose (Jimmy Dickens)
10. Wolverton Mountain (Claude King)

**JACK RENO**  
KFLW  
Ft. Leonard Wood, Mo.

1. Kickin' Our Hearts Around (Buck Owens)
2. Another Day, Another Dollar (Wynn Stewart)
3. Maybe (Clyde McPhatter)
4. Mr. In Between (Burl Ives)
5. If You Don't Know (George Hamilton)
6. Pride (Roy Price)
7. Cow Town (Webb Pierce)
8. 160 Lbs. Of Hurt (Worrie Smith)
9. Wander Drug (C. Butler)
10. Success (Loretta Lynn)

**WM. EDDIE MATHERLY**  
WKCW  
Warrenton, Va.

1. I've Been Everywhere (Hank Snow)
2. Mama Sang A Song (Bill Anderson)
3. Footsteps Of A Fool (Judy Lynn)
4. Kickin' Our Hearts Around (Buck Owens)
5. Donny Boy (Bill Monroe)
6. Well To Wall Love (Bob Gallion)
7. A Girl I Used To Know (George Jones)
8. I Hope Your Satisfied (Don Owens)
9. Rainbow (George Hamilton IV)
10. I Can't Help It (Johnny Tillotson)



# COUNTRY REVIEWS

B+ very good C+ fair  
B good C mediocre

## THE CASH BOX BULLSEYE



"SAFELY IN LOVE" (2:13) [Central Songs BMI—N. & S.] "DOWN BY THE RIVER" (2:53) [Sure-Fire BMI—Crutchfield, Wilburn]

FARON YOUNG (Capitol 4868)

Faron Young had a first-rate coin-puller with his last release of "The Comeback" and this new two-sided entry seems destined to go the same success route. The chanter showcases his rich, wide-range vocal talents in winning stead on "Safely In Love," a catchy, pop-styled happy blueser. "Down By The River" is a tender, chorus-backed, lanent with some excellent guitar work. Either end can make it real big here.

"KING OF THE BLUES" (1:50) [Acuff-Rose BMI—Ashworth]

"I TAKE THE CHANCE" (2:31) [Acuff-Rose BMI—I. & C. Louvin]

ERNEST ASHWORTH (Hickory 1189)

The songster should duplicate his "Everybody But Me" success with this top-drawer hitsville loomer tabbed "King Of The Blues." The tune is a rousing, uptempo tradition-oriented country lament read by Ashworth in his distinctive, feelingful vocal style. The coupler, "I Take The Chance," is highly listenable shuffle-beat item which should bring out a slew of spinners.

"GET SET FOR A HEARTACHE" (2:00)

[Sure Fire BMI—Deaton, Landers]

"WORLD OF FORGOTTEN PEOPLE" (2:00) [Sure Fire BMI—Lynn]

LORETTA LYNN (Decca 31435)

Loretta Lynn, who scored last time out with "Success," comes up with a potent follow-up stanza with this new Decca release. The top side here, "Get Set For A Heartache," is a first-rate, slow-moving country weeper essayed with loads of authority by the lark. Eye it for rapid acceptance. The flip, "World Of Forgotten People," is a real pretty, slow-shufflin' ballad with an attractive pop flavor.

"THE BALLAD OF JED CLAMPETT" (2:01)

[Carolintone BMI—Henning]

"COAL LOADIN' JOHNNY"

[Sure Fire BMI—Rose, Scruggs, Flatt]

LESTER FLATT & EARL SCRUGGS (Columbia 42606)

The bluegrass vets could have their biggest hit in quite a while with this delightful, fast-moving novelty ditty tagged "The Ballad Of Jed Clampett." The tune, which the theme songs of the new TV'er "The Beverly Hillbillies," has enough built-in exposure to move up the charts in no time flat. On the other side, "Coal Loadin' Johnny," the duo deliver a top-notch folk-flavored opus with an appealing, commercial melody.

"I WAKE UP CRYING" (2:24) [Copar-Forrest BMI—McPherson]

"AFRAID TO LOOK BACK" [Copar-Forrest BMI—McPherson]

WARNER MACK (Decca 31436)

Warner Mack could jump once again into the national spotlight with this promising new pop-flavored newie tagged "I Wake Up Crying." The tune an attractive, medium-paced affair with a lush arrangement is given an excellent send-off by Mack. The chanter tells a plaintive story in "Afraid To Look Back," another top-rung popish effort. Wax could skyrocket.

GRANDPA JONES (Monument 801)

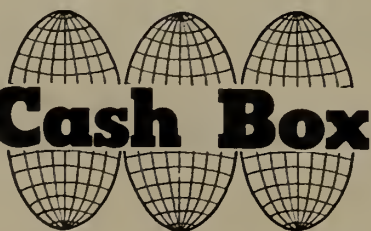
BUD CROWDER (Toppa 1075)

(B+) "T FOR TEXAS" (2:16) [Peer International BMI—Rodgers] The vet country performer unleashes his potent vocal talents full-blast on this lively, high-spirited yodelin' affair. With the proper exposure the side could cause quite a stir.

(B+) "ROOM FOR ONE MORE HEARTACHE" (2:25) [Central Songs BMI—Mize] Bud Crowder effectively utilizes the dual-track technique for this twangy, bluegrass-flavored tear-jerker in the best country tradition. Side seems a natural for ops and deejays.

(B+) "TRITZEM YODEL" (2:11) [G-J Music BMI—Jones] This time out the chanter offers another fast-moving, guitar-backed yodelin' effort. Plenty of potential here.

(B) "TEARDROP TRAIN" (1:58) [Central BMI—Frazier] More fine country sounds. This side's a lively, melodic lament with some first-rate appealing lyrics.



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LAST MINUTE DEADLINE

**THURSDAY, NOV. 1, NOON.**



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
<b>1</b> MAMA SANG A SONG <i>Bill Anderson (Decca 31404)</i>	1	<b>26</b> WICKED WORLD <i>Kitty Wells (Decca 31422)</i>	27
<b>2</b> I'VE BEEN EVERYWHERE <i>Hank Snow (RCA Victor 8072)</i>	3	<b>27</b> FOOTSTEPS OF A FOOL <i>Judy Lynn (United Artists 472)</i>	26
<b>3</b> I'M GONNA CHANGE EVERYTHING <i>Jim Reeves (RCA Victor 8080)</i>	2	<b>28</b> WHY CAN'T HE BE YOU <i>Patsy Cline (Decca 31429)</i>	41
<b>4</b> COW TOWN <i>Webb Pierce (Decca 31421)</i>	4	<b>29</b> SEND ME THE PILLOW YOU DREAM ON <i>Johnny Tillotson (Cadence 1424)</i>	25
<b>5</b> PRIDE <i>Ray Price (Columbia 42518)</i>	5	<b>30</b> 36 - 22 - 36 <i>Johnny &amp; Jack (Decca 31423)</i>	35
<b>6</b> A GIRL I USED TO KNOW <i>George Jones (United Artists 500)</i>	6	<b>31</b> SO HOW COME (NO ONE LOVES ME) <i>Don Gibson (RCA Victor 8085)</i>	34
<b>7</b> KICKIN' OUR HEARTS AROUND <i>Buck Owens (Capitol 4826)</i>	8	<b>32</b> BONANZA <i>Johnny Cash (Columbia 42512)</i>	29
<b>8</b> DON'T GO NEAR THE INDIANS <i>Rex Allen (Mercury 71997)</i>	7	<b>33</b> THE GREATEST ACTOR <i>Wanda Jackson (Capitol 4833)</i>	43
<b>9</b> THE BURNING OF ATLANTA <i>Claude King (Columbia 42581)</i>	10	<b>34</b> JUST PASSING THROUGH <i>Lefty Frizzell (Columbia 42521)</i>	36
<b>10</b> DEVIL WOMAN <i>Marty Robbins (Columbia 42486)</i>	9	<b>35</b> I'D FIGHT THE WORLD <i>Johnny &amp; Jonie Mosby (Columbia 42449)</i>	33
<b>11</b> WE MISSED YOU <i>Kitty Wells (Decca 31422)</i>	17	<b>36</b> CAJUN JOE <i>Rusty &amp; Doug (Hickory 1177)</i>	37
<b>12</b> BIG FOOL OF THE YEAR <i>George Jones (United Artists 500)</i>	15	<b>37</b> UNDER COVER OF THE NIGHT <i>Dave Dudley (Jubilee 5436)</i>	39
<b>13</b> SOONER OR LATER <i>Webb Pierce (Decca 31421)</i>	12	<b>38</b> PRIDE GOES BEFORE A FALL <i>Jim Reeves (RCA Victor 8080)</i>	32
<b>14</b> WALL TO WALL LOVE <i>Bob Gallion (Hickory 1181)</i>	19	<b>39</b> STRANGER <i>Lefty Frizzell (Columbia 42521)</i>	38
<b>15</b> THE VIOLET AND THE ROSE <i>Little Jimmy Dickens (Columbia 42485)</i>	18	<b>40</b> A TEAR FELL <i>Earl Scott (Kapp 854)</i>	47
<b>16</b> DADDY STOPPED IN <i>Claude Grey (Mercury 72001)</i>	14	<b>41</b> EVERYBODY BUT ME <i>Ernest Ashworth (Hickory 1170)</i>	28
<b>17</b> I CAN'T STOP (MY LOVIN' YOU) <i>Buck Owens (Capitol 4826)</i>	16	<b>42</b> I SAT BACK AND LET IT HAPPEN <i>Leroy Van Dyke (Mercury 72018)</i>	30
<b>18</b> IF YOU DON'T KNOW I AIN'T GONNA TELL YOU <i>George Hamilton IV (RCA Victor 8062)</i>	11	<b>43</b> WHEN TWO WORLDS COLLIDE <i>George Jones &amp; Margie Singleton (Mercury 72034)</i>	45
<b>19</b> HELLO OUT THERE <i>Carl Belew (RCA Victor 8050)</i>	13	<b>44</b> HEARTACHES <i>Patsy Cline (Decca 31429)</i>	48
<b>20</b> ANOTHER DAY, ANOTHER DOLLAR <i>Wynn Stewart (Challenge 9164)</i>	23	<b>45</b> CANCEL THE CALL <i>Charlie Phillips (Columbia 42526)</i>	49
<b>21</b> THE SOUND OF YOUR FOOTSTEPS <i>Wilburn Bros. (Decca 31425)</i>	31	<b>46</b> YOU MUST BE TRUE <i>Jimmy Newman (Decca 31416)</i>	44
<b>22</b> I'M WALKING SLOW (AND THINKING ABOUT YOU) <i>Ray Price (Columbia 42578)</i>	21	<b>47</b> DOES HE MEAN THAT MUCH TO YOU <i>James O'Gwynn (Mercury 72008)</i>	40
<b>23</b> MUST YOU THROW DIRT IN MY FACE <i>Louvin Bros. (Capitol 4822)</i>	24	<b>48</b> THE END OF THE WORLD <i>Skeeter Davis (RCA Victor 8098)</i>	—
<b>24</b> LITTLE BLACK BOOK <i>Jimmy Dean (Columbia 42529)</i>	22	<b>49</b> 160 POUNDS OF HURT <i>Warren Smith (Liberty 55475)</i>	42
<b>25</b> WILLIE THE WEEPER <i>Billy Walker (Columbia 42492)</i>	20	<b>50</b> THERE'S GONNA BE LOVE IN MY HOUSE TONIGHT <i>Willie Nelson (Liberty 55494)</i>	—



# COUNTRY ROUND UP

Special news flash: United Artists' George Jones is now represented by the Nashville-based Wil-Helm Agency according to an announcement sent up last week from the Music City by the chanter, H. W. "Pappy" Daily and Bob Neal of the talent stable. Jones and his band, "The Jones Boys" along with Georgie Riddle have been one of the biggest audience-drawing acts in

Ed McLemore's Big "D" Jamboree on the 27th. The Victor chanter will be assisted on the bill by Norma Jean, The Conner Family, Chuck Jennings, Judy Beaver and Cowboy Weaver.

Vokes Music Publications sends along word that Straday Music are now representing the firm throughout the world, outside of the United



GEORGE JONES



PORTER WAGONER



HOWARD VOKES

the country. The agency plans to build a number of packages for one-nighters and tours, as well as fairs and parks with Jones as the headline attraction. . . . Further cause for excitement at the agency is the recent inking of the Louvin Brothers to exclusive contracts. Bob Neal is currently making plans for an extensive number of appearances for the Capitol duo in one-nighters and tour dates.

Lester Flatt and Earl Scruggs recently received a rousing welcome from the students at Oberlin College. The bluegrass artists received several encores during the performance and returned to the stage for three curtain calls at the end of the concert. During the National Country Music Week, Flatt and Scruggs will be appearing on the Ernie Ford Show on the ABC-TV network.

Stew Carnell reports that Hank Snow and his Rainbow Ranch Boys will cover Arizona, California, Nevada, Oregon and Idaho during the next several weeks. Stew also sez Charley Williams is readying his new act which will include singing on roller skates.

Hubert Long, prexy of Moss Rose Publications and Hubert Long Talent would like to extend an invitation to all Nashville visitors to visit him at his new office building at 806 16th Ave., South, right next door to Bradley's Studio.

Dick McFarland of CKSL-London, Ontario infos that he's interested in booking country talent on a long term basis. Agents or bookers should contact Dick at the Station at 343 Richmond Street.

Clyde Beavers, singer and Cedarwood writer, has turned thespian and is currently playing the part of Marcellus in the Theatre Nashville production of "The Music Man." Additionally, Clyde has been busy promoting his tune "He Is So Good To Me" which has been released as a single by George Jones on United Artists.

Porter Wagoner has been set for

**COAST TO COAST**  
IT'S

**Bob Gallion's**  
**WALL TO**  
**WALL LOVE**

**HICKORY 1181**

States. Howard Vokes, topper of the pubbery, says that activity on his firm's entire catalog is getting wide exposure in several foreign countries via single records, EP's and albums.

Ernest Tubb and the Texas Troubadours just finished a successful stand in Woodward, Oklahoma. The gang is now set to play a slew of dates in the Lone Star State.

Indie promo man Slick Norris and Smiley Monroe are covering ground these days hitting a lotta Texas cities for personals. The occasion for all this fancy travelin' is to promote the chanter's new Toppa release of "Bluegrass In Hollywood." . . . Just received word that Biff Collie cut a session for Reprise in Los Angeles a while back. The first sides are due for release in four weeks.

**NUGGET RECORDS**  
MOVES TO NASHVILLE

★ ★ ★ ★

2 HOT RELEASES

**LONZO & OSCAR**  
"CATFISH DINNER"  
b/w  
"DON'T WANT TO CHANGE IT NOW"  
Nugget—2032

★ ★ ★ ★

**MELBA MONTGOMERY**  
"HAPPY YOU  
LONELY ME"  
b/w  
"YOUR PICTURE"  
Nugget—2033

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## THE 1962 NAMA CONVENTION

The vending convention which came to a close last week in San Francisco was unlike the exciting and colorful performances which preceded it, and the industry is the better for it today.

For the excitement of last year and certainly the preceding years stemmed mostly from the unknown, much of which never satisfied the expectations of the originators. The colorful machine which acted almost human was in reality a hope more than a fact. More money will be made from the facts as they were presented at this trade show which closed on Tuesday, October 16.

The independent operator—who is receiving much publicity today—continued to be the center of many discussions. He is in fact in stronger contention than ever now that there is the probability of a combined buying association taking form. The independent operator was mentioned at nearly every planned meeting. In fact more small operators seemed to be in evidence than ever before and there were signs that perhaps the number of operators in business today has grown sharply.

Attendance was down compared with the fantastic figure of last year but again, exhibitors thought more operators of a smaller size were on the scene. Sales were ahead for the year in almost every instance and the main reason given from the floor, from the meetings, and from the corners of the elegant dining rooms in this favorite of cities was simple—additional locations, a healthy sign of the future.

A large number of coin machine people were in attendance—distributors and operators alike. In the past their presence may have been brought about through coincidence, convenience, or idle curiosity. But this year those who traveled to California did so for one reason—to take a long, hard look at what may be a sensible adjunct to a music operating business already expanding into cigarettes and candy in many areas of the country.

Iced drink machines and dollar bill changers no longer turned heads, but changes from within the machines which will result in greater performance and lower service costs were in evidence everywhere and this is what the operator looked for.

It was a sensible convention from beginning to end and most visitors returned home with more than their money's worth, as usual. From here on in it appears as though the vending conventions will offer a more substantial route to profits from automatic merchandising, sans glamour. We believe that's exactly what the progressive operator expects when he attends his annual trade show.

**NAMA  
CONVENTION**  
October 13-16  
1962  
**BROOKS HALL  
SAN  
FRANCISCO**

# VENDING: 1962

## A Convention Of Substance and Common Sense Business

SAN FRANCISCO—The most sophisticated town in the United States proved to be a wonderful choice for the 1962 NAMA Convention but 4000 conventioners managed to keep their heads in a fashion that reflects the state of the vending industry today. The glamour has rubbed off and Wall Street has looked for another boom industry. Vending reached maturity this year and the convention floor proved it.

From the opening day, Saturday, October 13th, when keynote speaker Martin Agronsky told the audience that they cannot "Stop the world and get off" but rather "stay on and make the best of it," the members of the vending industry were staying on the automatic merchandising road to success and without the glamour, they were making the best of it.

Meetings highlighted details such as penny-profits, increased volume through countless techniques (but not vast increases), greater emphasis on proper sanitation, pilferage, the ever-present cloud of tobacco-health problems, and personnel-labor problems. The meetings sounded as though they were attended by old line veterans of the steel or automobile businesses instead of the once typed "infant" of American industry.

Attendance was off from previous years and the guess was that the cost of attending the Convention in this distant city with all of the extras

which come about may have been a little too much for the average vendor. Next year's meeting returns to Chicago and it is expected to boost attendance past the 5000 mark once again.

Exhibitors were satisfied with the action, though, and complaints were few and far between. Visitors were heard to gripe about "nothing being new" which in reality was an uninformed complaint since there was much to be viewed for the first time, although the revolutionary advances of past years were not in evidence.

Super-market merchandising, new fresh-brew coffee ideas, postage stamp and book vendors, an instant shoe-shine pack, excellent improvements in hot food and oven-heating methods, money-handling, but more prevalent than ever was the emphasis on performance and reliability of equipment. This was evident in almost every exhibit booth.

Two firms introduced new background music systems, NAMA announced its profit findings within the industry during 1961 (ahead by 1% over last year), members elected Lou Risman (Mystic Automatic Sales) president of NAMA for one-year which begins January 1 following Herb Geiger who will step down, and the future of the independent operator was discussed. Details of these events appear throughout this post-convention issue.

*A tape was cut . . .*



*exhibits opened . . .*



*and thousands of vendors . . .*



*examined equipment . . .*



*discussed trade problems . . .*



*elected leaders . . .*



*and met suppliers.*



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Vendo Shows Two New Coin-Operated Racks

SAN FRANCISCO—Three models, two of them new, of The Vendo Company's revolutionary coin-operated rack merchandiser were shown at the National Automatic Merchandising Association trade show this month in San Francisco.

By automating the well proved rack merchandising technique, Vendo, the world's largest manufacturer of automatic merchandising equipment, is entering a vast multi-million dollar industry.

Any item which can be packaged on a card up to nine inches long and five inches wide can be sold by these remarkable new merchandisers. There are already hundreds of products available in the popular bilster, skin or Stretch Paks®, that with a simple addition of a special grommet can be immediately sold from the automatic rack merchandisers.

Popular selections that now come in packages readily adaptable to the automatic rack merchandiser include cosmetic and health items, household goods, hardware, pet needs, souvenirs, fishing tackle, sundries, notions, articles of clothing and stationery supplies.

The first coin-operated rack merchandiser developed by The Vendo Company was introduced at last year's NAMA show and since that time has undergone extensive field testing. It is a large double-section merchandiser that offers 98 different selections and has a total inventory capacity of from 600 to 1,000 individual items.

With the "Visi-Mart," products are sold from coin-operated dispensing rods which are controlled from a central panel. The customer notes the price of the item he desires, deposits nickels, dimes or quarters in any order in the coinage panel and presses a button at the end of the rod to remove the article he has selected.

An automatic catch prevents a second item from being slipped off. The customer can handle and examine the product, but he cannot remove it until

it is paid for. The machine makes change and sells at prices ranging from five cents to a dollar in nickel increments.

Essentially, each of the 98 dispensing rods on the unit is a vending machine. For example, when a quarter is dropped into the coinage mechanism any single item selling for 25 cents may be taken off any one of the dispensing rods.

The two new automatic rack merchandisers that Vendo introduced at the big trade show operate in the same manner as the Visi-Mart. However, they take different forms.

The "Variety Vend," is a smaller version of the Visi-Mart. It features 20 coin-actuated vending posts and is ideally suited for low volume locations or for the merchandising of a single company's complete line of products. This unit is 63 inches tall, 35 inches wide and only 18 inches deep. It will accept change up to a dollar and is capable of holding an inventory of 200 items.

The second variation is the result of automating the conventional tree-type rack merchandiser. This is a 5-sided revolving unit that has a capacity of 240 products while requiring the very minimum amount of floor space. It has 24 vending posts on a total of four sides. The fifth side houses the coin control panel. The unit is 57 inches tall and has a radius of 30 inches. It also accepts coins up to a dollar.

The Vendo coin-operated rack merchandisers are making possible for the first time the controlled sale of articles in open display cases. They open up new markets to manufacturers of numerous items, making their products available in locations where it would otherwise be impossible to sell them.

The automation of this important merchandising technique represents one of the most important advances in the history of the automatic merchandising industry.

## Continental Intros 4-Selection Ice Cream Vendor

SAN FRANCISCO—The vending industry's first four-selection ice cream dispenser—Continental Vending Machine Corporation's new Ice Cream Shoppe—was unveiled last week at the National Automatic Merchandising Association Show at Brooks Exhibit Hall, October 13-16.

A complete variety of ice cream products: bars, pops, sandwiches and cups, are now available in a single machine for the first time. The Ice Cream Shoppe also features a new coin computing system which permits three different price settings, accepts any combination of coins, and produces change.

In addition, the machine has a complete automatic defrosting system and evaporator and assures consistent temperatures through a thermostatic control.

Besides the new ice cream machine, Continental Vending is displaying its complete range of products, headed by the Hot Food Shoppe—the only completely automatic machine to dispense full course hot food luncheons and platters.

Other Continental machines being displayed are the Soda Shoppe, which dispenses crushed ice in each serving; the Tobacco Shoppe "30", the industry's only 30-bank cigarette machine (which also can dispense cigarette lighters) and a new Coffee Shoppe Fresh Brew machine, which serves coffee with or without cream and sugar.

A variety of other autotronic machines are currently being developed at the Continental Vending research laboratories, according to Company President Harold Roth. These include a Dari Shoppe, a single cup brewed Coffee Shoppe, an all-purpose vendor for hot and cold service, a Candy Shoppe, a Pastry Shoppe, and one-and five-dollar bill changers, all with new improvements.

## Agronsky Keynotes NAMA Sessions



MARTIN AGRONSKY  
NBC News Analyst

SAN FRANCISCO—Martin Agronsky, NBC News Analyst and internationally known correspondent, addressed the NAMA Convention audience on Saturday morning, October 13. His keynote speech advised the listeners against the sage advice of author Anthony Newley, whose current Broadway hit says, "Stop The World, I Want To Get Off." Agronsky's address was based on the premise that since we can't stop the world, we must find a way to stay on—and live.

His talk covered international experiences over 20 years and his association with the world's great leaders. He said of his travels that the peoples of the capitals of Europe seem to live a life of zest filled with intensity during the factory working day and the pleasures of the relaxing evenings. "But are they avoiding the realism which asks the question—'Are we heading for annihilation?'"

Agronsky's talk asked that we do not stress the need for war, nor should we stand ready to appease. He stated that his own philosophy centered more on a middle of the road policy which reflected Winston Churchill's remark, "Law is better than war."

Agronsky defended President Kennedy's actions on many recent political and international moves and he criticized Congress for reacting to Premier Khrushchev's "Pavlov's dog" technique of ringing the bell and having America answer the call.

"Until we invent a vending machine with the answers to these world problems we'll have to get along the old-fashioned way." He asked the audience, and America, to rely on negotiation and talk before reverting to the only other choice—nuclear war and disaster.

## Named Univend Director



JACK HOPSON

NEW YORK—John A. Hopson has been elected a director of American Univend Corporation, I. R. Rill, chairman of the board, announced.

Hopson is president of Vending Industries, a subsidiary of American Univend. He founded Vending Industries, which was merged into the American Univend Corporation in November, 1961.

Hopson has served as a financial and marketing consultant to many manufacturers and suppliers in the vending industry. He has also served on automatic merchandising panels for American Management Association seminars.

American Univend markets an exclusive line of products through coin-operated machines. Vending Industries is a financing and leasing company specializing in the expansion of the automatic merchandising field.

## "Coffee 100" Shown

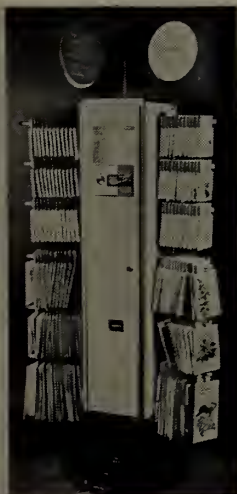
SAN FRANCISCO—American Univend Corporation launched its newest vending product, "Coffee 100," at the NAMA Convention in San Francisco. Bringing the Univend product line to 19 items, "Coffee 100" will be available for use in all outlets from restaurants to schools and office facilities to the military.

"Coffee 100," as its name implies, is a 100% pure coffee concentrate. It contains no preservatives or additives of any kind, is instantly soluble in hot or cold water, and most importantly, has the flavor and aroma of freshly brewed coffee, according to company officials.

Other advantages "Coffee 100" offers the vending machine operator are found in economical portion control. The product is free of sediment, residue and subsequently, waste. It cuts storage space, promotes easier dispensing and requires no preparation, thus reducing maintenance costs and problems.



(1) VARIETY VEND: Twenty coin-operated posts can hold up to 200 items, accepts change up to \$1.



(2) TREE-TYPE RACK: Five-sided revolving unit holds 240 items on 24 posts, sells carded items for up to \$1.

## Seeburg Names Carlman, Gregory

CHICAGO—Leonard Gross, Executive Vice President, Operations, of the Seeburg Corporation has announced two appointments.

Carl Carlman has been appointed Vice President of Operations Planning. Carlman, a veteran of more than 20 years with Seeburg, is in charge of all facility planning, both domesti-

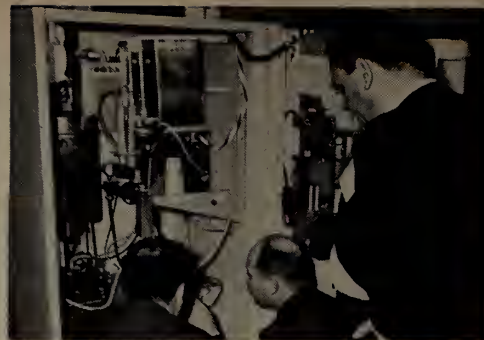
cally and overseas, as well as all tooling and factory maintenance.

Marion Gregory, who has been in charge of quality control since joining the company in 1948, has been elected Vice President, Quality Assurance. In his new capacity, he will be responsible for inspection and quality at all Seeburg plants.

# A Convention Of Machines and Men ... and Ideas.



**PLANTATION:** Mal Kaufman, Paul Ridgeway



**COFFEE-MAT:** Bob McCarthy with Italian visitors



**IMPERIAL:** Stewart McDonald, Gene Sabin, E. R. Sabin



**SERV-O-MATIC:** J. Greely, H. Weirauch, M. Manzer



**ROCK-OLA:** Jack Shawcross, John Bilotta, Frank Doyle



**NRI:** Stan Schlaf, W. R. Sabol



**AMERICAN UNIVEND:** I. Rill, R. A. Gaffney



**M&R:** S. Kallick, D. Dudley, F. Smith



**UNIMATCHICO:** James Brown, Chas. Pittman, Frank Tupper



**AMERICAN UNIVEND:** Ralph Vance, Jack Hopson



**SMOKESHOP:** A. Weymouth, J. Bilotta, A. Brier, W. Gross



**NATIONAL:** Harvey Hofmeister



**SEEBERG:** H. Wertheimer, B. Fitzer, Z. Hovsepian



**COCA-COLA:** Arthur Roberts, Dave Collins



**R-M:** Harold Spitz demonstrating coffee vendor



**SEEBERG:** Stu Auer, Mr. and Mrs. Wm. Pound



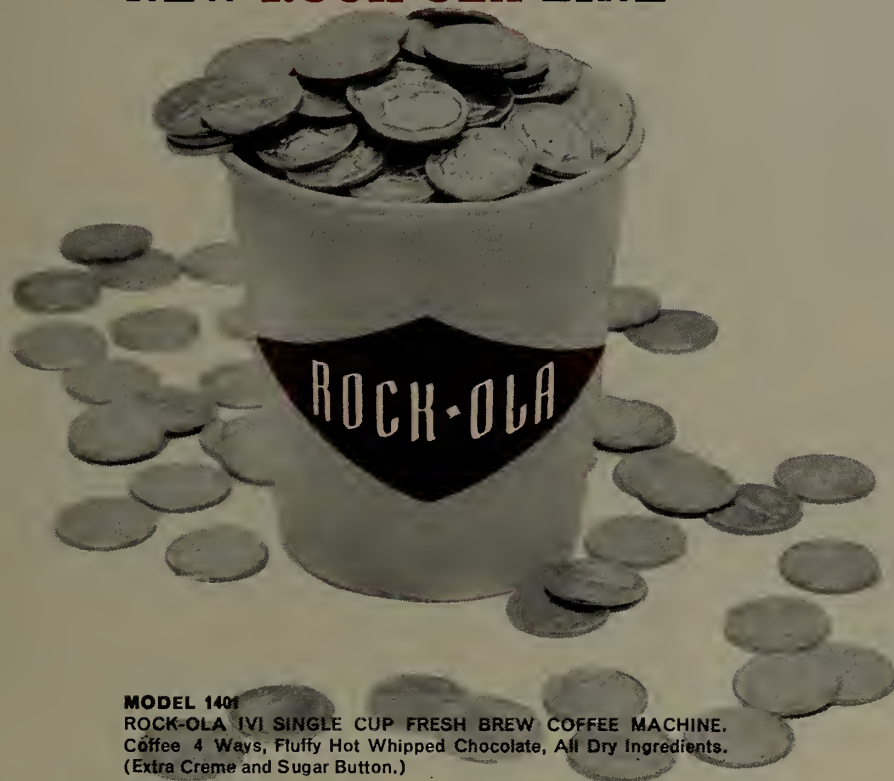
**CONTINENTAL-APCO:** J. Stamatou, H. Sternberg, P. Malloy, W. Sherman

# 1962

OPERATOR PROFITS ON  
**ROCK-OLA** COFFEE VEND-  
ING EQUIPMENT WERE  
THE GREATEST EVER...

# 1963

PROFITS WILL BE EVEN  
GREATER WITH THE  
NEW **ROCK-OLA** LINE



**MODEL 1401**

**ROCK-OLA IVI SINGLE CUP FRESH BREW COFFEE MACHINE.** Coffee 4 Ways, Fluffy Hot Whipped Chocolate, All Dry Ingredients. (Extra Creme and Sugar Button.)

**MODEL 1401-S**

Same Features As Model 1401 with Addition of Delicious Hot Whipped Soup. (Extra Creme and Sugar Button.)

**MODEL 1800**

**ROCK-OLA IVI SINGLE CUP FRESH BREW COFFEE MACHINE.** Coffee 4 Ways, Fluffy Hot Whipped Chocolate. Granulated Sugar. Fresh Refrigerated Cream. (Extra Cream and Sugar Button.)

**MODEL TRLB-M**

**ROCK-OLA IVI BATCH FRESH BREW COFFEE MACHINE.** Coffee 4 Ways, Fluffy Hot Whipped Chocolate. Hot Whipped Soup. (Extra Cream and Sugar Button.)

**MODEL 3402**

**ROCK-OLA—FRED HEBEL SOLUBLE COFFEE MACHINE.** Coffee 4 Ways, Fluffy Hot Whipped Chocolate, Tea 4 Ways, All Dry Ingredients.

**ROCK-OLA IVI CORPORATION • FRED HEBEL CORPORATION**  
SUBSIDIARIES OF ROCK-OLA MANUFACTURING CORP.  
800 NORTH KEDZIE AVENUE • CHICAGO 51, ILLINOIS

**LOOK TO ROCK-OLA**  
**FOR ADVANCED**  
**PRODUCTS FOR PROFIT**

# A Convention Of New Techniques, New Markets



F&F: K. Wilson, J. Freeman, R. E. Hurley



HERSHEY: B. O'Connor, W. E. Deardon, J. Elie, J. W. O'Leary



STANDARD: James McNutt, Bill Denin



CURTISS: Major Bush, J. B. Gallarneau



FEARN: Mrs. Faye Coolidge, Bob Clark



DR. PEPPER: R. Lancaster, R. Stone, J. Corbin



PEPSI-COLA: P. McLaughlin, P. Hughes



BONDWARE DIV: Lee, Perpignani, Roll, Drumm, Krogman



VENDO: J. Burlington, M. Hocus, W. Meeder, C. Hughes



DuGRENIER: B. Grady, F. DuGrenier, G. Linker, D. Gibbs



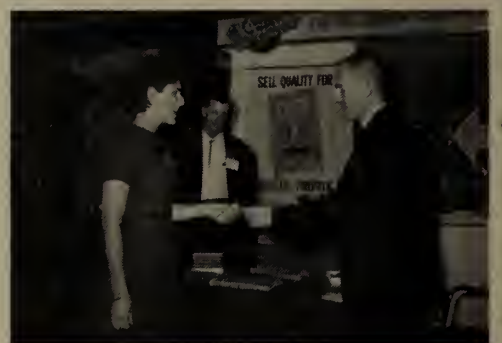
CAMPBELL: Bill Palmer, Chas. Stuehrk



DEAN'S-GENL. FOODS: Tom McAdams, putting



AUSTIN: M. Asch, E. Fox, J. Graham



D. L. CLARK: Mrs. E. Schwartz, W. Taylor, R. L. Green



AVENCO: J. Montgomery, B. Otteson, R. Selvia



REESE: John Gilman, Ralph Mutz



MERKLE-KORFF: Simms, Strand, Bratt, Bond

The new classic in  
cigarette merchandising  
the "personalized"  
**RIVIERA**

by Rowe



**Outstanding  
Sales Features**

- New "personalized" display panel plugs your location, creates interest, conversation.
- Your choice of five dramatic front panel colors: Turquoise, Spring Yellow, Tropic Orange, Twilight Black, Gold White, Charcoal Black or White cabinet colors.
- Sav-a-Match control button. Saves you money by cutting match costs as much as 30%.
- Increased capacity. 20 brands, 800 packs.
- New, easy-view instant action selection keyboard.
- Perfected Rowe mechanism, reinforced steel cabinet, accepts all combinations of coins.

**MAKE NEWS—MAKE SALES!**

**WITH**

**RIVIERA**

**ROWE AC SERVICES**

Division of Automatic Canteen Company of America  
18 South Michigan Avenue, Chicago 3, Illinois

# A Convention Of Proven Equipment, Reliable Performance



**BLUMENTHAL:** Joseph Blumenthal, Wilbur Carlisle



**SILVER SKILLET:** Al Arreger, Thomas Steele



**HEINZ:** M. G. Chapman, W. M. Hedblade



**OLD WORLD:** Simpson, DeRolf, McNeil, Young



**PROGRESS FOR VENDING:** Logan, Sharps



**BEECH-NUT:** A. Boudreau, R. L. Vandre, J. Boudreau



**AMERICAN HOME:** Charles Beedle, Joe Kelly



**BEV. EQUIP. LEASING:** Geo. Haas and M. Toohey



**DIXIE:** J. C. Redd and visitors



**CANADA DRY:** C. Kavanaugh, N. Tunell, M. Fishman



**BOWEY'S:** J. Michael, R. Murphy, H. R. Murray



**P. LORILLARD:** Haglund, Russell, Levinson, Rindenow



**PHILIP MORRIS:** Merl Sorenson, Walt Hauser



**UNIVERSAL VENDORS:** M. McIntyre, Ben Palastrant



**UNIV. MATCH:** W. Moore, T. Donahue, W. Edwards, J. Wilson, A. Brown



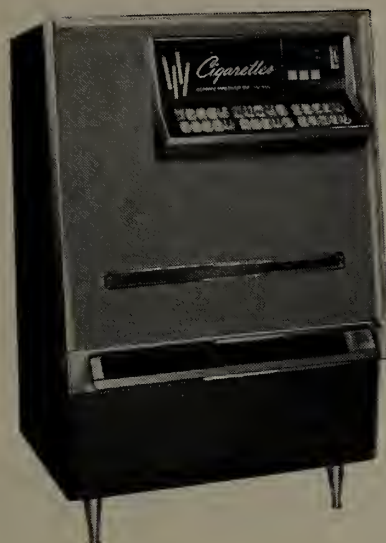
**NABISCO:** J. Adams, H. Berger, W. Jackson



**COAN:** Robt. Foster, Bob Morris, J. K. Bennett



# Versatility!



This is the famous Continental "30" — the world's most versatile cigarette salesman. Lets you sell as many brands as you want. Lets you stock up to 830 packs if you need to. The industry's most distinguished salesman. Its handsomely designed cabinet comes in a wide variety of colors, wood grains and vinyl finishes. Features Push-A-Pak Selector Buttons and illuminated coin-entry plate. And inside...the industry's most advanced mechanism, for guaranteed service-free performance. The Continental "30" is now on thousands of locations all over the country, building profits 2 ways: 1) increasing volume, and 2) reducing service costs. Put this super-salesman to work for your locations.



# Unity!

Full-line vending calls for unity of equipment — matched-quality as well as matched-styling. Every Continental-Apco machine in this line-up is designed and engineered to perfection. /The SodaShope that is the standard of the industry. /The Tobacco Shoppe "30" (formerly "Corvette"), a cigarette vendor that has increased volume and reduced service costs in every location. /The NEW Autotronic CoffeeShope Fresh Brew (with fluid or dry cream) that serves the finest cup of coffee ever vended. /The NEW Autotronic Ice Cream Shoppe with complete automatic defrosting system. /The NEW Autotronic Hot Food Shoppe that serves a hot meal from the deep frozen state in one operation. The line-up you've been waiting for!

## CONTINENTAL-APCO INC.

THE WORLD'S FOREMOST PIONEERS OF AUTOMATIC VENDING EQUIPMENT

A Division of Continental Vending Machine Corp.

5000 Brush Hollow Road, Westbury, L.I., N.Y., EDgewood 4-7200

**AND COMING SOON!** New Autotronic Dari Shoppe ■ New Autotronic Single-Cup Brewed CoffeeShope ■ New Autotronic All-Purpose Vendor for both hot and cold service ■ New Autotronic Candy Shoppe ■ New Autotronic Pastry Shoppe ■ New Autotronic Dollar and Five-Dollar Bill Changer

**A Convention Of  
Ideas From  
The Vendors  
The Suppliers,  
The Leaders**



**LIGGETT & MYERS:** G. B. Leake, Pat Tobin



**JENNINGS:** Howard, Moore, Rischmueller



**BROWN-WILLIAMSON:** Gardner, Rolain, Magee, Rood



**MECHANICAL SERVANTS:** Baum, Brookstone



**VENDAVERSAL:** Galin, Willoughby, Magnuson



**TENCO:** Henry Yesson, Ed Stanton



**PROGRESSIVE:** Skilken, Sells, Baker, Williams



**COFFEE 100:** M. Lindsley, B. Glassman, L. Glassman, R. Lindsley



**GENL. CIGAR:** Harold Sutro, Robt. Thayer



**AMERICAN TOBACCO:** Dikeou, Kaye, Mooney, Mrs. Dikeou



**CHEVROLET:** A. Kent and J. M. Peek



**NECCO:** McAdams, Pian, Harrington



**VICTOR:** McCormack, Parker, Mertz



**VISITORS:** Jack Low and Stan Schlaf



**RAYTHEON:** Mayer, Kuhl, Epstein, Lane

**NAMA  
Convention  
Photos  
Begin  
on Page 58**



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Seeburg Accents Distrib Network In Exhibit Of New Equipment

### Show Improved Coffee Vendor, Milk Vendor

SAN FRANCISCO—Featured exhibit of The Seeburg Corporation at the N.A.M.A. show here was a simulated typical distributor's set-up comprising a product showroom, service center, parts department, and receiving and shipping departments.

Seeburg is also showing two additions to its line of modular vendors, an improved model 664 of the Seeburg/Bally coffee vendor and the new Seeburg milk and juice carton vendor.

The distributor display is the focal point of the exhibit and is designed to demonstrate the advantages of Seeburg's unique marketing operation through a nation-wide chain of independent distributors. Seeburg alone of all vending equipment manufacturers, it is pointed out, operates entirely through local distributors.

A special slide-film presentation, operating continuously during exhibit hours, ticks off the benefits to the operator of the local-area distributor.

Six major points are stressed in the slide-film and by Seeburg personnel in attendance:

The convenient "telephone closeness" to an operator anywhere in the U.S.A. of a distributor carrying a full line of Seeburg vending equipment and a complete stock of parts.

Trained personnel equipped to expertly service vendors when necessary, to make even major repairs quickly and economically, and also to refurbish used equipment.

Factory-trained experts to train operator servicing personnel, in the distributor's place of business, or in the operator's own plant.

Arrangements for local financing of operators through their local banks, when this is most convenient for all concerned.

Help to the operator in selling, by providing the operator with the convenience of a full-line display of merchandise in the distributor's showroom.

Expert help to the operator in installing equipment, wherever such help is desired.

In whatever areas of an operator's business on-the-spot assistance is wanted, Seeburg emphasizes, the fully equipped local distributor can provide it quickly and economically.

The improved Model 664 Seeburg/Bally coffee vendor, introduced here, incorporates several new major features—a post-select system, separated wet and dry waste, "Flexo" louver dispensers to eliminate any clogging in humid locations, increased capacities for chocolate (15 lbs.), tea (1½ lbs.), and soup (8 to 9 lbs.).

Also added are simplified servicing

of the piston assembly and higher exhaust efficiency located and designed to keep ingredients bone dry.

The new Seeburg milk and juice carton vendor, Model MV-1, offers the industry's largest on-vend capacity in the least floor space and first-in/first-out automatic stock rotation of any American or Canadian carton. Top capacity is achieved with Canco cartons—378 units.

Major features include an electric-eye vend control for positive control of the vend time-cycle regardless of carton size, and an exclusive tamper-proof inner door that isolates the cash box and keeps electrical assemblies safe from shock or vandalism.

Both coffee and milk vendors are styled and sized to fit into Seeburg's modular lineup.

## Raytheon Simplifies New Microwave Oven

SAN FRANCISCO — A simplified microwave oven designed for vend food operations has been exhibited at the NAMA convention by Raytheon Company.

When used by consumers to heat refrigerated food, the new Mark IV Easy Timer model Radarange oven is used as a companion equipment for cold-holding vending machines. The customer places vend, refrigerated foods in the oven and presses the button whose color and number match that of the food package's tab, and has piping hot food in seconds.

As a replenisher for hot food vending machines, the new oven is used as an "automatic steam table," bringing bulk food, platters, and other food items quickly up to serving temperature. The hot food is then inserted in the hot vending machines for sale to the patrons.

Similar in external design to the previously announced Mark IV Counter King, this model differs in that one button activates and controls both the timing and cooking cycles. Its colored, numbered buttons light up when pressed and a new six-button, electronic, positive-control timer assures greater flexibility in the timer setting by incorporating 0-to-30 second and 0-to-180 second time ranges.

In addition the unit "tells" the customer when his food is ready. At the completion of the cooking cycle the light goes off and the button pops out. Completely safe, the cooking cycle is possible only after the door is properly closed, according to officials of the firm.



Mark IV Easy-Timer Cooker

## Williams Firm Eyes Paperback Sales Income From Book Vendor

SAN FRANCISCO—A new automatic book vending machine, which offers forty titles over a price range from 25 cents to \$2.25, has been placed on the market by Williams Electronic Manufacturing Corp. of Chicago.

The new "Book-O-Mat" was introduced by Sam Stern, president of Williams, who said the machine eliminates many of the objectionable features of off-the-rack selling. The books are not handled by the purchaser; thus, there is no soiling, exchange or theft of books.

Since the "Book-O-Mat" operates unattended, Stern anticipates it will boost considerably the sales of paperbacks, which already enjoy annual sales of more than 150 million dollars. The machine, Stern said, can be placed in food, drug and departments stores, motels, church lobbies, schools and college union buildings, airports, bus depots, hotels, railway stations, clubs, arcades, military posts, bowling centers, hospitals and subways, among other locations.

Stern cited 1961 paperback book sales statistics to show the market includes 100 million adults, 18 years or older, who read just less than three books per person a year. During 1961, 275 million paperbacks were sold (753,000 units per day) at an average price of 55 cents through 90,000 retail outlets. About 2,500 new titles appear each year.

Books in the new Williams machine are clearly displayed and identified by number and price. Purchaser turns dial to number of book selected, and then inserts coins in any combination of nickels, dimes, quarters or half dollars to match the cost of the book selected. Push button completes the vending cycle in approximately two seconds. The book selected is the one the buyer gets, since the book he sees is the one delivered.

Stern explained the coins are accumulated, counted and recorded in increments of 5 cents, and are held in special "escrow" until book is delivered to customer. After delivery, coins are deposited in locked cash box. Book vend is immediately replaced by another.

It is impossible for a patron to underpay, overpay or get a free book. All underpayments and overpayments are returned. Also, slugs and spurious coins are rejected.

The Book-O-Mat is serviced by removing glass face of machine (same key for two locks). Operator lifts door up and outward, raises book retainer until it latches into position, and then inserts books of same price and thickness in each compartment. One book is placed in each display section.

The price adjusting panel consists of a vertical row of wires numbered from one to 40. These numbers correspond to numbers on book compartments. The wires identified from A to K represent individual price circuits. They are factory-set at "A" for 25 cents, "B" for 35 cents, "C" for 50 cents, etc., but are subject to quick changeover. All such values are marked on strip above each wire. Prices "A" to "K" may be changed to any value from 5 cents to \$2.25 in increments of 5 cents.

Two front door locks and two side door locks provide double protection against theft of books and cash box pilferage. Cash box is keyed individually and accessible through side door. Drawer must be locked and key removed before side door is closed.

The Book-O-Mat can be converted into a "Shop-O-Mat," a machine which automatically sells a variety of packaged merchandise, such as cosmetics, costume jewelry, dental and shaving needs, and other products—again, over a wide price range.



BOOK-O-MAT offers 40 titles . . . is convertible to "Shop-O-Mat" merchandiser.

## New Door Lock From Illini

SAN FRANCISCO — A newly designed, economical vending machine door lock assembly that can be installed quickly and easily is now available from the Illinois Lock Company. It was displayed at NAMA last week.

The streamlined design of the assembly makes it economical to purchase and install, according to the manufacturer.

The pop-out handle eliminates old fashioned wrench locks, and has full 360° lazy action for easy tightening without losing the seal.

Lock mechanism is interchangeable with other makes and is available with Illinois' Duo registered key system.

Other features include variable stud lengths, floating stud for easy alignment and the option of a double pitch thread on the stud for fast operation.

### RIGHT NOW . . . AT ANY PRICE . . . WHERE COULD YOU GET A SHOE SHINE?

1. The answer is **CINCH** the new revolutionary instant shoe shine packet that vends for a dime through a small inexpensive wall type coin-operated machine. . . .
2. **CINCH** is so good, that the world famous Hilton Hotel chain and the Howard Johnson Motel Corp. purchased over 6 million packages to giveaway in their rooms and build customer goodwill!
3. Dollar for dollar invested in equipment, there isn't a coin-operated machine now on location, that will return the operator as much profit. . . . without any service problems. . . . this we can prove!
4. Locations such as motels, barber shops, beauty parlors, rest rooms, fraternity houses, etc in fact, anywhere that people are apt to be found, are but a few of the hundreds of locations presently with **CINCH** vending units. "ALL OPERATING PROFITABLY". . . .
5. Try a sample on your own shoes . . . and then, let us prove to you that "pennies invested" will give you "dollar returns". . . .



REDD DISTRIBUTING COMPANY, INC.

126 Lincoln St. Brighton 35, Massachusetts, ALgonquin 4-4040  
SEE US AT THE NAMA SHOW!

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## NAMA Elects Risman President; Millman, Howard, VP's; Manning, Treas.

SAN FRANCISCO—Louis J. Risman, president, Mystic Automatic Sales Co., Medford, Mass., has been elected president of National Automatic Merchandising Association (NAMA).

He was elected last week to a one-year term which begins January 1, 1963, at the Automatic Vending Industry's annual national Convention and Trade Show being held in San Francisco, October 13-16.

Risman succeeds Herb A. Geiger, Geiger Automatic Sales Company, a Division of United Servomat Corporation, Milwaukee, Wisconsin.

Other association officers elected with Risman are Senior Vice President—Carl Millman, president, Automatic Merchandising Corp., Milwaukee, Wis.; Vice President—J. Richard Howard, president, Howard Vending Service, Division of Automatic Retailers of America, Inc., Indianapolis, Ind., and Treasurer—Walter J. Manning, Jr., vice president in charge of marketing, Rudd-Melikian, Inc., Hatboro, Pa.

Long active in vending industry affairs, Risman most recently served as NAMA senior vice president. In addition, he has served on numerous industry committees and has been a member of the association's Board of Directors continually since 1953.

Elected also were five new members of the NAMA Board of Directors: William J. Schmidt, Indiana Vendors, Inc., Indianapolis, Ind.; Harry Rosen,

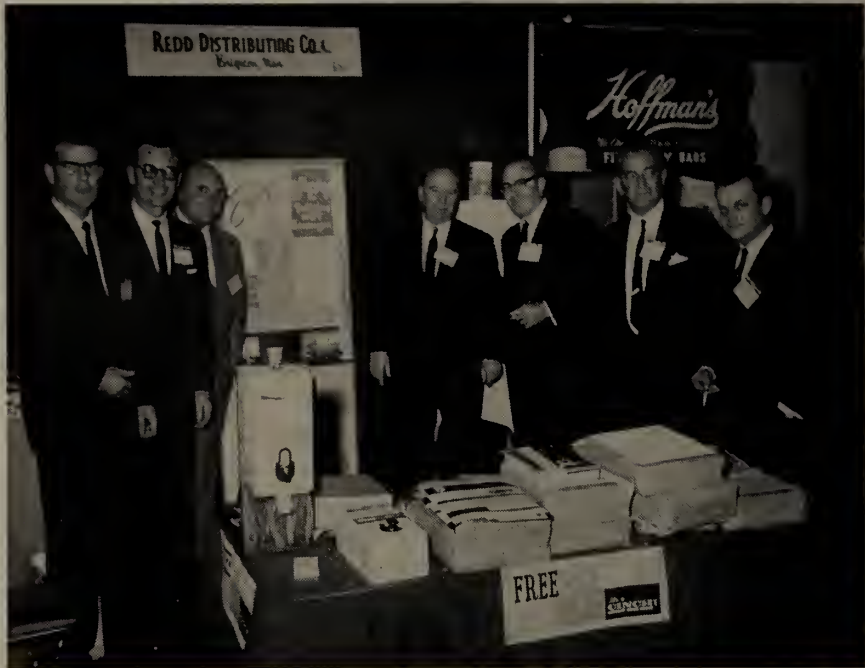


HOWARD RISMAN                      MANNING MILLMAN

Allegheny Cigarette Service Co., Wilkensburg, Pa.; William H. Seldy, Lily-Tulip Cup Corporation, New York; Frank B. O'Brien, The Seeburg Corporation, Chicago, Ill., and J. Gordon Scott, Scott Vending Company, Forest City, N. C.

Next year's NAMA Convention-Exhibit will be held in Chicago, Ill., September 7-10.

## Redd Appoints 3 More Distributors For Giepen Vending Line



REDD OFFERED COFFEE VENDORS AND INSTANT SHINE PACKS: Left to right in the Redd NAMA Booth are Stan Larsen, Pres Struve, Hubert Giepen, Sam Schwartz, Si Redd, Frank LeBlanc and Jean Coutu.

SAN FRANCISCO—Si Redd, President of Redd Distributing Company,

Inc., New England distributing firm representing the Giepen Corporation internationally, exhibited the firm's two coffee vendors at the NAMA Convention here last week, along with "Cinch" instant-shoe-shine, a product designed and packaged for a vending machine which Redd has manufacturing rights to. The coffee vendors—Model GA 400, and Model U-Mix 100, are instant vendors. The smaller model offers a capacity of 114 packs with a variety of coffee, soup and hot chocolate available. The Model 400 holds 400 packs. Redd advised that while the machines attracted a vast number of operators, his prime concern was in appointing distributors for the line. By Monday evening, three major distributors were added to the growing Redd network of representatives. The names of the outlets will be available next week when negotiations have been completed.

Redd's "Cinch" deal offers a complete package—machine and inventory, with a price breakdown which indicates that the investment required can be offset with a one week's collection from one location thereby setting the operator on an immediate return of investment with future income stemming from the sale of the shoe shine packs.

Redd Distributing is located in Brighton, Massachusetts, where the veteran coin machine and vending distributor represents Seeburg and five major amusement machine lines throughout five New England States.

and in Washington, D. C., there is continuous use of "Docustat" machines located in office lobbies, Government buildings, libraries, hotels, banks, railroad terminals, colleges, and in many other high-traffic areas, according to company officials.

Distribution and service will be provided by local independent businessmen in each city under franchise to the manufacturer.

## New Rowe AC Background Unit

SAN FRANCISCO—A complete background music system providing nearly 60 hours of continuous programming from a compact unit no larger than a hatbox is being unveiled here at the NAMA Convention by Rowe AC Services.

Called "Customusic," the new system offers three distinctive libraries—"commercial," "atmosphere" and "production." Each is tailored to the particular needs of restaurants, stores, institutions, factories or offices.

Heart of the system is the "programmaster" play center, measuring 13 5/8" x 11 1/16" x 13 3/4". Endless tapes contained in six completely enclosed, dust-tight cartridges provide about 60 hours of music without repetition. In addition, an ingenious sequencer automatically avoids any consecutive repetition of the same selections.

The complete "Customusic" installation includes amplifiers, speakers, microphones and radio tuners wherever desired. The "Programmaster" unit also operates in conjunction with sound systems already installed.

Full details of "Customusic" background music systems may be obtained from Dept. MJ, Rowe AC Services, 18 S. Michigan Ave., Chicago 7, Ill.



Rowe's "Customusic" plays 60 hrs. of music via tape.

## New First In, First Out Candy Vendor

SAN FRANCISCO—A "first-in first-out" candy vending machine which delivers the actual bar displayed, thus greatly cutting service and maintenance time, was displayed here at the NAMA Convention by Rowe AC Services.

The new machine—a production prototype of an experimental model first shown at the 1962 NAMA Convention—employs a unique vending mechanism which automatically vends the same bar displayed. Because a customer receives the bar he sees, different brands of the same price can be carried within a column.

The "first-in first-out" principle assures a continuing supply of fresh candy, and facilitates complete, faster control over inventories. Customer

preferences are also easily discovered and changes can be made quickly to keep up with demands.

Capacity of the new candy machine is 450 bars, in ten columns, plus a full assortment of gum and mints, in four columns. A new coin mechanism allows three different sale prices up to 25¢, and delivers change in nickles or dimes.

Complete information may be obtained from Dept. MJ, Rowe AC Services, 18 S. Michigan Avenue, Chicago 7, Illinois.

## New Jennings Milk

SAN FRANCISCO—A new milk vendor featuring four completely separate conveyor systems which are individually removable for fast simple carton change or reloading without emptying the rest of the machine, is the newest vendor of its kind, according to Jennings & Company officials, developers of the new machine.

"We've answered all the old problems with this one," said Louis Urban, Jennings & Company President, in his Chicago office. "Installation is simple, and maintenance is just going to be a matter of putting in the milk and taking out the money."

The machine is claimed to be the simplest on the market as far as sanitation and cleaning are concerned, and it meets all Sanitation and Health Codes anywhere in the country. Typical of the new design is a completely sanitary and tamper-proof delivery stage. As the door is opened to remove the carton, a second door closes automatically to seal off the interior of the vendor.

All switches are hermetically sealed, as is the compression unit, and moving parts are cut to an absolute minimum to assure completely dependable operation and a minimum of maintenance. Operates on standard 110 Volt AC circuits.

## First Coin-Operated Copying Machine Viewed

SAN FRANCISCO—On display at the National Automatic Merchandising Association show was the world's first photocopier designed for coin-operated use by the general public.

The "Docustat" is a fully-automatic photocopy machine that photographs any material placed on its top glass surface and delivers an 8 1/2" x 11" photostatic copy in just 30 seconds. It copies letters, contracts, newspaper clippings, magazine articles, and can reproduce pages from books without having to remove the pages themselves.

The "Docustat" can copy letter-size or legal-size material. Printed or typewritten matter, handwriting, colored pencils or inks, art work and illustrations are all faithfully reproduced. Complete privacy is assured when using the DOCUSTAT. The machine retains no record of material. No one but the operator can see either the original or the copy; there is no negative made and nothing to peel off or throw away and no harm whatsoever can be done to original material, because it does not pass through the machine.

The "Docustat's" simple operation has never before been achieved. It is fully automatic: just insert one quarter.

The "Docustat" provides a public service for those who do not have access to an office photocopy machine. In New York City, Boston, Miami,

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Rock-Ola Execs Call New Hot Drink Innovation "Revolutionary Development"

### New Model 3402 Exhibited At NAMA Show

SAN FRANCISCO—Rock-Ola Manufacturing executives are extolling the new Rock-Ola "IVI," Model #3402 hot drink vending machine, which was exhibited at the NAMA Convention last week. This vendor, according to Jack Barabash, offers simplicity in operation and servicing, unexcelled versatility, and is unmatched in locations.

Model 3402 serves rich, aromatic coffee four ways. Also taste-tempting tea four ways, and delicious, hot whipped chocolate. It is a completely automatic hot drink vendor.

One of the vital features stressed strongly by David C. Rockola, president of Rock-Ola Manufacturing Cor-

poration, is that Model 3402 hot drink vendor fits easily in any size location. He refers to it as "the little giant among hot drink machines." Furthermore, he said, operating costs are very minimal.

A surprising innovation is the new chocolate cannister in the machine, with a motor-driven augur, which dispenses chocolate directly into the whipper. Then from the whipper directly into the cup. Thus, avoiding mixing coffee, tea and chocolate tastes together. This, Rockola feels, is one of the most revolutionary developments in hot drink vendors. It is a first by Rock-Ola Manufacturing.



DISTRIB DEMO: Jack Barabash, Rock-Ola service chief, explains the workings of the firm's new Model 3402 to Chucak Miller (Active Amusement) and Jack Shawcross, foreground, of Rex-Bilotta Corp.

## Coan Shows New Pastry Vendor

SAN FRANCISCO—The Coan Manufacturing Company featured a new Pastry Vendor in its NAMA exhibit last week, which has a capacity of 47 items and is designed to vend any type pastry or snack under the maximum dimension of 2" height-4" width-6" length. The machine is a console model.

A button which can be revolved is used to make pricing adjustments. The vendor comes in colors and can be set to vend items priced from 5¢ to 40¢. The machine vends all items for the same price once it has been set.

Model 188—a vendor with a capacity of 188 items—was also displayed along with the Coan standard Model 74 which vends candy and cigarettes, and a new Model 94 which has a larger capacity.

Coan Manufacturing Company was

represented by a staff of executives from the Madison, Wisconsin firm, headed by President Robert G. Morris.

## DuGrenier Hot Drink Has "All-Coin Panel"

SAN FRANCISCO—In addition to its standard line of cigarette and candy vendors all of which were exhibited at the NAMA Convention last week, the Arthur H. DuGrenier firm introduced a new hot drink vendor—Model HD500. The hot drink machine is equipped with DuGrenier's "all-coin panel" which sets for any combination of nickels, dimes and quarters at any three prices up to \$1.50. The all-coin panel is now standard equipment on the company's MCC-20, KCC-20, KTNLCC Multi-Pack, and KCC14 Smokemaster. Dick Gibbs, sales manager of DuGrenier, headed a staff of executives from the firm's exhibit during the four-day show.

## Risman Lauds Independent Operator

### "Much To Learn, Little To Fear From Giants"

SAN FRANCISCO — Independent vending companies will maintain their share of the market, and possibly increase it, as the vending industry grows further, Louis J. Risman told vending executives at the concluding program session of the vending industry's national Convention here today.

"The independent locally owned vending companies can participate in an even greater share than the 84 per cent of this \$2.7 billion business which they do now," the President-elect of the National Automatic Merchandising Association told the Convention which is attended by some 5,000 vending executives from all parts of the world.

"However, this won't be true unless you apply the right kind of management organization and aggressive programming to your operation," Risman added.

In an address entitled, "What's Ahead for the Independent Operator," Risman pointed out that the operating company mergers of the past two years have not halted the progress of independent locally owned companies. "In fact, in the past year, as many new vending companies have sprung up as in any year I can remember," he said.

"Surely, there must be even more opportunity for those of us who are already in the business as independents. We have much to learn, but nothing to fear from the emergence of the national operating companies," Risman stated. "There's little, if anything, that a large company can do which you as an independent cannot also do."

Risman paid tribute to the many benefits which have come to vending as a result of the move toward national companies in the past few years. "Our prestige, our ability to obtain financing, our extension into

new markets, all of these have been facilitated by the merger moves. But, I predict that ours will always be an industry of small locally owned businesses."

"When you realize that about 84 per cent of our business is still in the hands of the locally owned company, that some 6,000 independent companies operate alongside a handful of national companies, you can put into proper perspective the opportunities and the future which lie ahead of those who are independent and alert vending operators," he stated.

Risman emphasized that competition with national vending companies is not at the national level, but strictly in the local scene. "You in Cincinnati are not competing with Canteen Company in Chicago, with A R A in Philadelphia or with United in New York. Your competition is only in Cincinnati, and at that point, the same competitive advantages, or problems, are not much different from what they were before national companies came on the scene," he said.

Risman cited the advantages of local companies as "local ownership and decision-making ability, mobility of operation, and ability to make spot decisions without delay." He urged independent companies not to neglect community activities "which go hand in hand with local ownership of any business."

"You must know more than you've ever been called upon to know in your business, however, in order to compete successfully," Risman said as he urged independent companies to be constantly alert to changing developments in the vending industry.

Risman cautioned that national companies are not the only competitive force in local vending markets. "You are surely aware that the many local independent operators like yourself often are far more important as competitors than the national companies," he said. "You'd do well to operate your business with your eye on them as well as on the national companies. They get more of the publicity, but they don't necessarily do more of the business in your hometown market."

Risman, who is president of Mystic Automatic Sales Company, Medford, Mass., warned vending operators that they "need not be stampeded into sale or merger moves unless you're sure it's in your own best interest. Never do it out of fear," he stated.

He cited the emergence of regional purchasing organizations among independent operators as one of the many ways in which local companies can gain the same advantages as their national counterparts.

"In the next few years, vending will probably change and advance more than it ever has in its history," Risman predicted. "These changes will offer great opportunities for any vending company which is alert and well managed, regardless of size or type of ownership," he said.

Risman urged independent companies to take a serious look at diversification. "I have myself faced the question of diversification and have concluded that it is no longer possible to stand still. The single-product operator can no longer maintain a healthy profit margin in cigarettes alone. He must add other more profitable products. The slim profit margin on food service may be what most of us talk about right now, but we should pay equal attention to the dwindling margins which we single-product operators face on several other more traditional lines," Risman urged.

Risman was elected President of the National Automatic Merchandising Association Saturday and will begin his term of office January 1, 1963, succeeding Herb A. Geiger of Milwaukee. (See separate story.)

## Canada Dry Sets New Syrup Div.

NEW YORK—In a move to cash in on the expanding market opportunities for its beverage syrups, Canada Dry, one of the world's leading beverage companies, has set up a syrup division. The new division, according to an announcement by L. S. Saylor, vice-president of Canada Dry carbonated operations, will function as a separate entity autonomous of other company carbonated sales organizations.

Norman O. Tunell, previously national syrup sales manager, will head the division with the title of manager, Mr. Saylor said, with Paul McLaughlin, as assistant manager.

The company produces and markets a complete line of "special sparkle" beverage syrups for the vending, soda fountain, restaurant and drive-in trade. Newest flavor in the Canada Dry line, a tangy Orange-Pineapple, introduced at the recent National Automatic Merchandising Association San Francisco, Cal. convention, was a big favorite with tasters, it was reported.

Saylor said that the syrup division's plans call for the appointment of six regional sales supervisors "immediately." "They will be located strategically throughout the nation," he said. "In that way, we will be in a position to give the kind of prompt, intelligent service to our present and future customers that will be on a par with our traditional high quality." For the time being, the announcement noted, the new division's supervisors will not cover Canada Dry's Maspeth, N. Y., Los Angeles, Cal., and Orange, N. J. offices, these offices continuing to be responsible for syrup sales in their respective areas.

## Rowe AC Exhibits Complete Line

SAN FRANCISCO—Vending machines combining pastel colors with rugged unitized construction to provide flexible, more attractive installations in plants and offices, was displayed here at the NAMA convention by Rowe AC Services.

Named "Celebrity," the full line covers hot foods, hot drinks, sandwiches, pastries, candy, cold foods, cold drinks, and cigarettes. Included is a special condiment unit which dispenses tableware, napkins, plates, jellies, spices, condiments, etc.

"Customer-tested" colors of light blue with dark blue trim reflect results of extensive field and user surveys in which scores of color combinations were tested in locations throughout the country. Stainless steel trims stay bright and new looking with little attention. Stainless steel also is used on all permanent working areas to facilitate housekeeping.

Advanced structural design incorporates unitized construction features borrowed from the automotive industry. This permits easy access to interiors for faster cleaning and maintenance, and contributes to cabinet strength and stability. In addition, all new Celebrity vendors offered increased illumination for better, quicker customer recognition of product and variety.

New Celebrity vending machines available through Rowe AC Services include: Celebrity Ambassador Cigarette Vendor: A 14-column, 510 capacity manual, incorporating the world-famous Rowe cigarette vending mechanism.

Celebrity Single-Brew or Batch Brew Coffee Machines: Offers choice of brews, each tailored to the needs of the location. The new single-brew model uses wet or dry ingredients to enable the operator to install a machine that is best adapted to particular operating conditions, and the requirements of his customers. Powdered dairy products, dry soup mixes and powdered chocolate are handled as easily as liquid concentrates.

Celebrity All-Purpose Merchandiser: Vends 130 items heated, refrigerated or at normal room temperature. Lighted showcase displays 52 items at a time. Price range, from 5¢ to \$1.50. New rear-loading, as well as regular front-loading feature.

Celebrity Pastry Vendor: Displays and serves sweetrolls, individual pies, doughnuts and cakes; five columns provide capacity of 75 to 100 selections depending on size.

Celebrity Hot Food Vendor: Showcases 7 different varieties of hot foods and soups, 140 cans; additional 120 in optional preheat storage.

Celebrity Candy Vendor: Vends candy, cookies, crackers, gum, mints and fruit drops. 11 columns, total of 340 items.

Celebrity Condiment Unit: Dispenses condiments, spices, napkins, plates, tableware. Electric can opener and warmer oven are optional.

Complete details including technical specifications and unit prices for the new Celebrity vending machines are available from Rowe AC Services, Dept. M.J., 18 S. Michigan Ave., Chicago 7, Ill.

## New Smokeshop Vendor Previewed

SAN FRANCISCO—Art Brier, Sales Manager of Automatic Products Corporation, and Bill Gross, President, were joined by John Bilotta and Al Weymouth, Smokeshop distributors, when the firm exhibited a prototype of a new cigarette vendor which is expected to go into production within 90 days. The exhibit was conducted in San Francisco's Fairmont Hotel. Standard Smokeshop equipment was

## New National Candy Machine

SAN FRANCISCO—A new candy merchandiser—with major advances in the number and individual size of selections, in price flexibility and in servicing ease—was announced here last week by A. F. Diederich, president of National Vendors, Inc.

The merchandiser introduces an entirely new concept in vending machine design: Candy is stocked on tray-like shelves which swing out for loading and cleaning, and which have a dispensing arrangement that assures "first-in, first-out" sale.

National Vendors is displaying a pre-production model of the new merchandiser at the National Automatic Merchandising Association Convention, in Brooks Hall. The firm is the world's largest manufacturer of cigarette and candy vending machines.

Styled to match the merchandisers in Vendor's Moduline series, the new candy machine is electrically operated. The front is dominated by an illuminated display of the 21 selections. Beneath each selection is a button which the user presses lightly to obtain his purchase.

The merchandiser accepts nickels, dimes and quarters to the exact purchase price. It can vend at any five prices from a nickel to \$1.25. Prices can be changed easily and quickly. A quick-disconnect price board arrangement of price setting is used both for the five master prices at which the machine will vend and for the prices of the individual selections.

Inside the machine are ten merchandise trays. They can be moved up and down according to the size of the merchandise. Each tray contains motor-driven spiral dividers, which lie flat on the tray, parallel to the front of the machine.

Merchandise items are placed on the tray. When the customer makes a selection, the motor turns a spiral, causing one unit of merchandise to be delivered from the tray.

Nine of the trays have two spirals each, and one—designed primarily for gum and mint selections—has three. The spirals come in a variety of sizes to accommodate selections of different widths, and are easily interchangeable without tools. They merely lift out. Spirals for small selections will hold 40 items.

Selections up to nine inches long and up to six inches wide can be dispensed. This size covers many of the packaged candies and those in plastic bags sold in theatre lobbies and recreation centers.

Capacity of the merchandiser varies with the individual size of the selections. When stocked entirely with candy, in 10-cent, 15-cent and 25-cent sizes, the machine will hold more than 500 items. When some selections are gum and mint, the capacity is more than 550.

All electrical components are plug-in modules, which can be easily replaced with another module. This eliminates the need for time-consuming repairs at the location.

The merchandiser is 64 inches high, 38 inches wide and 22¼ inches deep. Like the present Moduline units, it is cocoa brown and sand, with gold anodized aluminum and chrome trim.

National Vendors, which has been a subsidiary of Universal Match Corporation since 1956, has its headquarters and manufacturing facilities in St. Louis. Besides its own merchandisers, National Vendors sells the entire line of Wittenborg, Inc., U.S.A. vending machines. Wittenborg U.S.A. is also a subsidiary of Universal Match.

publicly displayed from the firm's NAMA booth on the Convention Floor. Brier advised that visitors and operators who saw the prototype equipment advanced the mechanics and design thereby assuring a "good sales reception" when the machine is released.

## Gottlieb Ships "Flipper Cowboy" With Add-A-Ball Score Feature

CHICAGO—Alvin Gottlieb, D. Gottlieb & Company, this city, announced the release of "Flipper Cowboy" to Gottlieb distributors this week. "Location tests in many of the firm's world-wide distribution points has," stated Gottlieb, "indicated this game will be the most popular Add-A-Ball introduced to date," said the pinball manufacturing exec. "Flipper Cowboy" features 3-dimensional light box animation that gives a "startling and realistic background effect." Each time additional balls are scored the Cowboy in the light box shoots and a target spins in a complete 360° circle.

In addition, "Flipper Cowboy" fea-

tures a dual number roto-target that scores additional balls when any four, consecutive numbers are made; scores an additional ball for each consecutive number added; scoring two blue and yellow rollovers adds one ball to play, then each time the two blue rollovers are made adds another ball to play; hitting roto-target bulls-eye adds one ball to play and high score adds balls to play.

"Flipper Cowboy" has all the deluxe Gottlieb features that include: chrome and stainless cabinet trim; dual flippers; locked coin box; "hard-cote" protective playboard finish and is equipped with National slug rejector.

## Parks Show Set For Nov. 25-28

CHICAGO—John Bowman, Executive Secretary of the National Association of Amusement Parks, Pools and Beaches (NAAPPB) announced last week that the Annual Parks Show will be held November 25-28 in the Sherman House in Chicago, as it has been for many years.

The Convention is supported by coin-operated and non-coin-operated amusement machines, games, and rides as well as major suppliers to the amusement park industry. Several thousand visitors usually attend the show which features new arcade and amusement equipment of all types, in addition to a series of meetings which center around the amusement business from the amusement park standpoint.

In the New York area, the Mike

## Nebraska Ops Hold Qtrly. Meet

OMAHA—The Music Guild of Nebraska was set for its quarterly meeting scheduled to be held here October 20-21 at the Lincoln Hotel in Lincoln, Nebraska. Howard Ellis, Secretary-Treasurer of the coin machine operating association, stated that exhibits will be a part of the Convention. Suppliers were invited to participate. At press time it was official that the new Rock-Ola phonograph line would be displayed, probably through the facility of the H. Z. Vending Sales Company, owned by Hymie Zorinsky, Rock-Ola distributor in this area.

Munves Corporation usually exhibits along with the Irving Kaye Company and several others. No official word was available at press time however.



## Houston Happenings

Prominent local operator, Ted Harris, back in harness after a lengthy stay in hospital recovering from a severe heart attack. . . . Russ Reeder, owner One Stop Record Service here, reported extra heavy sales for "Snakehips" by Johnny Brown on Duke label. Brown is a local artist and Duke label local company. . . . New at firm of One Stop Record Service are two attractive girls named Peggy Smith and Shirley Moore. They serve in both sales and typist capacity. . . . Mrs. H. E. Turner, sole owner of Turner Amusement Co. and Woodard Cigarette Service, 2422 Dowling St., has completed 20 years continuous service in coin operated machine business. She started at age nineteen. When reminded that such information might tend to picture her an old, Mrs. Turner replied that it didn't require anywhere near that many years in the business to make one an old woman.

It's news when Johnnie Johnson, service and parts department, Amusement Distributors, goes fishing and catches none which was what he did recently. . . . Tiny Lee Phillips, wife of H. H. Phillips, Houston CMOA executive business manager, mighty glamorous looking with that new hair-do and all. . . . Harold Horton, distinguished appearing as a college professor is one of the real old timers still truly active in the business. Harold was co-owner of the first established coin machine distributing firm in Houston. . . . Another new employee in the office of H. A. Franz & Co. is attractive Hazel Poole who signed up some three weeks ago. . . . Local coinman Lee Waltmon, Jr., working with his father, Lee Waltmon, Sr., said their business was not too bad but could stand some increasing. . . . Last several meetings of Houston Coin Machine Operators Association have been in assembly room of the new eighty story Pappas Building, 401 Louisiana. Good thing meetings are fairly lively and plenty of delicious strong coffee always on tap else the fellows might have trouble keeping awake. Those big executive type chairs are just about the ultimate for sheer comfort. Pappas Refrigeration Co. is an associate member firm of the association and owner Jim Pappas attends most meetings.

Past three Houston Coin Machine Operators Association meetings have been well attended and generally plain business routine affairs. Plans for a Fall new membership drive are shaping up very well.

## New Pound Cake

SAN FRANCISCO—Lee Kaufman, Vice-President of Plantation Baking Company, Inc., Chicago based firm, headed a staff which exhibited the company's complete baked line at the NAMA show. The newest product—Cinnamon Pound Cake—is priced under a nickel a unit. The newest product not yet in production is the Date Nut Bar. The firm packs in slim-lined cartons—144 count.

## Curtiss Displays

SAN FRANCISCO—The Curtiss Candy Co. headed here by J. S. Bailey, Convention Chairman, advised that the company's complete line of candy bars were on display at the show in addition to Circlets and French Fries. Curtiss is currently promoting the movie "Gypsy" in an all-out Curtiss company tie-in campaign.



# The Coin Machine Scene

## Music and Games Representatives Take A Long, Hard Look At Vending

Lee Brooks, Tom Herrick, Joe Orleck

Abe Green, Irving Kaye, Howard Kaye

Lee Brooks, Jake Friedman



Henry Wertheimer, Zav Housepian,  
Nat Solow

Alvin Gottlieb, Elky Ray, Lou Wolcher

Fred Pollak, Dave Rosen, Joe Orleck

Jack Gordon, Frank O'Brien,  
Joe Orleck

Hugo Pfohe, David Rockola,  
Al Adickes

Max Hurvich and Joe Orleck



Joe Orleck, Bill Fitzgerald,  
Lee Brooks, Jack Dunwoodie

Perry and Dee Wachtel

James McGuire, Mr. and Mrs. George  
George

Sandy Moore

Joe Orleck and Joe Robbins

Mickey Anderson and George George

Marty Toohey and Al Rodstein

Mr. and Mrs. Joe Orleck



Gary Sinclair and Al Weymouth

Gil Kitt and Abe Green

Sam Weisman

Leo Simone, Bob Portale, Lou Wolcher



TO YOU WHO REMEMBER VALUED FRIENDS AT CHRISTMAS...

with

NATION-WIDE-GIFT-SERVICE-

The Person you Remember

CHOOSES HIS OWN GIFT!

—from a Beautiful Color Catalog (in the price range you wish)

HOW COULD HE NOT BE SATISFIED?

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GIVE

- Avoid giving the wrong gift to the right person
- Avoid extra shopping when the stores are packed
- All gift shipments are unconditionally guaranteed against loss or damage.



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When Your Recipient Chooses  
*his own gift.*

EACH SHIPMENT IS UNCONDITIONALLY GUARANTEED

1. We send you photostat of your recipient's signed selection slip.
2. We send you photostat of signed merchandise receipt slip.

Plan	Price	Plan	Price
1	\$ 5.00	5	50.00
2	10.00	6	70.00
3	15.00		
4	25.00		

All Prices Include Shipping Charge

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DIVISION OF MAR-MATIC  
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UNITED STATES CABLE ADDRESS—MATIC



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- ▶ Please send me a sample Gift Presentation Folder
- ▶ Please Rush me the following Gift Presentations  CHECK ENCLOSED  BILL ME (Terms net 10 days)
- Charge my American Express Card

QUANTITY	PLAN	COST
1		\$ 5.00
2		10.00
3		15.00
4		25.00
5		50.00
6		70.00

FIRM NAME

ADDRESS

AUTHORIZED SIGNATURE

TOTAL

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## SHUFFLES—BOWLERS

### SHUFFLES

C.C. Starlite 50¢ Write  
 C.C. Red Dot ...\$625  
 C.C. Double Feature 245  
 C.C. Championship 125  
 Un. Regulation .. 95  
 Un. Handicap ... 125  
 Un. Atlas ... 195  
 Un. Lighting ... 150  
 Un. Clipper ... 175  
 Un. Capital ... 195  
 Un. Rainbow ... 75  
 Un. Speedy ... 95  
 Bally Jet ... 95  
 Bally Victory ... 95  
 Bally Champion ... 125  
 Bally Blue Ribbon \$125

Bally Lucky Shuffle 195  
 Bally Deluxe Club 275  
 Bally Official Jumbo 350

### BOWLERS

Un. Jumbo .....\$275  
 Un. Bonus ..... 325  
 Un. Duplex ..... 395  
 Un. Handicap ... 495  
 Un. Savvy ..... 575  
 Un. Dixie ..... 625  
 Bally Tournament . 125  
 Bally Lucky Alley 275  
 C.C. TV ..... 175  
 C.C. Classic .... 225  
 C.C. Variety Roll  
 Down ..... 695

## MONROE

Coin Machine Exchange, Inc.  
 2423 Payne Ave.  
 Cleveland 14, Ohio  
 Superior 1-4600

## Culp and Wurlitzer's Johnson Cover Four Cities On Service

TULSA—It developed into a full and busy week for Wurlitzer Field Service Engineer Karel H. Johnson, during the first week of October. "You can always depend on Mr. Culp for a complete and thorough job of organization," reported Johnson. "Arriving in the Oklahoma area we got off to an early start Monday, October 1, in Oklahoma City. We had in attendance the following personnel from B & M Music Company and Culp Distributing: Bob Donaldson, Jimmy Humes, Paul Davis, Irving England, John Miles, Jerry Burroughs, Ben Dickenson, J. B. Haddock, Wally Allison, John Riley, Jack Campbell, Bill Tensley and LeRoy Kitch," stated the Wurlitzer field service man.

"Tuesday, October 2, in Tulsa, Oklahoma we had another good group," continued the promo rep, with Dale Rarie of Lear Music Company, and the remaining from R & M Music Company were Harry Ackley, Phil Demming, Hershel Emberson, George Bingham, Glen Bidingfield and Howard Riley.

"Wednesday night, October 3, we stopped over in Muskogee, Oklahoma, while there we held a Service School for the personnel of Rust Music Company.

"Thursday, October 4, we were in Ardmore, Oklahoma and our Service School lasted all day. Those in attendance were Dwight Bolby, David Williams, Tommy Harris, Bruce Harris, Kenneth Streng, Hoppy Smith and Kenneth Pence, all of Southern Vending; also attending were Joe Bolton, Don Gaugh, and Butch Rolles of Oklahoma Vending Company."

Culp was in attendance at each of these schools and was thoroughly pleased at the results according to reports. He said that the schools are "an important segment" of his business. More and more men are eager to attend whenever these schools can be arranged. It gives the men of these companies an opportunity to get together and exchange ideas and further helps them understand the business better. Of particular interest are the electronic components and electrical science. "Karel Johnson did a splendid job at each of these schools," said Culp, "and I personally feel the men attending gained a great deal from him."



## Eastern Flashes

Our absence on Tenth Avenue this week may have been noted by a few but that is neither here nor there. The fact is we spent our time on Nob Hill in San Francisco which was a pleasant change as the many who joined us will attest to. The reason was the 1962 NAMA Convention which seems to have more importance to the coin machine business with each passing year. And so we visited the trade vending show which was held in what many refer to as the finest city in the USA. It was our first visit and we hope it will not be the last. And the one thought that remains is this: how in the name of gravity do the operators in that town make service calls. The only way we overcame the hills was by cable car—and there was just about enough room for us . . . and our 15¢ fare.

Joe Orleck and his lovely bride Pauline attended the convention and left on Sunday for the far east honeymoon which has been mentioned here before. It seems as though Joe is quick to take advantage of the presence of crowds of his friends. He introduced his engagement to several hundred present at the UJA Victory Dinner (which honored Joe) last May, and then proceeded to get married on the eve of the NAMA show thereby having at his command thousands of friends who have now met Pauline and have offered congratulations. Joe has always planned ahead.

And now for the names of our parishioners who were on the San Francisco scene: among those who distributed equipment in nearby hotels was Irving Kaye and son Howard, displaying the highly attractive 6-pocket tables in a suite at the St. Francis and there was no shortage of either hospitality, or the liquid refreshment which makes even the shy ones aggressive. Irving must have entertained more than one hundred visitors, and we were among them. . . . Barney Sugerman, Abe Green, Mickey Anderson, Joe Ash, Dave Rosen, and Seeburg's Bill Schwartz were all there. Nat Solow, Bill Adair, Marving Stein and Zav Hovsepian (a tough one to spell) were seen in the Seeburg booth. . . . Jack Hopson, a former Rowe employee, now vice-president of American Univend and president of Vending Industries was on hand in his exhibit booth for the entire show. . . . Dick Gibbs, DuGrenier's sales mgr. was working every day. . . . Art Brier got a break from John Bilotta, top Smokeshop distrib, who helped out when he wasn't escorting the lovely Maxine Bilotta about town. . . . Lindy Nardone attended an MOA Board Meeting in Chicago, accepted an elected post, and flew into S.F. where he perused the latest in machines. . . . Elky Ray, Gottlieb's west coast rep, (who belongs in California Clippings) joined us for a drink atop the Fairmont and thereby joins the ranks of the eastern (flashers).

Sam Wiesman, handsome young coinman from Baltimore made the rounds "looking for a line." . . . And a familiar face in the Jennings & Co. exhibit booth, one Sanford Moore, who is now distributing the Jennings milk machines on Long Island. . . . Jake Friedman, likable Atlanta distrib who took off his record executive hat, donned his juke box distributor hat, and then realized that the MOA is in May, and promptly replaced it with his Rowe-AMI hat, the brand this Georgia peach distributes when he isn't tending to a few other businesses (of which hat-making is not one of them). . . . Ed Doris and Ralph Wyckoff left early to get back home to their families having been away for almost four weeks. And next week the Rock-Ola distrib leave for a cruise after selling many machines to qualify. . . . Our old friend Jack Low, former president of Wittenborg, attended the show and advised that he will announce a major change in his plans within the month.

Sad news upon our return as we hear from Jack Mitnick who was sales director of All-Tech and is now back on his own after a difference of opinion led to a parting of the ways. Jack told us he's off for a fishing vacation in Miami Beach (I know where they're biting) which is where his home is. If you should want to reach him upon his return you can call 865-5147 in Miami Beach and the coinvet will get in touch. Jack was instrumental in developing the All-Tech kiddie ride line which now totals eight rides. Mitnick has headed music machine, amusement machine, arcade and kiddie ride factories and has held down top export sales positions and should be in demand once the word gets out.

Perry Wachtel and his wife Dee were on hand at the vending show. The coin machine advertising agency couple are still beaming over their daughter's (Stephanie Winters) success in "Stop The World I Want To Get Off." . . . Empire's Joe Robbins due in town next week for a vacation with his wife. . . . Ditto Les Rieck, Ed Doris and wives on 11/1 at which time we hope to have them visit us. . . . Jack Gordon, Seeburg's exec v.p. on hand at the show and now Jack's a full-fledged vending exec after having long since overcome the record, juke box and general coin machine businesses. . . . Bill Weikel of Fischer, attended the show with Ewald Fischer and the coinmen displayed the Fiecher pool table line. . . . Bert Betti's wife couldn't join him at the last minute. Eileen's mother and father, who have been staying at Bert's home for one week, just couldn't handle the baby-sitting chore that would have been necessary—and you never saw a gloomier guy in your life. . . . Al Rodstein and his Miriam, together with Macke Vending's Aaron Goldman and Bill Gouled, spent much time together viewing the show and discussing Macke business, a business incidentally which is showing a finer statement to its stockholders with each passing quarter.

Active's Chuck Miller attended the show with Joe Ash. . . . We missed Harold Roth but he did make an appearance at the plush cocktail party his firm sponsored. . . . Jack Dunwoodie and Jim Newlander, assisted by Jack Harper and a host of Rowe-AMI execs also threw several parties, with each one better than the night before.

Si Redd, exhibiting his Giepen coffee machine line, along with Hubert Giepen himself, was happy with results, having appointed four more distributors for his line. The "Cinch" instant-shine line also received nice comment. . . . Williams distributors expect some excitement from Sam Stern's new "Book-A-Mat" which vends pocket books and can be converted to a merchandise machine and called "Shop-A-Mat." . . . Davis' Henry Wertheimer was on hand at the show. . . . Jack Shawcross, who attended with his boss John Bilotta, also learned a great deal traveling the endless convention floor . . . as we did and the many who joined us.

Each year the vending show intrigues us and with the announcement this week that George Miller has resigned from the MOA, perhaps the new leadership in the persons of Harry Snodgrass and Bob Blundred plus a new board, will lead us onto similar trade show successes.

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# Chicago Chatter

All coinbiz eyes were turned to beautiful (even when it rains) San Francisco and the Golden Gate last week as the National Automatic Merchandising Association's Convention was in full bloom at the huge Civic Center and Brooks Hall, October 13-16. On hand were a multitude of coin machine and vending people from every nook and cranny of these United States. The hotels were all jampacked, and if you didn't have a prior reservation for rooms you were plain out-of-luck.

As usual Tom Hungerford, executive director of NAMA, and his very capable staff did a bang-up job at this year's convention. Guest speaker during the general meeting was ace NBC newscaster Martin Agronsky. The conclave was chaired by Herb A. Geiger, president of NAMA.

We wish to thank Walter Reed and Gerry Whaley for their excellent assistance. Also, of course, Tom Hungerford, and everyone else connected with NAMA for their considerable courtesies.

Naturally the highlight of the entire show was the presence of Joe Orleck and his lovely bride, Pauline Orleck, who stopped over briefly in San Francisco before continuing on to Los Angeles, and then an exciting honeymoon through the Far East. We were thrilled to have been a party in this Frisco phase of the honeymoon. (Bon Voyage, Pauline and Joe!!)

While meandering through the hotels and the exhibit hall we managed to meet so many coinmen from all over the country that it is impossible to mention everyone. However, we'll tap the source of our (so-called) memory and come up with some. How could anyone forget to mention Joe Robbins and Gil Kitt, of Empire Coin Machine Exchange, who were very much on the scene. It was a pleasure to exchange pleasantries with Lou Wolcher and Bob Portale, of Advance Automatic Distributors in San Francisco. . . . Alvin Gottlieb was seen with his lovely wife greeting their very many friends. Also in the Gottlieb party were Mr. and Mrs. Elihu (Elky) Ray, D. Gottlieb & Company's West Coast regional manager. Would any column be complete without mentioning coinvet Johnny Bilotta? Johnny was on hand with his lovely wife.

We chatted briefly with Don Moloney, a Bally executive on the exhibit floor. . . . Rock-Ola Mfg. was very well represented to show the line of Rock-Ola "IVI" coffee and hot drink vendors. Included in the Rock-Ola party were Edward G. Doris, Don Rockola, David Rockola, Jr., Ralph Wyckoff, Frank Doyle, Les Rieck and Jack Barabash (there goes that name again!). . . . Another firm that was well represented at this year's NAMA Conclave was Rowe AC Services (and the parent firm, Automatic Canteen). Among those accountable were president Pat O'Malley, who exhibited Canteen's "World's Largest Vendor," which is called "Dial-A-Sale." Also on hand were Jack Dunwoody, Bob MacGregor, Dean McMurdie, Rowe AC chief Jack Harper, Bill Fitzgerald, Jim Newlander, and many others.

As we wandered into the Seeburg picture we spotted Delbert Coleman, Frank O'Brien, Jack C. Gordon, Tom Herrick, Stanley Jarocki, Jr., Bob Dunlap, and Stuart Auer. There were also other Seeburgites in attendance at the NAMA show. . . . Herb Perkins, of Purveyor Distributors in Chi was seen flitting about greeting his many coinbiz friends. Herb makes numerous trips to the West Coast all year. . . . We spent a happy (but brief) period chatting with old buddy Joel Stern, prexy of World Wide Distributors, who also made the trip to 'Frisco. Joel is elated over the terrific success he's enjoying with the new Seeburg "LP Console" phono.

No column would be complete without making mention of a couple of truly wonderful people and old coinbiz friends, Nate and Eva Feinstein, who were in representing Atlas Music Company and Rowe AC Services. . . . Getting back to Bob Portale for a moment: Bob's greatest anticipation last Sunday was getting ready to watch Giant southpaw Billy Pierce "hogtie" those mean ol' Yankees. We were glad we left 'Frisco just before Yankee giant killer Ralph Terry shut them out. We took off in our jet just before the final pitch of the game that gave the Yankees their 20th World's Series victory. At any rate, Bob Portale is not a very happy guy this week!

Another happy group at the convention, and headquartered at the Mark Hopkins Hotel (atop Nob Hill) was the Fischer Sales & Mfg. Co. gang. Heading this happy family were Ewald and Margaret Fischer, and Bill and Ruth Weikel. Bill advised us that the new line of pool tables will shortly be on the market.

In the New York contingent were such popular coinmen as Barney (Shugey) Sugerman, Irving Kaye, and his son Howard Kaye, Abe Green, Mickey Anderson (Erie, Pa.), and so many, many more coinmen. . . . It isn't possible to give a complete rundown on the list of coin and vending people in attendance from the many West Coast firms. But we can state that there was a large attendance from that area at the NAMA Convention.

Hospitality in 'Frisco was king, and the San Franciscans are easily among the most hospitable people in this country. . . . Another guest who came all the way from Hamburg, Germany was Al Adickes, who was very much impressed by what he saw at Brooks Hall. . . . A long glance through the adjoining pages of this edition of Cash Box will reveal numerous photos of the action at Brooks Hall. Yup, this year's NAMA Conclave was a real bash!

## EXPORT SPECIALS!!

### GUNS & FIVE BALLS

#### FIVE BALLS

##### GOTTLIEB

2 TEXAN	\$345
3 MELODY LANE	285
1 CAPTAIN KIDD	300
2 STRAIGHT SHOOTER	145
1 MADEMOISELLE	285
2 RACE TIME	200
2 PICNIC	195
2 SWEET SUE	345
1 HIGH DIVER	165
3 WORLD BEAUTY	200
1 WHIRLWIND	165
3 SHOWBOAT	250
4 KEWPIE DOLL	235
1 DOUBLE ACTION	245
1 SEVEN SEAS	265
1 SPOT-A-CARD	225
1 CONTEST	250
2 MISS ANNABELLE	175
1 BRIGHT STAR	175
2 UNIVERSE	175
2 DANCING DOLLS	200
1 BIG CASINO	250

##### WILLIAMS

2 JUNGLE	\$200
3 3 COINS	260
1 MUSIC MAN	285
2 HOLLYWOOD	275
2 SERENADE	225
2 TEN SPOT	225
2 VIKING	295
4 COQUETTE	350
3 HIGHWAYS	225
1 METRO	325

##### GUNS

3 MOON RAIDER	\$175
1 GUNSMOKE	195
3 SAFARI	150
3 VANGUARD	165
1 POLAR HUNT	165
2 SPORTSMAN	150
3 CARNIVAL GUNS	150
4 PIRATE GUNS	195
1 BONUS GUN	160
3 CIRCUS GUNS	225
1 BIG TOP	150
2 SHARPSHOOTER	275
3 MIDWAY DE LUXE SHOOTING GALLERY	275
5 MIDWAY SHOOTING GALLERY	225

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1 Seeburg HV-200 (Hideaway)
2 AMI F-120
3 Wurlitzer 2100
2 Wurlitzer 2000
2 Rock-Ola 1485

### BINGOS

2 Circus Queens
1 '61 Barrel-O-Fun
2 Ballerina
2 Carnival Queen
4 Lotta-Fun

### ARCADE-GUNS

1 ChiCoin Pro Basketball (Floor Sample)
1 ChiCoin Motorama
1 Capital Road Test
2 Standard Metal Typers
1 Bally Toonerville Trolley
1 Tusco Elephant
1 Williams Vanguard
2 Bally Champion Horse

### UPRIGHTS

2 Keeney Red Arrow
3 Keeney Shawnee

### VENDING

Seeburg
8 E-2/Cigarette Vendors
2 Bally 583 Coffee Vendors
2 Apco Junior Coffee Vendors
6 Apco Senior Coffee Vendors
1 Keeney Popcorn Vendor
1 Vendo Milk Machine (Post-Select)

### PINGAMES

3 Williams Coquette
3 Williams Trade Winds
2 Williams Caravelle
2 Williams BoBo
2 Gottlieb Tropic Isle
1 Gottlieb Fair Lady
1 Gottlieb Straight Shooter

### SHUFFLES

2 United Atlas
2 Bally Official Jumbo
2 Bally Deluxe Club
1 Keeney Roll-A-Line

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## AC Automatic Releases Top Talent Tune Packages

CHICAGO—Phil Glover, AC Automatic Sales assistant director of sales, advised last week that the following 5-pack 33 single records are available this week in conjunction with the AMI Top Talent Tunes programming schedule for juke box operators: "Folk Matinee"—The Limelites—RCA Victor; "Sing Hallelujah"/"Sweet Water Rolling," "Funk"/"Blue Mountain Lake," "Tamborito"/"Uncle Benny's Celebration," "Wake Up, Dunia"/"Reedy River," and "To Everything There Is A Season"/"Those Were The Days."

"Dick Hyman and His Trio"—Dick Hyman—Command Record Company; "Forty-Second Street"/"The Bad and Beautiful"; "Somebody Stole My Gal"/"When Your Lover Has Gone," "Love For Sale"/"Down Home Melody," "Make Someone Happy"/"Jitterbug Waltz," and "Dites Moi"/"People Will Say We're In Love."

The firm's record release for the week of October 8th is as follows: "New Themes From Motion Pictures," Various Artists, Time Record Company; Theme from "Advise & Consent"/"Road To Hong Kong" Prologue from "West Side Story"/"Lolita" "Till There Was You"—"76 Trombones"/"It Might As Well Be Spring"/"Let Me Entertain You"/"The Naked Island" and "La Dolce Vita"/"Maria."

"Stormy Monday," Lou Rowls & Les McCann, Capitol Record Company; "(They Call It) Stormy Monday"/"God Bless The Child," "See, See Rider"/"Willow Weep For Me," "I'm Gonna Move To The Outskirts Of Town"/"In The Evening (When The Sun Goes Down)," "Tain't Nobody's Biz-ness If I Do"/"Lost & Lookin'" and "I'd Rather Drink Muddy Water"/"Sweet Lover."

An earlier release included hits from the LP's "France-70", Gordon Jenkins, Time Records; and "For The Nero Minded," Peter Nero, on RCA.



## California Clippings

The distributors and operators attending the NAMA convention in San Francisco, reported having a good time and enjoying the show very much. . . . The Bally Big 7 shuffle game is getting very good reaction at Paul Laymon Inc. Dorothy and Paul Laymon enjoyed their combination business & pleasure trip to the Bay area. David Wilkins, 13-year-old son of Jim Wilkins has completed all requirements for the Eagle Scout award. Jim, Jr. received the coveted honor in August of 1961. . . . A new station wagon and a new 1/2 ton truck were purchased this week at the Wurlitzer Factory Branch. Mr. & Mrs. John Bilotta, Wurlitzer distributor from Newark, N. Y. were visiting en route to the Northern area. Cliff Nugent is calling on operators in Lancaster and Clayton Ballard returned from San Diego. . . . Rocky Nesselroad informed that pool tables are really moving at AMCO Music & Vending Inc. Bill Happel mentioned they are looking forward to receiving a new game from Chicago Coin called the 'Big Hit'. Dan Donohue returned from his European tour and William Schrader is on a business trip to Las Vegas. . . . Allen Sherman paid a visit to the California Music Co. promoting "My Son, The Folk Singer," on the Warner label. Jerry Wallace also stopped by to check sales on his new Challenge release, "Shutters And Boards." . . . At American Coin Machine Nick Lanzy reports business going along at a hefty pace, and they are busy trying to keep up with the present orders. . . . The shop is readying export orders this week at Duarte International Sales Co., for shipment to Mexico and Santo Domingo. . . . At Simon Distributing Co. Sonny Lomberg stated that sales are continuing steady on all types of equipment. John Freeman and his new bride returned from their honeymoon in Las Vegas. Congratulations! . . . Frank McKelvey of Twist Music stopped by the Leuenhagen 'record bar' with Norm Forrest to spin his first release on the Challenge label, "Lots Of Luck." Clyde Jackson of Columbia Records was also visiting and the Solle Girls informed him that "Gina" is one of their top 'sellers.' . . . Vending sales have been on the increase the past few weeks at R. F. Jones & Co. Ed Wilkes reports very good success also with the first shipment of the Bally Big 7 shuffle game. Nate Feinstein of Atlas Music, Chicago, was in town and visiting with the Jones Boys, and Al Fishman of the Orange County Vending Co. also stopped by. Bill Gray returned from a trip to Santa Barbara and Don Edwards is covering the San Bernardino area. . . . The new Irving Kaye 'Eldorado' 1963 pool tables arrived at C. A. Robinson & Co., and are meeting with a great deal of enthusiasm. The operators are pleased with the many new features incorporated in the '63 pool table. Hank Tronick informed they were happy to learn that they can obtain more King-Pin 5 Balls from Williams Mfg. Co. In the estimation of all concerned at Robinsons, this certainly has to be one of the most successful, in the history of the novelty pinball business.

Some of the visiting operators seen on Pico Blvd. this week were: Walt Hemple, San Fernando; Cliff Jones, Long Beach; Al Cericero, Santa Maria; Larry Spraw, Fontana; Lou Bennett, Long Beach; Bill Yedlin, Sherman Oaks; Fred Allen, Bakersfield; Ray Brandenburg, La Habra; Norman Hayes, Santa Maria, and Ed Young, Fontana.



## Midwest Musings

Mr. & Mrs. Jack Backus, Jamestown, No. Dakota, spent the week end in Minneapolis and Wednesday morning flew to New York, then will board TWA and fly to Spain. They will be gone about three weeks and on their return will spend a few days in New York before returning home.

Mr. & Mrs. Ike Sundem, Montevideo, Minn. in town for a couple of days. Mrs. Sundem doing some shopping and Ike getting the parts and records needed. . . . Mr. & Mrs. Bob Aherin, LaMoure, No. Dakota, in town for a couple of days. Bob making the rounds and Mrs. Aherin spending her spare time shopping in the department stores. . . . Harold Rose, Fargo, No. Dakota, in Minneapolis over night on a quick trip. Made a few stops in town and drove right back. . . . Our sincere sympathy to the Ray Kohner family on the Death of Ray's mother. Mrs. Kohner died Oct. 9th. at the age of 84 years.

Clayton Nemeroff, Chicago, in Minneapolis the past week. Clayton and Mrs. Nemeroff always spend the Jewish Holidays in Minneapolis. Mrs. Nemeroff is formerly from Minneapolis and her family still lives here. . . . Mr. & Mrs. Earl Ackley, Spooner, Wisc. in town for a few hours. Earl is recovering from a freak accident that occurred a few days ago. He bumped his head while getting out of his car and suffered a slight concussion. . . . Greg Wagner, and Al Kirtz, in town for the day to pick up parts and records. . . . Harold Lieberman, Lieberman Music Co. and Irv. Sandler, Sandler Dist. Co. Minneapolis, at the N.A.M.A. Show in San Francisco.

Mr. & Mrs. Ralph Harvey, Mitchell, So. Dakota, in town for a few days visiting their daughter and grand-children. . . . Hank Krueger, Fairfax, Minn., Clayton Norberg, Mankato, Minn., and Johnny Zeglen, Excelsior, Minn. spent 10 days in Canada. As I hear it they got their limit of Geese. They intend to go back for the Ducks at a later date. . . . Solly Rose, Sandler Dist. Co. reports that all three United Games "Tropics," "Embassy," and "Circus" are moving very good.

## Happy Birthday This Week To:

Robert R. Bennett, Longview, Wash. . . . Edgar McKay, Hudson, Bristol, Va. . . . Isadore B. Resnick, Hartford, Conn. . . . Jesse Ladd, Caro, Mich. . . . Maury Gottlieb, Dallas, Texas. . . . S. R. Montealm, Bastrop, La. . . . Tom Roberts, Hurley, Wis. . . . Elmer S. Laughton, York Beach, Me. . . . A. J. Berube, Bloomfield, Conn. . . . James Allen, Gd. Rpd., Mich. . . . Joseph E. Lippi, Poughkeepsie, N. Y. . . . Althea M. Yeo, Grand Rapids, Mich. . . . George R. Siegel, Pittsburgh, Pa. . . . David E. Levine, Hattiesburg, Miss. . . . John Dockhus, Rockford, Ill. . . . Frank Padula, Chicago, Ill. . . . Wm. F. Suesens, L.I.C., N. Y. . . . Chester F. Gore, Chgo, Ill.

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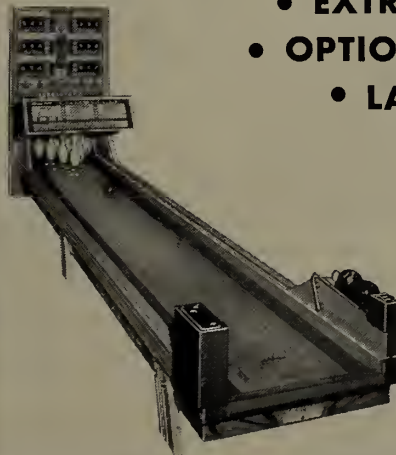


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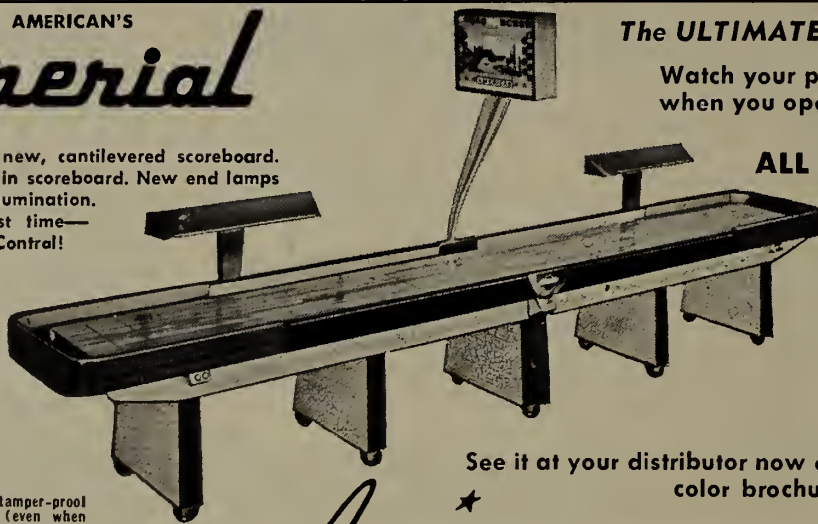
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Featuring: Totally new, cantilevered scoreboard.  
New built-in light in scoreboard. New end lamps  
for beauty and illumination.  
New! For the first time—  
Horse-Collar Play Control!



NOW! Available with tamper-proof  
PIN GATE CONTROL (even when  
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MAGNO-PLAY CONTROL.

*American*

The **ULTIMATE** in shuffleboards

Watch your profits soar  
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**ALL NEW IMPERIAL!**

See it at your distributor now or write for free  
color brochure.

**SHUFFLEBOARD COMPANY**

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**NEW  
DELUXE  
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BUMPER  
POOL®**

**POOL  
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VALLEY**



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NEW MECHANISMS!**  
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### WANTED MECHANICS

Juke Boxes Games Cigarettes

- excellent working conditions
- steady work in pleasant surroundings
- excellent pay
- do NOT have to know amplifiers

Give details and references  
in first letter

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ROCK-OLA 1455 .....	\$235.00
ROCK-OLA 1465 .....	350.00
ROCK-OLA 1464 (WITH STAND) ...	325.00
ROCK-OLA 1475 .....	425.00
SEEBURG V200 .....	CONV. 175.00
WMS. OFFICIAL BASEBALL .....	265.00
BALLY BALL PARK .....	275.00
BALLY BIG INNING .....	175.00
C. C. BATTER UP .....	145.00
BALLY ABC S/A .....	95.00
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KEENEY BUCKAROOS, TOUCHDOWN—MAKE OFFER	

**LAKE CITY AMUSE. CO.**  
4533 PAYNE AVE., CLEVELAND,  
OHIO  
(Tel: HE 1-4100)

### Mitnick Resigns All-Tech Post



JACK MITNICK

MIAMI BEACH—Jack Mitnick re-  
signed his position at All-Tech In-  
dustries, Inc. here last week after

he, and top management at the kiddie  
ride firm, agreed to part over a dif-  
ference of opinion. Mitnick was  
Sales Director of the firm at the time  
of his departure. He had helped  
develop a kiddie ride line which now  
totals eight rides over a period of  
less than two years.

Mitnick has held top executive posts  
with several major coin firms. Before  
joining All-Tech he was International  
Director of Sales for United Music  
Company. Previous to that he headed  
AMI's sales division in the East. Mit-  
nick has spent a lifetime in the coin  
machine industry.

As for the future, Mitnick advised  
that he will operate from his home  
after an extended fishing trip here.  
"After two years I've found out where  
the big ones are and I'm goin fish-  
ing!", stated the coin exec. His num-  
ber while at home in Miami Beach is  
865-5147.









# Bally Big 7 Shuffle

WITH 7 EXCITING WAYS TO SCORE



**FLASH-MATIC PLUS SUPER-STRIKES**  
BIG 7 SHUFFLE is the only flashing light alley with SUPER-STRIKE skill-appeal

**JUMBO**  
WITH SPEED-CONTROL SKILL-APPEAL PLUS SUPER-STRIKES

**MATCH-MATIC**  
WITH SECOND-SHOT SCORE-SAVER  
Strike scores up to 500. If Strike not scored, flashing lights permit player to score up to 500 on second shot.

**OFFICIAL**  
FOR DYED-IN-THE-WOOL A.B.C. BOWLING FANS

**HANDICAP**  
(OFFICIAL A.B.C. SCORING)  
Any number of players may be allowed "easy" Strike HANDICAP for as many frames as agreed.

**ALL-STRIKE**  
FOR FAST COMPETITIVE PLAY ONLY STRIKES SCORE

**MYSTERY**  
popular skill "equalizer" PLUS SUPER-STRIKES

FULL LENGTH STAINLESS STEEL CABINET RAILS  
HIGH SPEED TOTALIZERS  
ROTARY PLAYER & FRAME COUNTERS

8 ft. 8 in. by 25 in.  
1 TO 6 CAN PLAY  
COIN STYLES  
1. DIME ONLY  
2. DIME OR 2 NICKELS  
QUARTER, HALF DOLLAR

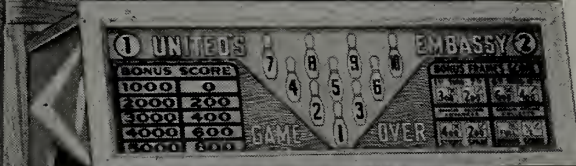
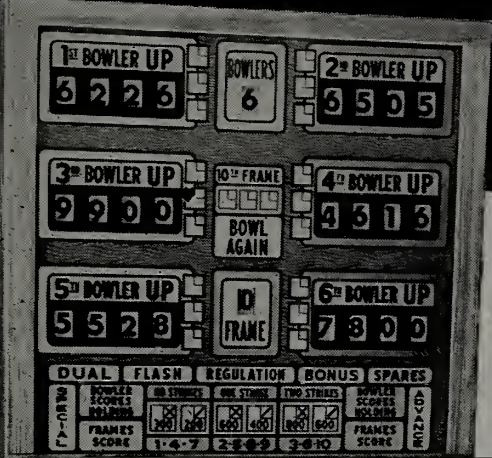
BIG 7 SHUFFLE is everybody's alley, appeals to the whims and moods of every type of player, keeps busy every minute of the business day. Get BIG 7 SHUFFLE now.

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## SHUFFLE ALLEY

Featuring 7 Profit-Proved Ways to Play!



3-REEL  
and  
4-REEL  
SCORE  
TOTALIZERS

CHROME  
RAILS  
(BOTH SIDES)

- 1 **DUAL-FLASH SCORING**  
TOP SCORE 9600  
Strikes—30, 40, 50, 60, 80  
Spare—20, 30, 40, 50, 60  
If strike is missed, flashing lights  
permit player to pick-up  
**BIG 60**  
SPARE VALUE
- 2 **FLASH SCORING**  
TOP SCORE 9600
- 3 **REGULATION SCORING**  
TOP SCORE 300
- 4 **BONUS SCORING**  
TOP SCORE 9900
- 5 **ADVANCE SCORING**  
TOP SCORE 7300
- 6 **SPECIAL SCORING**  
TOP SCORE 8900
- 7 **ALL SPARES SCORING**  
TOP SCORE 3600

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RESALE VALUE

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ORIGINATOR  
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SHUFFLE ALLEYS  
and  
BOWLING ALLEYS

8½ FT. LONG  
2½ FT. WIDE  
SHIPPING WEIGHT (CRATED)  
465 lbs.

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10c PER PLAYER  
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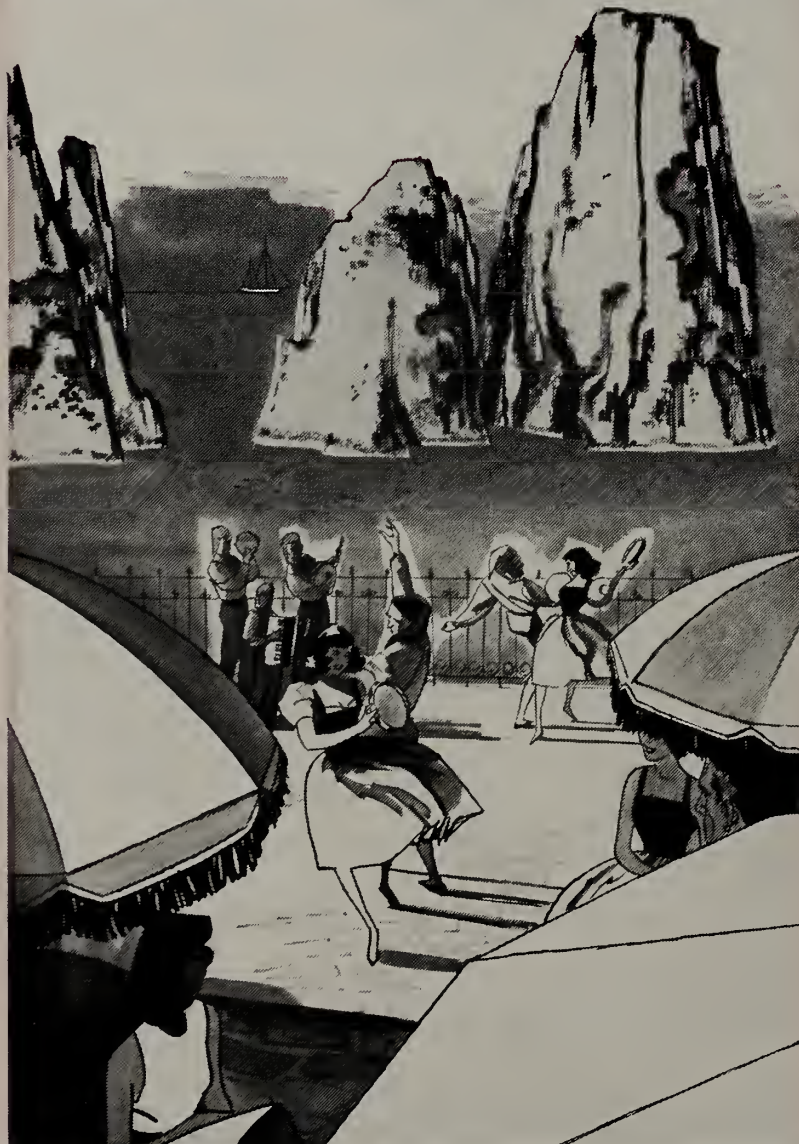
# SEE THE ROCK-OLA

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AT YOUR LOCAL ROCK-OLA  
DISTRIBUTOR SHOWROOM

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