

# Cash Box

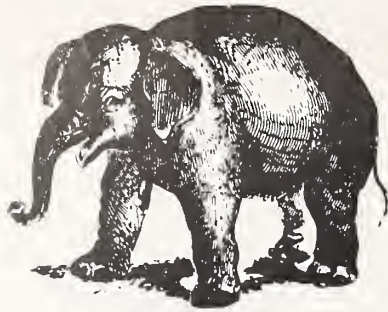
SEPTEMBER 21, 1963



**MY BOYFRIENDS'S BACK . . .** and so are the Angels. The gals, Barbara, Jiggs and Peggy, who appeared on the charts previously with "Til" and "Cry Baby Cry," have finally come into their own with one of 1963's biggest hits "My Boyfriend's Back." Almost from the first day Smash Records picked up the waxing the disk began to build and followed-through right up to the No. 1 spot. Now the Angels' LP, bearing the same title, is also on the charts and could follow in the single's footsteps. The trio just completed a stint with dee jay Murray Kaufman at the Fox Theatre in New York and appears on the Sullivan TV'er October 6.



WHY DO ELEPHANTS HAVE LARGE, FLAPPY EARS?



**SO THAT  
THEY CAN  
LISTEN TO BIG  
SINGLES LIKE  
PATTI PAGES'  
LATEST**

*"Nobody" c/w "Maybe He'll Come Back to Me" / Columbia Singles Sell* 

4-42857.





FOUNDED BY BILL GERSE

# Cash Box

Vol. XXV—Number 2

September 21, 1963

## Cash Box

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# A NEW ERA FOR MOA

MOA is here to stay! And could be bigger than ever in coming years. This was proved conclusively at last week's convention of the Music Operators of America held in Chicago.

Not only was the convention run in the best business-like manner, but, more importantly, it was strongly attended by operators, the main objective of the convention.

For the first time in MOA convention history, registration and attendance figures were announced affording exhibitors an opportunity to evaluate the cost of exhibiting with the number of impressions made. And everyone is in agreement that this year's MOA attendance was most impressive.

More than 1300 people registered for the meet and it is estimated that approximately 1000 of these people operate juke boxes.

There were many other significant factors indicating a renewed interest in MOA and a keen desire to develop a working convention that has business value. The concluding banquet was a complete sell-out with the performing artists working to 770 people. At past MOA meets artists worked to only a handful of members.

Although only a few record companies exhibited, those who did display reported great satisfaction, indicating, in so many words, that they would be back again next year. No doubt, similar satisfactory reports from record company reps who were observing (tho not exhibiting) should encourage better record company attendance at next year's meet.

The panel meetings and discussions were well attended all through the convention and the hospitality suites reported excellent traffic.

ROSA, the one-stop organization, cooperated strongly with MOA and showed up with a strong contingent from the one-stop field—all reporting great benefit from the number of contacts made with ops.

And probably most significant of all, equipment was sold and deposits were received.

Internally, MOA selected new leaders who plan to follow the same progressive thinking displayed by the brass responsible for reviving interest in the association and its 1963 convention. And membership is gaining rapidly. In June of '62, the association had 600 dues paying members. By June of this year, the membership reached 800. The post-convention membership, though not yet tallied, is expected to be well over 1000, a tremendous increase over the membership of last year.

All the above facts boil down to one conclusion. This year's MOA Convention was probably the best ever. Comparison to recent MOA meets would almost be insulting. The timing just before the Vending Operators (NAMA) conclave was perfect, and a concerted effort to do the same next year is already being planned.

MOA is expecting even better attendance next year and it will be difficult for record companies to overlook contact with better than 1000 operators.



# Cash Box TOP 100

SEPTEMBER 21, 1963

Position 9/14 9/7

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1	<b>BLUE VELVET</b> (Vogue—BMI) ☆BOBBY VINTON—Epic-9614	2	4
2	<b>MY BOYFRIEND'S BACK</b> (Blackwood—BMI) ☆ANGELS—Smash-1834	1	1
3	<b>IF I HAD A HAMMER</b> (Ludlow—BMI) ☆TRINI LOPEZ—Reprise-20,198	3	3
4	<b>HEAT WAVE</b> (Jobete—BMI) ☆MARTHA VANDELLAS—Gordy-7022	5	6
5	<b>SURFER GIRL</b> (Guild—BMI) ☆BEACH BOYS—Capitol-5009	6	10
6	<b>THEN HE KISSED ME</b> (Mother Bertha, Trio—BMI) ☆CRYSTALS—Philles-115	8	16
7	<b>THE MONKEY TIME</b> (Curton, Paliro—BMI) ☆MAJOR LANCE—Okeh-7175	7	12
8	<b>SALLY GO 'ROUND THE ROSES</b> (Winlyn—BMI) ☆JAYNETTES—Tuff-369	9	26
9	<b>HELLO MUDDUH, HELLO FADDUH!</b> (Curtain Call—ASCAP) ☆ALLAN SHERMAN—Warner Bros.-5378	4	2
10	<b>WONDERFUL! WONDERFUL!</b> (E. B. Marks—BMI) ☆TYMES—Parkway-884	11	20
11	<b>MICKEY'S MONKEY</b> (Jobete—BMI) ☆MIRACLES—Tamlam-54083	12	18
12	<b>CRY BABY</b> (Rittenhouse & Mellin—BMI) ☆MIMMS/ENCHANTERS—UA-629	22	33
13	<b>MARTIAN HOP</b> (Screen Gems, Columbia—BMI) ☆RAIN-DELLS—Chairman-4403	16	22
14	<b>BE MY BABY</b> (Mother Bertha, Trio—BMI) ☆RONETTES—Philles-116	23	42
15	<b>THE KIND OF BOY YOU CAN'T FORGET</b> (Trio—BMI) ☆RAINDROPS—Jubilee-5455	20	27
16	<b>HEY GIRL</b> (Screen Gems, Columbia—BMI) ☆FREDDIE SCOTT—Colpix-1692	10	13
17	<b>A WALKIN' MIRACLE</b> (Planetary—ASCAP) ☆ESSEX—Roulette-4515	29	40
18	<b>YOU CAN NEVER STOP ME LOVING YOU</b> (Ridge—BMI) ☆JOHNNY TILLOTSON—Cadence-1437	18	21
19	<b>MOCKINGBIRD</b> (Saturn—BMI) ☆INEZ FOXX—Symbol-919	14	7
20	<b>BUSTED</b> (Pamper—BMI) ☆RAY CHARLES—ABC-10481	59	73
21	<b>CANDY GIRL</b> (Saturday, Gavadima—ASCAP) ☆4 SEASONS—Veejay-539	13	8
22	<b>MORE</b> (E. B. Marks—BMI) ☆KAI WINDING—Verve-10295 ☆VIC DANA—Dotcom-81	19	11
23	<b>PAINTED, TAINTED ROSE</b> (Damian—ASCAP) ☆AL MARTINO—Capitol-5000	26	24
24	<b>LITTLE DEUCE COUPE</b> (Sea Of Tunes—BMI) ☆BEACH BOYS—Capitol-5009	27	37
25	<b>FRANKIE AND JOHNNY</b> (Kags—BMI) ☆SAM COOKE—RCA Victor-8215	17	15
26	<b>BLOWIN' IN THE WIND</b> (M. Witmark & Sons—ASCAP) ☆PETER, PAUL & MARY—WB-5368	21	9
27	<b>PART TIME LOVE</b> (Cireco—Escort—BMI) ☆JOHNNY TAYLOR—Galaxy-722	36	44
28	<b>WHY DON'T YOU BELIEVE ME</b> (Brandom—ASCAP) ☆DUPREES—Coed-594	32	41
29	<b>WHAM!</b> (Carlson, Edwood—BMI) ☆LONNIE MACK—Fraternity-912	39	51
30	<b>FINGERTIPS</b> (Jobete—BMI) ☆STEVIE WONDER—Tamlam-54080	15	5
31	<b>DENISE</b> (Bright Tunes—BMI) ☆RANDY RAINBOWS—Rust-5059	25	14
32	<b>HONOLULU LULU</b> (Screen Gems, Columbia—BMI) ☆JAN & DEAN—Liberty-55613	56	70
33	<b>I WANT TO STAY HERE</b> (Screen Gems, Columbia—BMI) ☆STEVE & EYDIE—Columbia-42815	28	31

34	<b>HEY THERE, LONELY BOY</b> (Famous—ASCAP) ☆RUBY ROMANTICS—Kapp-544	41	43
35	<b>HELLO HEARTACHE, GOODBYE LOVE</b> (Atrium—ASCAP) ☆PEGGY MARCH—RCA-8221	46	60
36	<b>ONLY IN AMERICA</b> (Screen Gems, Columbia—BMI) ☆JAY/AMERICANS—UA-626	40	50
37	<b>DANKE SHOEN</b> (Roosevelt—BMI) ☆WAYNE NEWTON—Capitol-4989	24	19
38	<b>TREAT MY BABY GOOD</b> (T.M.—BMI) ☆BOBBY DARIN—Capitol-5019	42	53
39	<b>THAT SUNDAY, THAT SUMMER</b> (Comet—ASCAP) ☆NAT COLE—Capitol-5027	54	71
40	<b>TALK TO ME</b> (Jay & Cee—BMI) ☆SUNNY/SUN GLOWS—Tear Drop-3014	62	95
41	<b>BLUE BAYOU</b> (Acuff-Rose—BMI) ☆ROY ORBISON—Monument-824	66	76
42	<b>I CAN'T STAY MAD AT YOU</b> (Screen Gems, Columbia—BMI) ☆SKEETER DAVIS—RCA Victor-8219	58	78
43	<b>MAKE THE WORLD GO AWAY</b> (Pamper—BMI) ☆TIMI YURO—Liberty-55587	31	23
44	<b>MEAN WOMAN BLUES</b> (Gladys—BMI) ☆ROY ORBISON—Monument-824	77	—
45	<b>DONNA THE PRIMA DONNA</b> (Disal—ASCAP) ☆DION DIMUCCI—Columbia-42852	74	—
46	<b>FOOLS RUSH IN</b> (Bregman, Vocco & Conn—ASCAP) ☆RICK NELSON—Decca-31533	72	—
47	<b>PLEASE DON'T TALK TO THE LIFEGUARD</b> (Joy—ASCAP) ☆DIANE RAY—Mercury-72117	33	35
48	<b>JUDY'S TURN TO CRY</b> (Glamorous—ASCAP) ☆LESLIE GORE—Mercury-72143	30	17
49	<b>WIPEOUT</b> (Miraleste & Robinhood—BMI) ☆SURFARIS—Dot-16479	35	28
50	<b>BETTY IN BERMUDAS</b> (Cameo—Parkway—BMI) ☆DOVELLS—Parkway-882	57	65
51	<b>CHINA NIGHTS</b> (Leeds—ASCAP) ☆KYU SAKAMOTO—Capitol-5016	52	57
52	<b>GREEN, GREEN</b> (New Christy—BMI) ☆NEW CHRISTY MINSTRELS—Columbia-42805	34	29
53	<b>TWO TICKETS TO PARADISE</b> (Benday—BMI) ☆BROOK BENTON—Mercury-72177	73	—
54	<b>BUST OUT</b> (Lanny—BMI) ☆BUSTERS—Arlen-735	71	—
55	<b>LONELY SURFER</b> (Little Darlin'—BMI) ☆JACK NITZSCHE—Reprise-20202	37	39
56	<b>IT'S TOO LATE</b> (Prigan, Correctone—BMI) ☆WILSON PICKETT—Double L-717	45	32
57	<b>DROWNIN' MY SORROWS</b> (Merna—BMI) ☆CONNIE FRANCIS—MGM-13160	48	38
58	<b>DESERT PETE</b> (Sleepy Hollow—ASCAP) ☆KINGSTON TRIO—Capitol-5005	43	36
59	<b>BIRTHDAY PARTY</b> (Dandelion & Merjoda—BMI) ☆PIXIES THREE—Mercury-72130	67	74
60	<b>ABILENE</b> (Acuff-Rose—BMI) ☆GEORGE HAMILTON IV—RCA-8184	55	46
61	<b>I (WHO HAVE NOTHING)</b> (Milky-Way, Trio, Catillon—BMI) ☆BEN E. KING—Atco-6267	51	45
62	<b>WAIT 'TIL MY BOBBY GETS HOME</b> (Mother Bertha, Trio—BMI) ☆DARLENE LOVE—Philles-114	44	30
63	<b>I'LL TAKE YOU HOME</b> (Screen Gems, Columbia—BMI) ☆DRIFTERS—Atlantic-2201	75	85
64	<b>WHAT DOES A GIRL DO</b> (Damic—BMI) ☆SHIRELLES—Scepter-1259	70	77
65	<b>QUE SERA, SERA</b> (Artist—ASCAP) ☆HIGH KEYS—Atco-6268	53	48
66	<b>MR. WISHING WELL</b> (Screen Gems, Columbia—BMI) ☆NAT COLE—Capitol-5027	68	79
67	<b>8 X 10</b> (Moss Ross—BMI) ☆BILL ANDERSON—Decca-31521	69	75

68	<b>A LOVE SO FINE</b> (Jobete—BMI) ☆CHIFFONS—Laurie-3195	79	—
69	<b>MAN'S TEMPTATION</b> (Conrad-Karlen—BMI) ☆GENE CHANDLER—VeeJay-536	49	54
70	<b>(YOU'RE THE) DEVIL IN DISGUISE</b> (Presley—BMI) ☆ELVIS PRESLEY—RCA Victor-8188	38	25
71	<b>DON'T THINK TWICE, IT'S ALL RIGHT</b> (M. Witmark—ASCAP) ☆PETER, PAUL & MARY—WB-5385	—	—
72	<b>THIS IS MY PRAYER</b> (Sylvia—BMI) ☆THEOLA KILGORE—Serock-2006	78	83
73	<b>SEPTEMBER SONG</b> (DeSylva, Brown, Henderson—ASCAP) ☆JIMMY DURANTE—WB-5382	86	—
74	<b>STRAIGHTEN UP YOUR HEART</b> (McLaughlin—BMI) ☆BARBARA LEWIS—Atlantic-2200	50	52
75	<b>HE'S MINE</b> (Scharber—BMI) ☆ALICE WONDERLAND—Bardell-774	81	84
76	<b>I'M CONFESSIN'</b> (Bourne—ASCAP) ☆FRANK IFIELD—Capitol-5032	83	—
77	<b>(I CRIED AT) LAURA'S WEDDING</b> (Dickson—ASCAP) ☆BARBARA LYNN—Jamie-1260	80	81
78	<b>SURFER JOE</b> (Robinhood, Miraleste—BMI) ☆SUFARIS—Dot-16479	85	96
79	<b>SUGAR SHACK</b> (Dundee—BMI) ☆GILMER/FIREBALLS—Dot-16487	—	—
80	<b>TELL ME THE TRUTH</b> (Kacy—BMI) ☆NANCY WILSON—Capitol-4991	82	90
81	<b>MY BABE</b> (Ray Maxwell—BMI) ☆RIGHTEOUS BROS.—Moonglow-223	87	99
82	<b>TRUE LOVE NEVER RUNS SMOOTH</b> (Arch—ASCAP) ☆GENE PITNEY—Musicor-1032	47	38
83	<b>LUCKY LIPS</b> (Tiger—BMI) ☆CLIFF RICHARD—Epic-9597	76	80
84	<b>DOWN THE AISLE</b> (Sixty-Six—BMI) ☆LaBELLE/BLUEBELLS—Newtown-5777	92	—
85	<b>MONKEY SHINE</b> (Jec—BMI) ☆BILL BLACK—Hi-2069	—	—
86	<b>RED SAILS IN THE SUNSET</b> (Shapiro, Bernstein—ASCAP) ☆FATS DOMINO—ABC-10484	—	—
87	<b>ELEPHANT WALK</b> (Colca—BMI) ☆JENKINS/DELIGHTERS—Cortland-109	100	—
88	<b>ENAMORADO</b> (Ken, Water, Lenman—BMI) ☆KEITH COLLEY—Unical-3006	96	98
89	<b>DEEP PURPLE</b> (Robbins—ASCAP) ☆STEVENS & TEMPO—Atco-6273	—	—
90	<b>THAT'S HOW IT GOES</b> (Wanessa—BMI) ☆GEORGE MAHARIS—Epic-9613	91	—
91	<b>TEENAGE CLEOPATRA</b> (Saturday—ASCAP) ☆TRACEY DEY—Liberty-55604	—	—
92	<b>CHINESE CHECKERS</b> (East—BMI) ☆BOOKER T/MG's—Stax-137	98	100
93	<b>YOU LOST THE SWEETEST BOY</b> (Jobete—BMI) ☆MARY WELLS—Motown-1048	—	—
94	<b>CROSSFIRE!</b> (Kalmann—ASCAP) ☆ORLONS—Cameo-273	—	—
95	<b>CINDY'S GONNA CRY</b> (Screen Gems, Columbia—BMI) ☆JOHNNY CRAWFORD—Del-Fi-4221	99	—
96	<b>MARIE ELENA</b> (Peer Int'l—BMI) ☆LOS INDIOS TABAJAROS—RCA-8216	—	—
97	<b>LONELY DRIFTER</b> (Venice—BMI) ☆O'JAYS—Imperial-5976	—	—
98	<b>YOUR BABY'S GONE SURFIN'</b> (Linduane—BMI) ☆DUANE EDDY—RCA-8214	—	91
99	<b>LEAVE ME ALONE</b> (Roosevelt—BMI) ☆BABY WASHINGTON—Sue-790	89	87
100	<b>POINT PANIC</b> (Champion—BMI) ☆SURFARIS—Decca-31538	—	—

★ SHARP UPWARD MOVE  
★ BEST SELLING RECORDS  
★ OTHER VERSIONS STRONGLY REPORTED  
★ ALPHABETIZED, TOP 100 IN EACH ISSUE



# GREAT FALL PROGRAM

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Here are just a few of the program highlights

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Mono: LL3328

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SEPT. 28 - DEC. 1**

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**ON THE MOVE** - Werner Müller and his Orchestra  
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**GLORY, GLORY, HALLELUJAH** - The Eric Rogers Chorale and Orchestra  
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Ebb Tide; The Very Thought Of You; I'll Be Seeing You; Love Letters; Long Ago And Far Away; How Deep Is The Ocean; Smoke Gets In Your Eyes; Stella By Starlight; Among My Souvenirs; Darn That Dream; Evening Star; Where Or When. SP 44029

**MEXICO** - Roland Shaw and his Orchestra  
Cielito Lindo; La Cucaracha; The Three Caballeros; Solamente Una Vez; La Bamba; Chiapenecas; Guadalajara; Pepe; Ti-Pi-Tin; La Paloma; Bulerias; El Relicario. SP 44030

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## London Int'l Bows "Memories Of..." LP's

NEW YORK—Working on the belief that mass travel by Americans to foreign countries no longer limits foreign language diskings to people of foreign origin, London International Records has bowed a "Musical Memories of..." line with 12 initial LP's.

"These vast masses of people," says Leo H. Hofberg, of the label's int'l division, "have returned to the United States with a taste for music of a far greater scope than in the past and are imparting these new experiences to their neighbors. It is interesting to note in connection with this, the large numbers of foreign pop singles which have hit our charts in the past few years."

Hofberg adds that this "new market" has the advantage of not being saturated with product, and there is very little duplication of catalog. Furthermore, he continues, this market has not been distorted by price selling. "International LP's are a profitable item for the dealer, and everywhere you will find expanded international record departments or brand new sections of this nature being created by the record dealer," Hofberg declares.

In line with the label's pitch to Americans who have gone abroad, a large (39" by 65") London International window display piece has been prepared. LP's in the series flank a large world-map, above which is the statement: "Revive, Refresh & Re-live Your Musical Memories."

## London Adds 5 LP's To "phase 4" Catalog

NEW YORK—London Records has just added five new LP's to its "phase 4" sound line.

The newcomers include: "Glory, Glory Hallelulah!" featuring the Eric Rogers Choral & Orchestra in inspirational-type material; "The Magnificent Pianos of Ronnie Aldrich," which features the artist against a string section for the first time; Ted Heath's "Satin, Strings & Bouncing Brass," "Mexico," Roland Shaw arrangements; and "On the Move," Werner Muller Orch. All but Shaw have been represented in previous "phase 4" issues.

## Local 802 Drops Tax, Ups Dues

NEW YORK—The New York musician's union, Local 802 of the American Federation of Musicians, has voted down a 1½% tax on members' earnings as the basic source of its financing. Instead, membership dues are up to \$80 from a previous fee of \$24.

Changes came about last week as 1,200 members met at the Palm Gardens. The tax was abolished by a voice vote, while members gave the dues increase an OK by a secret vote, which was 2 to 1 in favor of the new fee.

Resolutions reducing the quorum at membership meetings from 500 to 250 and increasing yearly bylaw meetings from one to three were also passed.

### INDEX

Album Plans .....	31
Album Reviews .....	22, 23
Bios for DJ's .....	17
Coin Machine Section .....	44-72
Country Music Section .....	36, 37
International Section .....	38-43
Juke Box Ops Record Guide .....	20
Looking Ahead (Singles) .....	16
Platter Spinner Patter .....	27
Radio Active Chart .....	26
R & B Top 50 .....	20
Record Ramblings .....	18, 19
Single Reviews .....	8, 10, 12, 14
Sure Shots .....	33
Top 100 Albums (Mono) .....	21
Top 50 Albums (Stereo) .....	21
Top 100 Singles (Alphabetized) ..	34
Vending News .....	58-67

The debut release consists of: "Musical Memories of..." Turkey, Scandinavia, Greece, France, Austria, Hungary, Switzerland, India, Rumania, Bali, Italy and an LP called "Schlagers from Germany."

Added newcomers to the label's int'l dept. are: "South of the Border," Caterina Valente, "The Band of the Scots Guards" and "The Band of the Black Watch."

## Capitol Nabs "Zenda" Cast'er Plans Pre-B'way Session

HOLLYWOOD — Original-cast album rights to the upcoming Broadway musical "Zenda" have been acquired by Capitol Records, it was announced last week by Alan W. Livingston, President of the label.

The musical, which began its pre-Broadway run in San Francisco Aug. 5 at the Curran Theatre, will be recorded by Capitol in Los Angeles during its run at the Philharmonic Auditorium which begins Sept. 24. Though a firm date for the recording has not yet been set, Capitol plans to have its original-cast album on the market when "Zenda" opens on Broadway Nov. 26 at the Mark Hellinger Theatre.

"Zenda," based on the character in Anthony Hope's novel, "The Prisoner of Zenda," is being produced by Edwin Lester of the Los Angeles Civic Light Opera. The musical stars Alfred Drake, Anne Rogers, Chita Rivera, and Carmen Mathews. Music is by Vernon Duke and lyrics by Leonard Adelson, Sid Kuller, and Martin Charnin.

"Zenda" is the second musical of the upcoming Broadway season to which Capital has won original-cast rights. Last July, Livingston announced that "Funny Girl," the musical starring Barbra Streisand as Fanny Brice, will be recorded by Capitol.

## Prestige Forms Folklore Label, Debuts Line With 17 Albums

NEW YORK—The Prestige/Folklore label is now in operation with 17 debut albums. Featuring only American folk material and artists, its formation is founded on the concept, says Bob Weinstock, head of Prestige, that "... all types of American music, whether it is bluegrass, white blues, Negro blues or laments, folk-jazz, or traditional folk songs has its roots in and is part of the same musical heritage."

The new line, the label said, is an offshoot of the success of Prestige/International, which for the past three years has released a number of international folk artists, including American.

Prestige/Folklore is under the direction of Sam Charters.

The 17 albums include: "In the Tradition," Dave Van Ronk, "Livin' on The Mountain," Keith & Rooney (Bluegrass), "Got a Mind to Ramble," Tom Rush, "Folk Blues Forecast," Geoff Muldaur, "Folk Blues Phenomenon," Eric Von Schmidt, "San Francisco Bay Blues," Jesse Fuller, "Dear Companion," Bonnie Dobson, "Folk Moonshine," Hamper Mac Bee, "At Baltimore's Blue Dog Cellar," Tossi Aaron, "Lilly Brothers" (Bluegrass), "Jack Elliot Sings the Songs of Woody Guthrie," "Dave Van Ronk, Folk Singer," "Down Home Blues," Brownie McGhee and Sonny Terry, "Ramblin'," Jack Elliot, "She's Like a Swallow," Bonnie Dobson, "The Best of Peggy Seeger" and "Bluegrass & Old Timey Music," Charles River Valley Boys.

## NARM Calls Special Meet Of Board In New York

PHILADELPHIA—NARM, the rack-jobber organization, has brought its board of directors to New York this week for a special meeting, the association's prexy, Cecil Steen, announced last week.

First meet was set for last Sunday (15), with the concluding sessions on Monday (16) and Tuesday (17).

On Monday, the board of directors, along with NARM executive director Jules Malamud, and NARM legal counsel Earl M. Foreman, will hold an all day meeting with a contingent from Columbia Records, headed by vice president William Gallagher.

Also under consideration by the NARM board will be various pieces of legislation soon to be presented to Congress, which affect the disk industry.

Members of the NARM board of directors include Cecil H. Steen, President (Recordwagon, Inc., Woburn, Mass.); James J. Tiedjens, vice president (Musical Isle Record Corp., Milwaukee, Wisconsin); Stanley Jaffe, Secretary (Gordon Sales Company, Seattle, Wash.); Endo Corsetti, treasurer (Wambach Distributors, Harrisburg, Penna.); Glen C. Becker, past president and director (Music City Record Racks, Los Angeles, Calif.); Edward M. Snider, past president and directors (Edge, Ltd., Washington, D.C.); and Alvin M. Driscoll, director (Pioneer Distributing Company, Wichita, Kansas).

## Phono Accessory Firm Consents To FTC Order Over Imported Phono Needles

Qualitone Industries, Inc., Tuckahoe, N. Y., a distrib of phono accessories, has consented to a Federal Trade Commission order prohibiting it from misrepresenting the origin of its merchandise, the useful life of diamond styli, and that points of phono needles are tipped with precious stones.

According to the FTC's complaint, phono needles imported from Japan and Switzerland and sold to the wholesalers, distributors and jobbers by Qualitone are not marked to show they are in whole or substantial part of foreign origin. Printed on packages containing individual needles are the words "Qualitone Industries, Inc., Tuckahoe, N. Y." and "Printed in the U.S.A."

The complaint alleges that clip-on record brushes imported from Japan—which have the word "Japan" stamped on the back of the brush arm—are individually packaged and mounted on display cards by the company in such a manner that the word "Japan" is hidden and not readily apparent unless the brush is removed from the display card and the package disassembled. The display cards have "Printed and Made in U.S.A." imprinted upon them.

Contrary to statements such as "Karns 'Eternal' Diamond Stylus," "guaranteed forever" and "Guaranteed Forever Even Against Wear" in or on containers in which the concern's diamond styli are packaged and in advertising, the complaint charges, the diamond styli are not of such superior quality and durability that they will last or continue to reproduce with the same degree of fidelity and brilliance forever, without the necessity of repair, adjustment or replacement.

A further allegation is that the concern—by representations in catalogs, on counter display cards, packages and containers—falsely represents through the use of the words "sapphire" and "jewel" that its phono needles have tips made of natural sapphires or jewels, when in fact, they are made of synthetic materials.

Also named in the complaint are Saul J., Samuel and Dorothy Karns, officials of Qualitone.

The order halting these practices was contained in an agreement between respondents and FTC staff counsel, which the Commission accepted. The agreement is for settlement purposes only and does not constitute an admission by respondents that they have violated the law.

## Epic Offers 7 Albums For Sept.

NEW YORK—Epic Records' Sept. album release consists of seven albums with a variety of musical approaches.

For the teeners, there's "Hits from the Original Sound Track of 'Summer Holiday,'" which features English star Cliff Richard, who arrives in the U.S. Oct. 15 for personal appearances on behalf of the film and album.

Jason Blake, a baritone protege of the late Lawrence Tibbett, debuts on Epic with "An Affair of the Heart: Introducing the Romantic Voice of Jason Blake." Other releases include "Knees Up! Mother Brown" by The Ames Bros., "Polka Town Hop," Ray Budzilek & The Polka Town Hop, "Bluegrass Classics" with Jim & Jesse & The Virginia Boys, "The Soul of the Tango," featuring Latin-America's "Serenata Tropical orchestra, and "Dixieland Bossa Nova," with Horace Diaz and the Dixie Novas, who has arranged for the Xavier Cugat, Benny Goodman, Woody Herman and others.

## UA Tags Oct. For Caiola Push

NEW YORK—Oct. will be "Al Caiola Month" at United Artists Records.

In conjunction with the month-long promo, a nation-wide contest is being held in which residents of UA's 30 distributor areas will each win an autographed Al Caiola Epiphone guitar valued at over \$100. Entry blanks are to be available in all local record shops and contestants merely have to fill out a card and explain in 25 words or less which side of the new Caiola Album, "City Guy Plays Country," they prefer and why. Additional prizes include Al Caiola Guitar Songbooks. Contest is to begin Oct. 1 and will close Dec. 31. Streamers and display cards to herald this contest will be available to local stores.

Caiola has embellished the disks of such hitmakers as Tony Bennett, Rosemary Clooney, Frankie Laine, Andy Williams and a host of other popular artists. As a serious instrumentalist, Caiola has appeared with Morton Gould, Andre Kostelanetz, David Rose, Percy Faith and many others.

Fourteen United Artists Records albums by the talented Caiola will be available in record stores in conjunction with "Al Caiola Month." These include two brand-new Oct. releases, "City Guy Plays Country" and "The Best of Al Caiola."

## 3rd Section Of London's Fall LP Push In Effect

NEW YORK—Part 3 of London Records' fall LP push is underway, Marty Wargo, sales administrator, announced last week. This third installment completes the label's fall drive.

All sections of the London LP catalog are now available from London distributors at special program prices and terms.

Part three of the program specifically covers all Mantovani LP's, London pop, five new "phase 4" albums (see separate story), and all London International LP's. Among 28 new releases included are "Mantovani's 'Manhattan,'" Frank Chacksfield's "Ebb Tide," Edmundo Ros' "Sing & Dance Along" and 12 London International LP's (see separate story).

Also effective with part 3 of the fall program is the reduction in the catalog price of mono London Int'l LP's from \$4.98 to \$3.98; stereo remains at \$4.98.

## Lawrence In "Sammy"

NEW YORK—Steve Lawrence, Columbia Records' star songster, will make his Broadway musical comedy bow later this season in a musicalized version of Bud Schulberg's "What Makes Sammy Run?." Lawrence has been making straw-hat appearances of late, including one as the lead in Rodgers & Hart's "Pal Joey." It's understood that Columbia is negotiating for LP rights to the show's score, which has music by vet tunesmith Ervin Drake.



# Mercury Launches New Product, Plan At 3 Sales Meetings

CHICAGO—The color and atmosphere of a national political convention invaded International House in New York, the Flying Carpet in Chicago, and the Beverly Hilton in Los Angeles last week as Mercury Records moved in with its fall sales meetings—conducted throughout with a political convention theme and called “Mercury Records 1963 Convention.”

“Vote Mercury for A Sales Land-slide” was the overall slogan for the meetings, conducted by Kenny S. Myers, vice-president in charge of sales, in his roll as “national chairman of the Mercury Records party.” A discount program, called “Rally ‘Round the Stars,” includes a 10% discount on all LP’s, including new entries (see below). It ends Oct. 15. The meetings opened with a “Keynote Address” by Irving B. Green, president, who reviewed Mercury’s progress in the past year in the areas of artist acquisition and development, and outlined plans for the coming year.

Green stressed the fine balance that Mercury is maintaining in its artist roster, not only with the adding of name talent such as Johnny Mathis, the Chad Mitchell Trio and Sarah Vaughan, but in the development of key chart artists such as The Smothers Brothers, Brook Benton, Ray Stevens, The Platters, and Faron Young.

He pointed out the drive to develop teen talent, led by Lesley Gore, Diane Ray and The Pixies Three.

Green explained the extension of Mercury’s A & R arm by working closely with independent producers all over the country, and by searching out hot masters.

Irwin H. Steinberg, executive vice-president, in his “State of The Union Address,” pointed out the excellent business climate today and stressed how the many arms of distribution in the record industry can work together to maintain the record dealer as a major and potent force. (See separate story.)

Speaking for the A & R department were Shelby Singleton and David Carroll in New York and Chicago, and Jack Tracy in Los Angeles. The

classical department was represented by Harold Lawrence and Bernard Braddon.

Other key speakers included Morris Diamond, national promotion manager, and Aaron Cushman, president of Aaron D. Cushman and Associates, Inc., of Chicago, Mercury’s public relations agency.

Myers introduced the new “Rally ‘Round The Stars” sales plan, which offers a 10 per cent discount and will be in effect Sept. 15 through October 31. The plan applies to all new Mercury releases and catalog albums.

The new product is headlined by three albums by Mercury’s recently acquired Johnny Mathis, Chad Mitchell Trio, and Sarah Vaughan. These albums are “The Sound of Christmas” by Johnny Mathis; “Singin’ Our Minds” by the Chad Mitchell Trio; and “Sassy Swings the Tivoli” by Sarah Vaughan.

Two other Christmas albums were also introduced: “The Wonderful Songs of Christmas” by the Harry Simeone Chorale, and “Christmas With The Platters” by The Platters.

The Platters have a second entry in the release, “The Platters Sing Latino;” Damita Jo stars on “This One’s For Me;” Brook Benton, “The Best Ballads of Broadway;” Xavier Cugat, “Cuti Cocktails;” “Some Like It Modern,” The Three Sounds; “Faron Young Aims At The West;” “The Ballad Side of George Jones;” “Polytones,” Buddy DeFranco and Tommy Gumina; “The Good Old Days,” Dinah Washington; “Lush, Latin & Bossa Nova Too;” Clebanoff; and “Hit Motion Pictures Themes” by various artists.

New classical product includes “Concertos and Duets for Harpsichords” by Rafael Puyana and Genevieve Galvez; “Liszt Piano Concertos 1 and 2” by Byron Janis with the Moscow Philharmonic and Moscow Radio Symphony; “Schumann Cello Concerto and Lalo Cello Concerto” by Janos Starker with the London Symphony; and “Empress of the Keyboard” by Gina Bachauer.

In addition, the classical department introduced six new albums in (Continued on page 32)

## Columbia Re-Aligns Execs In Merch. Dept.

NEW YORK—Columbia Record Sales Corp. has realigned the personnel and functions of its merchandising dept., according to Bill Farr, director of merchandising for CRSC.

Reporting to Farr as merchandising managers in the respective areas are Bruce Lundvall, show albums, language series, pre-recorded tape and the low-priced Harmony label; Peter Munves, Masterworks catalog; Joe Norton, pop catalog; Dave Rosner, single records; Dick Smith, liaison between CRSC and creative services; and Sal Forlenza, manager of field communication and editor & publisher of CRSC house organs.

Lundvall, Munves, Norton and Rosner will be responsible for creating and suggesting ideas for sales communications, promotional material and programs for the merchandising of product in their categories. They’ll also recommend repertoire and packaging concepts.

Smith will insure that schedules for covers, ads and sales promotional material and field communications are met. In addition, he maintains all CRSC mailing lists, allocation lists and sample service through coordination with the label’s printing facilities. He also fulfills specific requests from the field sales organization for additional quantities of sales aids, promotional and display materials.

Forlenza will edit & publish such house organs as Insight, Newsletter, Sales Manager’s Agenda, Wrap-Ups, Sales Tips and Buyways.

## Skaff To Liberty Move Made Official



HOLLYWOOD—As previously indicated in Cash Box, Phil Skaff (left), who recently exited his veep post at Kapp Records, has joined Liberty Records in a key administrative post at the label’s Hollywood headquarters, it was announced last week by label topper Al Bennett (right).

A more specific announcement of Skaff’s functions at Liberty is expected in the near future. He is already operating out of the diskery’s west coast offices. Skaff’s brother, Bob, recently took over the operation of Imperial Records, recently acquired by Liberty.

Prior to his five year tenure with Kapp, Skaff had a six year stint with M&S Distributing Co. in Chicago. He has a B.A. in music from DePaul University.

## Transistors Highlight Of N.Y. Hifi Show

NEW YORK—A \$70 million a year industry—hifi components—went on display before the public last week (11-15) in the form of the New York High Fidelity Music Show, with the tiny transistor making the big news for consumers, predicated of continued growth of the industry making tradesters happy.

A number of firms, including such well-known outfits as Fisher Radio Corp., Harman-Kardon and Bogen, displayed transistorized FM stereo tuners and amplifiers. While such equipment, ready for consumer purchases, is expected to be 20% to 30% higher than tube components, Avery Fisher of Fisher Radio, predicted that within six months “you’ll see the advent of substantial amounts of transistorized equipment.”

Transistorized equipment has such advantages over tubes as: smaller components, less heat, elimination of background “hum,” loss distortion, say proponents of transistors, which have already revolutionized the portable radio field.

According to Raymond V. Pope, president of the Institute of High Fidelity Manufacturers, sponsors of the show, housed in the Trade Show Building, this year’s hifi equipment sales are running 15% ahead of the 1962 pace.

## Cameo-Parkway Reports Heavy Fall Sales

NEW YORK—Herman Kaplan, national sales manager of Cameo-Parkway Records, has announced that the firm’s new fall program, unveiled at a mid-year sales meet five weeks ago, has become the most popular in the company’s history.

According to Kaplan, reorders on the new products have been pouring in from distributors and retailers across the country. In addition to an extended jazz and folk catalog, the new release includes items by the diskery’s staunch sellers Bobby Rydell, Chubby Checker, Dee Dee Sharp, the Orlons, the Dovelis, and the Tymes.

## Handleman Co. Makes Secondary Stock Offer

NEW YORK—Handleman Co., the large rack-jobber & owner of distrib outlets in Detroit & Cleveland, is making a 330,000-share registered secondary offering common stock at \$12 a share. Proceeds on the sale, being made through an underwriting group head by E. F. Hutton & Co. and Baker, Simonds & Co., accrue to five members of the Handleman family, not to the company.

When the sale is completed, total ownership of Handleman common and Class B stock by all officers & directors will be 44.96%.

The firm has experienced a profit in each year since the business was established by Phil Handleman in 1936. In 1937, Phil Handleman and his four sons, present officers of the firm, formed a partnership to conduct the business and in 1946 the company was incorporated in Mich.

For the fiscal year ended April 30, 1963, the company earned \$960,000 after taxes on \$30 million in sales. In 1953, Handleman, which had dealt primarily in the drug & toileteria business, began merchandising records in a few drugstores and supermarkets to test shoppers’ reactions. During the past five years, gross profit margins of the disk division have been significantly higher than those of the drug & toileteria division.

Handleman presently services record departments in about 4,000 retail outlets in the U.S. and Canada. Last Aug., the Detroit-based operation purchased Jay-Kay Distributing & Arc Distributing of Detroit, and American Distributing of Cleveland. It had reactivated its own distrib outlet, Border City Sales, prior to the three acquisitions.

## Mercury’s Steinberg, Myers Cover Industry’s State In Sales Speeches

CHICAGO—The state of today’s disk industry was sized-up with cautious optimism made by Irwin H. Steinberg and Kenny Myers at sales meets held last week on behalf of Mercury Records’ new fall program (see separate story).

Steinberg, exec veep, in a “State of the Union” address, declared that the retailer is still a vital force in the record business and shows “strong evidence” of continuing to be a vital force.

Steinberg said that the dealer is growing because of a number of factors, among them greater newspaper and radio advertising due to discounting practices and record clubs, more radio programming based on records, low-price phono equipment of higher quality, diversity of record product and better merchandising on the part of labels. He added that “the dealer is putting up a great and winning battle to survive as retail outlet thru diversification.” Steinberg stated that in 1962 record dealers did about 49% of the total record dollar volume as compared to approximately 84% of the dollars in 1955, but that dollar volume on the 49% was \$325 million compared to 1955’s dollar volume of \$191 million. “Thus, today,” Steinberg noted, “record dealers are doing approximately 60% more dollars in records than they did in 1955.”

Steinberg also noted the growth of the rack-jobber (30% of the disk industry’s business, 40% of retail sales if clubs and juke box operators are eliminated) and the one-stop, which

he termed a product of a “bad marriage between the distributor and the marginal account.”

“This marriage,” he said, “produced an unwanted child, adopted by what is now known as the one-stop.” “And because of the one-stop, the marginal account, the unwanted child, has grown into a healthy, strapping adult.”

(Continued on page 32)

## Capitol’s Wallichs Sets Trips To N.Y., London, Paris

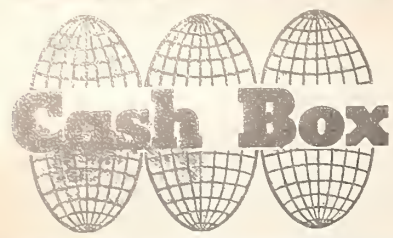
HOLLYWOOD—Glen E. Wallichs, chairman of the board and chief executive officer of Capitol Records, leaves here next Tuesday (17) for a three-week business trip to New York, London, and Paris.

In New York, Mr. Wallichs will supervise final details at the company’s new offices in New York in the Sperry-Rand Building on the Avenue of the Americas.

From New York, Wallichs will fly to London to attend a meeting of the Electric & Musical Industries, Ltd. board of directors, of which he is a member. He will spend the week of Sept. 30 in Paris, conferring with officials of Pathe Marconi, Capitol’s associate company in France.

Before leaving for Paris, Wallichs will be joined in London by Mrs. Wallichs, who will fly from California on Sept. 26. The Wallichses will celebrate their 30th wedding anniversary—Sept. 27.





# RECORD REVIEWS

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

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

## Pick of the Week

"THE GRASS IS GREENER" (2:25)

[Screen Gems—Columbia BMI—Mann, Anthony]

"SWEET IMPOSSIBLE YOU" (2:24) [Champion BMI—Self]

BRENDA LEE (Decca 31539)

The young canary's fabulous hit chain should soon see the addition of two more powerful sales links with this Decca release. One half finds Brenda in top ballad form as she beautifully renders the touching sentimental opus, "The Grass Is Greener." On the other end, "Sweet Impossible You," it's Brenda at her rhythm best. Another money-in-the-bank-for-all concerned duo.

"SHE'S A FOOL" (2:13) [Helios, MRC BMI—Barkan, Raleigh]

"THE OLD CROWD" (2:30) [Screen Gems, Columbia BMI—King, Goffin]

LESLEY GORE (Mercury 72180)

The lark can have her third sales-blockbuster in-a-row with either end (or both) of this follow-up to "It's My Party" and "Judy's Turn To Cry." They're two multi-voiced affairs; the infectious, shuffle-rock romantic weeper—"She's A Fool" and the jet-speed sentimental twist'er—"The Old Crowd," that Lesley puts across with teen finesse. Potent Claus Ogerman arrangements on both halves.

"WILD" (2:25) [Kalmann ASCAP—Mann, Appell]

"WHY DONCHA ASK ME?" (2:26) [Kalmann ASCAP—Mann, Appell]

DEE DEE SHARP (Cameo 274)

Thrush is a cinch to return to her big hit ways with either end (or both) of this new Cameo stand. Both "Wild!" and "Why Doncha Ask Me" are soft beat cha cha romancers that find Dee Dee in a soft spoken (underplayed vocal-a la Mary Wells) mood. Excellent all-around performances by Dee Dee and the vocal-instrumental support. Both should be filling the airwaves in no time flat.

"TWO SIDES (TO EVERY STORY)" (2:47) [Chevis, Salaam]

"I WORRY ABOUT YOU" (3:04) [Maureen BMI—Mapp]

ETTA JAMES (Argo 5452)

Etta James, who just scored with "Pay Back," is back with another Argo stand that looks like dual-mart, pop-r&b paydirt material. Lead-off platter's a sizzling rock-a-twist'er, tabbed "Two Sides (To Every Story)," that Etta and the Bert Keyes ork-choral group pound out in sensational sales style. Could be a giant. However, don't overlook the feelingful beat-ballad lovely on the other end.

"FIRST DAY BACK AT SCHOOL" (2:26)

[LeBill BMI—Jackson, Hildebrand]

"A PERFECT PAIR" (2:17) [Raleigh, LeBill BMI—Singleton]

PAUL & PAULA (Philips 40142)

Chances are Paul & Paula will be heading back towards "Top 100 territory" with their newest Philips outing. Side to eye is an ear-arresting cha cha beat-ballad opus, tagged "First Day Back At School," that's right up the teeners' alley. Also keep close tabs on the attractive shuffle ballad undercut, "A Perfect Pair." It could be a double-header.

"GO 'WAY CHRISTINA" (2:18) [Rockmasters BMI—Guida, Royster]

"EVERYBODY'S GONE APE" (2:25)

[Rockmasters BMI—Guida, Royster, Anderson]

JIMMY SOUL (S.P.Q.R. 3312)

Soul's a solid bet to have another "If You Wanna Be Happy" chart triumph in his newest for the London-distributed S. P. Q. R. diskery. It's a sock-rock dandy, titled "Go 'Way Christina," that Jimmy and the vocal-musical cambo backing rumble thru with apparent delight. A party-time romp. On the pounding undercut Jimmy tells, in chorus-answer manner, that the whole country's wild for the monkey dance step.

"SPEED BALL" (2:40) [Lowery BMI—Stevens]

"IT'S PARTY TIME" (2:39) [Lowery BMI—Stevens]

RAY STEVENS (Mercury 72189)

Stevens continues to turn out those 'just-what-the-doctor-ordered' change-of-pace programming delights and it looks like he has a smash follow-up to "Harry, The Hairy Ape." Tabbed "Speed Ball," it's another fast-voiced novelty this time a tale of a motorcyclin' teen rebel. Side's from artist's "This Is Ray Stevens" LP. Backing's an inviting, continually building beat-ballad weeper that also rates loads of attention.

RANDY LEE (Philips 4027)

(B+) "YOUNG DAYS" (2:07)

[Cedarwood BMI—Smith, Joy] Lee, who has the deep-toned quality of Elvis Presley, deftly handles the sure-handed teen romantic, which has an intriguing make-up. In addition, there's an attention-getting combo-chorus backdrop, with especially effective comments from an organ. Could happen.

(B) "LET ME GO CLIMBING"

(2:32) [Cedarwood BMI—Lee, Wilkin] This is a spiritual-like romantic—ala "Gonna Climb a Mountain."

COL JAMES (London Int'l 10608)

(B+) "GONNA SETTLE DOWN"

(2:47) [Holly Jo & Lyle ASCAP—Tobias, Evans] The performer and his guitar-led back-up sound have a distinctive contribution to the folk-pop field. Tune tells of a fella who decides to quit his wanderings and settle-down to the job of loving his true-love. Sound has a very catchy, brisk-beat quality, and could get chart coin.

(B) "BAUBLES, BANGLES & BEADS" (1:45)

[Frank ASCAP—Wright, Forrest] A jaunty reading of the "Kismet" favorite.

GENE THOMAS

(United Artists 640)

(B+) "BABY'S GONE" (2:26)

[Acuff—Rose BMI—Orbison, Goldsboro] Thomas' smooth reading of the interesting teen wistful is accompanied by worthy rock touches from the ork and chorus, which has a striking la-la-la gimmick. Deck can make it.

(B) "STAND BY LOVE" (1:36)

[Acuff—Rose BMI—Orbison, Goldsboro] Infectious rock tale of guy who's always waiting in the wings to take-over from his gal's most recent conquest.

RAY AGEE (Shirley 111)

(B+) "YOU HIT ME WHERE IT HURTS" (2:10)

[Carriage BMI—Agee, Badger] Atlantic Records kicks-off its distrib set-up with the diskery with a fine bouncy-beat blueser about a gal who's done a guy's heart wrong. Despite the theme, presentation is light-hearted, and liable to do important pop-blues business.

(B) "TIN PAN ALLEY" (2:30)

[B Flat BMI—Geddins] Very funky item.

COZY COLE & GARY CHESTER

(Coral 62379)

(B+) "SING SING SING (With A Swing)" (2:08)

[Robbins ASCAP—Prima] Drummer Cole wields wild sticks in this rockin' instrumental showing on the old swing-era delight. A trumpet man also has hot statements. Exciting stuff.

(B+) "ROCKIN' DRUMMER"

(2:09) [Northern ASCAP—Jerome, Jacobs] Chorus is included in this salute to rock percussionists.

BOBBY GREGG (Epic 9616)

(B+) "KANGAROO—Part 2 (Tie Me Kangaroo Down, Sport)"

(2:16) [Beechwood BMI—Harris] Percussionist Gregg heads catchy medium-beat reading of labelmate Rolf Harris' recent vocal click. In its new rock-market light, tune could be in for additional attention.

(B) "KOOTANDA" (2:36)

[Hill & Range BMI—Segal] Colorful doings—for the teen trade, too—on an exotic tune.

THE WELLINGTONS

(Disneyland 557)

(B) "THE BALLAD OF DAVEY CROCKETT" (2:30)

[Wonderland BMI—Blackburn, Bruns] Guys display a properly folkish spirit in this reading of the famed number, which is getting renewed disk attention as a result of a 3-part TV presentation of the original Davy Crockett featured flick.

(B) "A WHALE OF A TALE"

(1:50) [Wonderland BMI—Hoffman, Gimbel] On tap here is a lusty portrayal of an engaging seachanty effort.

THE NEW ALLEGROS

(Roulette 4513)

(B+) "MAKE SOMEONE HAPPY"

(3:02) [Stratford ASCAP—Comden, Green, Styne] The fairly recent show-tune, going the evergreen route, receives an intimate, jazz-styled reading from the instrumental, which spotlights a caressing sax solo. Sound resembles a recent noise-maker by Johnny Beecher, "Sax Fifth Avenue," Might prove a left-field success after enough exposure.

(B) "FOR LOVERS ONLY"

(2:14) [Jay & Cee BMI—Glover] Henry Glover & Lou Elliot are the hip vocal swingers on this far-out stand.

TINY MORRIE (Challenge 9210)

(B+) "MARIA CRISTINA" (2:17)

[4-Star Sales BMI—Sanchez] Bright Latinish things are happening here, with the overall impression being that of the late Ritchie Valens' hit, "La Bomba." Deck's color could carry important weight with the kids.

(B) "THE CHOO CHOO" (2:00)

[Dundee BMI—Sanchez, Sanchez] Further gay doings in a Latin-rock vein.

THE SURF BUNNIES (Dot 16223)

(B) "SURF BUNNY BEACH"

(2:05) [Tonto BMI—Richards, Butala, Todd] The femme surfin' attraction is hip to the craze, and maintains a fine speedy-beat response to the novelty ditty. Combo also shows surfin' sound awareness.

(B) "OUR SURFER BOYS"

(2:30) [Tonto BMI—Richards] A surfin'-ballad blend by the gals.

DON THOMAS (Coral 62380)

(B) "HEY THERE, YOU IN THE MIRROR" (2:40)

[Champion BMI—Nordskog] Warbler nicely handles the feeling-sorry-for-one-self teen-ballad, with a solid assist from a swirling, light-beat combo effort. Sound here merits spins.

(B) "MY GIRL KNOWS WHERE I WAS LAST NIGHT" (2:23)

[Blackwood BMI—Thomas, Thomas] Bright stint that has the songster doing an over-dubbed belt.

LORNE GREEN (RCA Victor 8229)

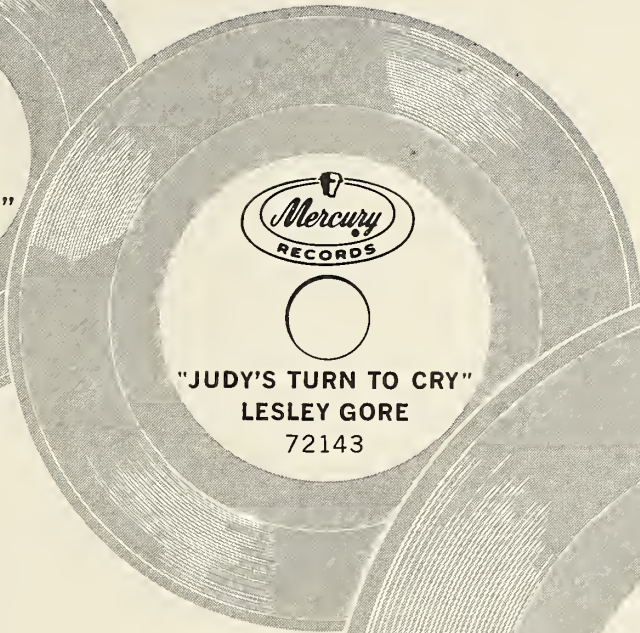
(B+) "I'M THE SAME OLE ME"

(2:04) [Painted Desert BMI—Kilgore] Green, star of TV's "Bonanza," is in fine country-styled form in an engaging number from the pen of Merle Kilgore. Good-sounding ork-chorus stint backs-up. Charming cut that could do things.

(B) "LOVE FINDS A WAY"

(2:00) [Ross Jungnickel ASCAP—Robertson, Blair] A cheerful romantic that also speaks with country-flavored charm.





*and now . . .*

# LESLEY GORE

# "She's a Fool"

*and*

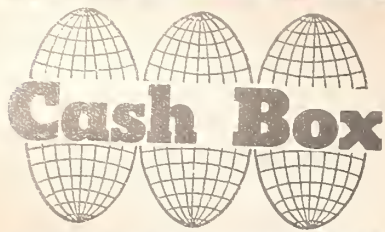
# "The Old Crowd"

72180

America's First Family of Fine Recordings







# RECORD REVIEWS

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

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

## Best Bets

**FRANK SINATRA** (Reprise 20,209)

● "LOVE ISN'T FOR JUST THE YOUNG" (2:55) [Bourne ASCAP—Miller, Knee] Sinatra's in fine ballad form on a easy-to-take affectionate, which, in a sense, expresses the sentiments of "The Second Time Around," a developing standard that's generally associated with the warbler. Enough deejay attention could realize chart action.

● "(You Brought) A NEW KIND OF LOVE (To Me)" (2:37) [Famous ASCAP—Fain, Kahal, Connor] Maurice Chevalier made this oldie famous, and Frank makes it his swingin' own. Performer's old swing friend, Nelson Riddle, batons the ork. Disking was inspired by a new flick, "A New Kind of Love." Can also succeed.

**RAY BARRETTO** (Tico 424)

● "ENAMORADO (In Love)" (2:01) [Lenmar, Kenwater BMI—Colley, Rubio] Barretto, who had a big item a short-while-back in "El Watusi," can make further chart news with this excellent version of the Keith Colley click. Ray's 'authentic Spanish' performance of the very pretty tune should grab off a healthy slice of the final sales pie.

(B) "ENCENDIDO OTRA VEZ" (3:00) [Little Dipper BMI—Barretto] This mambo delight's from Ray's "On Fire Again" LP.

**JERRY VALE** (Columbia 42872)

● "MALA FEMMINA" (2:33) [Ding Dong/Romance—BMI—Toto] Jerry Vale comes up with a lyrical and feelingful treatment of this melodic goodie which has been getting Look Ahead action by other artists (Roselli, Francis). This is a potent vocal entry that could go all the way.

(B+) "MARIA ELENA" (2:52) [Peer—BMI—Russell, Barcelona] The songster updates this years-back J. Dorsey biggie and enhances the tunes with a flavorful Neopolitan-sounding backdrop. Top-drawer programming item for late-night spinners.

**ERNESTINE ANDERSON** (Sue 793)

● "CONTINENTAL MIND" (2:07) [Saturn—BMI—Shaw, Bacharach] The lark displays a lot of talent and a sophisticated delivery on this deftly written number. A standout jazz combo provides a slick backdrop for the thrush's warm, throaty voice. Pop and jazz spinners should take notice.

(B+) "KEEP AN EYE ON LOVE" (2:07) [Saturn—BMI—Mapp] A dominant bossa nova beat sets a rhythmic pace for this Brazilian flavored tune. Again Ernestine comes thru in winning fashion.

**AL CAIOLA** (United Artists)

● "LOVE THEME FROM WOMEN OF THE WORLD" (2:25) [E. B. Marks—BMI—Ortolani] Ace guitarist Al Caiola offers up his version of Riz Ortolani's latest flick theme. It's a very melodic entry made for easy listening and spotlights a big ork with lots o' lush strings. Alternating guitar and piano flights are top-drawer. Airplay is assured.

● "REDIGO" (1:50) [Screen Gems—Columbia—BMI—Goffin, Keller] Last season's "Empire" TV'er has been updated this year with a new tag, "Redigo," and Al Caiola comes up with a spirited rendition of the theme. Side's got plenty of brightness and color and could be a noise-maker.

**HAL AND JEAN** (Capitol 5041)

● "HEY YOU STANDING THERE" (2:11) [T.M. BMI—Crawford] The duo, recalling the Mickey & Sylvia sound, effectively essay a bluesy romantic with an attention-getting melodic line. Also of teen-market benefit is the well-defined back-beat combo try. Could happen.

(B+) "DON'T TELL ME LIES" (1:50) [T.M. BMI—Martin, Scott] This is a rapid-fire attack that pays respects to the spiritual field.

**DEAN MARTIN** (Reprise 20,215)

● "M A M A R O M A" (2:05) [Chappell ASCAP—Henry, Weiss] As he has so often on past disk dates (with solid now-and-then success), Martin turns to a likeable Italian-styled romantic. Backing him on the ditty is a sprightly ork backdrop and good-sounding femme chorus comments. You've got to watch Martin doing this type of session.

(B+) "VIA VENETO" (2:02) [Sergeant ASCAP—Schwab] A graceful tribute to a well-known street in Rome.

**SHANE HUNTER** (Nob 101)

● "I DIDN'T KNOW I LOVED YOU ('Til I Lost You)" [Charleston BMI—Elias, Reid, Kosloff] Hunter makes the most of a haunting teen romantic, and also designed to take advantage of the intriguing item is the exotic ork-chorus backdrop. An unusual sound, one that could prove a left-field click. Diskery is based in St. Petersburg, Fla.

(B) "LIGHTNIN' BUG" [Charleston BMI—Hunter, Savoy, Elias] As the title indicates, this is much lighter teen fare.

**TOMMY SANDS** (ABC-Paramount 10480)

● "ONLY CAUSE I'M LONELY" (2:08) [Skidmore ASCAP—Morris] Tuneful teen opus about a guy who's living a lie (his true love is gone) is done with lots of teen-sound interest by the songster and his full ork-chorus backdrop. Overall date resembles some of Andy Williams' recent hits. It could mean something.

(B) "CINDERELLA" (2:12) [Screen Gems—Columbia BMI—Greenfield, Miller] A "Venus"-type affair on this end.

**ISLEY BROS.** (United Artists 638)

● "SURF AND SHOUT" (2:29) [Robert Mellin BMI—Russell, Bachelor] Artists can head back to chartsville as they turn in a surfin' version of their while-back "Twist And Shout" sensation. Wild vocal and instrumental session that can break loose.

(B) "WHATCHA' GONNA DO" (2:18) [Three Boys BMI—R.R.&O. Isley] Fellas pound out a round-up of the teen dance fads on this end.

**DEAN & JEAN** (Rust 5067)

● "TRA LA LA LA SUZY" (2:45) [Just BMI—Jones, Young] As the title suggests, this is a happy-sounding teen date, and it's got a strong hold on what the kids like. Duo is in proper partytime spirits on the love-found ditty, and a joyful combo-chorus sound supports the warble. Eye closely.

(B) "I LOVE THE SUMMERTIME" (2:30) [Schwartz ASCAP—Seneca] This is loaded with cheer, but it hasn't much time to mean as much as it could.

**THE GENELLS** (Dewey 101)

(B) "RAINY RIGHT" (1:55) [Dewey BMI—Chiprut, Stabile] Fellas warble with good middle-beat rock sense, doing their stint on a sweet teen item. Catchy rock sound; merits exposure. Label is a New York outfit.

(B) "LINDA PLEASE WAIT" (2:15) [Dewey BMI—Chiprut, Stabile] Sentimental stuff about a fella who's got to leave, but hopes his flame will wait for his return.

**ROBBIE REED—TONY DANO** (Blast 211)

(B+) "LOVE IS BUBBLE GUM" (2:40) [Pekoe & Original BMI—Leonard, Fairman, Kramer] Two youngsters view love as seen through the eyes of moppets. Cute duo stand is set against a sprightly rock-a-cha sound.

(B) "LOLLYPOP ROMANCE" (2:10) [Ben Tone & Camay ASCAP—Dano] Another entry in keeping with the pre-teen "Paul & Paula."

**MR. DUPONT & THE POOR FOLK** (Amy 889)

(B+) "ONCE IN LOVE WITH AMY" (2:27) [Frank BMI—Loesser] The engaging oldie joins a host of other pop evergreens which have been translated into a catchy blues format. Much of the original melody doesn't seem to be present, but the performers here are infectious. Worth teen-market exposure.

(B) "PROVE IT TO ME" (2:18) [Aim & Berry BMI—Dupont] Further good-natured blues sounds.

**THE HUMDINGERS** (Donna 1386)

(B+) "CORNBALL — Part 1" (1:50) [Maravilla BMI—Bright] Fine rapid-fire instrumental rockin'. Making particularly good rock hay is the musicians who do the guitar work. Might just catch-on.

(B+) "CORNBALL — Part 2" (1:44) [Maravilla BMI—Bright] The strong sound is continued.

**LITTLE BONES** (Prann 5006)

(B+) "I KNOW" (2:19) [Saturn BMI—] Voice here is described as a singing-cricket, and the squeaky result is fairly effective. Tune is the recent Barbara George blues click. Diskery is handled by Circa, the national distrib.

(B) "GOIN' TO THE RIVER" (2:14) [Travis BMI—] Same trick voice on a bouncy rock number.

**ARTIE SULLIVAN** (Swan 4153)

(B+) "IT'S TIME" (1:48) [Jonathan ASCAP—Campbell] Teeners receive a busy-beat sound from the performer, who is backed by a bass-sounding combo backdrop, topped by percussion bits. Good speedy-beat life here.

(B) "SUZANNE" (2:00) [Jonathan ASCAP—Campbell] No one's in any hurry to get this name-song across.

**THE BEECHWOODS** (Smash 1843)

(B+) "I'M NOT A KID ANYMORE" (2:02) [Merjoda BMI—Bendinelli, Lee] The female trio, which hails from Philly, are good-sounding in the current teen group sound with this catchy declaration. Session could get around.

(B) "THE PLACE" (2:12) [Merjoda BMI—Madara, White] Gals keep-up their keen upbeat style. Fine happy-rock goings-on.

**THE CAMBRIDGE STRINGS** (London 9593)

(B) "DESPERADO" (2:20) [Chappell ASCAP—Roger, Roger] Highlighting this exciting "chase" sound is a weirdo electronic gimmick instrument called the Martinez. Highriding ork color that could make noise.

(B) "THE MINSTRELS" (2:20) [Branwin & Wemar BMI—Lockyer, Jordan, Gregory] Attractive tune is presented in a lush, Latinish arrangement.

**ELLIOT LAWRENCE ORCH & CHORUS** (Ava 143)

(B) "THEME FROM 'LORD OF THE FLIES'" (1:40) [Saunders ASCAP—Leppard] An interesting march song from the unusual English flick is presented with a steady martial sound by the ork and French-singing male chorus. Off-beat disk attraction.

(B) "THEME FROM 'LORD OF THE FLIES'" (1:05) [Saunders ASCAP—Leppard] This soundtrack version features the youngsters around whom the flick's plot centers.

**NICKY DEE** (Ebbtide 63)

(B) "(Young Lovers) WALKING DOWN LOVER'S LANE" (2:37) [Prologue BMI—Dee, Casilli] The vocalist nicely handles a sentimental teen opus. He's accompanied by a busy-sounding, somewhat Latinish combo-chorus arrangement. Firma is a Westbury, N.Y.-based outfit.

(B) "SHE'S GOT THE CRAZIEST LITTLE WIGGLE" (1:47) [Prologue BMI—Dee, Cassilli, Daniels] Cute novelty for the teen dance-floor.

**THE NOBLES** (Selbon 1005)

(B) "BLACK WIDOW" (2:22) [Abilite BMI—Derman] The dangerous spider gets romp-rock salute in this surfin'-styled session. Guitars & percussions do the high-light work. Label is distributed by Dore Records.

(B) "JAGUAR" (2:23) [Abilite BMI—Derman] A similar stint whose excitement is in keeping with its deadly namesake.

**LARRY REED** (Arlen 515)

(B) "LITTLE MISS SURFER" (2:06) [Goins BMI—Jack, Tomlinson] Issue, coming as the summer season is leaving the scene, has the upbeat surfin' sound down pat. Reed tells his story with a good belt style, and the musicians do well in the backdrop. Diskery is the Los Angeles-based operation.

(B) "BREAD N' BUTTER" (2:05) [Goins BMI—Gaughen] Lots of lively blues cookin' here. It's an all-instrumental showing.

**BEVERLY BRENT** (G.S.P. 2303)

(B) "GO HOME CHEATER" (2:18) [Garpax BMI—Paxton, MacRae] Claude Gray (Columbia) current country-market chart rider receives a pop-inclined reading from the lark. Support, including a Nashville-styled keyboard, is fully sympathetic with the deck's plaintive sentiments. Diskery is a Hollywood-based operation.

(B) "MOMMY, WHY DON'T DADDY LIVE HERE ANYMORE" (3:14) [Owens BMI—Frazier, Owens] Tear-jerker done with a pop-country feel.





**RCA Victor has your numbers!**

**"Frankie & Johnny"—Sam Cooke # 8215**

**"I Can't Stay Mad At You"—Skeeter Davis # 8219**

**"Jole Blon (Little Darlin')"—Bobby Day # 8230**

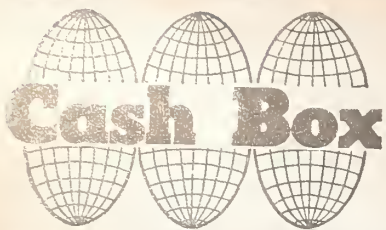
**"Hello, Heartache; Goodbye, Love"—Little Peggy March # 8221**

**"Maria Elena"—Los Indios Tabajaras # 8216**

**"She Loved Everybody But Me"—Charlie Rich # 0020 (Groove)**

**RCA VICTOR**   
The most trusted name in sound





# RECORD REVIEWS

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

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

## Best Bets

### ARTIE BUTLER

(20th Century Fox 433)  
● "SWEET SEPTEMBER" (2:30) [B. F. Wood ASCAP—McGuffie, Phillips, Stanley] This extremely pretty tune has been getting lots of disk action and this superb rendition by pianist Butler and his ork-choral backing could be the one to put it over the top. Beautiful, full-sounding display arranged in top flight style by Alan Lorber.  
(B+) "FREEDOM" (2:52) Trio [BMI—Kasha, Butler, Lorber] Another lovely ballad on this end. Two programming musts.

● LAVERN BAKER (Atlantic 2203)  
● "OH, JOHNNY OH, JOHNNY" (2:35) [Foster ASCAP—Rose, Olman] Chances are the Bonnie Baker classic will again make the chart rounds as a result of this striking new version by Lavern Baker. This time around it's a sparkling, fast moving romp-stomp arranged in top teen manner by Ray Ellis.  
(B+) "ITTY BITTY GIRL" (2:18) [Cotillion BMI—Nugetre, Baker] This end's a happy party-time handclapper that can also make big noise.

● THE IMPRESSIONS (ABC—Paramount 10487)  
● "IT'S ALL RIGHT" (2:48) [Curton BMI—Mayfield] The impressions can get back on the Top 100 track with this infectious stand. It's a shuffle-rock-a-rhythm blueser that the crew and their instrumental backing carve out in appealing pop-r&b manner.  
(B) "YOU'LL WANT ME BACK" (2:39) [Curton BMI—Mayfield] This end finds the artists in a heartfelt beat-ballad pose.

● THE PERMANENTS (Chairman 4405)  
● "OH DEAR, WHAT CAN THE MATTER BE" (2:10) [Colgems ASCAP—Bradford] The London-distributed label, currently hot with the Ran-Dells' "Martian Hop," can have another big winner in this catchy novelty. It's a thump-a-rhythm cha cha version of the familiar nursery rhyme. Can break wide open.  
(B+) "LET ME BE THE BABY" (2:52) [Colgems ASCAP—Bradford] This rock-a-rhythmic delight also has a healthy chart outlook.

● ANDY & THE MARGLOWS (Liberty 55623)  
● "I'LL GET BY" (2:30) [Fred Ahlert—Cromwell ASCAP—Turk, Ahlert] The fine old sentimental goes the teen-market route in exciting fashion, as the warblers offer an upbeat blend against a strong Latin rock stand from the musicians. Should be eyed.  
(B) "SUPERMAN LOVER" (2:20) [Sylvia BMI—Townsend] Sly-beat blueser meant for laffs.

● MARTIN DENNY (Liberty 55629)  
● "ONCE IS ENOUGH" (2:04) [Cireco BMI—Battat] Denny's keyboard waltzes in jazz time on this interesting end. Tune is graceful, and a simple rhythm accompaniment keeps the Denny reading always in the spotlight. Side that's sure to go over with the hip deejays.  
(B) "SOMETHING LATIN" (1:57) [Exotica ASCAP—Florence] Something bright & Latin done for the jazz coterie.

● THE ASTRONAUTS (RCA Victor 8224)  
● "HOT-DOGGIN'" (2:12) [J. V. P. ASCAP—Demmon, Gallagher, Patterson, Lindsey, Fifield] Musicians, who did 'Looking Ahead' rock-work on "Baja" last time out, should get further attention with this intriguing, sock-rock date, which features particularly effective guitar remarks. Should be watched.  
(B) "EVERY ONE BUT ME" (2:18) [J. V. P. ASCAP—Demmon, Gallagher, Patterson, Lindsey, Fifield] This end, a tricky weirdo, includes a solo vocal stand.

● HANNAH DEAN (Columbia 42862)  
● "YOU, YOU, YOU" (2:13) [Robert Mellin BMI—Mellin, Olias] Tune is far removed from the hit Ames Bros. reading some years ago, but it's done in contagious teen-minded blues fashion by the thrush and her accompaniment. A work-out for an oldie that could see its return to the charts.  
(B) "HIGH NOON" (2:57) [Leo Feist ASCAP—Washington, Tiomkin] A milder, also teen reconstruction of the onetime Academy Award tune.

● JOE TEX (Checker 1055)  
● "YOU KEEP HER" (2:40) [Arc BMI—Arrington] Joe Tex, who hit a short while back in the pop-r&b departments with "Someone To Take Your Place" on Dial, could quickly duplicate that success with this slow-moving, raunchy blueser in the tradition-oriented vein. Watch it.  
(B+) "DON'T PLAY" (2:47) [Arc BMI—Arrington] Slick, fast-moving lament with a pulsating beat.

● FERKO STRING BAND (Argo 12641)  
● "GOLDEN SLIPPER STRUT" (2:05) [Damian—ASCAP—Sawyer, DeAngelis] The Ferko String Band, who clicked a few years ago with "Alabama Jubilee," could repeat with this updated happy-sounding rock string version of "Golden Slippers." A spritely vocal by all-girl chorus and some handclappin' adds much to the proceedings.  
(B+) "FERKO'S MONKEY" (2:00) [Tonecraft—BMI—Merle] The guys join the gals on this end to give their version of the current dance craze. Could also be a winner.

● THE VIBRATIONS (Atlantic 2204)  
● "LONESOME LITTLE LONELY GIRL" (2:32) [Premier—BMI—Fisher] The Vibrations struck paydirt a while ago with "Watusi" (on another label) and make a strong bid for the same kind of success with this debut deck on Atlantic. It's a hard-hitting rhythm ballad that could pull coin in both r&b and pop markets.  
(B+) "BETWEEN HELLO AND GOODBYE" (2:40) [January—BMI—Darrow, Schroeder] A nicely surveyed moodful ballad here that might score heavily with ops and jocks.

● THE WRAY FAMILY (Lawn 220)  
● "(Dark as a Dungeon Way) DOWN IN THE MINE" (2:17) [American BMI—Travis] The vocal folksters blend with much authority on the P.D. tune, which has a timely new lyric, considering recent mine disasters in the U.S. This flavorful, robust presentation could go places.  
(B) "LITTLE SHOES" (2:34) [Florentine & Palmira BMI—Wray] Here, a male solo takes-over on a country-folk item.

● THE TRIUMPHS (Kab 2600)  
(B) "BIG DOG" (2:15) [Tree BMI—Moman] Brass section is catchy, guitars and sax are funky in this bright all-combo display for the teen set. There's lots of steps that the teeners can go through with this outing. London distributes the diskery.  
(B) "HUMID" (2:20) [Tuneville BMI—The Triumphs] Bluesy upbeat organ is spotlighted here.

● LITTLE FRANKIE LEE (Great Scott 0009)  
(B) "DON'T MAKE ME CRY" [Great Scott BMI—Jones] Lee nicely handles the good blues wistful, while the musicians come-up with an effective busy-beat statement. Survey will interest mostly the R&B trade.  
(B) "FULL TIME LOVER" [Great Scott BMI—Jones, Scott] Earthier blues stand by the songster and combo.

● TERI ALLEN (ABC-Paramount 10482)  
(B+) "CAN'T RUN TO DADDY ANYMORE" (2:20) [AMPCO TSCAP—Vance, Snyder, Ahlert] Lark does a strong job on a drama-rock number about a gal who didn't heed dad's advice on staying away from a no-goodnik. Large string-included ork affair is big-sounding. Could go over.  
(B) "HER OR ME" (2:30) [Apt ASCAP—Vance, Snyder] More romantic complications in this emotional stand. Sid Feller directs both ork backdrops.

● JERRY "COUNT" JACKSON (Frolie 505)  
(B+) "COME BACK BABY" (2:08) [Beau Tex—BMI—Winter, Reeder, LaCroix] The songster gets a strong jazz-blues intro from the brass on this Ray Charles-type offering. A potent sax ride takes over and the chanter polishes the side off with more blues. Could be big in the r&b marketplace.  
(B) "FALLING IN LOVE" (2:10) [BMI—Watson] Usual statement of love ballad here but with strong jazz overtones. Again the vocal is bluesy.

● THE PYGMIES (Liberty 55624)  
(B+) "DON'T MONKEY WITH TARZAN" (2:30) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Lesslie] Title ties-in cleverly with the current Monkey teen-dance fad, and the rock combo offers interesting jungle-like upbeat comments. Vocal chants are also in keeping with the primitive-feel here. Could make some noise.  
(B) "THE OTHER SIDE" (2:04) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Lesslie] Sly-beat stuff from the musicians.

● THE H'WOOD CHILDRENS CHORUS/THE LITTLE OYSTER BAND (Capitol 5040)  
(B+) "FLIPPER" (2:28) [Leo Feist ASCAP—Vars, Dunham] Kiddies will enjoy this item, which features the H'wood Childrens Chorus on a happy ditty that's the main-title of a new MGM flick. Label is doing a nation-wide promo on the deck, which includes the "official voice" of the dolphin who was named the "Spokesman For National Safe Boating Practices."  
(B) "MR. JELLY FISH" (2:10) [Frank Thorn-John Burrton BMI—Burrton, Thorn] A hopping sax lends a frisky rock-area feel to this all-instrumental outing. Team here is the Little Oyster Band.

● LLOYD MC CLENNEY (Seville 127)  
(B+) "CRUEL WORDS" (2:33) [AMETROP BMI—Chandler, Vines] McClenney makes a meaningful survey of a countryish plaintive about a guy whose false words led to his lost-love status. Attractive down-Nashville-way combo backing. Deserves spins.  
(B) "LONELY DRIFTER" (2:38) [AMETROP BMI—Chandler, Vines] More wistful business with a folkish flavor.

● THE ROULETTES/DALYCE CURRY (Angle 1001)  
(B+) "SURFER'S CHARGE" (1:55) [Sepe & Tiparillo ASCAP—Fazio, Sepe] The Roulettes is a teen combo attraction that can really dish-out an off-beat sound. Here, a number of whacky touches lend a different-sounding quality to the current surfin' craze. Should be eyed. Label is based in Hollywood.  
(B) "ARCHIBALD THE II (The Duke of Nothing)" (2:29) [Tee Pee ASCAP—James, Douglas] The Roulettes also back Dalcyce Curry novelty vocal.

● THE YOUNGER BROTHERS (Warner Bros. 5386)  
(B+) "SOMEWHERE" (2:36) [G. Schirmer ASCAP—Bernstein, Sondheim] The lovely "West Side Story" number is done with moving taste by the song team, which is supported by a feelingful, good-music ork-chorus sound. Tune is itching to make it—maybe this version is the one to do it.  
(B) "HIGH SCHOOL GIRL" (2:36) [Screen Gems—Columbia BMI—Greenfield, Keller] School's in—and this pretty affectionate is an appealing note of the fact.

● THE GOODLETTSVILLE FIVE (Gyden 2096)  
(B+) "EEF" (1:49) [Al Gallico BMI—Kennedy] Date is an infectious entry on eefin', the vocal gimmick sound that may be headed for big disk recognition. Actually, guitars are heard more often than the eefin' gimmick, which, when heard, is quite effective.  
(B) "BAILEY'S GONE EEFIN'" (1:47) [Al Gallico BMI—Kennedy] Old Bill Bailey goes eefin' here. Also an instrumental-oriented reading.

● JIMMIE RODGERS (Dot 16527)  
(B+) "THE BANANA BOAT SONG" (2:28) [Edward B. Marks & Bryden BMI—Darling, Carey, Arkin] The calypso tune, very popular during the calypso rage some years ago, is surveyed with fine pop spirit by the artist and his combo-chorus accompaniment. A delightful opus in good-sounding circumstances.  
(B+) "TWO-TEN SIX-EIGHTEEN (Doesn't Anybody Know My Name)" (3:04) [Davon BMI—McKuen] Touching calypso-styled track.

● CARL EDMONDSON (Fraternity 913)  
(B+) "WATUSI STOMP" (2:13) [Carlson & Edwood BMI—Edmondson, Hatfield] Two teen-beat steps are neatly tied-in in this all-instrumental stint. Organ and brass make pro rock comments. Solid hop-time session.  
(B) "SWEET SEPTEMBER" (2:45) [B. F. Wood ASCAP—McGuffie, Phillips, Stanley] Lovely tune, coming up with sizeable disk readings, receives relaxed combo-chorus reading.



## BIOS FOR DEEJAYS

### Garnet Mimms & Enchanters



Garnet Mimms and the Enchanters, who are currently hitting with "Cry Baby" (#12 on this week's Top 100) on United Artists, have each sung individually and collectively for many years.

For instance, 27-year-old Garnet has been singing for as long as he can remember. A trans-planted West Virginian who now resides in Philadelphia, he has lent his vocal talents to church choirs, choruses and small groups whenever the opportunity presented itself.

Zola Pearnell, the distaff member of the Enchanters, is a 25 year-old native of Philadelphia who has packed a lot of experience into her musical background. She has travelled in Europe with a vocal group and has sung with the Paul Roberts Choir and done solo work with Philly orchestras.

Samuel Bell also hailed from Philadelphia. A successful songwriter, the 29 year-old has appeared with spiritual groups all over the east prior to joining with the group.

Charles Boyer, born in North Carolina, now resides in Philly like the others, he has had extensive background with vocal groups. His most recent association was a five year stint with a group called the Ambassadors.

### Jimmy Durante



Sure-fire proof of the old show business adage that the door can never be closed on a performer is Jimmy Durante. The 70 year-old vet showman is currently clicking in both the single and album departments with "September Song" on Warner Bros.

The comedian, who was born in New York, began his career fifty years ago playing piano in Coney Island joints. When he was twenty-three he organized a five-piece band for the Club Alamo in Harlem. Shortly afterwards along with Eddie Jackson and Lou Clayton, who later became his partners, he organized the Club Durante and became a major star.

During the late 20's and early 30's the artist became a vaudeville headliner, appeared in several films and was starred in Cole Porter's "The New Yorkers." In the ensuing years, Durante has made a significant name for himself as night club performer and as a radio-TV star.

SOUND <sup>7</sup> STAGE

RED  
HOT

"MINNIE  
BEEBEE IN  
ANNIE"

C/W

"Uncle Eef"

JOE PERKINS sound stage 7 #2511

*Breaking Nationally from Baltimore!*

"(Down at)  
PAPA JOE'S"

sound stage 7 #2507 DIXIE BELLES  
with CORNBREAD and JERRY

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Memo from

*Bernie Wayne*

1619 BROADWAY  
NEW YORK 19, N. Y.  
PLAZA 7-4960

There are several thrilling moments in the life of a composer—the writing of a song—its being published and recorded—and finally, accepted by the public.

The biggest thrill of course is when the song reaches NO. 1 IN THE NATION.

On that note I wish to express my THANKS to BOBBY VINTON whose great recording on EPIC RECORDS contributed to making my song

## **“BLUE VELVET”** NO. 1 IN THE NATION

A special Thanks to—the A&R and Sales Staff of Epic Records, Vogue Music, Inc. (Frank Abramson) and to the DJ's, Dealers and Music Operators.

Gratefully,

*Bernie Wayne*



# 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 WASHINGTON SQUARE  
*Village Stompers (Epic 9617)*
- 2 GEE, WHAT A GUY  
*Yvonne Carroll (Domain 1018)*
- 3 YOU BETTER BE A GOOD  
GIRL NOW  
*Swans (Swan 4151)*
- 4 UNDERTOW  
*Fobulous Continentals (CB 5003)*
- 5 REACH OUT FOR ME  
*Lou Johnson (Bigtop 3153)*
- 6 CRY TO ME  
*Betty Harris (Jubilee 5456)*
- 7 MAKING BELIEVE  
*Ray Charles (ABC Paramount 10481)*
- 8 CUT YOU A-LOOSE  
*Rick Allen (Age)*
- 9 CAN'T HE TAKE A HINT  
*Kenni Wood (Philips 40112)*
- 10 NITE LIFE  
*Rusty Draper (Monument 823)*
- 11 LITTLE YELLOW ROSES  
*Jackie DeShannon (Liberty 55602)*
- 12 FADED LOVE  
*Patsy Cline (Decca 31522)*
- 13 PERFIDA  
*Matadors (Colpix 698)*
- 14 MISTY  
*Lloyd Price (Double L 722)*
- 15 MICHAEL  
*Steve Alaimo (Checker 1054)*
- 16 REV UP  
*Manuel & The Renegades (Piper 7001)*
- 17 DON'T LET IT HAPPEN TO US  
*Shirelles (Scepter 7259)*
- 18 BABY GET IT (AND DON'T  
QUIT IT)  
*Jackie Wilson (Brunswick 55250)*
- 19 SAY THERE  
*Wonders (Colpix 699)*
- 20 ARE YOU SURE  
*Betty Logan (Academy 102)*
- 21 LET'S FALL IN LOVE  
*Linda Scott (Congress 200)*
- 22 NICK TEEN AND AL K. HALL/  
I KNOW A MAN  
*Rolf Harris (Epic 9615)*
- 23 SOONER OR LATER  
*Johnny Mathis (Columbia 42836)*
- 24 SOMEONE TO TAKE YOUR  
PLACE  
*Joe Tex (Dial 3013)*
- 25 SAD GIRL  
*Jay Wiggins (IPG 1008)*
- 26 THE SOUND OF SURF  
*Percy Faith Orch. (Columbia 42844)*
- 27 MIRACLES  
*Pookie Hudson (Double L 720)*
- 28 IT WON'T BE THAT WAY  
ALWAYS  
*King Pins (Federal 12484)*
- 29 PLEASE DON'T KISS ME AGAIN  
*Charmettes (Kapp 547)*
- 30 I'M COMING BACK TO YOU  
*Julie London (Liberty 55605)*
- 31 STOP PRETENDING  
*Claviers (Porwin 1001)*
- 32 LET'S MAKE LOVE TONIGHT  
*Bobby Rydell (Cameo 272)*
- 33 I CALL IT PRETTY MUSIC  
BUT THE OLD FOLKS CALL  
IT THE BLUES  
*Little Stevie Wonder (Tamla 54061)*
- 34 EEFANANNY  
*Ardells (Epic 9621)*
- 35 I'M NOT A FOOL ANYMORE  
*T. K. Hulin (Smosh 1830)*
- 36 LITTLE EEFIN' ANNIE  
*Joe Perkins (Soundstage 7 422)*
- 37 WHERE DID ALL THE  
GOOD TIMES GO  
*Dick & Deedee (Worner Bros. 5383)*
- 38 A STORY UNTOLD  
*Emotions (20th Century Fox 430)*
- 39 SHE'S A FOOL  
*Lesley Gore (Mercury 72180)*
- 40 I'M YOUR PART TIME LOVE  
*Mitty Collier (Chess 1871)*
- 41 HOOTENANNY GRANNY  
*Jim Lowe (20th Century Fox 426)*
- 42 SPEEDBALL  
*Ray Stevens (Mercury 72189)*
- 43 COWBOY BOOTS  
*Dave Dudley (Golden Ring 3030)*
- 44 UNCHAINED MELODY  
*Vito & Solutations (Herald 583)*
- 45 YOU GAVE MY NUMBER  
TO BILLY  
*Marcie Bloine (Seville 128)*
- 46 CUANDO CALIENTA EL SOL  
*Steve Allen (Dot 16507)*
- 47 GORILLA  
*Ideals (Cortland 110)*
- 48 LITTLE SALLY WALKER  
*Rivingtons (Liberty 55610)*
- 49 BETTER TO GIVE THAN  
RECEIVE  
*Joe Hinton (Back Beat 539)*
- 50 KICKOUT  
*Sofaris (Valiant 6036)*



*Peter, Paul and Mary*  
"DON'T THINK TWICE,  
IT'S ALL RIGHT" #5385  
B/W "AUTUMN TO MAY"

*now available, their new  
hit album: IN THE WIND*



Warner Bros. Records, the first name in sound





## NEW YORK:

Liberty's East Coast A&R exec, Ed "Slim" Silvers, back in Gotham after a very successful promo tour of the Baltimore-Wash. area with chanter Artie Wayne on behalf of the latter's hot single, "Where Does A Rock And Roll Singer Go." . . . Jody Berry has completed a new "live" LP from Chicago's Imperial West Restaurant tagged, "My Favorite Composers." . . . Last week was a big week for songstress Kathy Keegan who opened at the Living Room and premiered on Malibu with an album tagged after her click single, "The Good Life." Kathy's opening night was a great success and the audience was most appreciative.

Bill Darnel of the Herald-Ember office buzzed that "Unchained Melody" by Vito and the Salutations is gaining plenty of strength on the East coast. Another comer for the diskery is "They Said It Couldn't Be Done" (Ember) by the Brookfields. Harold Goldberg of Affiliated Distributors in

Loved You." The singer appeared on the Joe Franklin and Buddy Deane TV's in the Balto-Wash. area.

Burl Ives, picking up plenty of sales on his new Decca LP, "Singin' Easy," was recently visited by producer David Merrick and Gower Champion while on location in Mexico for the filming of "Ensign Pulver & The Captain." Looks as though Burl will be back on Broadway this season. . . . Jovial Red Schwartz buzzed the other day to tell us he's exited Vee Jay after 6½ year affiliation. Red's available and can be reached at LO 3-6484 in Philly. . . . Jane Oliver wrote from Pittsburgh she's still active in promotion at 3611 Willett Rd, Pittsburgh. Our condolences to Jane who lost her mother this past summer.

Atco's Jack Fine has flipped over the deejay response to Leon Young's new instrumental, "Sea Winds." Leon is also known as "Acker's Backer." From Atlantic, Bob Kornheiser reported heavy action on Ray Agee's "You Hit Me Where It Hurts," (Shir-

delight of the patrons. Tony got the MOA award for the most played disk on juke boxes for his "San Francisco." . . . Lionel Hampton has signed Japanese lark Miyoko Hoshino to his Glad-Hamp label. Hamp discovered the talented thrush during his recent concert tour of Japan. Her first LP will be waxed this week. . . . Marvin Deane, East Coast promo rep for Warner Bros., delighted with growing sales figures on Jimmy Durante's "September Song," Peter, Paul & Mary's, "Don't Think Twice, It's All Right," and Dick and Deedee's "Where Did All The Good Times Go." . . . Harriet Wasser sends along word she has signed a young chanter named Matthew Reid to her newly formed management firm and will have a debut deck produced by Al Kasha. We heard from Al too. He'd like radio stations to send him their most-played lists. Please send to Al Kasha, 1650 Broadway.

Johnny Desmond, who has a new single on RCA-Victor tagged "I Still Look At You That Way," opened at the Edgewater Beach 9/9. . . . Up for a CB visit last week was composer Harry Bud Fisher with a copy of his new tune "Baby Patsy" recorded by the Mark V. . . . Liberty's Harvey Goldstein tells of hot and heavy play on Julie London's "I'm Coming Back To You," "Lonely Drifter" by The O-Jays (Imperial) and "Misty" by Lloyd Price (Double L). . . . Versatile duo Micki Lynn and Tommy Butler followed Joe Williams into LeBistro 9/8 for a 4-weeker. Prior to opening here, Tommy headlined at the Thunderbird in Las Vegas. . . . Among the solid items on Barney Field's plug list are "The Kind Of Boy You Can't Forget" by The Raindrops (Jubilee), "Cry To Me" by Betty Harris (Jubilee), "Stand A Little Closer" by The Laurie Sisters (Port) and "Dawn" by The David Rockingham Trio (Dee Dee).

Margaret Whiting is currently in



KATHY KEEGAN



JERRY VALE



TINA ROBIN



PATTI & PLAYGIRLS



JIM KWESKIN & JUG BAND



PAULETTE SISTERS

Newark sez ditto to Bill Darnel's comments. . . . The Irving Fields Trio playing a return engagement at the Mermaid Room of the Park Sheraton. . . . Clarke Morgan, currently holding forth at the Fiorello Lounge of the Sheraton-Tenney Inn at La Guardia, has been inked to byline an article on radio and TV music for "Music Journal" magazine.

ABC-Par's Tommy Roe, now touring Great Britain, will soon do a six month stand in Army green. . . . Ray Charles, sizzling with his "Ingredients In a Recipe For Soul" LP, also on ABC, embarks this week on a tour of Brazil. . . . London's Jack Welfeld predicts a hit for "Cuanto Caliente El Sol" by Los Marcellos Ferial on London Int'l, along with a first-rate instrumental by Frank Chacksfield on the theme from "A New Kind Of Love" (London). . . . Philips' Timmie Rogers on an East, Midwest promo tour on behalf of his new LP, "If I Were President." . . . Lark Maria Randall is covering the radio and TV circuit to promote her "Caro Amor" single on 3-D and will make an appearance on the Joe Franklin "Memory Lane" show.

Tony Richland wires from the Coast that Jack Jones' "Wives and Lovers" is breaking double fast. . . . Chuck McCann of WPIX TV fame, is using Nancy Purcell's swinger, "Little Orphan Annie" (Jim Dean) as a theme for a weekly sketch on his show. . . . James Buckowski notes that Gateway artists, The Classmen, have a potential big one with "Silver Medal."

Eddie Thomas of ABC-Paramount called to tell us "Red Sails In The Sunset" by Fats Domino and "It's All Right" by the Impressions are breaking big all over the country. . . . Harold Robinson also buzzing with good words for Patti LaBelle and the Blue Bells who've just returned from a 14-city p.a. tour and are now breaking it up at the Apollo Theater. The group is clicking with a new side dubbed, "Down The Aisle," and will soon have two new LP's (King) called "Sweethearts Of The Apollo" and "Jingle Bells & Blue Bells." . . . Alan Burke, topper of the Nob diskery, flew in from St. Petersburg, Fla., with Shayne Hunter to promote the chanter's new deck, "I Didn't Know I

ley) which is distributed by Atlantic. . . . Patti and the Playgirls, currently packing them in at the Sea Hunt Club, have a new deck, "Hold On To Happiness" (Berry). . . . The Paulette Sisters have high hopes for their new Contempo disk of "Toys In The Attic" with Dennis Regor. The side was produced by Richard Wolfe for the new Arthur Godfrey label. . . . Jay Wiggins, clicking with his debut deck for IPG, "Sad Girl," up to the CB offices with producer Lloyd Smith and IPG national sales manager Paul Robinson. . . . Jim Kweskin and the Jug Band move into the Bitter End this week (18) for a two week stand. The boys are signed to Vanguard.

Colpix' Charles K. L. Davis will do a p.a. on Art Linkletter's "House Party" on the 24th. Charles is currently getting action on his debut album for the label tagged, "The Exciting Voice of Charles K. L. Davis." . . . Cleffer Al Neiburg was feted at Fine & Schapiro's Restaurant last week (11)—the first in a series of such luncheons to be held every Wednesday during the fall and winter season. . . . Comic Lou Alexander skeddled to wax a comedy LP for the Escapade label.

Vet music man Doc Berger in the Brooklyn Eye and Ear Hospital for major eye surgery. . . . Budd Hellawell up to see us on behalf of "Dance, Boatman Dance" by the Robert DeCormier Singers (Command), "Silly Boy" by the Hi-Lo's (Reprise), Shane Hunter's new deck, "I Didn't Know I Loved You" (Nob) and Burl Ives' new Decca LP, "Singin' Easy." . . . Songstress Tina Robin visited us with hubby Sam Klinger and publicity gal Joyce Becker. Tina's got a new Mercury single, "It's Too Late Now." . . . Mike Kelly, now with Metro Int'l Prod., buzzes he's got busy sides with "I've Had It" by Robin Rice, "Whose Heart Are You Breaking Now" by the Chimes, and "Hong Kong Baby" by the Tabbys.

Jazz thrush Carol Sloane really packed them in at Mr. Kelly's in Chicago during the MOA meet. Carol and Tony Bennett dropped in on Joe Williams at Le Bistro and did a few impromptu numbers — much to the

Elvis Presley, Victor's ace money-maker, has a Vol. 3 of his "Elvis' Golden Records" series that is already climbing to the top of the charts. . . . Steve & Eydie have signed to guest on the Bell Telephone Hour in December. . . . Tony Lawrence comes to Broadway's International on the 30th. . . . Matty "The Humdinger" Singer buzzed from the Rosen Distrib in Philly to give us the thought for the day—"A hundred days of worry won't pay one debt." Not a bad thought. . . . Piano stylist Jean Galvis makes her New York nitery debut this week (17) at the Garden of Eden. . . . The Callicotts, getting plenty of airplay action with their new Spiral deck, "The Bitter End," received a pick of the week at WHLO in Cleveland. The attractive sisters are headed for a stint at the Trenton State Fair.

Sonny Stitt's Quartet packing them in at the Village Vanguard and alternating with the Bill Evans Trio. Columbia's Jerry Vale was feted at a cocktail bash by the label at the Sherry-Netherlands last week. Jerry's got a hot new album, "Language Of Love" and got rave reviews for his performances at the Copa.

## CHICAGO:

Polka maestro Li'l Wally expects a big turnout for the Polka Extravaganza to be held at McCormick Place 9/21. Over 1700 band leaders and deejays from all over the country have been invited to participate. Special awards for outstanding achievement in the polka field will be presented and entertainment furnished by Li'l Wally's Polka Band, the New Yorkers (Buffalo, N.Y.) and John Check's Michigan Dutchmen (Flint, Mich.). . . . Okeh topper Carl Davis announced the pacting of Billy Butler (brother of Vee-Jay's Jerry Butler) & The Four Enchanters and the immediate release of their first sides "Found True Love" b/w "Lady Love" (Okeh). Group was formed while boys were students at Wells Highschool. . . . Norm Ladd has joined the Summit Dist. promo staff and is currently working on singles "I Know A Man" by Rolf Harris (Epic), "Washington Square" by the Village Stompers (Epic) and "Cindy's Gonna Cry" by Johnny Crawford (Del-Fi).

at the swank Camellia House of the Drake hotel. . . . Billy "The Kid" Emerson, who has a big one on M-Pac tagged "The Whip," is really packin' 'em in at the Palace here. . . . RCA-Victor Dist.'s Irv Brusso has been on the go exposing newbies "Hot-Doggin'" by The Astronauts, "I'm The Same Old Me" by TV star Lorne Green and "The Breakup" by Lucy Campo. . . . Jim Scully of Big Town arranged a full p.a. schedule 9/10 for Timmie Rogers who was in town promoting his Philips comedy package "If I Were President." In the singles picture, Jim's pluggin' "First Day Back At School" by Paul & Paula (Philips), "Love Kitten" by Noreen Corcoran (Vee-Jay) and "Toys In The Attic" by Joe Sherman (World). . . . The very popular Johnny Lewis Trio, mainstays in the Celebrity Room of Gene Autry's Sahara Inn, appeared on Jack Eigen's late TV'er via WNBQ Tuesday night (9/10).

Incidentally, the Celebrity Room's bartenders have concocted a special drink tagged after the Trio's current single "Blues On The Rocks"! . . . One-derful Records' Bill Mitchell tells us that local group The Du-ettes have completed a new single on M-Pac which is already starting to happen here. Title is "Have You Seen My Baby." . . . Erwin Barg is concentratin' on Dot outings "Sugar Shack" by Jimmie Gilmer & The Fireballs, "Fiesta" by Lawrence Welk, "Cuando Caliente El Sol" by Steve Allen and "Two-Ten-Six-Eighteen" by Jimmie Rodgers. . . . WGN's "Travelin' On" show, which is written-produced by Charlie Allen and hosted by Jack Taylor, spotlighted the Brothers Four, Josh White and the Smothers Brothers last week. . . . Peter Nero does a benefit at Orchestra Hall 9/21 for the Olivet Community Center.

Tony Galgano (Record Dist.) and his lovely Ursula head for New York this weekend on a combination business-pleasure trip. . . . Bill Leaner info's there's much excitement at United Record Dist. over newbies "Don't Let It Happen To Us" by The Shirelles (Scepter), "Big New York" by Chuck Jackson (Wand) and "You Will Never Get Away" by Cholly May (Gold). Bill added that r&b-pop fa-

(Continued on page 19)





# RECORD RAMBLINGS

(Cont'd from Page 18)  
 vorites Bobby Bland and the Five D-  
 tones will be in town shortly for a  
 Regal Theater stand. . . . John Knodle  
 is the new promotion rep for Warner  
 Bros. in the Chicago area, headquater-  
 ing at M. S. Dist. . . . Johnny Gal-  
 gano (Record Dist.) weds Betty Hen-  
 mueller 10/5. Congrats! . . . Mitty  
 Collier's answer to the current Little  
 Johnny Taylor click, tagged "I'm Your  
 Part Time Love" (Chess) is report-  
 edly starting to happen here.

## HOLLYWOOD:

P.J.'s swung with a welcome home  
 party for Trini Lopez last Monday  
 night, hosted by columnist Mike Con-  
 nolly. . . . Singer Ruth Olaj into the  
 Losers for a three week stint starting  
 October 8. . . . Liberty Records host-  
 ing a press luncheon this Wednesday  
 for Bobby Vee. . . . Mike Gould, Camp-  
 bell-Connelly Publishing, on a trip  
 back East with a stop-over in Detroit  
 to see the Tamla-Motown company.  
 . . . Henry Mancini completed a weeks  
 engagement at the Greek Theatre with  
 a 44 piece band. . . . Capitol's Al Mar-

bye Blue Eyes" on Accent Records.  
 . . . June Foray & Hobart Donovan  
 are helping promote the annual bene-  
 fit being planned by Project Hope,  
 sponsor of a mercy hospital ship to  
 underdeveloped lands. . . . West Coast  
 deejays flipping over new inspirational  
 single, "God's Little Angel" by actor-  
 singer Mike Howard on the local  
 Keepsake label. . . . George Duning  
 is recording his scores for "Where's  
 Katy" and "State Affair," segments  
 for Screen Gems' "The Farmer's  
 Daughter" series.

Epic's Bobby Vinton was guest star  
 on "The Lawrence Welk Show" Sept.  
 14 on ABC-TV. . . . Frankie Laine  
 currently appearing at the Dunes Ho-  
 tel in Las Vegas for a four-week  
 stand. . . . The Dell-ites, newly-formed  
 instrumental group, have adapted the  
 classic, "Humoresque" for new wax-  
 works as "Humorock," on local Dell  
 label. . . . Jimmy McHugh has  
 been invited by Kyu Sakamoto to be  
 an AAU representative at the Olymp-  
 ics being held in Japan in 1964.  
 Mel Carter's got a new deck on  
 Derby tagged, "Time For Young



JODY BERRY



THE GALENS



PAUL BOSWELL

tino, riding the charts with "Painted  
 Tainted Rose" currently packing them  
 in at the Coconut Grove. . . . Colum-  
 bia Records feted Eydie Gorme and  
 Steve Lawrence at luncheon at the  
 Brown Derby during their stay in  
 town. . . . Centennial Records has re-  
 tained Mike Conner to promote it's  
 initial release, "Paradise Road" by  
 Reed Sherman.

George Sherlock, London Records  
 garnering big play on "Cuando Cali-  
 enta El Sol." . . . Writers Guy Hemric  
 and Jerry Styner who wrote Annette's  
 Vista recording "Treat Him Nicely"  
 from the movie "Beach Party" have  
 formed their own publishing company,  
 Styric Music, and have been signed  
 to write the songs for, "Beach Party"  
 sequel, "Muscle Beach Party." . . .  
 Warren Lanier now doing West Coast  
 sales and promotion for the Fantasy-  
 Galaxy labels. Galaxy hitting big with  
 "Part Time Lover" by Johnny Tay-  
 lor. . . . Joe Johnson, prexy of Chal-  
 lenge Records has inked The Galens,  
 group of a gal and three lads, to an  
 exclusive contract, with first single to  
 be released within ten days.

Jim Lewis reporting good airplay  
 on "I'm Goin' Away" by Paul Boswell  
 on Top Pic Records. . . . Charles H.  
 Stern Agency has signed Nancy Wil-  
 son for personal management. "Tell  
 Me The Truth" is her current chart-  
 rider. . . . "How Beautiful is Night,"  
 tune clefled for Peggy Lee by Milt  
 Raskin & Robert Farnon, will be in-  
 cluded in the next album Miss Lee  
 records for Capitol. . . . Reprise Rec-  
 ords has set Sept. 28 as the date for  
 Los Angeles Dodgers pitcher Don  
 Drysdale to record two single records  
 for the diskery. . . . The Sherwood  
 Singers begin their first national tour  
 in Vancouver B.C. at the Inquisition,  
 this month. . . . Choreographer Hal  
 Belfer, creator of the new "Hooten-  
 anny Hoot" dance for the MGM mo-  
 tion picture of the same name, has  
 worked out a new version of the dance  
 to be taught in ballrooms.

The Rooftop Singers will make their  
 L.A. nitery bow in the early fall at  
 the Troubadour. . . . Bob Bellows on  
 a midwest tour of radio and TV sta-  
 tions to promote his records of "Good-

Love," and will be moving into the  
 Hideaway here on the 26th.

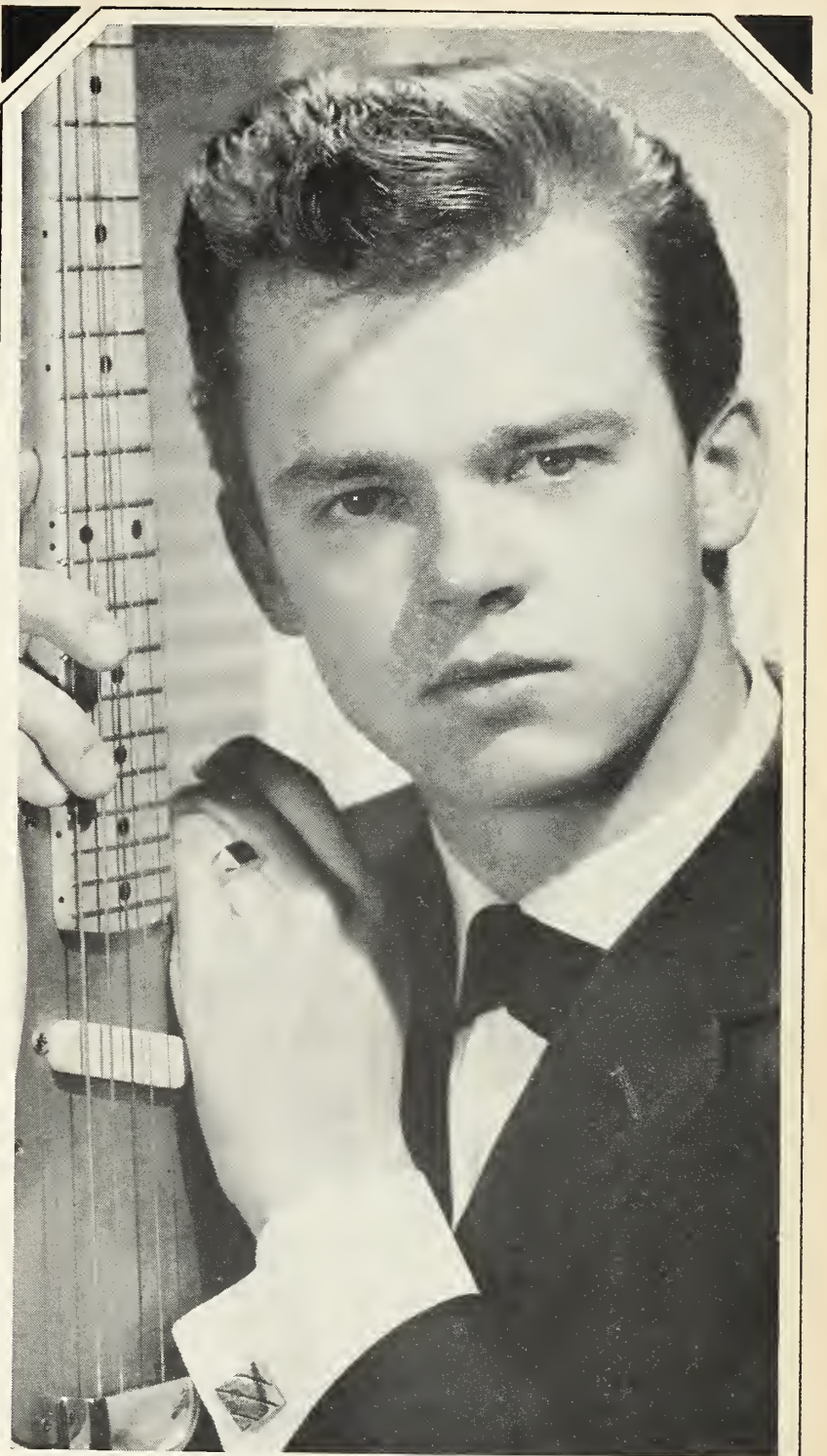
## HERE AND THERE:

PHILADELPHIA — Matty "The  
 Humdinger" Singer over at the ABC-  
 Par bailiwick, sez "It's All Right" by  
 the Impressions is one of the hottest  
 sides to come out of the diskery in a  
 while. Also making plenty of noise  
 for Matty are "Red Sails In The Sun-  
 set" by Fats Domino, "Everybody" by  
 Tommy Roe, "Indian Summer" by  
 Hugo Winterhalter and the new Ray  
 Charles LP. . . . Ted Kellem, promo  
 manager for Columbia, infos this was  
 a week for LP's with the label show-  
 ing top action on "Johnny" by Johnny  
 Mathis, "This Is All I Ask" by Tony  
 Bennett, "Just Kiddin' Around" by  
 Ray Conniff & Billy Butterfield, "Lang-  
 uage of Love" by Jerry Vale, "A  
 Festival Of Marches" by the Phila.  
 Orch, and "Ramblin" by the Christy  
 Minstrels.

BALTIMORE — Ed "The Beard"  
 Kalicka writes that the loot makers  
 in his area are "Talk Back Trembling  
 Lips" by Ernest Ashworth (Hickory),  
 "Treat Him Nice" by Annette (Vista),  
 "Happy Bein' Fat" by Big Dee Irwin  
 (Dimension), and "Sweet Sixteen" by  
 the Majors.

CLEVELAND—Steve Clayton called  
 to tell us he made an appearance on  
 the Mike Douglas TV'er last week  
 (12) on behalf of his new Decca out-  
 ing, "He Will Call" and "Her Make-  
 up Kit." . . . From Perry Stevens we  
 heard that Skeeter Davis has a new  
 one tagged "I Can't Stay Mad At  
 You" (Victor) that has smash possi-  
 bilities. Also clicking for Perry are  
 "Bust Out" by the Busters (Arlen)  
 and "Enamorado" by Keith Colley  
 (Unical).

WASH., D.C. — Les Friedman of  
 Lester Distrib sends along word that  
 "I've Gotta Make It" by Joe Bragg  
 on Bocart won a local survey on  
 WLST. . . . Warner Bros. promo rep  
 Nat Lapatin notes he's had hot and  
 heavy action on "September Song" by  
 Jimmy Durante, "I Wonder What  
 She's Doing Tonight" by Barry & The  
 Tamberlanes, and a solid natural for  
 Peter, Paul and Mary with "Don't  
 Think Twice, It's All Right." Dick  
 and Deedee's "Where Did All The  
 Good Times Go" is well on the way.



### NEW HIT! NEW STAR! NEW LABEL!



# ENAMORADO\*

BY

# KEITH COLLEY

## ON UNICAL IS THE ORIGINAL SMASH!

This is the big one! See the top 100 in this week's Cash Box. \*Unical #3006



UNICAL RECORDS, INC.

Allen Asher & Associates

6115 Selma Avenue, Hollywood 28, California

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**TOP 50**  
IN  
R&B LOCATIONS

Pos. Last Week

1	HEAT WAVE Martha & Vandellas (Gordy 7022)	3
2	MY BOYFRIEND'S BACK Angels (Smash 1834)	1
3	HEY GIRL Freddie Scott (Colpix 692)	5
4	THE MONKEY TIME Major Lance (Okeh 7175)	2
5	THEN HE KISSED ME Crystals (Philles 115)	6
6	SALLY GO 'ROUND THE ROSES Janettes (Tuff 369)	8
7	FINGERTIPS Little Stevie Wonder (Tamla 54080)	4
8	BE MY BABY Ronettes (Philles 116)	19
9	MICKEY'S MONKEY Miracles (Tamla 54038)	12
10	THE KIND OF BOY YOU CAN'T FORGET Raindrops (Jubilee 5455)	15
11	CRY BABY Garnett Mimms & The Enchanters (United Artists 629)	13
12	MAKE THE WORLD GO AWAY Timi Yuro (Liberty 55587)	14
13	MOCKINGBIRD Inez Foxx (Symbol 919)	7
14	BUSTED Ray Charles (ABC Paramount 10453)	25
15	PART TIME LOVE Little Johnny Taylor (Galaxy 722)	9
16	IT'S TOO LATE Wilson Pickett (Double L 717)	10
17	WAIT 'TIL MY BOBBY GETS HOME Darlene Love (Philles 114)	17
18	FRANKIE AND JOHNNY Sam Cooke (RCA Victor 8215)	11
19	CANDY GIRL Four Seasons (Vee Jay 539)	16
20	PRIDE AND JOY Marvin Gaye (Tamla 54079)	18
21	(I CRIED AT) LAURA'S WEDDING Barbara Lynn (Jamic 1260)	29
22	MEMPHIS Lonnie Mack (Fraternity 906)	21
23	THAT SUNDAY, THAT SUMMER Nat "King" Cole (Capitol 5027)	27
24	MAN'S TEMPTATION Gene Chandler (Vee Jay 536)	22
25	JUST ONE LOOK Doris Troy (Atlantic 2188)	20
26	EASIER SAID THAN DONE Essex (Roulette 4494)	23
27	QUE SERA SERA High Keys (Atco 6268)	30
28	TWG TICKETS TO PARADISE Brook Benton (Mercury 72177)	38
29	I (WHO HAVE NOTHING) Ben E. King (Atco 6267)	24
30	STRAIGHTEN UP YOUR HEART Barbara Lewis (Atlantic 2200)	31
31	WHAT DOES A GIRL DO Shirelles (Scepter 1259)	36
32	NO ONE Ray Charles (ABC Paramount 10481)	26
33	MR. WISHING WELL Nat King Cole (Capitol 5027)	32
34	A LOVE SO FINE Chiffons (Laurie 3195)	41
35	IT'S A LONELY TOWN Gene McDaniels (Liberty 55597)	34
36	BETTY IN BERMUDAS Dovells (Parkway 882)	39
37	I'LL TAKE YOU HOME Drifters (Atlantic 2201)	42
38	SHAKE, SHAKE, SHAKE Jackie Wilson (Brunswick 55246)	33
39	DOWN THE AISLE Patti Labelle & Bluebells (Newtown 5777)	44
40	RED SAILS IN THE SUNSET Fats Domino (ABC Paramount 10484)	—
41	MORE Kai Winding (Verve 10295)	35
42	TELL ME THE TRUTH Nancy Wilson (Capitol 4991)	46
43	YOU LOST THE SWEETEST BOY Mary Wells (Motown 1048)	—
44	CHINESE CHECKERS Booker T & The MG's (Stax 137)	37
45	DON'T LET IT HAPPEN Shirelles (Scepter 1259)	47
46	CROSSFIRE Orlons (Cameo 273)	—
47	MARLENA Four Seasons (Vee Jay 539)	43
48	CUT YOU-A-LOOSE Ricky Allen (Age 29118)	—
49	PAY BACK Etta James (Argo 5445)	40
50	ORGAN SHOUT Dave "Baby" Cortez (Chess 1861)	45



**JUKE BOX OPS'**  
**RECORD GUIDE**

**ACTIVE with OPS**

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

**MAKING BELIEVE**  
Ray Charles (ABC-Par. 10481)

**BABY GET IT**  
Jackie Wilson (Brunswick 55250)

**LET'S MAKE LOVE TONIGHT**  
Bobby Rydell (Cameo 272)

**MICHAEL**  
Steve Alaimo (Checker 1054)

**PERFIDIA**  
Wonders (Colpix 699)

**SAY THERE**  
Wonders (Colpix 698)

**EVERYBODY GO HOME**  
Eydie Gorme (Columbia 42854)

**LET'S FALL IN LOVE**  
Linda Scott (Congress 200)

**FADED LOVE**  
Patsy Cline (Decca 31552)

**WASHINGTON SQUARE**  
Village Stampers (Epic 9617)

**NICK TEEN & AL K. HALL**  
I KNOW A MAN  
Rolf Harris (Epic 9615)

**EEFANANNY**  
Ardells (Epic 9621)

**MALA FEMMENA**  
Jimmy Roselli (Lenox 5571)

**FROM ONE TO ONE**  
Clyde McPhatter (Mercury 72166)

**WINDY & WARM**  
Boots Randolph (Monument 821)

**HOW HIGH THE MOON**  
Floyd Cramer (RCA Victor 8217)

**MAKE THE MUSIC PLAY**  
Dionne Warwick (Scepter 1253)

**YOU GAVE MY NUMBER TO BILLY**  
Marcie Blaine (Seville 128)

**LITTLE EEFIN' ANNIE**  
Joe Perkins (Sound 7-422)

**YOU BETTER BE A GOOD GIRL NOW**  
Swans (Swan 4151)

**BOUNCE AGAIN**  
Olympics (Tri Disc 110)

**A STORY UNTOLD**  
Emotions (20th Cent. Fox 430)

**WHERE DID ALL THE GOOD TIMES GO**  
Dick & Deedee (Warner Bros. 5383)

**NEW ADDITIONS to TOP 100**

71	DON'T THINK TWICE IT'S ALL RIGHT Peter, Paul & Mary (WB 5385)	93	YOU LOST THE SWEETEST BOY Mary Wells (Motown 1048)
79	SUGAR SHACK Gilmer/Fireballs (Dot 16487)	94	CROSSFIRE! Orlons (Cameo 273)
85	MONKEY SHINE Bill Black (Hi 2069)	96	MARIE ELENA Las Indios Tabajaros (RCA 8216)
86	RED SAILS IN THE SUNSET Fats Domino (ABC 10484)	97	LONELY DRIFTER O'Jays (Imperial 5976)
89	DEEP PURPLE April Stevens & Nino Tempo (Atco 6273)	98	YOUR BABY'S GONE SURFIN' Duane Eddy (RCA 8214)
91	TEENAGE CLEOPATRA Tracey Dey (Liberty 55604)	100	POINT PANIC Surfaris (Decca 31538)

**AIMED at OPS**

MEMORIES MEDLEY/GAY 90's MEDLEY—Jan Garber—Decca 25611

**Mercury Records' Chi Sales Meet**



CHICAGO—Mercury Records' recent sales meeting here was patterned after a political convention. Rallying around the speakers are (left to right), Jerry Sharell, Sherm Lieberman, Howie Kaufman, Jim Shipley, Irwin H. Steinberg, label exec vice pres. who gave the State of the Union Address, prexy Irving B. Green who delivered the Keynote speech, Shelby Singleton, Eddie Rosenblatt and Ernest Truett. In the right photo are Steinberg, Kenneth S. Myers, sales vice. pres., and Irving B. Green.

**Please-May-I-Remind-You**  
The—Fabulous—**MARK V**—Recording  
**("BABY PATSY")**  
Will-Score-On-All-Charts!  
Remember-I-Told-You-So!  
**CARMEN MUSIC CO.**  
54 W. Randolph — Room 700 — Chicago, Ill.

A 2-SIDED  
SMASH FOR ETTA!

**"TWO SIDES"**

B/W

**"I WORRY ABOUT YOU"**

ETTA JAMES

ARGO 5452

A CHART  
BUSTER!

**"MICHAEL"**

STEVE  
ALAIMO

CHECKER  
1054

THE HIT ANSWER!

**"I'M YOUR PART TIME LOVE"**

MITTY COLLIER

CHESS 1871

**CHESS** Producing  
Company

2120 Michigan Ave.  
Chicago 16, Ill.





# TOP 100 Albums

## TOP 50 STEREO

MONAURAL

SEPTEMBER 21, 1963

POS. LAST WEEK

	Pos. Last Week	
1	1	MY SON THE NUT Allen Sherman (Warner Bros. WB 1501)
2	3	BYE BYE BIRDIE Filmtrack (RCA Victor LS 01031)
3	4	MOVIN' Peter, Paul & Mary (Warner Bros. WB 1473)
4	2	TRINI LOPEZ AT PJ'S (Reprise R 6093)
5	5	PETER, PAUL & MARY (Warner Bros. WB 1449)
6	6	DAYS OF WINE AND ROSES Andy Williams (Columbia CL 2015)
7	7	WEST SIDE STORY Film Track (Columbia OL 5670)
8	14	RAMBLIN' New Christy Minstrels (Columbia CL 2055)
9	10	SUNNY SIDE Kingston Trio (Capitol T 1935)
10	8	SHUT DOWN Beach Boys (Capitol T 1919)
11	9	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS (Tamla 240)
12	13	JOAN BAEZ IN CONCERT (Vanguard VRS 9112)
13	15	JAMES BROWN AT THE APOLLO (King 826)
14	16	BLUE VELVET Bobby Vinton (Epic LN 24068)
15	25	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles (ABC Paramount ABC 465)
16	18	WIPEOUT Surforis (Dot DLP 3535)
17	12	SURFIN' U.S.A. Beach Boys (Capitol T 1890)
18	11	SO MUCH IN LOVE Tymes (Parkway P 7032)
19	23	HOLLYWOOD—MY WAY Nancy Wilson (Capitol T 1934)
20	24	JOHNNY Johnny Mathis (Columbia CL 2044)
21	17	THE BARBRA STREISAND ALBUM (Columbia CL 2007)
22	21	HOW THE WEST WAS WON Filmtrack (MGM T E S)
23	26	RING OF FIRE Johnny Cash (Columbia CL 2053)
24	27	THIS IS ALL I ASK Tony Bennett (Columbia CL 2056)
25	19	LAWRENCE OF ARABIA Filmtrack (Colpix CP 514)
26	28	I LOVE YOU BECAUSE Al Martino (Capitol T 1914)
27	22	CLEOPATRA Filmtrack (20th Century Fox 5008)
28	31	CHUCK BERRY ON STAGE (Chess LP 1480)
29	45	LET'S GO The Ventures (Dolton BST 8024)
30	30	THEMES FOR YOUNG LOVERS Percy Faith (Columbia CL 2023)
31	80	THE SECOND BARBRA STREISAND ALBUM (Columbia CL 2054)
32	39	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869)
33	38	SCARLETT O'HARA Lawrence Welk (Dot DLP 3528)
34	20	MONDO CANE Filmtrack (United Artists UAL 4105)
35	34	FRANK FONTAINE SINGS LIKE CRAZY (ABC Paramount 460)

	Pos. Last Week	
36	35	OLDIES BUT GOODIES, VOL. 5 Various Artists (Original Sound LPM 5007)
37	57	GOLDEN HITS OF THE FOUR SEASONS (Vee Jay LP 1065)
38	36	UNIQUELY MANCINI Henry Mancini (RCA LM 2692)
39	48	THINK ETHNIC Smothers Brothers (Mercury MG 20777)
40	78	ELVIS GOLDEN RECORDS VOL. 3 Elvis Presley (RCA Victor LPM 2765)
41	29	SURF CITY Jan & Dean (Liberty LRP 314)
42	33	MORE (SOUL SURFIN') Kai Winding (Verve V 8551)
43	37	SURFING Ventures (Dolton BLP 2022)
44	32	MOON RIVER Andy Williams (Columbia CL 1809)
45	42	CALL ON ME Bobby Bland (Duke DLP 77)
46	58	PETER NERO IN PERSON (RCA Victor LPM 2710)
47	50	THE LETTERMEN IN CONCERT (Capitol T 1936)
48	40	STILL Bill Anderson (Decca DL 4427)
49	51	BROADWAY—MY WAY Nancy Wilson (Capitol T 1828)
50	43	THE CONCERT SINATRA Frank Sinatra (Reprise R 1009)
51	46	I'LL CRY IF I WANT TO Lesley Gore (MG 20805)
52	41	I WANNA BE AROUND Tony Bennett (Columbia CL 2000)
53	54	JUST KIDDIN' AROUND Ray Conniff & Billy Butterfield (Columbia CL 2022)
54	42	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER Nat "King" Cole (Capitol T 1932)
55	44	IN DREAMS Roy Orbison (Monument 8003)
56	70	THE FREEWHEELIN' BOB DYLAN (Columbia CL 1986)
57	61	GENE PITNEY SINGS WORLD-WIDE WINNERS (Musicor Ms 3005)
58	52	LITTLE TOWN FLIRT Del Shannon (Bigtop 1038)
59	53	KINGSTON TRIO #16 (Capitol T 1871)
60	75	SEPTEMBER SONG Jimmy Durante (Warner Bros. WB 1506)
61	49	ROY ORBISON'S GREATEST HITS (Monument M 8000)
62	56	LATIN RENDEZVOUS Mantovani (London LL 3295)
63	60	SURFIN' WITH THE ASTRONAUTS (RCA Victor LM 2760)
64	76	THE BEST OF THE CHAD MITCHEL TRIO (Kopp KL 1334)
65	59	TELL TALL TALES New Christy Minstrels (Columbia CL 2017)
66	55	STARDUST Arthur Fiedler & Boston Pops Orch. (RCA LM 2670)
67	69	DR. NO. Filmtrack (United Artists UAL 4108)

	Pos. Last Week	
68	65	THIS TIME BY BASIE Count Basie (Reprise R 6070)
69	62	HOBO FLATS Jimmy Smith (Verve V 8544)
70	74	LANGUAGE OF LOVE Jerry Vale (Columbia CL 2043)
71	66	MINK JAZZ Peggy Lee (Capitol T 1850)
72	71	FOR YOUR SWEET LOVE Rick Nelson (Decca DL 4419)
73	77	PRISONER OF LOVE James Brown (King 851)
74	63	SUKIYAKI Billy Vaughn (Dot DLP 3523)
75	84	FOURTEEN 14K FOLKSONGS Limelites (RCA Victor LPM 2671)
76	64	ENCORE WOODY HERMAN (Philips PHM 200-092)
77	81	TEEN SCENE Chet Atkins (RCA Victor LPM 2719)
78	67	PAUL ANKA'S 21 GOLDEN HITS (RCA Victor LM 2691)
79	68	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher (United Artists UAL 3290)
80	90	LIGHTS OUT SWEET DREAMS Bert Koempfert (Decca DL 4265)
81	83	FOR YOU Roger Williams (Kapp KL 1336)
82	73	OLIVER Original B'way Cast (RCA Victor LMOD 2004)
83	86	TELL HER YOU LOVE HER Frank Sinatra (Capitol T 1919)
84	82	LOU CHRISTIE (Roulette R 25208)
85	95	MY BOYFRIEND'S BACK Angels (Smosh MG 27039)
86	91	SAY WONDERFUL THINGS Patti Page (Columbia CL 2049)
87	89	THE SONGS I LOVE Perry Como (RCA Victor LPM 2708)
88	—	SMOTHERS BROTHERS AT THE PURPLE ONION (Mercury MG 20611)
89	93	JOHNNY'S NEWEST HITS Johnny Mathis (Columbia CL 2016)
90	—	GREAT SCENES FROM PORGY AND BESS Leontyne Price & William Worfield (RCA Victor LM 2679)
91	87	GREATEST AMERICAN WALTZES Connie Francis (MGM 4145)
92	72	THE HAPPY PUPPY Bert Fabric (Atco 155)
93	96	IRMA LA DOUCE Filmtrack (UAL 5109)
94	—	BEACH PARTY Annette (Buena Vista BV 3316)
95	92	HOOTENANNY Various Artists (Kapp KL 1330)
96	88	WHERE CAN YOU GO FOR A BROKEN HEART George Maharis (Epic LN 24064)
97	98	HONEY IN THE HORN Al Hirt (RCA Victor LPM 2733)
98	85	EASIER SAID THAN DONE Essex (Roulette R 25234)
99	99	THE GREAT ESCAPE Filmtrack (United Artists 55107)
100	97	SHE LOVES ME Original B'way Cast (MGM E 4118-2)

	Pos. Last Week	
1	1	BYE BYE BIRDIE Soundtrack (RCA Victor LSO 1081)
2	2	MOVIN' Peter, Paul & Mary (Warner Bros. WB 1473)
3	3	WEST SIDE STORY Film Track (Columbia OS-2070)
4	5	TRINI LOPEZ AT PJ'S (Reprise R 9 6093)
5	4	PETER, PAUL & MARY (Warner Bros. WB 1449)
6	10	RAMBLIN' New Christy Minstrels (Columbia CS 8855)
7	6	DAYS OF WINE AND ROSES Andy Williams (Columbia CS 8815)
8	9	SUNNY SIDE Kingston Trio (Capitol T 1935)
9	7	LAWRENCE OF ARABIA Soundtrack (Colpix SCP 514)
10	8	MY SON, THE NUT Allen Sherman (Warner Bros. WB 1501)
11	20	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles (ABC Paramount ABCS 465)
12	17	WIPEOUT Surforis (Dot DLP 25535)
13	15	HOLLYWOOD—MY WAY Nancy Wilson (Capitol ST 1934)
14	12	SHUT DOWN Beach Boys (Capitol ST 1919)
15	16	JOHNNY Johnny Mathis (Columbia CS 8844)
16	22	THIS IS ALL I ASK Tony Bennett (Columbia CS 8856)
17	13	HOW THE WEST WAS WON Soundtrack (SE T E 5)
18	11	THE BARBRA STREISAND ALBUM (Columbia CS 8807)
19	14	CLEOPATRA Filmtrack (20th Century Fox SXG 5008)
20	18	THEMES FOR YOUNG LOVERS Percy Faith (Columbia CS 8823)
21	19	SURFIN' U.S.A. Beach Boys (Capitol ST 1890)
22	23	SCARLETT O'HARA Lawrence Welk (Dot DLP 25528)
23	21	I LOVE YOU BECAUSE Al Martino (Capitol ST 1914)
24	25	MORE (SOUL SURFIN') Kai Winding (Verve V6 8551)
25	24	MONDO CANE Soundtrack (United Artists UAS 5105)
26	32	PETER NERO IN PERSON (RCA Victor LSP 2710)
27	26	RING OF FIRE Johnny Cash (Columbia CS 8853)
28	30	FRANK FONTAINE SINGS LIKE CRAZY (ABC Paramount ABCS 460)
29	40	THE SECOND BARBRA STREISAND ALBUM (Columbia CS 8854)
30	37	LET'S GO Ventures (Dolton BST 8024)
31	34	FOR YOU Roger Williams (Kapp KL 1336)
32	44	ELVIS GOLDEN RECORDS VOL. 3 Elvis Presley (RCA Victor LSP 2765)
33	27	UNIQUELY MANCINI Henry Mancini (RCA LSP 2692)
34	28	MOON RIVER Andy Williams (Columbia CS 8609)
35	36	JUST KIDDIN' AROUND Ray Conniff & Billy Butterfield (Columbia CS 8822)
36	41	HONEY IN THE HORN Al Hirt (RCA Victor LSP2733)
37	43	FOURTEEN 14 K FOLKSONGS Limelites (RCA Victor LSP 2671)
38	47	BLUE ON BLUE Bobby Vinton (Epic BN 26068)
39	32	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CS 8669)
40	45	SEPTEMBER SONG Jimmy Durante (Warner Bros WB 1506)
41	29	THE CONCERT SINATRA Frank Sinatra (Reprise R 9 1009)
42	33	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER Nat "King" Cole (Capitol ST 1932)
43	—	SHANGRI-LA Percy Faith (Columbia CS 8824)
44	38	LANGUAGE OF LOVE Jerry Vale (Columbia CS 8843)
45	35	I WANNA BE AROUND Tony Bennett (Columbia CS 8800)
46	39	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher (United Artists UAS 3290)
47	—	SONGS I LOVE Perry Como (RCA Victor LSP 2708)
48	42	WONDERLAND OF GOLDEN HITS Andre Kostelanetz (Columbia CL 2039)
49	46	STARDUST Boston Pops Orch. (RCA LSP 2670)
50	—	GREATEST AMERICAN WALTZES Connie Francis (MGM SR 4145)

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS

Indicates Strong Upward Move



## POP PICKS



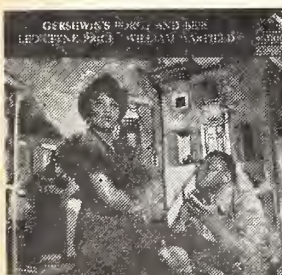
**"CONCERT IN THE PARK"**—Boston Pops/Arthur Fiedler—RCA Victor LM2677  
The Boston Pops Orchestra, under the very capable direction of Arthur Fiedler, is represented almost constantly on the charts, and this latest effort tagged, "Concert In The Park," could very well go the same route. The musical bill of fare runs the gamut of familiar classical, light classical and pop favorites. Included here are top-drawer renditions of "Victor Herbert Favorites," Funeral March Of A Marionette" and a medley of evergreens called, "Song Fest."



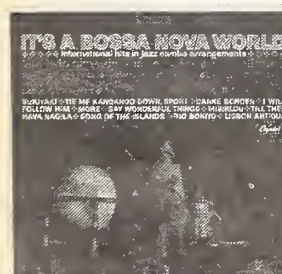
**"GOLDEN HITS"** — Orlons/Dovells — Cameo C1067  
The Orlons and The Dovells, two of the past year's best-selling vocal groups, recall some of their hit singles on this swinging amalgamation from Cameo. The groups are sure to pull plenty of second-time-around coin with this album of "Golden Hits" geared for teen approval. Solid sides here are "South Street," "Not Me," "You Can't Sit Down" and "Bristol Stomp."



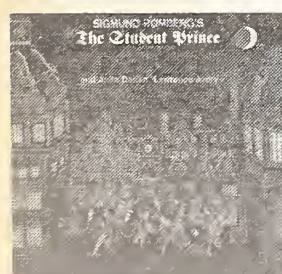
**"SHE LOVES ME"**—Jack Jones—Kapp KL 1337  
Jack Jones takes a musical swing at Broadway on this new Kapp LP outing and comes off with all of his expected poise and verve. The youthful chanter has selected a varied program of tunes from current and while-back shows including both ballads and uptempo items. The songster shines on "Real Live Girl," "I Believe In You" and "On The Other Side Of The Tracks." One of the artist's best sets to date.



**"GREAT SCENES FROM PORGY AND BESS"**—Leontyne Price/Wm Warfield — RCA Victor LM2679  
Metropolitan soprano Leontyne Price heads an outstanding cast of performers (e.g. William Warfield, McHenry Boatwright, John Bubbles) on this first-rate production of scenes from Gerhswin's monumental folk opera, "Porgy And Bess." With the RCA Victor Orchestra conducted by Skitch Henderson, and the chorus led by Leonard de Paur, the result is a masterful wax performance that should make an early chart appearance. Memorable bands here are "Summertime," "I Got Plenty Of Nuttin'," and "Bess, You Is My Woman."



**"IT'S A BOSSA NOVA WORLD"** — Laurindo Almeida—Capitol ST1946  
Laurindo Almeida, who struck paydirt with his first two bossa nova albums on Capitol, makes a strong bid for similar success with this third stanze. This time out, the orkster-guitarist aims his talents at a bevy of best-sellers—some old, some new. Backed by the Bossa Nova All Stars, Almeida comes up with some inventive interpretations of such biggies as "Sukiyaki," "I Will Follow Him" and "Lisbon Antigua." An easy-paced, Brazilian-flavored set geared for solid listening and dancing pleasure. Could make it.



**"THE STUDENT PRINCE"** — Peters, Peerce, Tozzi—Columbia—OL5980  
Sigmund Romberg's delightfully melodic "Student Prince" gets a top-flight disk-revival on Columbia by a stellar cast headed by Roberta Peters, Jan Peerce and Giorgio Tozzi. Vet conductor Franz Allers directs the orchestra and Merrill Staton Choir. Considered by many to be Romberg's best musical, this performance is brilliant and is sure to be a strong item at the marketplace. Highlight tracks are "Serenade," "Drinking Song" and "Deep In My Heart."



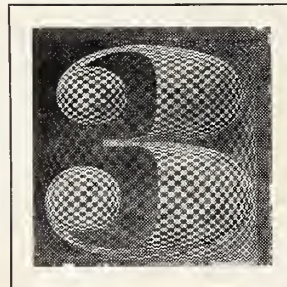
**"BUDDY GRECO SINGS FOR INTIMATE MOMENTS"**—Epic LN 24057  
Buddy Greco has earned many laurels in the past with his highly-distinctive romantic stylings but this new Epic LP release ranks as one of the chanter's best efforts in recent years. While effectively backed by Dave Grusin's Enchanted Voices and a lush, full ork Greco dishes-up first-rate readings of "This Is All I Ask," "Days Of Wine And Roses" and "I Wanna Be Around." Loads of potential here.



**"FLATT AND SCRUGGS AT CARNEGIE HALL"**—Columbia CL 2045  
All the excitement and electricity of Flatt and Scruggs' short while back Carnegie Hall concert is captured on this top-flight "live" set from Columbia. The vet bluegrass-folk musicians and the Foggy Mountain Boys turn in outstanding readings of "Salty Dog Blues," "Dig A Hole In The Meadow" and "Take This Hammer." LP seems destined to score in the coin department.



**"THE GOOD LIFE"**—Kathy Keegan—Malibu 100  
Kathy Keegan tags this premier album on Malibu after her recent click single, "The Good Life," and includes eleven other tastefully delivered ballads. The songstress is one of the fine new talents to come on the scene during the past year and this session is sure to gain her wide recognition. The lark feelingfully reads such melodic goodies as "Call Me Irresponsible," "London By Night" and "Once Upon A Summertime."

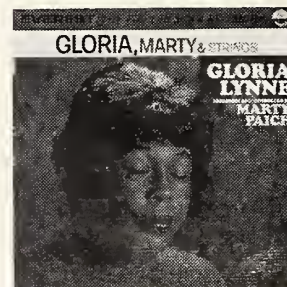


**"THE BIG 3"**—FM 307  
The Big 3, which consists of Time Rose, Cass Elliot and Jim Hendricks, is a new pop-folk trio with a distinctive, moving brand of harmony. Unlike many of their folk peers this crew is not afraid to display fine singing and sensitive phrasing as they offer standout readings of such favorites as "Rider," "Young Girls Lament" and "Dark As A Dungeon." A group to watch.

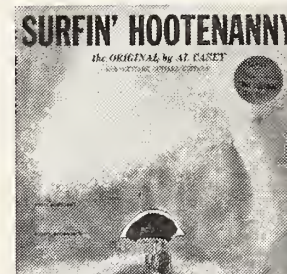
## POP BEST BETS



**"THE ROBERT SHAW CHORALE ON TOUR"**—RCA Victor LM 2676  
The Robert Shaw Chorale received many laurels for their recent series of concert tours and this handsome Victor offering perfectly captures some of the group's most memorable selections from their tours. Highlights of this fine disk are "The Nightingale" and "Sometimes I Feel Like A Moanin' Dove." Collectors should come out in droves for this package.



**"GLORIA, MARTY & STRINGS"**—Gloria Lynne—Everest 5220  
The concept of putting a blues singer in a strings setting is not a new one but it's obviously effective for Gloria Lynne as evidenced by this set which the lark cut during her days with Everest. Marty Paich, who conducts the ork, has created some exciting, full-bodied arrangements exactly right for the artist's sensual style. Best listening bets here include "I Should Care," "My Devotion" and "What Is There To Say."



**"SURFIN' HOOTENANNY"**—Al Casey—Stacy STM100  
Al Casey, who had a recent chart-rider with "Surfin' Hootenanny" cashes in on the success of the single with this debut LP on Stacy. The guitarist launches the session with the title tune and follows it up with a host of lively surfin' tunes highlighted by a swinging organ and some pulsating percussion. Bets here are "Guitars, Guitars, Guitars," "Lonely Surfer" and "Surfin' Blues (Parts 1 & 2)." Set should pull coin.

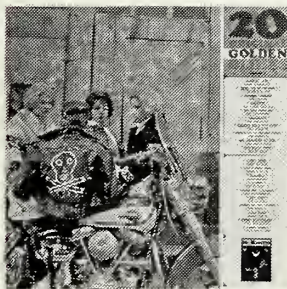


**"CHASING A DREAM"**—Bill Pursell—Columbia CL 2077  
The talented pianist displays an imaginative, romantic keyboard approach on this formidable set of well-known and original country and pop items from Columbia. While superbly backed by Grady Martin's lush ork, Pursell turns in some top-drawer readings of "Chasing A Dream," "Pride" and "Summer Is Gone." Kudos go to Bill Justis for some excellent arrangements. Fine fare for either dancing or listening pleasure.





**"WALTZ WITH ME, DELLA"**—Della Reese—RCA Victor  
Della Reese, who can belt a tune with the best of them, turns tender on this new Victor album out-  
ing aimed at the waltz. The lark delivers each  
waltz in caressing fashion guaranteed to delight  
her many fans. The songstress is at her very best  
on such grand oldies as "Falling In Love With  
Love," "I'll Be With You In Apple Blossom Time"  
and "Always." Disk is an ear-captivating pack-  
age.



**"20 ORIGINAL GOLDEN OLDIES VOL 3"**—  
Various Artists—Mr. Maestro 1111  
Douglas "Jocko" Henderson comes up with a  
third package of Golden Oldies on Mr. Maestro  
geared especially for the dancing and listening  
pleasure of the teen crowd. All of the bands here  
scored in sales and spins the first time out and  
could do it again via this package. Included here  
are "Duke Of Earl," "Do You Love Me," "Moon  
River," "Please Mr. Postman" and "Soul Twist."



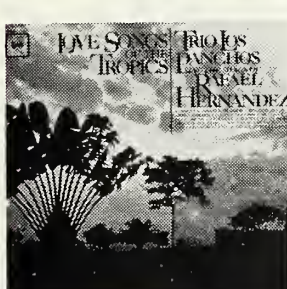
**"PIANO WITCHCRAFT"**—Cy Coleman—Capitol  
ST 1952  
The multi-talented Cy Coleman displays both  
his keyboard and composing talents on this new  
Capitol set. On this album Coleman plays a warm  
bevy of his own compositions of recent and while-  
back vintage with a commanding, sensitive au-  
thority. Highlights of the disk include "Witch-  
craft," "Hey, Look Me Over" and "You Fascinate  
Me So." Deejays will find plenty of program-  
mable material here.



**"COLOR HER GREAT"**—Vikki Carr—Liberty  
LST 7318  
Newcomer Vikki Carr makes a significantly pro-  
fessional wax debut on this delightful Liberty set  
of evergreens. The lark has a bell-clear, wide-  
range voice and a sensitive jazz-flavored style of  
legit phrasing. The songstress is effectively show-  
cased on "Bye Bye Blackbird," "Somewhere In  
The Night" and "Hey, Look Me Over." An im-  
pressive performance.



**"MOANIN' N' GROANIN'"** — Tip & Tinker,  
Charlie Scott—Audio Fidelity AFLP 2110  
The label showcases the accomplished talents of  
George "Tip" Tipton and Joseph "Tinker" Lewis,  
who both compose and sing tenor, and chanter  
Charlie Scott on this polished folk set. Tip and  
Tinker have created some first-rate folk-gospel  
items which they deliver with authority and  
verve. Among the highlights here are "I'm On  
My Way," "Donkey Gold" and "Big Red." Disk  
should spark plenty of consumer interest.



**"LOVE SONGS OF THE TROPICS"**—Trio Los  
Panchos—Columbia EX5102  
The Trios Los Panchos add to an impressive cat-  
alog of international best-selling LP's with this  
new outing on Columbia devoted to the songs of  
Rafael Hernandez. The boys display a lot of mu-  
sicianship and a strong vocal talent on these  
tunes which have gained wide acceptance both  
North and South of the border. Best bets here are  
"Enamorado De Ti," "Perfume De Gardenias"  
and "No Me Quieras Tanto."



**"FOR ADULTS ONLY"**—Belle Barth—Riot R301  
Belle Barth, sometimes lightly risque and some-  
times laughingly lewd, evokes gales of laughter  
from her nitery audiences. This session, recorded  
live at the El Morocco in Montreal, is no excep-  
tion. Aptly tagged, "For Adults Only," the com-  
edienne proves herself a craftsman of double en-  
tendre and timing. Although the set is not geared  
for airplay, the laffgal's legions of admirers will  
surely come out in strength for it.



**"STRANGE TRUTHS"**—Tom O'Neil—Petal 1000  
Tom O'Neil, editor of the *Psychic Observer* and  
a frequent contributor to the TV series, "One  
Step Beyond," has gathered together 18 tales of  
psychic phenomena culled from thousands of re-  
ports and authenticated. O'Neil tells the stories  
in a straight-forward manner enhanced by eerie  
sound effects. Despite the offbeat material, the  
album is excellently produced and merits special  
attention.

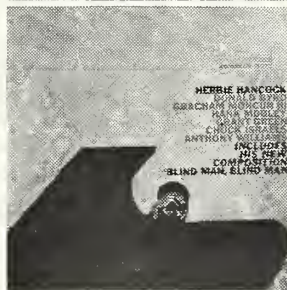


**"HEART WARMING SPIRITUALS"**—The Con-  
solers—Nashboro 7016  
The Consolers, a husband and wife team, are gos-  
pel singers in the purest tradition, and the spiri-  
tuals offered here are inspirational and reverent.  
Both members have big voices and use them feel-  
ingly but with plenty of spirit to create a  
mood of religious excitement. Lively bands are  
"Waiting For My Child," "Won't It Be Grand"  
and "One Of These Mornings."

## JAZZ PICKS

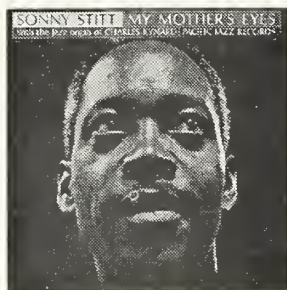


**"CRISS-CROSS"** — Thelonious Monk—Columbia  
CL 2038  
For his second Columbia set Thelonious Monk  
offers an engaging program of some of his  
comparatively conservative compositions. While  
backed by his small closely-knit combo consisting  
of Charlie Rouse on tenor sax, Frankie Dunlop  
on drums and John Ore on bass, the 88'er devel-  
ops some intricate chromatic progressions on  
"Criss-Cross," "Eronel" and "Rhythm-A-Ning".  
Jazzophiles should come in force for the album.



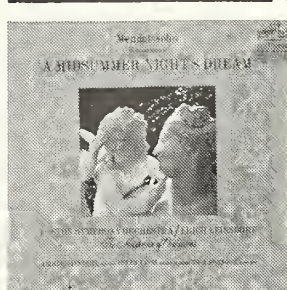
**"MY POINT OF VIEW"**—Herbie Hancock—Blue  
Note 4126  
With this new Blues Note session pianist Herbie  
Hancock has really come of age. The 88'er dis-  
plays a distinctive, original midstream approach  
and his ability as a leader is also firmly evi-  
denced. Hancock swings on a fine batch of his  
own compositions including "Blind Man, Blind  
Man," "A Tribute To Someone" and "A What If  
I Don't." Top-notch listening throughtout.

## JAZZ BEST BET



**"MY MOTHER'S EYES"**—Sonny Stitt—Pacific  
Jazz 71  
Sonny Stitt, one of the old school saxmen, comes  
up with a top-drawer, easy-paced set on Pacific  
Jazz. Backed by Charles Kynard on organ, Ray  
Crawford on guitar and Doug Sides on drums,  
Stitt plays only the tenor sax here as he lyrically  
surveys "Blue Skys," "My Mother's Eyes" and  
"Summer Special." The group follows an almost  
straight melodic line and fuses it with a potent  
jazz flavor via the rhythm section. Nothing far  
out here, jazz purists will find it a treat.

## CLASSICAL PICK



**"A MIDSUMMER NIGHT'S DREAM"**—Boston  
Symphony/Leinsdorf—RCA Victor LM2673  
Here is a superb recorded performance of Men-  
delssohn's incidental music to "A Midsummer  
Night's Dream" from Victor by the Boston Sym-  
phony Orchestra with Erich Leinsdorf at the  
helm. Sopranos Arlene Saunders and Helen  
Vanni provided the vocals and Inga Swenson the  
narrations. Artistically executed by all con-  
cerned, the set is also available in a deluxe lim-  
ited edition that includes a pair of Boydell prints  
and commentary by George Marek. Both the lim-  
ited and the standard versions are worthy addi-  
tions to the shelf of the classical devotee.

## CLASSICAL BEST BET



**OFFENBACH: Overtures;** Jean Martinon con-  
ducting the London Philharmonic Orchestra —  
Richmond B 19098  
Five delightful Offenbach Overtures ("Orpheus  
In The Underworld," "La Belle Helene," "Blue-  
beard," "The Grand Duchess of Gerolstein" and  
"Le Maraige Aux Lanternes") are given superb  
orchestral treatments by the London Philhar-  
monic Orchestra conducted by Jean Martinon on  
this new Richmond release. Every effort has been  
made to present the works with their original  
gay flavor and Martinon's firm baton perfectly  
accomplishes this. Superior classical disk.





# 10<sup>TH</sup> ANNIVERSARY OF KERMIT SCHAFER'S UNCENSORED...

*introducing the latest Blooper release...*



## WASHINGTON BLOOPERS

WPMB-11

### The Cash Box

VOL. XXI—NO. 28 MARCH 26, 1960



THE CASH BOX photo shows Della, the producer Kermit Schaffer (right) and Jerry Blaine (left) with the new BLOOPER album from Jerry Blaine, Jubilee Record Co. president, in commemoration of the sale of one million copies of the album.

"THE BLOOPER" concept of comedy was an entirely new idea, conceived by Kermit Schaffer and in association with Jerry Blaine, prexy of Jubilee Records (now chairman of the board of The Cosnat Corporation). It has gone far to achieve the status of a "standard" in the comedy field. The forerunner of all "modern" comedy albums, the BLOOPERS have appealed to, and

created, a loyal following for successive BLOOPER albums. The latest in this fabulous success story is the WASHINGTON BLOOPERS which incorporates the incomparable "off-beat" material and "bloopers" of our Washington representatives and other public and semi-public officials. "It's hard to believe your own ears . . . but it's all true."

ATTENTION, DJ's

IN CONJUNCTION WITH 10TH ANNIVERSARY, WATCH FOR SPECIAL "BLOOPER CONTEST" FOR DJ'S ONLY. FABULOUS PRIZES! WATCH FOR DETAILS IN MAIL.





# BLOOPERS

*Presenting*

A NEW CONCEPT IN COMEDY ALBUM PACKAGING!

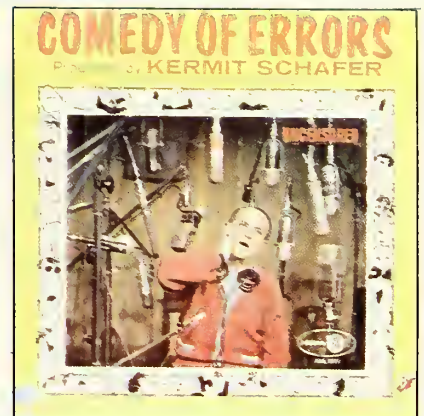
NOW—repacked in new and attractive 4-color covers, the ever-popular, ever-in-demand first 8 BLOOPER ALBUMS are ready for new generations of BLOOPER FANS.

The growth of these albums—primarily by word-of-mouth advertising—is truly phenomenal. These albums have become "standards" in the record industry and all indications point to increased sales for years and years to come.

Be sure you have ALL the BLOOPERS in stock—you can't do business from an empty wagon!

REMEMBER:

The first BLOOPER ALBUM has sold over 1,000,000 copies since its inception ten years ago!



COMEDY OF ERRORS

JGM 2001



SLIPPED DISKS

JGM 2002



PRIZE BLOOPERS

JGM 2003



SUPER BLOOPERS

JGM 2004



OFF THE RECORD

JGM 2005



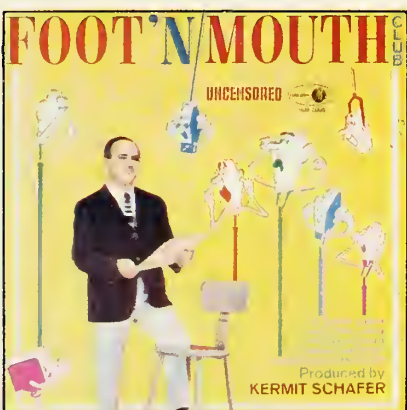
STATION BREAKS

JGM 2006



FUNNY BONERS

JGM 2007



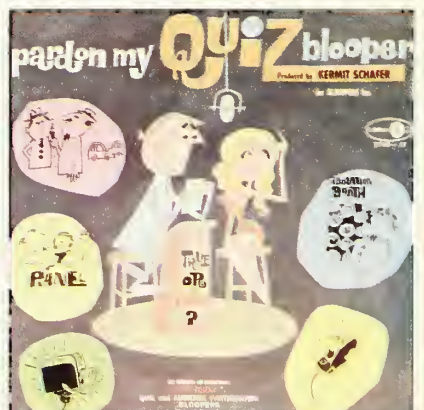
FOOT 'N' MOUTH CLUB

JGM 2008



SPORTS BLOOPER!

SPMB 9



QUIZ BLOOPER

QPMB 10



**COLUMBIA** 

**DONNA  
THE  
PRIMA  
DONNA**

**DION DI MUCI**  
4-42852

**I WANT  
TO STAY  
HERE**

**STEVE & EYDIE**  
4-42815

**LOUIE  
LOUIE**

**PAUL REVERE  
& THE RAIDERS**  
4-42814

**EVERYBODY  
GO HOME**

**EYDIE GORME**  
4-42854



**RADIO ACTIVE  
CHART**

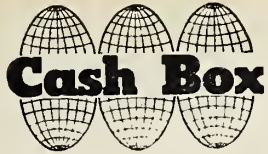
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate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

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
32%	Crossfire—Orlons—Cameo			32%
31%	Busted—Ray Charles—ABC Paramount			91%
30%	Point Panic—Surfaris—Decca			30%
29%	Honolulu Lulu—Jan & Dean—Liberty			68%
29%	A Love So Fine—Chiffons—Laurie			91%
28%	Don't Think Twice, It's Alright—Peter, Paul & Mary—		Warner Bros.	36%
27%	Donna The Prima Donna—Dion DiMuci—Columbia			68%
27%	Deep Purple—Nino Tempo & April Stevens—Atco			27%
26%	Fools Rush In—Rick Nelson—Decca			48%
25%	September Song—Jimmy Durante—Warner Bros.			45%
25%	Ching-A-Ling Baby—Rocky Fellers—Scepter			42%
24%	I Can't Stay Mad At You—Skeeter Davis—RCA Victor			43%
23%	Bust Out—Busters—Arlen			39%
22%	Washington Square—Village Stompers—Epic			35%
21%	My Babe—Righteous Bros.—Moonglow			34%
20%	Two Tickets To Paradise—Brook Benton—Mercury			70%
20%	Red Sails In The Sunset—Fats Domino—ABC Paramount			27%
19%	You Lost The Sweetest Boy—Mary Wells—Tamla			19%
19%	That Boy Of Mine—Sherrys—Guyden			19%
18%	I'll Take You Home—Drifters—Atlantic			83%
17%	Please Don't Kiss Me Again—Charmettes—Kapp			17%
17%	Hickory Dickory Dock—Baby Jane & The Rockabys—		Spokane	17%
17%	Everybody—Tommy Roe—ABC Paramount			17%
16%	Pull The Covers Right Up—Tran Sisters—Imperial			16%
15%	Sugar Shack—Jimmy Gilmer & Fireballs—Dot			52%
14%	Baby, Get It—Jackie Wilson—Brunswick			14%
13%	Welcome Home—Shelley Fabares—Colpix			13%
12%	Only In America—Jay & The Americans—United Artists			78%
11%	Jenny Brown—Smothers Bros.—Mercury			11%
10%	Dear Abbey—Hearts—Tuff			10%

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

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Mean Woman Blues Ray Orbison (Monument)	59%	Nite Life Rusty Droper (Manument)	60%	Let's Fall In Love Linda Scatt (Cangress)	32%
Elephant Walk Donald Jenkins & Delighters (Cortland)	70%	Childhood Sweetheart Bobby Rydell (Camea)	8%	Eefononny Ardells (Epic)	6%
Blue Boyou Roy Orbison (Manument)	65%	He's Mine Alice Wonderland (Bordell)	95%	Morio Elena Los Indas Tobajoras (RCA Victor)	21%
The New Breed Jockie Wilson (Brunswick)	8%	Thot Sunday, Thot Summer Not Cole (Copitol)	58%	Little Eeefin' Annie Jae Perkins (Manument)	6%





# PLATTER SPINNER PATTTER

The broadcasting and advertising industries have enthusiastically received Capitol Library Service's new production music series as a logical answer to background music problems, according to Bill Loose, coordinator of the music series. More than a hundred radio and TV stations and ad agencies have already entered a subscription to the new series. In addition a number of producer responses to the original promotion have generated since the introduction of the series late in July. Success of the series is credited to the fact that it is all new music, especially written and arranged to provide production backgrounds for general broadcast use, for commercials, and other programs. The music is arranged by types rather than titles, keyed to the needs of producers and station personnel. Loose stated that special supplements are in preparation. Original subscribers to the series will be able to obtain these supplements on a per disk basis at special rates.

The search is on to find Mr. Average Washington Redskin football fan, and when "Joe Redskin" is found he'll receive an array of prizes and awards totalling thousands of dollars. "Instead of players who are paid and usually receiving awards, why not honor "Joe Redskin," the most typical Washington Redskin fan," says Ben Strouse, president and general manager of WWDC-Washington, which is conducting the search. "The winner will not be based on attendance alone, but rather in all around points of a typical Redskins football fan," added Strouse.

One of the all-time favorite radio programs returned to the air last week when Paul Brenner brought his "Requestfully Yours" show to WJRZ-Newark. Brenner will be heard in his familiar format of playing listeners' requests from 6 PM to 8 PM, Monday through Saturday on the outlet. The program, which originated on WAAT-Newark, was so popular during World War II that the Armed Forces Radio Network relayed the program to the men in service all over the world.

Bill Bennett, who spins 'em on WLOL-St. Paul-Minneapolis, will appear at the 41st Payne Avenue Harvest Festival to be held in St. Paul September 11th through 17th. Bennett will act as master of ceremonies for the Coronation of the Queen September 17th. Bennett broadcasts on WLOL daily 2:00 to 6:00 PM as host on the "Bumper to Bumper Club."

The Greater Detroit Chapter of ALSAC, Aiding Leukemia Stricken American Children, once again, for the second consecutive year, gave WJBK-Detroit national recognition for another outstanding performance during the 1963 Danny Thomas "Teenage March Against Leukemia." In 1962 the station secured \$39,000 for ALSAC. This year national recognition was accorded WJBK for another singular achievement in recruiting more than 8,000 Detroit teens who were willing and eager to help Danny Thomas in his march against leukemia. Detroit's teen collected more \$38,000 this year.

WINS-New York's Muarry the "K" has proven that rock 'n' roll is bigger than ever. The deejay is breaking every existing record at the Brooklyn Fox Theatre, with lines all the way around the block every show.

KHJ-Hollywood recently presented a special two-hour salute to the late Glen Gray of Casa Loma fame, with Cal Milner producing-announcing. The all-time top records of the Casa Loma

band were played, with Milner narrating incidents from Gray's life. . . . Hundreds of listeners recently flocked to a discount store in Canoga, Calif. in response to KHJ spinner Mort Crowley's invitation to come out and guess their weight—for some free Metrecal. Deejay plugged his personal appearance for a week, asking audience to guess their weight. Those who came to the store and guessed weight accurately, won free diet drink. Store management reported a record turnout for the gag weight contest.

Canada's CTV television network will inaugurate its 1963-64 season with an hour-long folk music special, "Something To Sing About," on Sunday, September 15th. The program will mark the completion of the last link—Montreal to Halifax—in CTV network's instantaneous coast-to-coast microwave system. Oscar Brand, Winnipeg-born singer and author, will be the host. Canadian singers and musicians will appear against colorful scenic backgrounds in five regions across Canada, keying the variety of the country's folk legends.

WABC-New York's listeners are invited to send birthday greetings to the United States Air Force on the occasion of its 16th birthday, Sept., 1963. For the most artistic, unusual and most humorous birthday card, the creators will receive an Air Force X-15 Rocket plane model as a prize.

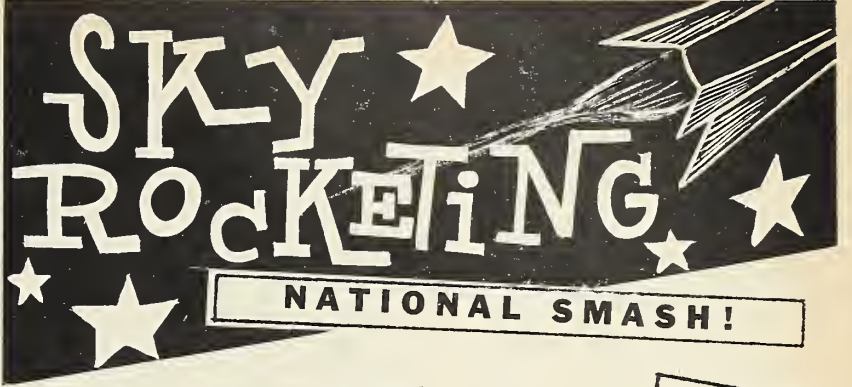
Gene Wood, a KFVB-Los Angeles deejay, has been cast by producer Hugh Benson for a role in Sinatra Enterprises' "For Those Who Think Young" which is currently filming in Hollywood for United Artists release. Wood appears in a nightclub sequence with comedian Woody Woodbury who, off screen, is the star of ABC-TV's "Who Do You Trust" show.

Repeating a performance of last year, deejays from KMEN-San Bernardino will launch a marathon walk between the cities of San Bernardino and Riverside. Last year's event was highlighted by over 30 hours of continuous walking by two of the deejays who literally walked themselves into the hospital. The "Second Annual KMEN Walk-Back-And-Forth" will differ from 1962's in that it has a purpose. The radio will be walking in two relay teams representing the Crippled Children's Societies of San Bernardino and Riverside counties. While hiking the 18-mile course the men will be carrying "Buck Buckets" for the collection of public donations along the way.

Harold Keown, general manager of WQSN-Charleston, S. C., sends along word that for the past few months the outlet has been sponsoring a contest called "Play Radio Zip Code." Based on postal area zip codes in combination with random selected initials, deejay "Mr. Q" awards five and ten dollar checks to parties who show up within a limited period of time with the announced Zip Code Number and the right initials.

#### VITAL STATISTICS:

Bob McAllister, formerly with WTAR-TV-Norfolk, is now associated with WJZ-TV-Baltimore. . . . Bob Dahlgren is a new deejay on WJAS-Pittsburgh. . . . Bob Manning, exits his air niche on WICE-Providence to assume similar duties on WMEX-Boston. . . . Dave Allen, formerly a spinner on KEEL-Shreveport is now on WTUF-Mobile as a deejay and music director. . . . Lee Gray given the green light as program director of WABY-Albany. . . . Don Howard is now spinning 'em on KOGO-San Diego.



## "TALK TO ME"

EXCITING NEW TALENT! SUNNY and the SUNGLOWS



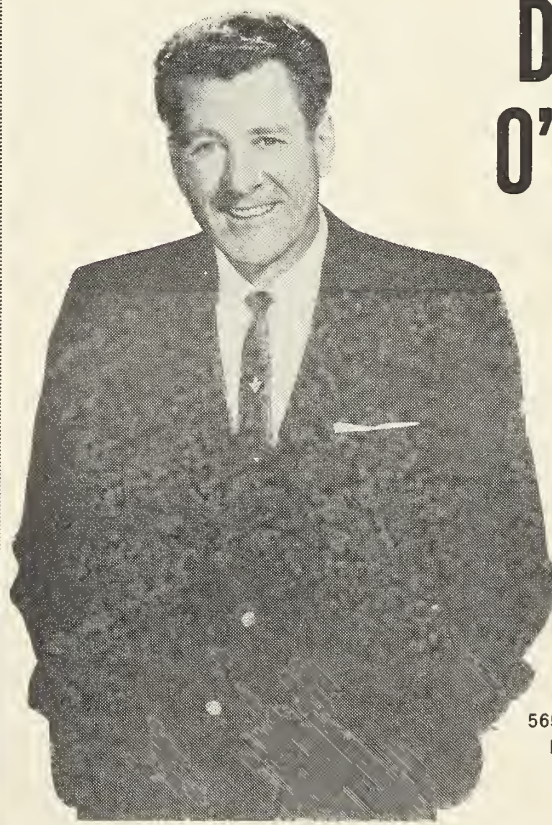
TEAR DROP #3014



JAMIE/GUYDEN DIST. CORP. PHILA. 21, PA.

## THE HOTTEST NEW RECORD

IT Started C&W it's gone POP now!



## DOYE O'DELL

### HAMMER & A NEEDLE

c/w

### Little Scraps Of Paper

45-362

## Sand Records

5653 1/2 Hollywood Boulevard  
Hollywood 28, California  
HOLLYWOOD 9-1527  
(Area Code 213)





THE MOST  
TALKED OF SONG  
OF THE YEAR!

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

Headed For The Target . . .

#1

**"CROSSFIRE"**  
**THE ORLONS**

C-273

THE BIG ONES ARE ON, CAMEO/PARKWAY

NINA SIMONE

**"LITTLE  
LIZA JANE"**

CP 703



Watch It Climb!

La Brenda Ben

**"JUST BE  
YOURSELF"**

Gordy 7021

**GORDY RECORDS**

Detroit, Mich.

**"TEENAGE LETTER"**

Jerry Lee Lewis

b/w

**"SEASONS OF MY HEART"**

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

**PHILLIPS INT.  
RECORDS**

639 Madison Memphis, Tenn.

ROY AGEE

**"YOU HIT ME  
WHERE IT HURTS"**

Shirley 111

Dist. by ATLANTIC

**ATLANTIC RECORDS**  
N.Y., N.Y.

## Trini & His Fans



LOS ANGELES—Over 2,000 teenagers recently mobbed Los Angeles International Airport last week to get a glimpse of new teen idol, Reprise's Trini Lopez. The chanter, a hometown boy, was returning from a round of personal appearances and was due to open the next evening at his home base of PJ's, popular Hollywood nitery. Lopez is currently pulling loads of loot with his "If I Had A Hammer" single and "Trini Lopez At PS's" LP.

## Carnegie Benefit Bill: Frank Sinatra & Lena Horne

NEW YORK—Frank Sinatra and Lena Horne will appear on the same program, in person, at Carnegie Hall for the benefit of the Gandhi Society and the Student Non-Violent Coordinating Committee and the Foundation for International Child Health, Inc., respectively, on Saturday, Oct. 5, and Sunday, Oct. 6.

The famed singers, who have never appeared on a stage together before, were approached by Harry Belafonte, who is actively involved with both organizations, to give of their talents on the two named evenings, which will be utilized to benefit both organizations. Belafonte and his own company, Belafonte Enterprises, will produce the shows for both evenings.

The Gandhi Society was formed by leading lawyers, clergymen and other civic leaders for the purpose of affording adequate financial and legal support for the projects of the varied recognized Civil Rights organizations in our country. It will jointly sponsor the Saturday evening appearance with the Student Non-Violent Coordinating Committee, the Civil Rights group formed for the express purpose of coordinating student groups throughout the country in a special and planned campaign for the achievement of certain specified goals within the framework of the Civil Rights struggle.

The second evening's performance will be sponsored by the Foundation for International Child Health, Inc., formed just a little over a year ago as a private, voluntary, non-political and non-sectarian organization, for the purpose of promoting the health and well being of children the world over, with particular emphasis on the merging countries of Asia, Latin America and Africa.

Belafonte, himself, has performed benefit concerts for both organizations and is an active sponsor of both. Sinatra and Lena Horne will offer a two act program of songs, individually, with Nelson Riddle conducting for Sinatra and Lennie Hayton for Miss Horne. Tickets range from \$5 to \$400.

## MGM's Wooley Single Ties-in With "Hootenanny" Pic

NEW YORK—MGM Records has released folk singer Sheb Wooley's recording of "Hootenanny Hoot" to coincide with saturation openings of the new MGM musical "Hootenanny Hoot" throughout the country.

Song, which Wooley also sings in the film, was written by Wooley and "Hootenanny Hoot" musical director Fred Karger. "Hootenanny Hoot" was produced by Sam Katzman and directed by Gene Nelson. Peter Breck, Ruta Lee, Joby Baker and Pamela Austin head cast.

## "Judy" Show To Mark Maharis' Return To TV

NEW YORK—George Maharis has been signed to appear as the featured guest star on "The Judy Garland Show" with taping of the segment to take place in California Sept. 27, with a scheduled Oct. 6th air date on CBS-TV.

This will mark Maharis' singing debut on TV and his return as a performer on video, after an extended absence when stricken with hepatitis while starring on "Route 66." The actor-singer heard on the Epic label, was scheduled to make his singing debut on "The Ed Sullivan Show" last June 16, but was prevented from doing so by the serving of a ninety page brief by the producers of the "Route 66" show, requesting an injunction to enjoin Maharis from working for anyone but them. This injunction was subsequently denied by the Supreme Court of New York County, clearing the way for Maharis to work in any and all media.

He will sing a number of selections from a forthcoming, as yet untitled album, and will join Miss Garland in two duets and a sketch on the program. Maharis first met the internationally famed songstress in New York early this year, when negotiations for his appearance on her weekly TV show began in earnest.

Additional TV appearances, among them "The Ed Sullivan Show" and dramatic appearances on "The Eleventh Hour" and "The Defenders," are now being set for Maharis.

## Rydell Due Back At Las Vegas Nitery

NEW YORK—Bobby Rydell, Cameo-Parkway recording star, makes a return engagement at Las Vegas' Sands beginning Sept. 21 for four weeks.

This will be the first trip back to the West for Rydell since his Columbia film, "Bye Bye Birdie." After his stint at the Sands, the young singer flies to the Coast to fulfill television commitments and for a huddle with 4 Star Productions for projected TV plans.

## Pat To West Coast Talent Agency

HOLLYWOOD—Stan Pat, formerly midwest & west coast radio & TV artist promo manager for RCA Victor Records, has been appointed west coast manager for Gerard W. Purcell Associates, an artist management firm handling such acts as Al Hirt, Clancy Bros., Gretchen Wyler, Oscar Brand and others. Pat's post with Victor covered a six year period.

## Capitol "Flipper" Promo

HOLLYWOOD—A nationwide promotion campaign is in full swing for Capitol's new single, "Flipper," a flick main-title novelty song created by Flipper and the Hollywood Children's Chorus.

The single, which is being released this week (16) is from the MGM film of the same name and contains the official voice of the dolphin who was named the "Spokesman for National Safe Boating Practices."

Highlights of the promotion include special showings of the MGM film for deejays and their children; ing) for branches throughout the film clips with the record (as backcountry; display browser boxes to be used on counters in record shops and a colored sleeve accompanying each record which pictures a boy and the dolphin playing together in the water.

## Add So. African Pubbery

NEW YORK—In the Aug. 10 Annual Directory Issue, the listing of South African music publishing firms failed to list Segal's Publishing Co. of 19 Riebeeck Street, Cape Town. Firm, headed by Charles Segal, is a member of the South African Society of Composers, Authors & Music Publishers, Ltd. (SAFCA).

## East Meets West



NASHVILLE—A pair of the nation's top guitarists recently met in Nashville to discuss the finer points of their art. Shown in the above pic are Al Caiola (left), dean of the east coast men and Grady Martin, top country plunker, joining forces in the Music City for Caiola's newest United Artists LP, "City Guy Goes Country."

## "Live" Encore For Weston's "Bells" LP

HOLLYWOOD—The success of the "live" staging of Paul Weston's Capitol album, "The Bells of Santa Ynez," presented at a benefit charity performance for the Santa Ynez Mission in Solvang, California, last month, will be re-enacted this week (19-21) in the same community. This time, the presentation will be in collaboration with the Danish citizens of that area during their annual Danish Days festival.

Weston, musical conductor of CBS-TV's upcoming "Danny Kaye Show," will attend the three-day celebration along with his wife, singer Jo Stafford. Inspiration of the album, according to Weston, was prompted by the history of the early California padres.

Weston has been a visitor to the Santa Ynez Valley for the past 14 years and is a familiar figure in that vicinity. The theme of the choral production will be, as the album describes, the part the bells play in the daily lives of the people, from the awakening morning bells to the evening Poor Soul's chimes.

The mission children's chorus will be used for the choral effects. Weston's themes were inspired by four musical bases—Indian, Spanish, religious, and Mexican, which he describes as a blend of Indian and Spanish but with a definite character of its own.

## Mattola To Cut 8th Album For Command

NEW YORK—Guitarist Tony Mattola will record his eighth album for Command Records next month for release in late Oct., it has been announced by Enoch Light, executive director.

Mattola, a featured guitarist on the Perry Como TV'er with occasional appearances on the "Tonight" and Mitch Miller shows, has had several of his earlier albums listed on the LP charts.

## Rothchild To Elektra In A&R Department

NEW YORK—Jack Holzman, Elektra Records topper, has announced the appointment of Paul Rothchild to the label's A&R staff. Rothchild recently left the Prestige label, where he worked in folk A&R, and previous to that, he was involved in the distrib and retail areas of the music business. He will share with Holzman and Mark Abramson the recording duties of the expanding talent roster of Elektra and Crestview, an affiliate.



# CORE

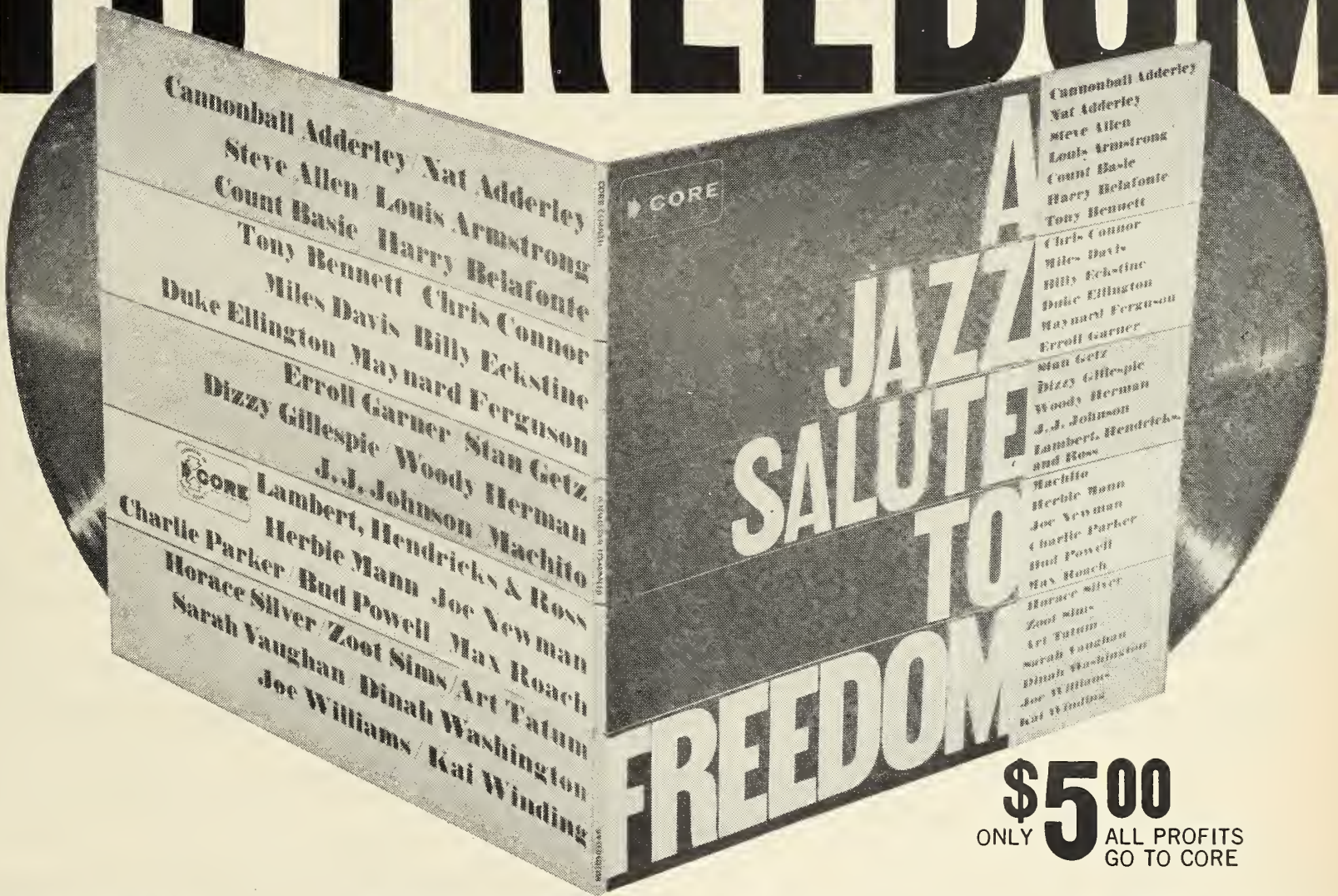
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## SAME OLD PLACES

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IT'S ALL RIGHT

ABC-10487



### Colpix Gets TV Soundtrack Of Liz Taylor's "London" Tour

NEW YORK—Elizabeth Taylor, the screen's "Cleopatra," is coming to records.

Don Kirshner, exec vice-president of the music and record division of Columbia Pictures-Screen Gems TV, announced last week that Colpix Records has secured the album rights to the original TV sound track of the upcoming CBS-TV special, "Elizabeth Taylor in London." The program will be televised on Sunday, Oct. 6, at 10:00 P.M. (E.D.T.) over CBS-TV. It will mark the actress' video debut. The LP is Miss Taylor's first performance for a major disk company.

London-born Miss Taylor will act as hostess, introducing places and reviewing events in London which have been of particular importance to her life and career. The format of the show is casual and conversational. In addition to guiding her audience through the great city, she will read from the works of William Wordsworth, Elizabeth Barrett Browning, Sir Winston Churchill and the writings of Queen Elizabeth and Queen Victoria among others.

The telecast was written by S. J. Perelman, who won an Academy Award for his script of "Around the World in 80 Days," and Lou Solomon, well-known TV writer, who lists "Wide Wide World" among his credits. The background music was composed by John Barry, whose film scores include "Dr. No" and "The L-Shaped Room." Johnnie Spence arranged and conducted the music.

The television special was produced by Television Productions of America, Inc. with Phillip D'Antoni and Norman Baer as executive producers. D'Antoni and Baer are co-owners of the TV production company.

It has been estimated that an audience of over 85 million will see "Elizabeth Taylor In London."

According to Walt Maguire, vice president and general manager of Colpix, "Distributor and retailer interest in the 'Elizabeth Taylor In London' LP is very strong. Colpix is currently preparing in-store displays, window streamers, trade and consumer advertising and a series of tie-in promotions."

### Bell Marketing New Transistor FM-Stereo Tuner-Amplifier

COLUMBUS, OHIO—Bell Sound has just unveiled a new deluxe transistorized FM stereo 80 watt combination tuner-amplifier called the Imperial 1000. Priced at \$529.95, the unit is now in full production and first deliveries are scheduled for Oct. 15. A new catalog sheet describing the Imperial 100 is available from Bell Sound, 6325 Huntley Road, Columbus 24. Ken Petersen, Bell's marketing manager, said that the unit is the first of a new series of deluxe stereo transistorized components to be offered by the firm to supplement its present line of tube-type tuners, amplifiers, receivers, tape decks and tape recorders.

### Atlantic Handling Shirely

NEW YORK—Atlantic Records has added the Shirley label of Freemont, Calif. to its stable of diskeries which it handles on a national basis. First waxing under the new arrangement involves "You Hit Me Where It Hurts" by Ray Agee, which, Atlantic says, is getting local action in Miami and Cleveland. All disks will carry the Shirley logo.

### Kissack Back At N.Y. Desk With Artist, Master Deals Firmed

NEW YORK—Ed Kissack, director of A&R for the American London Group, is back in New York with a number of deals under his belt.

During a trek down south, Kissack closed a deal with Charles Booth, president of the Houston-based Lori label, for the purchase of masters cut by B. J. Thomas & The Triumphs, Freddy Koening & The Jades, which will be handled in the U.S. and overseas. In Nashville, the exec inked a folk group called The Huntsmen through Hoss Allen of Heritage Records. In New Orleans, Kissack met with producer Cosmo Matessa of Dover Records for future singles & LP releases, and masters were also purchased from Irving Smith of the Cinderella label by artist Eddie Bo, with the first release being "Shake, Rock & Soul." London has worldwide distribution of Cinderella.

Also in Nashville, Kissack showed Richard Rowe, producer of pop singles in England for English Decca and London, the operation of the Nashville sound. He took him to top studios in Nashville, and introduced him to leading music publishers and deejays. Meetings were held with Buddy Killen and Jack Stapp of Dial Records and Tree Publishing to discuss material for possible recording by artists on London & English Decca. Rowe returned to England on Sat., Sept. 7 after several weeks in America.

### Transglobal Adds "Sally" To Hot Foreign Deals

NEW YORK—Roland Rennie, newly appointed president of Transglobal Music, this city announced last week that the firm had acquired rights to the smash hit "Sally Go 'Round The Roses" for the Eastern Hemisphere. In addition to "Sally," Transglobal is presently handling such current chart records as "Heat Wave," "Mickey's Monkey," "Fingertips," "Wham," "Bust Out," "Don't Let It Happen To Us," "What Does A Girl Do," "Enamorado" and "Your Boyfriend's Back" in a number of overseas territories. "There is still a good market for strong American product overseas," Rennie stated "and Transglobal stands ready to help the American label—large or small—to gain its maximum share of the International market."

### Checker Leaves Disk Dates Behind In Europe

NEW YORK—Chubby Checker was in for a heavy schedule of recording sessions in Europe on the completion of his two-month concert tour of the Continent. Last week, on Sept. 9, 10 and 11, he recorded in Germany. He sang German songs in the native language with special German arrangements. These records will be released only in Germany.

Following this, he was scheduled to fly to London to record singles for release in Great Britain.

During his tour, he received trophies in Germany and Italy for being the most popular American artist in both countries.

He will return to the U.S. in the middle of Sept. for engagements in major night clubs throughout the country.

### Parkhill, Deutch Lose Their Dads

NEW YORK—The staff of Cash Box expresses condolences to George Parkhill of RCA Victor Records and Murray Deutch of United Artists' publishing firm on the deaths of their fathers last week.

### Ben Selvin Named Music Head Of Revere-Wollensak

NEW YORK—Ben Selvin, who retired earlier this year as A&R head of RCA Victor's custom disk dept., has been named to the newly-created post of music director for the Revere-Wollensak division of the 3M Company.

Selvin, whose music business activities go back 50 years, will assist in selecting and obtaining rights to music of all types for use with 3M's home stereo tape cartridge unit and its recently-announced background music system.

The 65-year-old exec was in charge of A&R for Columbia Records in Hollywood from 1947-50. He helped form the Columbia Broadcasting System in 1927 and later held exec posts with Muzak Corp. and the now defunct Majestic label.

As a bandleader (he also played violin), he cut the first million-selling record, a 1919 effort for the Victor label, "Dardanella" and "I'm Forever Blowing Bubbles."

### Linda Scott Inks With Agent Paul Cantor

NEW YORK—Linda Scott, thrush on the Kapp-affiliated Congress label, has inked a personal management pact with Paul Cantor, according to Neil Galligan, who has guided the performer's disk career. Since leaving GAC six months ago, Cantor has picked-up such names as The Shirelles, Dick Haymes, Chuck Jackson, Theola Kilgore & Dionne Warwick.

Plans are now being formulated for an international tour for the young songstress, as well as nitery, TV and personal appearances. She's heard as a regular on the Arthur Godfrey radio show, and has appeared in many niteries here and abroad. She's also done guest shots on TV in the U.S. and England.

Her hit decks include "I Told Ev'ry Little Star," "Don't Bet Money" and "I Don't Know Why." Artist's current singles entry is "Let's Fall in Love."

### Col. Has Artist, Exec. "Home" In Baltimore

BALTIMORE — Columbia Records' artists & execs have a home away from home in Baltimore. Harold L. Berkman, the label's promo manager in Baltimore, has just closed a deal with Sutton Place apartments to have available to Columbia a suite of rooms to be designated "The Columbia Suite." All of the diskery's execs & artists who drop into town will be stationed there. In addition, Sutton Place, located in Downtown Baltimore, will house any social functions put on by the label.

### Loadstone Changes Distrib Policies

SAN FRANCISCO—Loadstone Records, this city, has new politics regarding shipments of its 45's to distributors. Label, says W. C. Stone, topper, will no longer send the standard amount of disks required by a particular distrib for deejay & promo purposes unless ordered by said distrib. In addition, prices of the 45's are 1¢ less than before, with a 10% exchange on any order. The first order must be paid before the second order is shipped. Stone said the label was looking for distributors in Mich., New Hampshire, New Jersey, Missouri, Georgia, Alabama, Florida, and No. Carolina. Label is located at 163 Orizaba Ave. in San Francisco.



# ALBUM PLANS

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

## ABC-PARAMOUNT, IMPULSE!, CHANCELLOR, TANGERINE

12½% discount on entire LP catalogs of all four labels. Expires: Sept. 30.

## CAMEO-PARKWAY

12% discount on all new releases. Program expires Sept. 30.

## CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 billing. No expiration date.

## EPIC

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

## KAPP

10% discount on all LP's. Dating: 1/3 payable Sept. 10, Oct. 10 & Nov. 10. Expires: Sept. 30.

## LIBERTY

10% on all LP's, except Chipmunk product. 100% exchange privilege applied with merchandise exchangeable any time after Feb. 1. Payments: 1/3 Dec. 10, 1/3 Jan. 10, 1/3 Feb. 10. Expires: Oct. 30.

## LONDON

Part 3 of fall LP push. Special program prices & terms. See local distrib.

## MERCURY

10% discount on all LP's. Expires: Oct. 31.

## NASHBORO

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

## ORIGINAL SOUND

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

## PHILIPS

12½% discount on all LP's. Expires: Oct. 15.

## PRESTIGE

15% discount on all Prestige labels, including Prestige, New Jazz, Tru-Sound, Moodsville, Swingsville, Bluesville, Prestige/International, Near East, Irish, Lively Arts (and all 45 singles). Expires: Sept. 30.

## REQUEST

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

## RCA VICTOR

12% discount on all orders placed through Sept. 30. Dating terms.

## ROULETTE

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

## SELECT

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

## SONODOR

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

## TAMLA-MOTOWN-GORDY

All LP's available on a buy-6-get-1 free basis. Described as a permanent program.

## VANGUARD

10% discount on entire catalog. Expires: Sept. 31.

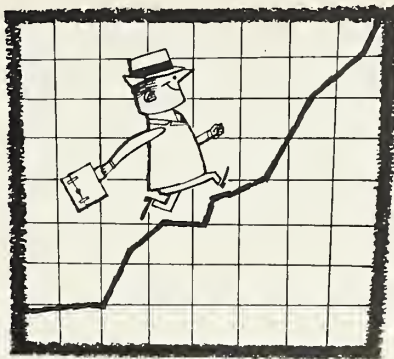
## WARNER BROS.

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

## Duo Los Paunchy And Trio Los Panchos



NEW YORK—CB editor in chief, Marty Ostrow (left) and associate editor Irv Lichtman are shown receiving generous helpings of exotic South American delicacies from Columbia Records' Trio Los Panchos. The diskery hosted a luncheon for the trio recently at Gotham's La Fonda Del Sol.

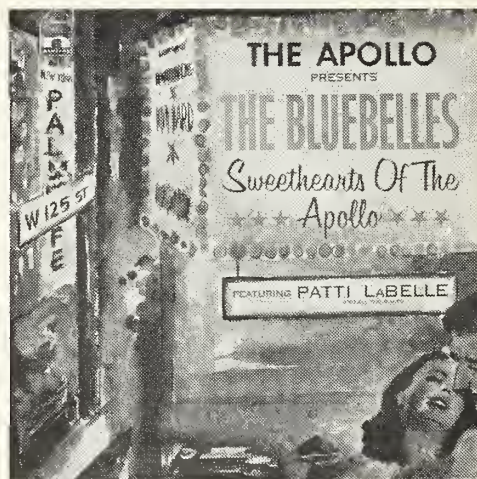


## ON THE CHARTS AND CLIMBING

## PATTY LA BELLE & THE BLUE BELLES

## "DOWN THE AISLE"

Newtown 5777



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TO BE  
RELEASED  
THIS WEEK!

## "Sweethearts Of The Apollo"

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featuring their current hit "DOWN THE AISLE"  
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R-4515

**MAKE A WISH**

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**FOR EV'RY BOY  
THERE'S A GIRL**

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CORAL 62377

Chartbound!

**A STORY UNTOLD  
THE EMOTIONS**

#430

20th Century Fox Records  
444 W. 56th St., N.Y.C.

**Frank Sinatra, Jr. Bows In N.Y.**



NEW YORK—Frank Sinatra, Jr. last week made his Gotham night club debut at the Americana's Royal Box in a bill which included the Tommy Dorsey Orchestra under the direction of Sam Donahue, Helen Forrest, the Pied Pipers and Charlie Shavers. In honor of the young chanter's opening the hotel hosted him with a cocktail party at which some 200 deejays and radio personnel attended. In the top pic Frank Jr. (right) is shown chatting with Jackie Gleason. Standing (left to right) in the middle shot are WNEW's William B. Williams, Frank Jr., Jeannie Thomas and Sam Donahue. Pictured in the bottom photo are trombonist Larry O'Brien, Helen Forrest, the chanter, WINS' Stan Z. Burns and Charlie Shavers.

**New Mercury Product**

(Cont'd from page 7)

its "Great Music" series—all of "Great Music by Russian Composers." Announcement was made of a new children's album collection, "The Storyteller Series," to retail at 99¢. The series includes eight albums, each containing two complete, dramatized stories culled from timeless favorites in children's literature.

Each story is performed by a group of six top actors, with full musical backing. To create the four-color covers, Mercury commissioned Tom Dunington, noted children's book illustrator.

Merchandising support included a corrugated floor display rack, simulating an appealing gingerbread house and printed in gay colors of bright red, white, and magenta. The rack holds a total of 96 albums, with each of the eight different covers completely on view.

The series includes five adventure story albums and three of nursery tales, to cover a broad age group. The nursery tales include: "Cinderella—Jack And The Beanstalk;" "Sleeping Beauty—Hansel and Gretel;" and Tortoise and The Hare—Goldilocks and The Three Bears."

Adventure tales include: "Robinson Crusoe — Davy Crockett;" "Robin Hood—Ali Baba and The 40 Thieves;" "Noah's Ark—David and Goliath;" "Three Musketeers — Rip Van Winkle;" and William Tell — St. George and The Dragon."

The sales meetings were held in New York on Sept. 5; Chicago, Sept. 6, and Los Angeles, Sept. 9. Each meeting was preceded by a "rally" the night before. Meeting rooms were set up to simulate an actual convention floor, with each distributor "delegation" seated at a table proclaiming its city name, and decorated with numerous campaign posters featuring photos of Mercury artists, and banners with political slogans. "Delegates" were provided with straw hats, cigars, and other accoutrements of a politician, as well as with campaign buttons and "official credentials."

**Columbia Ed. Post To Charles Schicke**

NEW YORK—Columbia Records Sales Corp. has promoted Charles Schicke to the position of director of educational services, according to an announcement from Kenneth Glancy, vice president of CRSC.

Schicke will be responsible to Glancy for developing and maintaining relationships with educators, their institutions and CRSC. He will also be responsible for developing and implementing marketing techniques for educational institutions, and he will recommend the development of new products or services for the growing educational market.

Schicke's most recent position at Columbia was as national promotion manager for Masterworks. Previously, he had been manager of merchandising, sales and classical A&R for Epic Records, Columbia's subsid label.

**Flick Bow For DeShannon In "Surf Party" Event**

HOLLYWOOD—Liberty Records' artist Jackie DeShannon has been signed to make her motion picture debut as co-star of "Surf Party," Associated Producers Production for Twentieth Century Fox release. She will play a dramatic role in addition to warbling two musical numbers. Maury Dexter will produce and direct.

The vocalist has just completed a nitery engagement and tour in conjunction with her latest Liberty single, "Little Yellow Roses."

**20th C-F Deal With Al Kasha**

NEW YORK—20th Century-Fox Records has made a non-exclusive production deal with Al Kasha. His first effort for the label is Artie Butler's "Freedom."

**"WHAT DOES A GIRL DO"**

The Shirelles

S-1259

SCEPTER RECORDS

A two sided hit with the dual voice of

PETER JOHNSON

**"FADING DAY"**

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**Steinberg, Myers Discuss State Of Industry**

(Cont'd from page 7)

Steinberg said that distribs' gross profit potential is about 25% less than in pre-discounting years. "A high proportion of the distributor's volume today flows to organizations with increased bargaining power and therefore resulting in a lower gross profit for the distributor," he said.

But, he said, many of the label's distributors have, in fact, increased the relationship of their profit to the investment in their business through a number of factors, including the establishment of rack-jobber and one-stop operations, expanded territories, new dealer outlets (liquor chains, camera shops, etc.), merchandising-conscious salesmen.

Steinberg said that the distrib must face "a final truth." "All of the retail and other wholesale arms of distribution: rack jobber, one-stop, juke-box operator, discount store, are here to stay." He said that Mercury could not write off any area of sales, at retail or wholesale. "We should make maximum use of every area of existing and potential sale for our product," he declared.

In his speech, called "Presentation of Platform," Myers, sales veep, said that the current disk industry "crisis" was one of serving 180 million consumers through 175 thousand outlets on a basis "profitable to all."

"I don't believe that the manufacturer, or the distributor, or the salesman, created the crisis," he said. "For we are merely living through the retailing revolution of the sixties. Just as the industrial revolution of the twenties changes the lives of every one of us, so is the retailing revolution today changing our lives."

"The 'good old days' of the '50's are gone—the personality of retailing has changed," he stated. "The illusion of value (call it discounting if you will) is now the prime consumer motivator. Consumers are becoming accustomed to self-service shopping in exchange for this illusion of value."

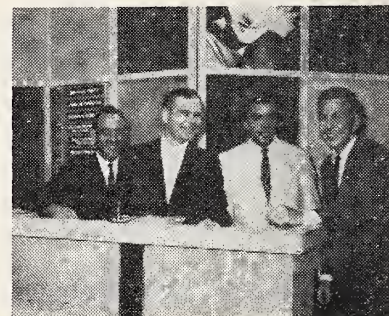
Myers said that these changes do not mean an end to the record dealer. "The enterprising dealer will become larger by serving the lost customers of the unenterprising dealer. Only the personality will change—and as always, it will be the survival of the fittest."

Faced with a "profit crisis," for the conventional distributors, salesmen and manufacturers alike, the manufacturer, Myers said, "must set a standard of principle that allows you, and us, to sell our product at a fair price."

**Set ASCAP Meet For West Coasters**

NEW YORK—ASCAP president Stanley Adams has announced the fall meeting of the west coast membership for Thurs., Sept. 26, at the Beverly Hilton Hotel in Beverly Hills, at 5 pm. Reports will be given by Adams, director Frank Connor, for the exec committee; and George Hoffman, treasurer.

**Wayne On Tour**



BALTIMORE—Liberty Chanter Artie Wayne (2nd from right) making noise with "Where Does A Rock And Roll Singer Go" answers the question by making a promo tour of the Baltimore-Washington area. With Wayne are John Lam (left), a promo director at the Schwartz distrib in Wash., Buddy Deane of WJZ-TV in Baltimore, and Ed Silvers (right), Liberty East Coast A&R exec.





# 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.

**"DON'T THINK TWICE, IT'S ALL RIGHT"**  
PETER, PAUL & MARY ..... Warner Bros. 5385

**"SEPTEMBER SONG"**  
JIMMY DURANTE ..... Warner Bros. 5382

**"SUGAR SHACK"**  
JIMMY GILMER & FIREBALLS ..... Dot 16487

## Col. Gets LP Rights To H'wood Cleffer Concert

HOLLYWOOD—Columbia Records will tape the Composers and Lyricists Guild's first annual "Music From Hollywood" concert in the Hollywood Bowl next week (25). The agreement giving Columbia exclusive recording rights was negotiated by Irving Townsend, Columbia's west coast operations vice president and Red Doff, producer-director for the Guild.

Columbia will release the "Music From Hollywood" album as a special package this fall.

While Columbia will cover the entire program, several of the performances will not appear in the LP due to conflicting recording contractual obligations, Townsend explained.

"We'll record all the artists who give us permission," Townsend stated, "and then condense the program down into a 45-minute album."

Among the performers signed by Doff are several of Columbia's West Coast artists: Percy Faith, Andy Williams, Dimitri Tiomkin and Mahalia Jackson.

Additional artists scheduled to perform are Jack Benny, Elmer Bernstein, Johnny Green, Franz Herman, Bernard Hermann, Henry Mancini, Alfred Newman, Alex North, David Raksin, Nelson Riddle, Miklos Rozsa and Max Steiner.

Tiomkin will conduct his academy award winning "High Noon" and Miss Jackson will sing his "Green Leaves of Summer."

It was this pairing of Mahalia with Tiomkin which gave Townsend the idea to record the program. "Tiomkin contacted me about having Mahalia sing his song," Townsend said, "and this started me thinking about the other Columbia artists who were on the bill."

"We anticipate this album being the best package of music from Hollywood ever produced because the biggest composers will be conducting their own compositions. Music from Hollywood has always been a stable item in the record business, but this is the first time that one album will have all the great composers conducting their own works."

Jack Benny is scheduled to do a 30-minute act. Composers Pete Rugolo, Gil Graue and Alexander Courage are arranging medleys for the show.

Additional composers represented in the presentation are Mack David, Frank DeVol, Ray Evans, Jerrald Goldsmith, Earle Hagen, Jerry Livingston, Jerome Moross and Johnny Williams.

## Hi Fi Process Gives Mono Disk Stereo-Like Sound

HOLLYWOOD—A special process to give a stereo effect to mono recordings and playback has been developed by HiFi Records, according to the label's topper Richard Vaughn.

The recording technique, called 3-D Mono, uses special equipment developed by Vaughn, and according to him, the process widens the perspective and dimension of the mono disk by creating a distinction of instruments used in the recording.

The process was demonstrated on synchronized turntables using instantaneous switching back and forth from a regular disk to one employing the new system.

In addition to giving a stereo sound to the many record buyers still possessing mono equipment, Vaughn believes 3-D Mono will do the same thing for radio playback of mono disks.

The company was built on a reputation for superior high fidelity sound, and its best selling artists are percussionist Arthur Lyman and organist George Wright. First product to be released utilizing the new process will be the new Arthur Lyman LP, "Blowin' In The Wind."

## ABC-Par Inks Willis Sisters



NEW YORK—ABC-Paramount has signed the Willis Sisters, young girl trio to be featured on the new "Jimmy Dean Show," premiering on the ABC-TV web on Sept. 19. The girls, Andra, Sheryl and Tondea, from Danville, Virginia, have sung together since they were five, and have performed professionally on radio and TV. An immediate single is planned with the initial record release scheduled to coincide with the first appearance by the group on the Dean program. In the above pic the girls are shown with Dean.

## Ray Eberle's Promo Tour



NEW YORK—In the upper photo vet chanter Ray Eberle (left) is pictured with Al Trilly, program director of WNEW. In the lower pic, Ray is shown with Arlene Francis during a taping of her radio show. Ray and the Glenn Miller band headed by Ray McKinley have a new Warner Bros. LP dubbed, "Something Old, Something New."

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## Backstage At The Fox



NEW YORK—Many members of the disk industry dropped by at the Fabian Fox Theatre in Brooklyn recently to congratulate Murray Kaufman on the tremendous success of his record-shattering rock 'n roll shows. The beaming faces in the above pic belong to Cash Box' Ira Howard and the Mrs. surrounding Murray on the left and Warner Bros. Mr. & (soon due) Mrs. Marvin Deane. Among the many headliners who appeared at the recent show were Ben E. King, the Angels, the Shirelles, Gene Pitney, the Dovells, Jay and the Americans, the Miracles and the Tymes.

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## TOP 100 SINGLES (ALPHABETIZED)

★ Denotes Red Bullet

Abilene	60	Little Deuce Coupe	24
A Love So Fine	*68	Lonely Drifter	97
Be My Baby	*14	Lonely Surfer	55
Betty In Bermudas	50	Lucky Lips	83
Birthday Party	59	Make The World Go Away	43
Blowin' In The Wind	26	Man's Temptation	69
Blue Bayou	*41	Maria Elena	96
Blue Velvet	1	Martian Hop	*13
Busted	*20	Mean Woman Blues	*44
Bust Out	*54	Mickey's Monkey	11
Candy Girl	21	Mr. Wishing Well	66
China Nights	51	Mockingbird	19
Chinese Checkers	92	Monkey Shine	85
Cindy's Gonna Cry	95	Monkey Time	7
Crossfire	94	More	22
Cry Baby	*12	My Babe	81
Danke Schoen	37	My Boyfriend's Back	2
Deep Purple	89	Only In America	36
Denise	31	Painted, Tainted Rose	23
Desert Pete	58	Part Time Love	*27
Devil In Disguise	70	Please Don't Talk To The Lifeguard	47
Donna The Prima Donna	*45	Point Panic	100
Don't Think Twice, It's Alright	*71	Que Sera Sera	65
Down The Aisle	84	Red Sails In The Sunset	86
Drownin' My Sorrows	57	Sally Go 'Round Roses	8
8 x 10	67	September Song	*73
Elephant Walk	87	Straighten Up Your Heart	74
Enamorado	88	Sugar Shack	*79
Fingertips	30	Surfer Girl	5
Fools Rush In	*46	Surfer Joe	78
Frankie & Johnny	25	Talk To Me	*40
Green, Green	52	Teenage Cleopatra	91
Heat Wave	4	Tell Me The Truth	80
Hello Heartache	*35	That Sunday, That Summer	*39
Hello Mudduh, Hello Fadduh!	9	That's How It Goes	90
He's Mine	75	Then He Kissed Me	6
Hey Girl	16	This Is My Prayer	72
Hey There Lanely Boy	34	Treat My Baby Good	38
Honolulu	*32	True Love Never Runs Smooth	82
I Can't Stay Mad At You	*42	Two Tickets To Paradise	*53
I'm Confessin'	76	Wait 'Till My Bobby Gets Home	62
I Want To Stay Here	33	Walkin' Miracle	*17
I (Who Have Nothing)	61	Wham	*29
If I Had A Hammer	3	What Does A Girl Do	64
I'll Take You Home	*63	Why Don't You Believe Me	28
It's Too Late	56	Wipeout	49
Judy's Turn To Cry	48	Wonderful! Wonderful!	10
Kind Of Boy You Can't Forget	*15	You Can Never Stop Me Loving You	18
Laura's Wedding	99	You Lost The Sweetest Boy	93
Leave Me Alone	77	Your Baby's Gone Surfin'	98

## Strong Turnout At MOA Meet



CHICAGO—A round of MOA activities that included entertainment, award presentations and speeches are pictured in the scenes above. (upper row) 1. Tony Bennett 2. Al Martino. 3. Mort Hoffman of Columbia (left) and Hirsch De La Viez producer of the MOA show. (center row) 1. The J's with Jamie 2. Lil Wally and the Drum Band 3. Roy Clark 4. Bob Thompson of Columbia Records accepts award from Bob Blundred, MOA exec (middle) while Hirsch De La Viez stands by. (bottom row) 1. Evelyn Miller (left) and Nina Gaylo with Charles Canuso (left), Chet Kajeski (middle) and Seymour Schwartz of Heartbeat Records. 2. Maury Lahtowers (left), John Doumian (middle) and Vito Semala of Capitol Records. 3. Irv Perlman of ROSA (left), Jerry Shifrin of Cash Box (middle) and Pat Cohen of Pat's One Stop in Richmond, Va.

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## Mercury's New Group



NEW YORK—The Gaslight Singers, a new group on the folk music scene, have been signed to an exclusive contract with Mercury Records and are presently completing sessions for their first release in mid-Oct.

The group was spotted by Mercury A&R man, Milton Okun, on an early segment of CBS-TV's "Talent Scouts" last July. On that show, they were introduced by musical comedy star Carol Channing who had been impressed by their performance at The Shadows nightclub in Washington, D.C.

Following the TV show, the group played two engagements at Chicago's Gate of Horn. They tape their first ABC-TV "Hootenanny" appearance on Sept. 20 in Annapolis, Md., and are optioned for six more guest shots.

Shown at their initial Mercury disking in New York with Okun (far right) are the songsters, consisting of (l. to r.) Jeff Hyman, Martha Velez, Earl Zimmerman and Al Alcabes.

## Eliot Song Cycle By Tozzi On 7" LP

NEW YORK—Leslie Productions, New York-based label & music publishing operation, has released a 7" LP featuring Met bass-baritone Giorgio Tozzi singing five songs to poems by T. S. Eliot. Composer is Paul Reif, head of Leslie. The five poems are part of Eliot's "Five-Finger Exercises." Piano accompaniment is by Martin Rich. A "pocket score" is included with the release.

## 3 New Groups Bow On Singles From Capitol

HOLLYWOOD — Flipper and the Hollywood Children's Chorus, Hal and Jean and The Storytellers join the parade of new artists on Capitol with three single releases this week (16). Sharing the spotlight is Buddy Cagle, who turns up with his second for Capitol.

Flipper and the Chorus are heard on "Flipper," the title song from the MGM film. The record, which is aimed at pre and early teenagers, is paired with "Mr. Jelly Fish," by the Little Oyster Band. (See separate story).

Hal and Jean's first effort is a rhythm and blues tune, "Hey You Standing There." It's paired with another R&B song, "Don't Tell Me Lies." The Storytellers complete the list of new artists with a pop tune, "I Don't Want to be an Angel." On the flip side is "Down in the Valley."

Rounding out the week's releases is country vocalist Buddy Cagle, who offers "Sing a Sad Song." On the other side is "Love Inside My Door," a rhythm number featuring a combination of strings and steel guitar.

## Armour Inks New Vocalist

NEW YORK—Armour Records, this city, has inked new songster Johnny Shields to a five year pact. Within 48 hours after the pack was signed, the artist's first single, "Out of Sight, Out of Mind," was cut and rushed to market. The Brooklyn-based diskery is headed by Tony Babbie and Jimmy Nebb, who maintain an open-door policy for new artists and masters.

## Columbia Issues "Live" Goulet LP

NEW YORK—Columbia Records has set the immediate release of its fifth LP by Robert Goulet. Called "Robert Goulet in Person," it features the songster in "live" given at the Chicago Opera House during the summer. In addition to standard show-tunes, the LP includes several songs written for Goulet by Lynn Duddy and Jerry Bressler, who created his one-man show. Goulet is currently in Hollywood making his first flick (he was the voice of a cartoon character in "Gay Purr-ee").

## Dahlgren Exiting Disk Biz For U.S. Post With Swedish Broadcasting Corp.

NEW YORK—Claes Dahlgren will leave the music business by the end of the year to become administrative director of the new New York operation of the Swedish Broadcasting Corporation, the non-commercial radio- & TV network of Sweden.

Dahlgren for many years has been the U.S. rep of SBC on a part-time basis. However, the rapid expansion of the international TV scene in recent years has caused the Swedish network to increase its activities here. Exec offices and studios will be established in the Sperry Rand Building.

Since 1949, when he came here from Sweden, Dahlgren has been head of Orion Development Corporation handling all U.S. deals for Metronome Records, Swedish disk firm which has branches in several European countries.

Through the years, Dahlgren has been responsible for longtime pacts for Metronome with Mercury, Atlantic, Cadence, Prestige and many other U.S. companies. He also has arranged for numerous Metronome recordings to be released on U.S. labels, including hits like Jorgen Ingmann's "Apache" and Bent Fabric's "Alley Cat." In addition, Dahlgren has been in charge of Metronome's BMI-firm, Metorion Music.

Along with his new executive duties with the Swedish Broadcasting Corporation Dahlgren will continue to tape his long-time radio series of U.S. pop and jazz records for Sweden.

## On 65th Birthday: ASCAP Plaque To Honor Birthplace Of Gershwin

HOLLYWOOD—To commemorate the 65th anniversary of the birth of George Gershwin, the American Society of Composers, Authors and Publishers (ASCAP) next week (26) will unveil a bronze plaque at the building in which the great composer was born. The two-story brick dwelling is located at 242 Snedicker Avenue, in Brooklyn.

Representing the society will be lyricist Irving Caesar, with whom Gershwin wrote "Swanee," and composer-conductor Morton Gould, who has long been a leading interpreter of Gershwin's works. Abe Stark, Borough President of Brooklyn, will read a proclamation officially designating that day as George Gershwin Day in Brooklyn. The musical portion of the program will feature the Glee Club of the George Gershwin Jr. High School. Members of the Gershwin family will also be on hand as well as other distinguished associates of the late composer.

ASCAP president Stanley Adams said that in dedicating the plaque ASCAP is "rededicating itself to the same spirit of brotherhood and helpfulness that was so much a part of the character of George Gershwin."

## Double Exposure



NEW YORK—Allan Sherman, currently scoring with his "Hello Muddah, Hello Fadduh" single and "My Son The Nut" LP on Warner Bros., appeared at Freedomland recently but it was the amusement park's press chief who was chased for autographs. Pictured above (left to right) are Sid Ascher and his "double" Allan Sherman.

## Elektra Has Novel Method Of Merchandising Brand LP's

NEW YORK—Although the perils of modern record distribution have become glaringly obvious in recent years, Elektra Records has neatly circumvented some of the problems with its method of merchandising its catalog of ten albums by folksinger Oscar Brand.

The Brand albums fall into two basic categories: military parodies and sports parodies. The only exception is "For Doctors Only." "The Wild Blue Yonder" is the best-selling disk of the entire group and has reportedly sold over 100,000 pieces—over 50% of which has been through PX's—and prompted the recording of a follow-up of Air Force Songs, "Out Of The Blue." In addition to the standard sales outlets, the service albums are sold through domestic and foreign PX's, the sales through these sources comprising a major portion of the total.

The five sports albums (boating, sports cars, aviation, skiing and golf) are sold through a variety of sporting goods distributors: for example, ski equipment distributors have sold the "Snow Job For Skiers" LP in ski shops, ski lodges and the mountain shops throughout the country, adding significant scope to the normal retail outlets.

On the promo side, the label has discovered the albums receive good airplay, despite the fact that a large portion of each LP isn't suitable for airplay. Cuts from the ski album have been played extensively during the winter months in Vermont, Maine and the popular western ski areas. Additionally, the firm's publicity efforts have been centered on sporting publications—Ski Life Magazine, Golf Magazine and Boating Magazine (in which the diskery ran direct sales ads with return coupons).

## Scotfield's "Hamlet" Among New Caedmon

NEW YORK—Early fall LP releases from Caedmon Records, the spoken-word diskery, is topped by a complete reading of "Hamlet" starring Paul Scofield. Three other new albums are "An Evening with Dylan Thomas," "The Poetry of Ope" read by Michael Redgrave and "Let's Listen" with Julie Harris and Boris Karloff.

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CHICAGO 16, ILL.





# COUNTRY D.J. REGIONAL RECORD REPORTS

**FORD DICKSON**  
KHEY  
El Paso, Texas

1. Heeri Be Careful (Billy Walker)
2. Abilene (George Hamilton IV)
3. Out Of Our Minds (George Jones/Melba Montgomery)
4. The Minute You're Gone (Sonny James)
5. A Good Country Song (Hank Cochran)
6. You Comb Her Hair (George Jones)
7. Call Mr. Brown (Skeets McDonald)
8. Take My Love With You, Too (Carl Smith)
9. Little Ole You (Jim Reeves)
10. Kathy Come Home (Johnny Western)

**JIMMY SIMS**  
WSWN  
Belle Glade, Fla.

1. Talk Back Trembling Lips (Ernest Ashworth)
2. Abilene (George Hamilton IV)
3. Not So Long Ago (Marty Robbins)
4. Thanks A Lot (Ernest Tubb)
5. Tell Her So (Wilburn Brothers)
6. She Looks Good To The Crowd (Bobby Barnett)
7. 8 X 10 (Bill Anderson)
8. Love's Gonna Live Here (Buck Owens)
9. In His Own Quiet Way (Marion Worth)
10. Loving Arms (Carl & Pearl Butler)

**STEVE MALONE**  
WYTH  
Madison, Ga.

1. Abilene (George Hamilton IV)
2. You Comb Her Hair (George Jones)
3. The Minute You're Gone (Sonny James)
4. Ain't Got The Time (Bob Gallion)
5. Who's Been Cheating Who (Johnny & Joanie)
6. Wild, Wild Wind (Stonewall Jackson)
7. Loves Why I Sing In A Honky Tonk (Warren Smith)
8. That's Why I Sing In A Honky Tonk (Warren Smith)
9. Tie My Hunting Dog Down, Jed (Arthur Smith)
10. We've Got Something In Common (Faron Young)

**BILL THORNE**  
WSOO  
Soo, Mich.

1. Happy To Be Unhappy (Gary Buck)
2. Lonesome Life (Billy Grammer)
3. Faded Love (Patsy Cline)
4. Play A Blue Guitar (Marion Worth)
5. Don't Pretend (Bobby Edwards)
6. A Million Years Or So (Eddy Arnold)
7. Guilty (Jim Reeves)
8. Twelfth Rose (The Browns)
9. Thanks A Lot (Ernest Tubb)
10. Abilene (George Hamilton IV)

**LLOYD R. GEORGE**  
KWBA  
Baytown, Tex.

1. Talk Back Trembling Lips (Ernest Ashworth)
2. You Comb Her Hair (George Jones)
3. Happy To Be Unhappy (Gary Buck)
4. Make The World Go Away (Ray Price)
5. Hey, Lucille (Claude King)
6. In The Back Room Tonight (Johnny Smith)
7. A Million Years Or So (Eddy Arnold)
8. We're The Talk Of The Town (Buck Owens)
9. Little Ole You (Jim Reeves)
10. 8 X 10 (Bill Anderson)

**WLDY**  
Ladysmith, Wisc.

1. Abilene (George Hamilton IV)
2. Ring Of Fire (Johnny Cash)
3. Desert Pete (Kingston Trio)
4. Guilty (Jim Reeves)
5. Lonesome Life (Billy Grammer)
6. Happy To Be Unhappy (Gary Buck)
7. Candy Apple Red (Houston Turner)
8. Thanks A Lot (Ernest Tubb)
9. Call Me Mr. Brown (Skeets McDonald)
10. Wild, Wild, Wind (Stonewall Jackson)

**MACK ALLEN**  
WTCR  
Ashland, Ky.

1. You Comb Her Hair (George Jones)
2. Detroit City (Bobby Bare)
3. Abilene (George Hamilton IV)
4. The Minute You're Gone (Sonny James)
5. Our Of Our Minds (George Jones/Melba Montgomery)
6. Faded Love (Patsy Cline)
7. Bad News (John D. Loudermilk)
8. Talk Back Trembling Lips (Ernest Ashworth)
9. A Message To Your Heart (Louvain Brothers)
10. Tie My Hunting Dog Down, Jed (Arthur Smith)

**DAVE RAFFERTY**  
WTAQ  
LaGrange, Ill.

1. Out Of Our Minds (George Jones/Melba Montgomery)
2. Abilene (George Hamilton IV)
3. I Wanna Go Home (Billy Grammer)
4. Hall Of Shame (Melba Montgomery)
5. One Mile Over—Two Miles Back (Bill Anderson)
6. Talk Back Trembling Lips (Ernest Ashworth)
7. You Comb Her Hair (George Jones)
8. I Gave My Wedding Dress Away (Kitty Wells)
9. The Minute You're Gone (Sonny James)
10. Love's Gonna Live Here (Buck Owens)

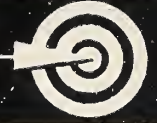


# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



"WHAT'S IN OUR HEART" (2:36) [Glad BMI—Jones, Mathis]

"LET'S INVITE THEM OVER" (2:08) [Glad BMI—Wheeler]

**GEORGE JONES & MELBA MONTGOMERY** (United Artists 635)

George Jones and Melba Montgomery, who are currently clicking with "We Must Have Been Out Of Our Minds," come up with a potent follow-up stanza with this UA release called "What's In Our Heart." The tune is a rhythmic affair praising the glory of eternal love. "Let's Invite Them Over" is a slow-moving traditional tale of unrequited love.

"LOVE INSIDE MY DOOR" (2:15) [Le Jean BMI—Miller]

"SING A SAD SONG" (2:30) [Owen BMI—Stewart]

**BUDDY CAGLE** (Capitol 5043)

Buddy Cagle, who hit last time out with "Your Mother's Prayer," seems sure to repeat that success with this newie called "Love Inside My Door." The side is a quick-paced, rhythmic happy tribute to love read with professional assurance by the chanter. The coupler is a tender, slow-moving hillbilly traditional.

"WHISKEY ROAD" (2:25) [Al Gallico BMI—Kilgore]

"FIVE MILES DOWN THE ROAD" (2:45) [Al Gallico BMI—Kilgore]

**MERLE KILGORE** (MGM 13168)

Merle Kilgore kicks off his new MGM career with a fine destined-for-success item tagged "Whiskey Road." The song is a hard-driving self-penned folk-flavored item with a meaningful moral. Tune has a good chance to score in the pop markets. On the other end, "Five Miles Down The Road," the chanter offers a tradition-oriented shuffle-beat lament.

"THE LINE BETWEEN LOVE AND HATE" (2:25)

[English BMI—Poovey]

"I HURT ME (INSTEAD OF YOU)" (2:02) [English BMI—Poovey]

**BILLY PARKER** (Sims 146)

If this new Sims deck is any indication of his talents, new country chanter Billy Parker has a promising future indeed. The top side here, "The Line Between Love And Hate," is a slow-moving, chorus-backed lament all about the sameness of love and hate. Dee jays should come in force for the side. "I Hurt Me (Instead Of You)" is a rousing high-spirited weeper essayed with loads of sincerity and poise by Parker.

"AFTER TAXES" (2:48) [Trio & Silverbell BMI—Lieber, Wheeler]

"BLISTERED" (2:39) [Quartet & Butterfield ASCAP—Wheeler]

**BILLY EDD WHEELER** (Kapp 550)

Newcomer Billy Edd Wheeler might break through into the national limelight with this power packed new Kapp release tabbed "After Taxes." The tune is a clever, chorus-backed affair in which the songster complains about taxes. Plenty of potential here. The first-rate flip, "Blistered," is an extremely fast-moving contagious tear-jerker. Also merits a close look.

**AL DEXTER** (Aldex 116)

(B+) "MOVE OVER ROVER" (2:45) [Al Dexter BMI—Dexter, David] The vet country chanter has a good chance of having a fast hit-his hands with this commercial, extremely fast-moving honky tonk-styled hillbilly ditty with a real happy flavor. Eye it.

(B) "HONEYMOON WALTZ" (2:20) [Al Dexter BMI—Dexter] Slow-moving, old-time bluegrass instrumental rendered with authority by Dexter and his Troopers.

**DEWEY GROOM** (Longhorn 6064)

(B+) "THINK OF MINE" (2:00) [Saran BMI—Brown] The songster opens his wide-range vocal guns full-blast on this fine, shufflin' dual-track weeper. Tune boasts some real pretty lyrics and a spinnable melody.

(B) "SHE MIGHT CALL" (2:45) [Pamper BMI—Nelson] This time out Groom offers a tender, tradition-oriented melodic tear-jerker.

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# COUNTRY TOP 50

	Pos. Last Week
1 TALK ABOUT TREMBLING LIPS <i>Ernest Ashworth (Hickory 1214)</i>	1
2 HAPPY TO BE UNHAPPY <i>Gary Buck (Petal 1011)</i>	2
3 MAKE THIS WORLD GO AWAY <i>Ray Price (Columbia 42827)</i>	4
4 WE'RE THE TALK OF THE TOWN <i>Buck Owens &amp; Rose Maddox (Capitol 4992)</i>	6
5 ABILENE <i>George Hamilton IV (RCA Victor 8181)</i>	3
6 8 X 10 <i>Bill Anderson (Decca 31522)</i>	8
7 RING OF FIRE <i>Johnny Cash (Columbia 42788)</i>	5
8 A MILLION YEARS OR SO <i>Eddy Arnold (RCA Victor 8207)</i>	7
9 A'INT GOT TIME <i>Bob Gallion (Hickory 1220)</i>	14
10 WE MUST HAVE BEEN OUT OF OUR MINDS <i>George Jones &amp; Melba Montgomery (United Artists 575)</i>	13
11 NOT SO LONG AGO <i>Marty Robbins (Columbia 42831)</i>	15
12 LITTLE OLE' YOU <i>Jim Reeves (RCA Victor 8193)</i>	11
13 YOU COMB HER HAIR <i>George Jones (United Artists 578)</i>	10
14 YOU CAN'T TAKE THE COUNTRY OUT OF THE BOY <i>Bob Luman (Hickory 1219)</i>	9
15 TELL HER SO <i>Wilburn Bros. (Decca 31520)</i>	24
16 FADED LOVE <i>Patsy Cline (Decca 31522)</i>	28
17 GUILTY <i>Jim Reeves (RCA Victor 8193)</i>	12
18 SOMEBODY LEFT THE GATES OF HEAVEN OPEN <i>Ott Stephens (Reprise 20196)</i>	27
19 DETROIT CITY <i>Bobby Bare (RCA Victor 8183)</i>	18
20 MY WORLD'S LOSING YOU <i>Roy Drusky &amp; Kitty Wells (Decca 31523)</i>	26
21 LOVE'S GONNA LIVE HERE <i>Buck Owens (Capitol 5025)</i>	34
22 IN THE BACK ROOM TONIGHT <i>Carl Smith (Columbia 42768)</i>	16
23 HEY LUCILLE! <i>Claude King (Columbia 42833)</i>	29
24 HEART BE CAREFUL <i>Billy Walker (Columbia 42794)</i>	32
25 THE OTHER WOMAN <i>Loretta Lynn (Decca 31471)</i>	17

	Pos. Last Week
26 I GAVE MY WEDDING DRESS AWAY <i>Kitty Wells (Decca 31501)</i>	21
27 TIPS OF MY FINGERS <i>Roy Clark (Capitol 4956)</i>	19
28 LOVING ARMS <i>Carl &amp; Pearl Butler (Columbia 42778)</i>	20
29 GO HOME CHEATER <i>Claude Gray (Mercury 72156)</i>	36
30 THE MINUTE YOU'RE GONE <i>Sonny James (Capitol 4969)</i>	23
31 OH WHY CAN'T HE FORGET HER <i>Judy Lynn (United Artists 606)</i>	31
32 LOOSE LIPS <i>Earl Scott (Mercury 72110)</i>	22
33 SANDS OF GOLD <i>Webb Pierce (Decca 31488)</i>	25
34 CALL ME MR. BROWN <i>Skeets McDonald (Columbia 42807)</i>	42
35 NEW YORK TOWN <i>Flat &amp; Scruggs (Columbia 4284)</i>	38
36 WE'VE GOT SOMETHING IN COMMON <i>Faron Young (Mercury 72167)</i>	40
37 ACT NATURALLY <i>Buck Owens (Capitol 4937)</i>	30
38 DON'T LET HER SEE ME CRY <i>Lefty Frizzel (Columbia 42839)</i>	43
39 SHE LOOKS GOOD TO THE CROWD <i>Bobby Barnett (Sims 135)</i>	50
40 TIE MY HUNTING DOG DOWN, JED <i>Arthur "Guitar Boogie" Smith (Starday 642)</i>	—
41 WILD, WILD, WILD <i>Stonewall Jackson (Columbia 42846)</i>	46
42 MY BABY'S NOT THERE <i>Porter Wagoner (RCA Victor 8178)</i>	35
43 A HEARTACHE FOR A KEEPSAKE <i>Kitty Wells (Decca 31561)</i>	48
44 DON'T PRETEND <i>Bobby Dewards (Capitol 5006)</i>	—
45 ANYTHING NEW GETS OLD <i>Don Gibson (RCA Victor 8192)</i>	37
46 WRONG SIDE OF THE TRACKS <i>Leroy Van Dyke (Mercury 72155)</i>	39
47 SWEETHEARTS IN HEAVEN <i>Buck Owens &amp; Rose Maddox (Capitol 4992)</i>	49
48 DOWN TO THE RIVER <i>Rose Maddox (Capitol 4975)</i>	33
49 WHAT'S BAD FOR YOU IS GOOD FOR ME <i>Melba Montgomery (United Artists 576)</i>	41
50 COULDN'T SEE THE FOREST <i>Mel Tillis (Decca 31528)</i>	—



# COUNTRY ROUND UP

Carolina Charlie, who spins 'em on WCMS-Norfolk, sez some five weeks ago, George A. Crump, president of the outlet, came up with an idea for the WCMS Radio Ranch Club. The Club would be comprised of the station's listeners, who only had to fill out the membership card and listen . . . no fees . . . no dues . . . etc. Well, the club was started and after five weeks is boasting a membership in the thousands and applications are still arriving at the station at the rate of over 250 per day. Of course, not all of WCMS's listeners belong to the Club but station executives feel that a tremendous amount of people are listening to country music that have never listened before. There's proof of this in the fact that the outlet's most recent road show, featuring Bill Monroe and the Bluegrass Boys, Jim Eanes and the Shenandoah Valley Boys and Don Gibson, drew over eleven thousand people according to official police estimates.

Hickory's Joe Lucas sends along word that the label has picked up a new master tagged "Fireball Mail." The deck was formerly released on the solid gold label. The master, written by Floyd Jenkins and recorded by Allen Curtis, has reportedly caught on in many southern markets. The master will be released under the Hickory label and handled as a regular release through the firm's distributors.

Ernest Tubb and his Texas Troubadors are currently working a sixteen day tour of one nighters throughout northern California, Oregon, Washington and Idaho. The musical trek, under the direction of Seattle promoter Jack Roberts, began September 6, and concludes on September 21. The highlight of the tour will be Tubb's appearance at Seattle's famed Spanish Castle on September 14. Spot-lighted with Tubb and his Texas music makers will be Roberts and his Evergreen Drifters.

After completion of an extended tour of Ontario fair dates, Rodeo's Russ Wheeler leaves Toronto the end of September for a two-week stay in the Maritime Provinces which will be a combined business-vacation for the popular artist. While on the east coast, Wheeler will make his initial appearance on the national CBC-TV show "Don Messer Jubilee" aired out of CBHT-Halifax and will conduct a number of radio interviews with country deejays in the area. He has a few additional Ontario fair dates awaiting his return after which he will be featured every third week in a new Toronto stage production at Massey Hall.

In recognition of the tremendous job he did on the truck driver's song of all truck driver's songs, "Six Days On the Road," Dave Dudley was recently named an honorary member of the International Brotherhood of Teamsters. The action was taken by the Tennessee Joint Council of Teamsters No. 87. . . . Dudley has a new release out tabbed "Cowboy Boots" and Jimmy Key at Key Talent 812 16th Ave. So. Nashville, has extra copies. If deejays will write him on their station letterhead, he will be glad to send them a copy. Dave is now carrying a band on personals, the band is appropriately named The Roadrunners and he's slated for dates in Indiana, Iowa, Mo., Colo., Ga., and Fla.

One of the largest country packages ever to play three consecutive dates in Canada recently packed houses in Hamilton, London and Toronto. Included in the package arranged by the Jim Denny Artist Bureau was Webb Pierce, Carl Smith, Minnie Pearl, Faron Young and his Deputies, Stonewall Jackson, Skeeter Davis, Carl and Pearl Butler, Lefty

Frizzel, Billy Walker and Bill Anderson. Also accompanying the group on the tour and helping with the arrangements for the shows was Jack Andrews of the Denny office. The Hamilton show was scheduled to coincide with the Canadian Exhibition and the Canadian Deejay Convention. Webb Pierce's extravagantly decorated automobile was on display at the exhibition and was viewed by more than 200,000 during the festivities. The package also played Buffalo to a capacity house at the Memorial Coliseum.

George Riddle now working out of Nashville, made a guest appearance on the Grand Ole Opry, Sat., Sept. 7. The songster worked dates in Alton, Ill., Watseka, Ill., Kansas City, Mo., Maryland State Fair (6) days and heads for Shenandoah, Iowa and Chicago, Ill. on his next stops. Riddle will also have an upcoming appearance on the Wilburn Bros. TV show and Flatt and Scruggs Martha White TV show.

Grandpa Jones and Martha Carson with their rousing hand-clapping style of music drew a record breaking 22,000 in two days, September 1-2 at Camden Park in Huntington, West Virginia according to park owner Bob Burley and park promo chief Fleam Evans. Grandpa, who had not played the park in eight years, said the huge audiences, 12,000 on Sunday and 10,000 on Monday, were one of the most enthusiastic he has ever played before in his long career.

Fay Darling has new release on the Kool label with tunes tagged "I Remember" b/w "Funny Bunny." Spinner copies and bookings are available through Bob Cole Talent, P.O. Box 53387, New Orleans, Louisiana.

Bryon Stokes, who spins 'em on KLLA-Leesville, La., sez the station recently started programming country music on a regular basis. Bryon notes that they are short of releases and would appreciate both old and new country singles.

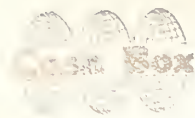
Earl Scott, who is still clicking with "Loose Lips," recently returned from a visit with his parents in Albuquerque, New Mexico. This marked the chanter's first visit home since moving to Nashville. Before leaving for the trip, he cut a Mercury session with A&R exec Shelby Singleton.

Rex Allen and his horse Koko Jr. and the Men of the West recently returned to Hollywood after a highly-successful six-week tour. In every city without exception Allen broke previous records. It was his fourth visit in twelve to Casper, Wyoming and Pueblo, Colorado and in the seven cities he showed to over a quarter of a million ticket holders.

Tom Reeder, personal manager of Clyde Beavers, sez his boy along with the Ray Price band recently played to packed houses for two shows at the New Dominion Barn Dance in Richmond, Virginia.

\*\*\*\*\*  
 \* Big Seller! \*  
 \* "That's Why I \*  
 \* Sing Honky Tonk" \*  
 \* Warren Smith \*  
 \* #55615 \*  
 \* Liberty Records \*  
 \*\*\*\*\*





# GREAT BRITAIN

The Iga Dutton Agency, which represents such jazz names as Mr. Acker Bilk, Johnny Dankworth, Humphrey Lyttelton, Ken Colyer, Monty Sunshine etc. has been taken over by The Harold Davison Agency. The result of this merger is that the Harold Davison Agency now becomes Europe's biggest band agency representing over 400 American bands and artists in Europe through its association with The Associated Booking Corporation. These include Stan Kenton, Duke Ellington, Louis Armstrong etc. The Harold Davison Agency is currently presenting the Sarah Vaughan-Count Basie tour and future lineups include Stan Kenton and Erroll Garner in the autumn and Frank Sinatra Jr. with The Tommy Dorsey Orchestra in the New Year.

The three-week nationwide tour by Sarah Vaughan and Count Basie take in several London venues, including the Royal Festival Hall (14). Coincidental with the tour comes a new Sarah Vaughan single "I Believe In You," a track taken from her current LP. "The Explosive Side Of Sarah Vaughan" on Columbia. The Count, too, has a new release with "Ain't That Right" which again comes from his Verve LP, "On My Way And Shouting Again."

Impresario Don Arden is busy finalizing plans for the Everly Brothers—Bo Diddley tour which commences September 29 thru November 3. Supporting artists include The Rolling Stones, who scored considerable success with their debut Decca disk "Come On;" and Julie "Count On Me" Grant (Pye). Although The Everly Brothers are no strangers to these shores it will be Bo Diddley's first visit. Record-wise Pye has issued a new Diddley single "Pretty Thing," and we understand from Warner Bros. that a new Everly Brothers single is in the making which they hope to release to tie in with the visit.

Another American artist making a very welcome return to Britain is Roy Orbison, who will be supported by British groups Freddie And The Dreamers, Brian Poole And The Tremeloes and The Searchers. All three groups are very hot at the moment having achieved chart status with "I'm Telling You Now," "Twist And Shout" and "Sweets For My Sweet." Orbison's current disk release is "Blue Bayou" on London published by Acuff-Rose.

A new record label R & B Discs has been formed by a London record dealer. As the label implies the material is of Jamaican origin, catalog rights having been acquired by R & B Discs from M. J. Dodd of Jamaica, for England, Europe and Africa. First release "I'll Come Softly" by Hortense Ellis and "Prince In The Back" by Lee Perry. As well as the catalog of artists from Jamaica negotiations are going ahead to sign artists for recording in Britain.

Leomark Limited, whose New England Bible recordings are distributed throughout the world, has moved to new offices and can now be found at Goodenough House, 33, Old Broad Street, London, E. C. 2.

It's the second time around for publishers Sydney Bron Associations with its current charter "Dance On" by Kathy Kirby on Decca. "Dance On" was originally an instrumental smash for The Shadows and now with lyrics added by Marcel Stellman the number takes on a new lease of life and brings well deserved chart success to Kathy Kirby. Incidentally, we credited Francis Day & Hunter as being the publishers of "Dance On" in our best selling singles charts the other week. This, of course, should have read Bron Music. Apologies all round.

Three albums in three years with a total of over half a million album sales is the fantastic record of The Black And White Minstrels. First came "The Black And White Minstrel Show" then "Another Black And White Minstrel Show" and "On Stage With The Black And White Minstrels." Now in their second year at London's Victoria Palace where they made a successful transition from television to stage, the Minstrels are all set to boost their record sales still further with the release of their latest album "On Tour" (HMV).

"A Funny Thing Happened On The Way To The Forum" opened out of town last week and comes into the West End on October 3rd. Score by Stephen Sondheim is published here by Chappells and the original Broadway Cast album together with a single "Lovely" by Gordon MacRae is released on Capitol. A British cast LP is being planned. Same pubbery has the new Shirley Bassey single "How Can You Tell" on Columbia. Other grouch news from the Chappell house includes the current American smash "Blue Velvet" by Bobby Vinton on Columbia, published by Morris which has been covered here by Vince Hill on Pye; "Never Too Late" (Valando Music) providing a disk come-back for Eve Boswell on Decca and "Hello Heartaches Goodbye Love" by Little Peggy March and "How Many Teardrops" by Lou Christie (Columbia) from the Planetary pubbery. Acuff-Rose has the latest Sue Thompson-Bob Luman release "I Like Your Kind Of Love" on Polydor. Why oh why doesn't Sue Thompson get disk recognition over here?

EMI's September issue of 3 1/4 l.p.s. twin track mono tape records comprises 21 items including "The Shadows Greatest Hits;" "Connie Francis Sings Modern Italian Hits;" "Cleopatra Original Soundtrack;" "Please Please Me" by The Beatles and "Those Lazy Hazy Crazy Days Of Summer" by Nat King Cole.

"Do You Love Me" is a popular song title over here just now. The Contours started it all with their American smash which, for some reason, failed to register over here. Now Brian Poole And The Tremeloes still twisting and shouting have waxed their version on Decca. Not to be outdone The Dave Clark Five pose the same question on Columbia. Eden Kane, however, whose latest Fontana-Lindon release had the same title has decided not to confuse the issue still further and has changed it to "Like I Love You."

Quickies: Tommy Roe flew in to start his 51 day nation wide tour of Britain. At the same time HMV released the latest Roe composition "Everybody" which is published here by Chappell. . . . The Beatles latest single "She Loves You" (Parlophone has sold over half a million disks within two weeks of release.) . . . Swedish group The Spotnicks arrive for a three-week tour of ballrooms on November 23. . . . Tsai Chin has waxed a Chinese version of the old British music hall song "Any Old Iron" on Decca. . . . ATV re-screening "The Strange World Of Gurney Slade" series featuring Anthony Newley. . . . Pye artist David MacBeth, who had a big hit a few years back with "Mr. Blue" has waxed a Johnny Worth composition "Stick Around". . . . The Shadows new single "Shindig" penned by Hank Marvin and Bruce Welsh. . . . Press agent Al Hunt to comper new disk show on BBC sound. . . . "I'm Telling You Now" by Freddie And The Dreamers currently topping Best Selling Sheet Music lists for Feldman. . . . Good to see American husband-and-wife team Eydie Gorme and Steve Lawrence in British charts with "I Want To Stay Here" on CBS. . . . The Dutch Swing College Band, whose recording of "Yaala Hula Hickey Dula" is used as a signature tune for the BBC TV program "Points Of View" released as a single by Philips. . . . Same company issue special LP by French singer Yves Montand "Connoisseur Collection." . . . American comedian Jackie Mason now at "Talk Of The Town" has album release on Verve "I Want To Leave You With The Words Of A Great Comedian."

## The Best in Britain... Bens



# AUSTRALIA

A judgment handed down recently by Justice Spicer means that Australian television stations will make a back payment fee of close to one million dollars to the Australian Performing Association (APRA) for the use of copyright music. Justice Spicer made this award as an arbitrator voluntarily agreed upon by ten Australian television stations and APRA. The fee will be distributed by APRA to publishers, composers and others who are APRA members.

American comedian Shelley Berman has been an outstanding success in his first Australian concert series and has been playing to full houses on most dates. Public and press alike have been ecstatic in their acclaim of The Berman and his performances. Berman's records were in constant demand long before his visit to this country so it is reasonable to expect a terrific lift in consumer demand for his disks. Neville Smith of Radio Corporation, which handles Berman's catalog on the Verve label, reports good solid response all round to his releases.

The Festival group is out with a batch of new overseas singles that could mean good business for them. "What A Fool I've Been" (Carla Thomas); "Chinese Checkers" (Booker & The MGs); "Que Sera Sera" (The High Keys); "Denise" (Randy & Rainbows); "8 x 10" (Bill Anderson); "I've Got A Right To Cry"; (Fats Domino and "My Babe" by The Righteous Brothers).

Tony Tromeros of Phono-Vox Records of Australia reports he has booked the hot Italian star Peppino Di Capri to tour Australia in March of 1964 for a visit of about three weeks. The Italian community throughout Australia is very excited about the visit which means that Peppino should play to big houses wherever he appears. Current release on Phono-Vox for Peppino Di Capri is "Roberta" c/w "I Don't Believe You" which is getting plenty of action. Another one is "Yes" c/w "For You I Will Die."

Still holding down the key position on our list of best sellers this week is local star Rob E. G. with his great Festival Records release "55 Days At Peking." Rob has had a tremendous run on record over the last few months; prior to his current smash Rob had a number one smash right round Australia with his revival of "Jezebel." The interesting point is that Rob has been succeeding in a wonderful fashion where many other topline Australian artists have been battling to even come up with a regional hit—with a couple of exceptions such as Johnny O'Keefe and The Atlantics, both of whom have currently strong singles.

Funnyman Alan Sherman hits our charts this issue with his Warner Bros. click "Hello Muddah, Hello Faddah" which is the subject of tremendous disk jockey attention. Also on the receiving end of a whole stack of airplay is the clever "answer" disk, "Hello Melvin, This Is Muddah", by Sandra Gould, which was rush-released by Philips to cash in on the action.

A new local duo The Sabres has made its disk debut for W & G Records with "Ain't Got Time For Nothin'," a composition by Harlan Howard from the Acuff-Rose catalog in Australia.

American singer Sue Raney has just completed a season at the Chevron-Hilton Hotel in Sydney. During her stay Miss Raney appeared on television in the national show "Bandstand".

Jack "Specs" Nitzche looks set for a nice chart ride round Australia with his Reprise cut of "The Lonely Surfer." It is already showing out on dealer lists and should go much higher over the next few weeks.

England's Helen Shapiro has finally broken through here again after a long run of "near" hits. She is currently getting action on a strongly regional scale with "No Trespassing" c/w "Not Responsible," and it should soon become national.

Classical singer Rita Streich is in Australia for a long concert series for the Australian Broadcasting Commission. In conjunction with her visit Philips Records (on behalf of DGG) has issued an attractive catalog which lists many of the artist's albums that are now available.

Regardless of which record comes out on top, it looks for sure that America's big C&W smash "Talk Back Trembling Lips" will become a chart success here because there are now three versions available. The Ernest Ashworth release is out on the CBS label and W & G Records has two locally produced singles of the title by Kevin Shegog and Adrian Ussher.

## Australia's Best Sellers

- \*55 Days At Peking (Rob E. G.—Festival) Essex Music
- \*Bombora (The Atlantics—CBS) Southern Music
- Painted Tainted Rose (Al Martino—Capitol)
- Surf City (Jan & Dean—Liberty) Southern Music
- \*Move Baby Move (Johnny O'Keefe—Leedon) D. Davis & Co.
- Easier Said Than Done (The Essex—Roulette) Planetary Kahl
- Hello Muddah, Hello Faddah (Alan Sherman—Warner Bros.)
- Hootenanny (The Glencoves—W&G) J. Albert & Son
- Devil In Disguise (Elvis Presley—RCA) Belinda Music
- If I Had A Hammer (Trini Lopez—Reprise) Essex

\*Locally Produced Record.

## Great Britain's Best Sellers

This Week	Last Week	Chart
1.	3.	*She Loves You—The Beatles (Parlophone) Northern Songs
2.	1.	*Bad To Me—Billy J. Kramer (Parlophone) Northern Songs
3.	2.	*I'm Telling You Now—Freddie & The Dreamers (Columbia) Feldman
4.	5.	4. It's All In The Game—Cliff Richard (Columbia) Blossom
5.	6.	*I'll Never Get Over You—Johnny Kidd (H.M.V.) Leeds
6.	7.	5. You Don't Have To Be A Baby To Cry—The Caravelles (Decca/Ritz) Frank
7.	10.	3. I Want To Stay Here—Eydie Gorme/Steve Lawrence (CBS) Aldon
8.	4.	9. Sweets For My Sweet—The Searchers (Pye) Hill & Range
9.	9.	8. Legion's Last Patrol—Ken Thorne (H.M.V.) Filmusic
10.	8.	6. Wipe Out—The Surfaris (London) Ambassador/Pincus
11.	12.	3. *Just Like Eddie—Heinz (Decca) Mirrow
12.	11.	7. *In Summer—Billy Fury (Decca) Skidmore
13.	17.	*Dance On—Kathy Kirby (Decca) Bron
14.	13.	11. I'm Confessin'—Frank Ifield (Columbia) Francis Day & Hunter
15.	14.	8. *Twist And Shout—Brian Poole (Decca) Sherwin
16.	—	1. Still—Karl Denver (Decca) Peter Maurice
17.	16.	12. Da Doo Ron Ron—The Crystals (London) Aberbach
18.	15.	9. Sukiyaki—Kyu Sakamoto (H.M.V.) Welbeck
19.	18.	2. *The Cruel Sea—The Dakotas (Parlophone) Jaep
20.	20.	11. The Devil In Disguise—Elvis Presley (R.C.A.) West One

\*Local Copyright





# FRANCE

Just back from his summer vacation is Leon Cabat, Vogue prexy, who was wearing the smile of a very happy man. He has very good reason to be in this state of humor. Firstly, Petula Clark achieved an immense success on her summer singing tour and this without the slightest incident, has supplied us with a future best seller disk tagged "J'ai Tout Oublie." On top of this, even if Francoise Hardy does not come up with another "Tous Les Garçons Et Les Filles," the selling of her new novelty releases is very satisfactory and, if we continue and talk about Michel Paje we quite understand the smiling attitude of Leon Cabat. As a matter of fact the summer season confirms that this young author, composer and interpreter has really hit the limelight. The public has chosen Michel Paje, who is imposing us with "Nous On Est Dans Le Vent" published by Vogue International, which has an exclusivity of all his compositions. Actually Michel is preparing his first 12'er which is the consecration of all artists that arrive at the door of success. On top of this he appeared before a difficult public on the Musicorama program and really triumphed. In respect and to be exact we would like to disclose that the A.R. "man" is a charming young woman named Denise Clement and we can boldly say that she has performed a master stroke for her debuts. While on the subject of Musicorama another youngster from Vogue has obtained a big success by the name of Alain Gaunay. We remember quite well the duettists Les Copains they started off with a little success and finally split up leaving Alain Gaunay to continue his route and he seems to be covering very quickly. He is also author, comp, and interpreter, but his songs are edited by Alpha, directed by Jacques Wolfsohn. The new success of Gaunay is at this writing "Mes Belles Saisons." That's all for Vogue, its very little, but its quite a lot when you reckon up.

Still waiting for the new novelty releases. They are being put out on the market little by little, like a water tap dripping small drops at a time, and this is not just the image. First of all, by Michel Paje (we understand this) "Tu Dis N'importe Quoi" backed with "Nous On Est Dans Le Vent." We find Claudine Coppin with "Rever D'un Garçon." This little Claudine gave us a lot of hope with her "Twist Du Bac." Hope we still have, but on the Barclay label where she records there's another newcomer who seems to be imposing himself. It's Frankie Alamo, who has courage and doubted the "Da Dou Ron Ron" by Hallyday, and given us a follow-up, "File File File," that appears to be meeting with a lot of success with the teenagers and even others.

Let's now talk about Danyel Gerard with his "Je" on the Disques AZ, which has been created by Europe n°1 and which is distributed by Vogue, which is very lucky. We must return again to this operation which is phenomenal and extremely important; at present this is more or less localized and narrowly limited but resources and means of promotion that are at their disposal will break out very rapidly soon.

On the Pathe label the vacation period brought out another young singer of Belgian nationality, Adamo, who obtained a bright success with his "J'aime Une Fleur." The French market seems to take a liking to singers of Belgian origin. Let's jog your memory a little by mentioning Annie Cordy, Devos, and Jacques Brel. Must say for the latter that we are still waiting patiently for a big hit but this is not yet in sight not even with his latest recordings. Perhaps we can mention. "Les Toros," not to be confused with "Plaza El Toro," the Petula Clark best seller hit. To terminate just a line for Enrico Macias who has given us an excellent disk "Compagnons Disparus" and "La Femme De Mon Ami" (The Wife Of My Friend).

The return of the Parisians from the holiday resorts are now coming in fast. In the Capital we saw with pleasure Meyerstein, Prexy of Philips. We are now waiting for Eddie Barclay, also Nicole Barclay, who as we have already mentioned in previous columns has taken over completely the destiny of the Bel Air label. Nicole is well backed up in this affair with the success of Patricia Carli; in her rendering of "Demain Tu Te Maries" Mogul Achir Chemouny has confirmed this on his return from the French Riviera and says her disk is the best hit on the coast. Still continuing with the Parisian returns with Madame Breton after the flashing success that she acquired with Sheila, speaks to us now about Francois Lubiana, who has just grooved a new recording accompanied by Jeff Davies the two new titles of this session are, or will be "Mamie" and "L'Etranger." News flash: Seignette the former artistical director of polydor has now passed over to the C.B.S. label and has replaced Eddie Adamis.

## France's Best Sellers

1. Da Dou Ron Ron (Spector, Aber) Johnny Hallyday—Pigalle
2. Pendant Les Vacances (Bryant, Ithier) Sheila—Tropicales
3. Monsieur Boum Boum (Michel) Henri Salvador—Tropicales
4. J'ai Tout Oublie (Clark, Cour) Petula Clark—Vogue International
5. Demain Tu Te Maries (Patricia Carli) Patricia Carli—Editions Caravelle

## Great Britain Top Ten LP's

1. Please Please Me—The Beatles (Parlophone)
2. Meet The Searchers — The Searchers (Pye)
3. The Shadows Greatest Hits—The Shadows (Columbia)
4. Cliff's Hit Album—Cliff Richard (Columbia)
5. West Side Story—Soundtrack (CBS)
6. I'll Remember You — Frank Ifield (Columbia)
7. Concert Sinatra—Frank Sinatra (Reprise)
8. Reminiscent—Buddy Holly (Coral)
9. Fool Britannia — Peter Sellers/Anthony Newley (Ember)
10. — Steptoe & Son—Wilfred Bramble/Harry H. Corbett (Pye 'Golden Guinea')

## Great Britain Top Ten EP's

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



# HOLLAND

## Phonogram's 17th Dealers' Day (1963) The Guests

Hilversum's splendid Grand Hotel "Gooiland" buzzed with the activities of Phonogram's 17th Dealers' Day on September 2. The day, exceptionally bright and sunny, had started with the arrival of some 800 record-dealers and their wives, and many guests from abroad. Among them were from England W. W. Townsley (director of English Decca), H. Watson (Decca's export manager), Jack Boyce (Decca's classical promoter) and Marcel Stellman (Decca's popular promoter). From France J. Bouyer had come (directeur commercial du S.P.P. Paris) and from Belgium Charles Licoppe (sales-manager of Philips), who accompanied the Belgian vocal star Lize Marke. From Yugoslavia, Mr. Budmirovic was invited (Radio & TV Beograd). Also Mr. L. de Kok, director of Philips Nederland N.V. and J. W. A. Langenberg, director of Philips' Phonographic Industries gave evidence of their personal interest for Phonogram's new presentations.

### Phonogram's new Director and Adjunct-Director

After a light and lively opening by the comedy-group The Poker Trio of Amsterdam (Philips artists), performing a parody on the famous Dutch hit "Catootje," Phonogram's parting Director J.Th. van der Meer addressed the audience for the last time in this function. (He has been appointed a director of Philips Nederland.) van der Meer stressed the importance of phonos as potential for the improvement of record-sales, and was supported in his speech by a presentation in color-slides of all various types of phonos as manufactured by Philips. Then van der Meer introduced his successor to the record-dealers: J. J. M. Haslinghuis (51), who has been appointed Phonogram's new Director per September 1 officially. Also Mr. R. Klaassen, former sales-manager of Phonogram, was introduced as adjunct-director of the firm from the same date. Haslinghuis' pleasant speech was given a warm applause.

### Personal appearance of Adam Harasiewicz

All presentations were introduced by Rolf ten Kate, head of Phonogram's press & PR Dept. He made special mention of the cooperators (copywriters, speakers, stage-managers, etc.) as Leo Boudewijns, Hans Tecker and Otto Vriezenberg (label-managers), Henk Schippers and Pierre Dam (advertising), Frank Visser (PR) and of course producer Fred Hartog. Most impressing was the Concert Series on Philips, featuring a Johann Strauss concert by the Vienna Symphonic, a Gala Concert by the Concertgebouw Orchestra, a Vivaldi Concert by I Musici, a Concert by the Male Choir the Masteerchter Staar and a Chopin Concert by Adam Harasiewicz. After this color-slide presentation, the curtain rose and Harasiewicz himself performed a Chopin recital. Other live-presentations were the Lurelei Cabaret, Core de Groot performing a brand-new Dutch recording of the "Rhapsody in Blue," the "Favorieten Express" with special Belgian guest-star Lize Marke, and the "Surprise Series" with films of Caterina Valente and Willy Alberti, who was celebrated for his 25 years as a recording artist. Color-slide presentations were given of a new series of Children's Records on LP, a Decca Waltzes Series on EP's with a Vienna waltz live-demonstration by professional ballroom-dancers, and another outstanding classical presentation: "Muses' Rendez-Vous" on Philips LP's. Brilliant highlights were the performances of tenor Willy Caron (a great discovery in the vein of Jussi Björling or Beniamino Gigli) and of the blind cabaret-singer Jules de Corte.

F. de Graaf, president of the Dutch Dealers' Association, spoke his expression of thanks in the name of all dealers present. After a closing speech by Haslinghuis, the dealers were handed a new book about Joan Sutherland, and a wealth of informative material, among them "Phono Pockets": small catalogs in handy and tasteful get-ups. Dealers' orders came quick and lengthy. Another great day in Phonogram's history had come to a most satisfactory closing.

Bovema's H.M.V.-label released the popular Gitte-Rex Gildo duet vocal "Vom Stadtpark Die Laternen." Danish vocaliste Gitte recently won the Baden Baden songfestival.

On Saturday night Sept. 14 the Dutch TV screened "An Evening at the Poms" the traditional British community singing event, directed by Sir Malcolm Sargent. Bovema's H.M.V. label will plug the original recording of "Pomp and Circumstance" n.r.l. Land of Hope and Glory, by the Royal Festival Orchestra and, of course, the very popular Vera Lynn-version.

Gramophonehouse's Atlantic-label released albums by Erroll Garner, Dave Pell octet, and the Modern Jazz Quartet.

Little Stevie Wonder's "Fingertips" (Motown) released by Artone's subsid Funckler Records several weeks ago, shows signs of breaking through in the Benelux territory. Heavily promoted by Artone, the young star will soon be heard on several additional singles culled from his Top LP "The 12 Year Old Genius." Further new issues on the Motown label include: "Heat Wave" by Martha & The Vandellas, "You Get Ugly" by The Contours and "Mickey's Monkey" by The Miracles.

Artone rush-released a brilliant new version of The Kilima Hawaiians' signature tune "On The Beach At Waikiki," thereby commemorating on wax the 30th anniversary of Holland's foremost Hawaiian ensemble. Coupled with "Tausend Blüten Aus Samoa," a song composed by the author of the worldwide smash "Auf Wiederseh'n," instrumental platter is expected to take shape on the international record market too, in view of the group's remarkable renown across the border. Other new releases of local origin on the Artone label include top-notch guitarist Eddy Christiani's solos "Wild Geese" and "Guitar Waltz," and exiting teen-oriented "Sarina" c/w "Terang Boelan" by Willy & His Giants.

## Holland's Best Sellers

This Week Last Week

- | This Week | Last Week | Title  |
|-----------|-----------|--|
| 1.        | 1.        | Devil In Disguise (Elvis Presley/RCA) (Belinda/Amsterdam).   |
| 2.        | 4.        | Ik Heb Eerbied Voor Jouw Grijze Haren (Gert Timmerman/Telefunken) (World Music/Brussels).                            |
| 3.        | 2.        | Cimeroni/Das Leben Kann Schön Sein (Anneke Grönloh/Philips) (Editions Altona/Amsterdam, Benelux Music/Weert).        |
| 4.        | 3.        | Lucky Lips (Cliff Richard/Columbia) (Belinda/Amsterdam).   |
| 5.        | 7.        | Tes Tendres Années (Johnny Hallyday/Philips) (Editions Franco-bel/Brussels; sole-agency: Editions Altona/Amsterdam). |
| 6.        | 6.        | Oh! Donna Clara (Die Regento Stars/Tivoli) (Les Ed. Int. Basart/Amsterdam).  |
| 7.        | 5.        | There Goes My Heart Again (Fats Domino/ABC Paramount) (Editions Robert Mellin/Brussels).                             |
| 8.        | —         | Barcarole In der Nacht (Connie Francis/MGM) (Editions Altona/Amsterdam).   |
| 9.        | 8.        | Atlantis (The Shadows/Columbia) (Melodia/Amsterdam).   |
| 10.       | —         | Your Eyes Tell On You/It's All In The Game (Cliff Richard/Columbia) (Belinda/Amsterdam, Basart/Amsterdam).           |





# SCANDINAVIA

## DENMARK

Tono Grammofonplader A/S is working hard to promote the Majestic label. Among other incentives, it offers retailers one free LP for every ten ordered during September. The Majestic catalog includes mainly classical music, but also some operettas and musicals. Other recent Tono releases include several new EP's on the French Barclay label, LP's on Eros and Amadeo and local EP's and LP's on Tono.

Metronome A/S presented an LP with Oswald Helmuth, released at the beginning of September when the popular artist celebrated 50 years as an artist. Another special Oswald Helmuth album for this celebration was released by Polyphon. The latter also released a local LP of the French operetta "Mam'zelle Nitouche," featuring Dirch Passer, Katy Böttger, Hans Kurt and Malene Schwartz. "Mam'zelle Nitouche" is now being made as a Danish feature film by Saga Studios in Copenhagen.

Skandinavisk Grammophon A/S (EMI) has, among others, 12 new LP's among its September releases. Among the records can be mentioned the soundtrack version of the film music from "Mutiny On The Bounty" on MGM and "Award Winning Motion Picture Hits" with Connie Frances, also on MGM. SGA also presents the new label MusiCabaret, represented so far with an EP with same title as the label featuring Simon Rosenbaum.

Gitte Haenning, 17, whose recordings are produced by Imudico Productions, had scarcely disappeared from the charts with her Danish version of "We're Gonna Go Fishin'," a top seller for months, before she returned with her Danish recording of "The Life I Live," reports Jörgen Kleinert of Imudico A/S to Cash Box. Gitte has also recorded the song in Swedish, and according to reports from Stockholm, it is a best seller there, Kleinert said. Both her Danish and her Swedish version is backed with a Danish song, written by Georg Robert specially for her, "Lille Spejl På Vaeggen" (Little Mirror On The Wall). According to Kleinert, the world is open for Gitte by now. This year she has been No. 1 in a German Song Festival at Baden-Baden, with numerous German offers following. Most other European countries are also open for her and more and more countries want her records. Capitol is expected to release her first records in the U.S. in the near future, Kleinert said.

## NORWAY

The Sunbeams, a local group, has recorded the oldie "I've Got A Lovely Bunch Of Coconuts" for Manu. The record has already found the way to foreign markets, and has, among other areas, already been released in Sweden.

New sheet music from Norsk Musikforlag A/S includes the three German songs "Die Grosse Freiheit," "Der Schatz im Silbersee" and "Ich komm' ja bald wieder, Madeleine," and the Italian "Tel-Aviv" by Marino Marin, known in English as "Down In Napoli."

"Danke Schoen" is now reaching Norway. A local recording with Nora Brockstedt on Karusell is expected as a coming top seller. Same label also has come out with Craig Douglas' version of the same song.

A/S Nera introduced the new low-price RCA Victrola line at the end of August with ten LP's for the first releases. A new local RCA Victor record is "Godnattvalsen" (The Farewell Waltz) from the motion picture "Waterloo Bridge" 20 years ago. It has been recorded by Kjell Nordvik.

## SWEDEN

A new record company has just been announced. Roland Ferneborg, 39, and Sture Wahlberg, 42, are the men behind the new company, which introduces itself as Swe-Disc. Ferneborg is at the moment working at Karusell Grammofon AB in Solna, and is best known as manager of some internationally wellknown artists, such as Little Gerhard and The Spotnicks. Wahlberg is at the moment working for Svenska Siemens AB as producer for the Polydor label. In October, Karusell and Polydor start a tie-in at the distribution field. Swe-Disc has signed a contract with Karusell, and its records will be distributed by Karusell for the future. As artists contracted to Swe-Disc is reported Alice Babs Sjöblom, William Clauson, The Spotnicks, Little Gerhard and Ernie Englund. Swe-Disc starts its activity October 1. The new company will work for more promotion of Swedish artists on the international market.

Metronome has released Grethe and Jörgen Ingmann's "Der King von Soho" as single as well as EP. The record is coming up very strong in Germany at the moment, it is reported.

Record Records has released "I've Got A Lovely Bunch of Coconuts" with The Sunbeams in Sweden. This Norwegian record is the first foreign import made by Record Records since the company started its activity at the end of last year.

More and more recordings of "Danke Schoen" appear on the market. EMI has released Wayne Newton's Capitol version, and on Joker is a Swedish version sung by the Norwegian singer Nora Brockstedt.

"An Evening With Svend and Ulrik" is the title of the program presented at the Berns restaurant the first 18 days of September. The two Danes, Svend Asmussen and Ulrik Neumann present their 25th anniversary show.

## Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1.	4.	5.	I'm Confessin' (That I Love You)	Frank Ifield. (Columbia)
2.	1.	7.	I Like It	Gerry & The Pacemakers. (Columbia)
3.	2.	9.	Easier Said Than Done	The Essex. (Roulette/"Hataklit")
4.	6.	5.	Devil In Disguise	Elvis Presley. (RCA)
5.	8.	7.	"More"	Kai Winding. (Verve)
6.	7.	4.	Atlantis	The Shadows. (Columbia)
7.	3.	11.	It's My Party	Lesley Gore. (Mercury/"Hed Arzi")
8.	10.	5.	You Can Never Stop Me Loving You	Johnny Tillotson. (Cadence/"Hataklit")
9.	11.	6.	Judy's Turn To Cry	Lesley Gore. (Mercury/"Hed Arzi")
10.	12.	3.	Sweets For My Sweet	The Drifters. (Atlantic/"Hataklit")
11.	14.	3.	Eile Etait Si Jolie	Rika Zarai. (Bel-Air)
12.	13.	4.	Da Doo Ron Ron	The Starlings. (Embassy)
13.	9.	7.	One Fine Day	The Chiffons. (Teen/"Hataklit")
14.	5.	9.	Hello Stranger	Barbara Lewis. (Atlantic/"Hataklit")
15.	17.	5.	Twist It Up	Chubby Checker. (Parkway)
16.	—	1.	Twist & Shout	The Beatles. (Parlophone)
17.	15.	7.	Sukiyaki	Kyu Sakamoto. (Capitol)
18.	19.	2.	Frankie and Johnny	Sam Cooke. (RCA)
19.	—	1.	You Don't Have To Be A Baby To Cry	The Caravelles. (Decca)
20.	—	14.	From Me To You	The Beatles. (Parlophone)
21.	—	1.	A Love So Fine	The Chiffons. (Laurie)



# BELGIUM

Bill C. Slinger announced that a long term contract has been signed with the Belgian (French) new star Jackie Delforche. Jackie is one of the most promising young singers at the moment with a large number of fans.

Another important artist who has been signed for CBS is the popular Father Mestdagh (Flemish), formerly with Fonior/Decca.

It is the intention of CBS in Belgium to build up a strong artist roster and further news may be expected shortly.

Peter Plum just returned from London, where he has settled some important business transactions with Jeff Kruger of Ember records and the famous A&R man of the label John Barry; Plum also fixed several publishing deals during his stay.

The Polygram Record of the Month-action, which is proving to be very successful, with releases of wonderful masterpieces of Mozart, Scarlatti, Lalo, Boccherini featuring great artists as Michele Auclair (violin) Karl Engel (piano) Tibos de Machula (cello) accompanied by famous orchestras conducted by Maestro's of international fame like Anton Vander Horst, Marcel Couraud, Paumgartner and Willem Van Otterloo, this month presents one of our most prominent violinists: Arthur Grumiaux, accompanied by Ricardo Castagnone (piano) with works by Tartini, Corelli, Vitali and Veracini. This record surely will be received with enthusiasm by the music lovers.

Matt Lucas (Philips) has a best-seller for almost three months with "I'm Movin' On."

Top sellers in Belgium still are Claude François (Fontana) "Si Tu Veux Etre Heureux" (If You Wanna Be Happy)—Sheila (Philips) "Pendant Les Vacances—Les Gam's (Mercury) "Il A Le Truc" (He Has The Trick).

A come-back for Dutch songstress Ria Valk surely is "Ik Wil 'N Cowboy Als Man" (I Want A Cowboy).

SA Gramophone reported that they will, from now on distribute the new French label, Markal. In a few days, there will be the celebrated song "Balade" song by Marc Aryan on the market.

The publishing house Herman Brauer told Cash Box that its catalog of R. Mellin (Brussels) has the new song of Sylvie Vartan "Twiste Et Chante" (original title is "Twist And Shout"). Firm also acquired the rights on Fats Domino's hit "There Goes My Heart Again," and on the new Cliff Richard topper, "It's All In The Game."

Paul Anka will be on tour here from September 27 till the 3rd of October.

## Belgium's Best Sellers

### FLEMISH

1. N'est ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo and Ardmore and Beechwood)
2. (You're The) Devil In Disguise (Elvis Presley/RCA/Belindamusic)
3. Je Liegt (Will Tura/Palette/World Music)
4. I'm Movin' On (Matt Lucas/Philips/Belindamusic)
5. Da Doo Ron Ron (several versions/The Crystals/London/Halliday/Philips/Belindamusic)
6. Waar en Wanneer (Bob Benny/Polydor/Ideal)
7. Demain tu te Maries (Patricia Carli/Bel Air)
8. Lucky Lips (Cliff Richard/Columbia/Belinda)
9. Birdland (Chubby Checker/Parkway/Belinda)
10. Geef Mij Nog Een Kans (Marva/Vogue/Vogue International)

### WALLOON

1. N'est Ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo and Ardmore and Beechwood)
2. Da Doo Ron Ron (Johnny Halliday/Philips/Belinda)
3. I'm Movin' On (Matt Lucas/Philips)
4. Pendant les Vacances (Sheila/Philips/Acuff Rose)
5. Demain tu te Maries (Patricia Carli/Bel Air)
6. Les Bras en Croix (Johnny Halliday/Philips/Bens)
7. Je Me sens Bien (Petula Clark/Vogue/Bens)
8. Elle était si Jolie (Alain Barrière/RCA)
9. C'est ma fête (Richard Anthony/Columbia)
10. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)

## Denmark's Best Sellers

- |     |     |     |  |
|-----|-----|-----|--|
| 1.  | 5.  | 6.  | *Opad eller nedad (Oswald Helmuth/Philips) Multitone A/S                           |
| 2.  | 3.  | 11. | Den lille gyldne ring (Little Band Of Gold) (Gustav Winckler/Sonet) Gehrmans       |
| 3.  | 4.  | 2.  | Sukiyaki (Kyu Sakamoto/HMV) Imudico A/S  |
| 4.  | 1.  | 7.  | (You're The) Devil In Disguise (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB |
| 5.  | 6.  | 5.  | Hey Mama (Frankie Vaughan/Philips) Imudico A/S                                     |
| 6.  | 2.  | 7.  | Kom ned på jord'n igen (The Life I Live) (Gitte Haenning/HMV) Imudico A/S          |
| 7.  | 10. | 3.  | Twist and Shout (Brian Poole/Decca) Robert Mellin (Scandinavia) AB                 |
| 8.  | 7.  | 16. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB                       |
| 9.  | —   | 16. | Sig dejlige ting til mig (Say Wonderful Things) (Poul Bundgaard/Tono) Imudico A/S  |
| 10. | —   | 4.  | There Goes My Heart Again (Fats Domino/Karusell) No Publisher                      |

## Norway's Best Sellers

- |     |    |     |  |
|-----|----|-----|--|
| 1.  | 2. | 5.  | Sukiyaki (Kyu Sakamoto/HMV) Imudico A/S  |
| 2.  | 1. | 8.  | (You're The) Devil In Disguise (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB       |
| 3.  | 5. | 5.  | Welcome To My World (Jim Reeves/RCA Victor) No Publisher                                 |
| 4.  | 4. | 16. | Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB                             |
| 5.  | 3. | 14. | *De tusen sjöars land (Ray Adams/Manu) Musikk-Huset A/S                                  |
| 6.  | 6. | 21. | *Singel og sand (Olkabilamo/Philips) Edition Lyche                                       |
| 7.  | 7. | 5.  | *Ei snerten snelle (Wenche Myhre/Triola) Egil Monn Iversen A/S                           |
| 8.  | 9. | 5.  | Ser du Jan så hils fra meg (Hälsa Mikael från mig) (Ase Theresen/Triola) Sweden Music AB |
| 9.  | 8. | 2.  | Sweets For My Sweet (The Searchers/Pye) Belinda (Scandinavia) AB                         |
| 10. | —  | 1.  | In Summer (Billy Fury/Decca)   |





# JAPAN



# ITALY

As the seventh power of Japan's record industry, Nippon Crown Company is starting its business in late autumn with capital of \$300,000 (authorized capital \$1,200,000). The inaugural general meeting was held at Palace Hotel on Sept. 9, with members of our financial world, representative Kazuhisa Arita (Pres. of Wakamatsu Chikko Co.), and eight other influential persons and the veterans from the record industry including, Masanori Ito, former director of Nippon Columbia, Yujiro Yoshida, manager of Japanese Music Dept. of Nippon Columbia, Kentaro Meguro, chief of the publicity section, attending. In this decade, the combination of electric products makers and recording companies in Japan has become close to that of mergers in western countries. For instance, Matsushita Electric with Nippon Victor, Fuji Electric with Nippon Gramophone, Toshiba Electric with Toshiba Records, Matsushita Electric with Teichiku records. Nippon Records is another product of the trend.

Though news of this development has been heard in our music world since last year, it was also noted that the acquisition of foreign labels was quite difficult, with almost all the major foreign labels represented by existing recording companies. The battle of enticing star singers will grow in the forthcoming months with this new power as an incentive. It was announced that the first recordings will be on Nov. 3 and the release on Dec. 1.

Johnny Deerfield, popular American singing artist, well-known in Japan for his smash hit of "Lonely Soldier Boy," arrived at Haneda airport Aug. 31, invited by Toho Geino Co. for a two months entertainment tour of Japan. He began his engagement Sept. 5 at night clubs in Tokyo, several TV appearances also included. Judging by Deerfield's last tour of our country in 1961, the promoter is looking forward to tremendous success. After Tokyo, he will visit five of the main cities in Japan, including Osaka, Kyoto and Fukuoka during his stay, according to the promoter.

## Japan's Best Sellers

### INTERNATIONAL

This Week	Last Week	
1.	4.	Great Escape—Soundtrack (UA);—Sub-Publisher/Taiyo
2.	2.	Cutie Pie—Johnny Tillotson (Seven Seas); Yukari Ito (King); Yuya Uchida (Toshiba); Sub-Publisher/Shinko
3.	1.	Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Michiyo Azusa & Yasuo Tanabe (King); Elaine & Derek (Pye);—Sub-Publisher/Shinko
4.	3.	Summer Holiday—Cliff Richard (Odeon); Pair Scunk (Toshiba); Yoshio Kimoto (King);—Sub-Publisher/Aberbach
5.	6.	First Quarrel—Paul and Paula (Philips); Michiyo Azusa & Yasuo Tanabe (King); S. Kako & R. Yasuoka (Toshiba);—Sub-Publisher/Shinko
6.	7.	You're the Devil in Disguise—Elvis Presley (Victor);—Sub-Publisher/Aberbach
7.	5.	I'll Follow Him—Rosemary Clooney (Reprise); Betty Curtis (CDG); Georgia Gibbs (Epic); Little Peggy March (RCA);—Sub-Publisher/Suiseisha
8.	8.	L'isola di Arture—Elio Bruno e la sua Orchestra (Victor)
9.	—	It's My Party—Lesley Gore (Philips); Mie Nakao (Victor)
10.	—	Lucky Lips—Cliff Richard (Odeon); Beni Sisters (Toshiba);—Sub-Publisher/Aberbach

### LOCAL

This Week	Last Week	
1.	2.	Shima no Blues—Akemi Misawa (Victor)
2.	1.	Maikohan—Yukio Hashi (Victor)
3.	3.	Shimasodachi—Yukiji Asaoka (Toshiba)
4.	7.	Kokoh Sannensei—Kazuo Funaki (Columbia)
5.	4.	Shussekaido—Midori Hatakeyama (Columbia)
6.	6.	Miagete Goran Yoruno Hoshi—Q. Sakamoto (Toshiba)
7.	5.	Koi no Vacance—The Peanuts (King)
8.	8.	Judo Ichidai—Hideo Murata (Columbia)
9.	10.	Young Seven—Jerry Fujio (Toshiba)
10.	9.	Wakai Tokyo no Yaneno Shita—Y. Hashi & S. Yoshinaga (Victor)

### LP BEST SELLER:

This Week	Last Week	
1.	1.	Connie Francis—Follow The Boys—MGM
2.	2.	Belafonte at Carnegie Hall—RCA
3.	5.	It Happened at the World's Fair—RCA
4.	3.	The Platters Golden Hit—RCA
5.	4.	All Star Festival—UN

## Sweden's Best Sellers

This Week	Last Week	
1.	1.	8. (You're The) Devil in Disguise (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2.	2.	7. Sukiyaki (Kyu Sakamoto/HMV) Edition Odeon
3.	3.	3. Twist And Shout (The Beatles/Parlophone) Robert Mellin (Scandinavia) AB
4.	4.	8. *Spel-Olles gänglåt (Trio me' Bumba/Polydor) Nordiska Musikförlaget
5.	5.	14. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB
6.	7.	3. *Skräddarvisan (Sven-Ingvars/Philips) Sweden Music AB
7.	10.	2. Sweets For My Sweet (The Searchers/Pye) Belinda (Scandinavia) AB
8.	6.	9. Little Band Of Gold (James Gilreath/Sonet) Gehrmans
9.	8.	5. Da Doo Ron Ron (The Crystals/London) Belinda (Scandinavia) AB
10.	—	1. Surf City (Jan & Dean/Liberty) No Publisher *local copyright

## SUBSCRIPTION TO CASH BOX

\$30 FIRST CLASS—\$45 AIR MAIL

The successful musical comedy "Rugantino" by Garinei and Giovannini will be presented in the first months of next year on Broadway. "Rugantino" has been the top musical comedy of this year in Rome. The production will be presented in Milan next October. Star of the show will be Ricordi's talent Ornella Vanoni, who takes the place of Lea Massari during the American tour.

The Italian production "Rugantino" (the music of which is owned by Campi) is expected to be a good success in the US, too. Next November in Milan, will be presented in Italy the great American Musical "My Fair Lady." Produced by Remigio Paone, directed by Lars Schmidt, it will star Delia Scala and Enrico Tedeschi.

On this occasion Decca, is strongly promoting the recordings from the musical recently waxed in Italian by Caterina Valente. My Fair Lady is published in Italy by Messaggerie Musicali.

The Italian record year 1963 was characterized by the extraordinary talent of Rita Pavone, the voice discovered by Teddy Reno through his organization The Unknowns Festival. This year, the second edition of this contest, organized by Teddy Reno and R.C.A. Italiana, seems to have marked the beginning of a new career: the new star born on the Ariccia stage (the little village where the Festival has been held) is Dino, a male talent 15 years old. Reno and RCA responsables are saying that he will be the new voice of 1964. In any case, thanks to the great popularity acquired by the Unknowns Festival owing to the fortunate and extremely rapid stardom of Rita Pavone, the name of Dino, the winner of this year, is still well known. The new singer has been pacted, of course, by R.C.A. and his first record will soon appear on the market.

At second place in the final classification of the Unknowns competition, there is another male talent. His name is Attanasio.

Among composers, the festival revealed the talent of a very young musician, Loredana Ognibene. She signed an exclusive contract with the RCA publishing firm, and her songs will be presented in an album recorded by the RCA artist Donatella Moretti entitled "Diary Of A Girl."

First classical news of this column concerns E.M.I. Italiana, which has just released a second series of its successful "Invito Alla Musica" (Invitation To The Music), the low priced series (about \$3.50 to the public) containing some of the best classical recordings of the EMI catalog. The new release includes 20 albums containing compositions of Chopin, Brahms, Beethoven, Bach, Rachmaninoff and so on, performed by interpreters like Rubinstein, De Vita, Oistrakh, etc.

More EMI news concerns the pop talent Pino Donaggio, who is leading now a combo called Giovani Giovani (Youngs, Youngs) with which he has just released a recording of his new tune "La Scaletta" (The Little Staircase). EMI is preparing a strong promotion on this new record. The new title penned by Pino is published by Curci. Moreover, the new Donaggio combo has just debuted, without the leader, a waxing with "Rita" b/w "La Rapina."

The object of another strong promotional campaign will be the other EMI top star Tony Renis, who has just recorded a new song penned by him entitled "Amo Milano" (I Love Milan), published by Ricordi.

Always on the subject of EMI Italiana, we wish to stress the good reaction stirred up by the new talents Vasso Ovale (with his recording "Pieta" (Pity) and Egle and Alfredo Sacchetti (with their waxing, "Hey Paula").

Another special promotion has been announced by Messaggerie Musicali on the music from the successful motion picture, "The Victors." It seems that the principal songs from this film will be recorded by the top star Caterina Valente for Decca.

Two of our young artists are hosts of the German TV: we refer to Ricki Gianco (Jaguar Records), who accompanied by the owner of the record firm, Benito Vassura, has just waxed in Hamburg his first German record.

The second Italian artist who was star guest in Berlin of the TV spectacle "Treffpunkt Telebar" is Ri-Fi artist Cocker Mazzetti. Cocker will also take part next month in the Festival of Zurich (Switzerland) along with the other Ri-Fi female talent, Iva Zanicchi.

Ri-Fi is giving a special promotion to the recordings of the English group The Ravers, available under the Variety label. Recordings include "Let's Dance" and "If You Wanna Be Happy."

Ri-Fi's Pino Velona has concluded an agreement for the representation and distribution in Italy of Command Records and Grand Award.

Other interesting news concerns Luigi Tenco. He left Ricordi and signed a new contract with SAAR; Cash Box received such information from the indie producer Nanni Ricordi, who will be responsible for the future waxings of Luigi Tenco, under the SAAR label.

## Italy's Best Sellers

This Week	Last Week	Weeks on Chart	
1.	1.	15.	*Cuore (Heart): Rita Pavone/RCA Published by Messaggerie Musicali
2.	2.	15.	Quelli Della Mia Eta' (Tous Les Garcons Et Les Filles): Francoise Hardy/Saar, Catherine Spaak/Ricordi Published by Leonardi
3.	4.	6.	*Se Mi Vuoi Lasciare: Michele/RCA Published by Ariston
4.	3.	8.	*Sapore Di Sale: Gino Paoli/RCA Published by RCA Italiana
5.	5.	12.	*Stessa Spiaggia Stesso Mare: Mina/Italdisc, Piero Focaccia CGD Published by Southern
6.	7.	7.	Hey Paula: Paul and Paula/Philips, Egle E. Alfredo Sacchetti EMI Italiana, Jan March and Jane April/Ri-Fi
7.	10.	2.	*I Watussi: Edoardo Vianello/RCA Published by Leonardi
8.	8.	9.	*I Tuoi Capricci: Neil Sedaka/RCA Published by RCA Italiana
9.	6.	10.	*Abbronzatissima: Edoardo Vianello/RCA Published by Leonardi
10.	9.	20.	*Grazie Prego Scusi: Adriano Celentano/Clan Published by Italian Yank/Ariston
11.	11.	2.	*Prima Di Te Dopo Di Te: Catherine Spaak/Ricordi Published by Ricordi
12.	12.	9.	*Se Mi Perderai: Nico Fidenco/RCA Published by RCA Italiana
13.	—	1.	*Non Andare Col Tamburo: Remo Germani/Saar Published by Leonardi
14.	13.	3.	*Se Insieme A Un' Altro Ti Vedro': Little Tony/Durium Published by Durium
15.	15.	4.	Non Finiro' D'Amarti: John Foster/Phonocolor Published by Messaggerie Musicali.

\*Denotes Original Italian Numbers





# CANADA

Hal Ross and his London folks in Montreal have never had it so good. Hit wise, the London group is coming on very strong of late with such outstanding chart items as "Part Time Love." The Little Johnny Taylor outing joins a flock of other hot singles that have been pouring out of London faster than one can write about them, "Deep Purple" by Nino Tempo and April Stevens on Atco was very much in demand from air exposure over U.S. stations long before it hit the Canadian market. While an outstanding newbie by Jan and Dean, "Honolulu Lulu" on Liberty will rapidly climb the charts. "Sally Go Round The Roses" by The Jaynettes on Tuff, "Mean Woman Blues" by Roy Orbison on Monument and many other well established chart items have Hal as busy as six promo men these days.

A real commercial sound has been turned out on the Carlton label by a couple of young Montrealers. "Surfin' Sal And Charmin' Willy" by Gord and Sue, was given its Canadian air premiere over Dean Hagopian's CKOY-Ottawa segment. The two performers, Gord (Gordon LeRiche) and Sue (Huber) did the session in Montreal, Gord is a top notch amateur golfer while his pretty partner is a nurse. With the release of their debut side on Carlton, they have both become wax stars. Considerable air play and audience reaction on the new side has been noted in both Ottawa and Montreal. It's a comer.

Montreal based musician, Nat Raider, has a new release currently on London. "Wild Roses" b/w "El Toro" are the new Raider sides, both are getting air exposure in Montreal currently. "Roses" is a Marty Hill composition. Hill was recently represented on many Canadian charts himself with his Brunswick outing, "The Lonely Man." It has a strong beat, while the flip, "El Toro" was written by Maestro Raider himself and showcases the Raider trumpet in grand style. There's a Tiajuana Brass sound throughout the "toro" side, and that's the deck that gets the nod from this corner. Two good sides from Nat and the band.

"Be My Baby" by The Ronettes, a commercial smash from the beginning, received a little extra chart push from Hal Ross as he sent plastic cewpie dolls to spinners across the country to alert them for the new sound on Phillies. Now it's well underway towards the top ten on most of the Country's play-sheets.

G. L. Mansour, V.P., RCA Victor Consumer Products has announced with deep regret the retirement of Len Headley, V.P. of the firm's Record Division. Headley is retiring (10/7) after 24 years of service with the company. Len will then realize a life-long ambition, to manage and become co-owner of a hotel in the West Indies. In another exec appointment, Mansour announced that G. E. Morden would become general manager of distribution with the company.

Harold Pounds is riding herd on a flock of goodies these days. The Sparton topper has a real hot item, both pop and country, in the latest wax outing through Starday by Arthur "Guitar Boogie" Smith. The novelty is finding favour with both pop and country spinners and this combined air exposure is paying off in sales for the Smith outing. Also happening over at Sparton currently is the great new pairing by Fats Domino on ABC Paramount. Harold, tells us that so far it's a toss up as to the big side where the Domino due are concerned. Good to see Champ Butler back on the disk scene with a real pleasant outing on Sparton, entitled "My Heart Belongs To A Stranger." It has an infectious sound that could make it step out with deejays across Canada.

"A Walkin' Miracle" by The Essex appears on nearly every playsheet reaching C.B. It is by far the fastest starting single out of the Compo Company in recent memory. It's well under way for a solid and lengthy top ten ride throughout Canada, being programmed as it is by both top forty and smooth-sound formats. Phil Rose has a flock of new product going for his division at Compo currently that includes such chart stalwarts as Sandy Stewart, Shelly Fabares and Gary Griss. The "Coloring Book" girl will be all over the charts in short order with either side of a good ballad pairing, "I Know He Needs Her" b/w "Please Don't Fall In Love With Me Again." The session, produced by Don Costa for Colpix, will probably result in big sales especially for the very pretty "Needs Her" deck. "Welcome Home" by Miss Fabares, also on Colpix, could develop into another "Johnny Angel." Phil's keeping his fingers crossed. The Gary Criss top side on the new Apex outing would seem to be "Sweet Warm And Soft." Also new and giving fair warning of developing into a solid chart buster is the Cadence outing by Jean Thomas. It packs solid teen appeal in "The Boy That I Want Doesn't Want Me." Over on the Decca-Coral side of the picture at Compo, Red Roberts is flipping—with great justification—over the new two-sider by Rick Nelson, "Fools Rush In" had the warmest initial reception from the Country's spinners, but many of them have now given considerable attention to the flip, "Down Home." "Fools" is a great movin' sound, reminiscent of Rick at his best, while "Down Home" just oozes warmth from the youngster. Rick's got himself a winner with either or both sides this time around. Also doing well for Decca in short order are the new releases by Johnny Ray, with "Lonely Wine" getting the best reception there, and the newbie by Vince Edwards. "This Train" is as good as Dr. Casey has sounded on record so far, and together with his great new Decca album package, "In Person" will have the actor-singer well represented on the country's best seller lists for quite some time to come. The single was lifted from the aforementioned Casey LP. Look for a lot of airplay on the new Coral outing by Pete Fountain. Either side of the new single, "China Nights" or "Women Of The World" could find a lot of deejay favour. "Women Of The World" is a movie theme that will be helped—and vice versa—as the flick plays in Canadian markets.

New Capitol cookies that spell sales in "Capitol" letters are flowing out of Paul White's office these days. A new Cliff Richard album package is really going to get the deejays across the country swinging with the great English wax star. Entitled, "Living Doll" the set packs in all of Cliff's great hit singles from "Move It" to the current chart buster, "Lucky Lips." Another made in Great Britain album package just released by Capitol, and brimming over with nostalgia, is the new set by that great lady, Vera Lynn. "Hits Of The Blitz," is Vera at her best with no less than twenty great memory-filled melodies that make this set a programming must. New Capitol singles, also originating "over 'ome," feature some happy honky tonk pianistics by Russ Conway on "Gigolo" and "Terry's Tune," while the many David Whitfield fans will flip for his sensational reading of "This Heart Of Mine."

CKOY-Ottawa, in cooperation with Harvey Glatt of Treble Clef Productions in the Nation's Capitol presented an outstanding live Country package (9/9) at the Capitol's Auditorium. Headlining the outstanding show were: Johnny Cash, George Jones and George Hamilton IV. In supporting roles with the show were: Wilma Lee and Stoney Cooper, Tex Ritter and June Carter. Emcee for the evening was the station's C and W authority, Ted Daigle. Package packed 'em in, and may shortly be repeated by the Ottawa outlet, about to debut on its new high power of fifty-thousand watts.

The Surfaris debut on Decca has been well received by spinners across the country. "Point Panic" appears to be the take-off side at this stage of the game.

BMI's Suzanne Martin fills us in on the new Columbia pairing by Little



# GERMANY

The Albert Mangelsdorff Quintet, Germany's top jazz combo, will tour Asia from the end of Dec. until the first of March 1964. The group has been invited by the Goethe Institute for the tour. The concerts will take place in India, Ceylon, Thailand, Indonesia, the Philippines, Hong Kong, Japan and Vietnam. Jazz critic Joachim E. Berendt will accompany the group as announcer for the concerts.

Theo O. Seeger from Peer Music reports that new swinging records on Polydor are ready to start the season from Alice & Ellen Kessler with the Scottish Twist, Audrey Arno with "Limbo Italiano," "Sweet Fraulein" from Hans Messner and a new LP under the title "More Latin Romance" with Alberto De Luque and Sara Collantes in Spanish.

Teldec has released a bound set of LP's (classical) under the title "Live with Music." The set is selling for only 25 dollars and was one of the top features of the Berlin Radio-TV-Phono Fair recently in Berlin. The set is set up to be used in library like fashion and other sets can be added to give the music collector a fine library of classical music. Another American guest at the Fair in Berlin was Brian Hyland, who did German waxings here.

Electrola is doing a top press campaign to kick off the "Angel" classical label here. Until now, the label has not been used, but the series is now being started.

Aberbach Music's Rudi Slezak writes that his firm is swinging, with the new German waxing of "Devil In Disguise" by Rex Gildo heading the list of new favorites in all the trade papers here.

Heidi Merensky of Sikorski Music reports that Jorgen Ingmann has recorded the fine German festival number "Der King Von Soho" under the title "Soho" as an instrumental, and the dinking will soon be released in the U.S. The publishing house has also picked up the rights for "Wipe Out" which holds down a top position in the Cash Box Top 100.

The record business has opened up all guns for the start of the new fall season and it looks like its going to be an exciting one. More singles than ever are on tap for this fall, and LP's are also stacking up nicely with new and better releases set by all firms. This week is the lull before the storm as everyone is just getting back from the Berlin Fair and are settling down to work on their product. One thing that has just started happening in this market is that single hits tend to make the top of the hit lists sooner than before one year, and they drop faster. Several very strong titles only stayed in the top position a few weeks which is quite unusual. It used to take a big song a long time to make the charts and longer to drop out. This is probably due to the huge influence of music box sales and the drop in retail sales, but it's getting to the point where a new record can make the top 10 within 3 weeks of release and make the top slot in a week or two more.

That's it for this week in Germany.

## Germany's Best Sellers

This Last No. Weeks  
Week Week on Chart

1.	1.	9.	*Ich Will 'Nen Cowboy Als Mann (I Want To Marry A Cowboy)—Gitte—Columbia—Minerva Music
2.	2.	4.	*Lass Mich Noch Einmal In Die Ferne (Let Me Go Away Again)—Freddy—Polydor—Edition Esplanade
3.	3.	7.	*Mitsou—Jacqueline Boyer—Columbia—Peter Meisel/Maraton
4.	4.	13.	*Barcarole In Der Nacht (Barcarole in the Night)—Connie Francis—MGM—Francon/Schneider
5.	5.	8.	Buona Notte (Good Night)—Rocco Granata—Columbia—Peter Meisel/Intro
6.	6.	3.	Sukiyaki—The Blue Diamonds—Fontana—Edition Modern
7.	10.	2.	Number Eins In Meinem Herzen (Number One In My Heart)—Peter Beil—Fontana—Rolf Budde Music
8.	7.	7.	*Im Kleinen Dorf Am Rio Grande (In A Little Town On The Rio Grande)—Renate & Werner Leismann—Ariola—Peter Meisel/Intro
9.	8.	19.	Schuld War Nur Der Bossa Nova (Blame It On The Bossa Nova)—Manuela—Telefunken—Peter Meisel/Intro
10.	9.	7.	*Mein Schimmel Wartet Im Himmel (My Coach Waits For Me In Heaven)—Gus Backus—Polydor—K. H. Busse *Original German Copyright

### CANADA (Continued)

Caesar and The Consuls. They are a Canadian group from Toronto, where they have built up a considerable following. The two tunes that they have just cut are both Canadian items, penned by Ron Scribner. Chart nod seems to go—at this writing anyway—to the ballad side, "If I Found A New Girl."

Condolences to George Offer, Decca's head man in Toronto, on the recent passing of his mother.

CFGM is reportedly making some giant strides rating wise in the Toronto market as their recent switch to all C & W programming begins to take hold with Toronto audiences. The station is currently giving considerable exposure to the new Wanda Jackson, Capitol outing, "Memory Mountain."

Big country flavored releases from MGM that have been featured heavily of late by Ted Daigle on his CKOY-Ottawa, spin 'em sessions are: "Ring Of Smoke" by Ben Colder, and "Hootenanny Hoot" by Sheb Wooley. The two disks by Wooley and his alter-ego have rapidly developed into big favorites with both country and pop fans in the Ottawa area. Another strong side that has come through the all important preview period on Ted's show with flying colors is the Tally release by Merle Haggard, "Sing A Sad Song." Ted is waiting now for George Struth to get some Canadian copies of the good, Wynn Stewart-penned tune on the market. Fabor Robinson, who was responsible for the production of the Ned Miller world-wide blockbuster, "From A Jack To A King," is the man behind the aforementioned Tally release by Haggard. Meantime, Struth is up to his ears in orders for a trio of red hot items over at Quality currently. "The Kind Of Boy You Can't Forget" by The Raindrops on Jubilee, "Wonderful Wonderful" by The Tymes on Parkway and their label-mates The Dovells with "Betty In Bermudas," are all smash back to school sounds with Canada's teens. Stan Dorling at the label has a glowing report on the Harry Charles side, "My Laura" on Rowax. It was a slow starter but is now moving towards the top on all charts in Canada.

Meanwhile, back at the Montreal branch, Bill Smithers has some good words for the great new sound by Jimmy Gilmer. His report is substantiated by listener reaction in both Ottawa and Montreal to the sound, "Sugar Shack." It'll be a real top ten item in no time at all. Bill reports very favorable reaction to the newbie by Canadian-born, Diane Emond. "The Beginning Of The End" by the young ex-Winnipegger on MGM is getting a big play on the French-language outlets in and around Montreal. A solid rocker on Reo, "Bust Out" by The Busters is also coming on strong throughout La Belle Province, reports Bill.





# ARGENTINA

Let's say a few words about the classical music field in Argentina. Although it isn't too big, several companies are taking a good part of it . . . and seem to like it. As in other countries, the current trend is towards antique music (Bach, Vivaldi), although Chopin, Beethoven and Mozart are also well considered. One of the biggest catalogs of classical music, although coming from a relatively small company, is the Surco one, based on Vox and Telefunken recordings. Surco has explored the field with several outings by not so well known composers, like Karl Philipp Emanuel Bach (played by the Camera Orchestra of Maguncia), Johann Christoph Bach (also by the same group), Lalo, Frank (Volkoper Orchestra, Wien) and released also such works as forty eight concerts by Vivaldi (opus 3, 4, 8 and 9) in four three-record sets. For more light music lovers, there is an album by Pianist Walter Klien, containing music by Liszt, Chopin, Debussy and other top names. Other diskeries have also many classical releases (the recent Philharmonia of London Orchestra visit revealed that Odeon has 59 LP's by this orchestra in its catalog) and it seems that this situation won't change in the future.

Another thing worth commenting is TV Channel 9's "Song Festival," produced by Blackie, an important name in TV business in Argentina. A jury composed by several musicians has selected 27 songs (pop, tango & folk music) and the winners will be known soon. The contest is sponsored by Odol toothpaste, and the tunes will be sung by the top artists under contract with the plant. Some of the titles selected are "Tu La Luz," penned by Ricardo Mejia (RCA's artistic director), "El Ultimo Cafe" (written by tango artist Stampone), "Tu Tambien Lloraras," penned by Doris Wolfenson, "Maria de Los Angeles" (written by Luciano Budriese, better known as Lucio Milena) and others. In a few weeks we'll inform about the Festival's progress.

Ediciones Musicales Tempo informs that it will release, for promotional purposes, Compact 33 records with tunes controlled by the organization and recordings by artists contracted to it. The new label will be titled "Principe" and the musical production will be made by Milrom (Ricardo Romero-Lucio Milena). The first outing contains "No Podre Olvidar," "Luna en la Playa," "De tal Palo Tal Astilla" and "No Sufras Mas Amor."

Famous (Musidisc representative) has released a new album by Brazilian orchestra Los Romanticos de Cuba. The LP is titled "En Bolero" and contains standards like "Oracion Caribe" mixed with American tunes: "Stella by Starlight" and "I Can't Stop Loving You." There is also a Compact 33 with several tunes culled from this album, and another LP titled "Grandes Sucesos Masterpiece" and recorded also by Musidisc of Brazil.

Three tango artists belonging to Music Hall, Jose Basso, Hector Varela and Rodolfo Biagi, will take part in the new late show programmed by Channel 9 for Saturday nights. The label has several singles running very well on these days: "Despeinada," by local rock'n roll group Los Pick Up; "Tie Me Down Kangaroo Sport" by Pat Boone and "Desencadena Mi Corazon" (Unchain My Heart) by Trini Lopez, who is supposed to become a big name in short time. Lopez is now receiving wide promotion, and the first dealer reports show interesting action.

Ricardo Castelblanco is working hard on "Cuando Brilla La Luna," which is expected to become "the 1963 song." There is a new version added: Los Fernandez (Odeon Pops). Others are Los Nocturnos (Music Hall), Fabio Echeverry (H y R) and Los Hermanos Rigual (RCA).

Mario Kaminsky of Microfon reports about the release of the first LP by Los Cuatro del Embers, instrumental group inked weeks ago. This album will contain the latest hits, taken straight from the charts. Los Jazz Singers are finishing their first album for the label, with American standards arranged by several well known Argentine musicians. On the international side, Microfon has released the first Coral recordings, according to the contract inked months ago with the American diskery. The initial outing is "Jackie Wilson at the Copa" and there are a couple of singles by the same artist.

Odeon is releasing two singles by Harry Show y sus Truenos, Chilean teen singer currently in Buenos Aires, performing on Escala Musical (TV Channel 13). The titles are "El Niño Popis" b/w "De Moño" and "Alejandra" coupled with "Cenicienta." There are two more singles: "Para Ti" by Los Grillos, and "Como te Arreglas?" by Gerry y Los Fantasmas. There is also a new waxing by Caterina Valente: "Java Tamoure" and one more by Peppino de Capri: "Nostalgias" b/w by "Roberta."

Fermata Publishers inked "La Hora," winner of the recent Benidorm Song Festival, and "La Luna Tiene Dos Caras," which took the second place at that contest. The pubbery has arranged the recording of "La Luna . . ." by Blaquita Silvan (CBS), while Romana Farres (Odeon Pops) will cut "La Hora." Also under promotion is "Tus Caprichitos," the Neil Sedaka smash, now recorded by Monica Lander and Juan Ramon. Another Fermata item is "Il Ballo dil Mattone," now recorded by Chicote Lopez (Odeon Pops). Fermata is also working on "Viva Jujuy," by The Platters, culled from the group's recent album, waxed in Spanish. CBS expects big action from "Recuerdos de Verano," contained in the new single by Tony Vilar, recently released. The flip side is "Despeinada," big chart rider, and therefore the diskery believes a good sales mark will be obtained. "Al Amanecer," the first Charanga del Caribe recording, has also obtained good reaction, while "Celia," the first one by Leo Dan, is also a chart rider. The initial waxing by Los Indianos, recently inked, is now under promotion: "Juan Paye."

Juan Ramon, Disc Jockey's top teen name, has received an offer from Mexico to appear in that country. The proposal had to be turned down because of the chanter's contracts in Argentina, till February 1964. His latest waxings are "Tus Caprichitos," "Cariñosa" and "Corazon," to be included in a new Compact 33.

Producciones Fermata has released a Compact 33 with four titles by Adriano Celentano, recorded for Clan: "Preghere," "Grazie . . .," "Pasticchio in Paradiso" and "Il Tangaccio."

The Mac Ke Mac's have recorded their first four titles for Ariel: "Cariñosa," "Sheila," "Wini Wini" and "El Baile del Ladrillo." The group recorded previously for Disc Jockey and RCA.

## Brazil's Top Ten LP's

1. 'S Beat—Ray Conniff (CBS)
2. Show Doçura—Moacyr Franco (Copacabana)
3. \*Avanço—Tamba Trio (Philips)
4. Afrikann Beat—Bert Kaempfert (Polydor)
5. \*Vozes Da Amazonia—Johan Dalgas Frisch (Copacabana)
6. Nico Fidenco—Nico Fidenco (RCA)
7. Encontro Com The Clevers—The Clevers (Continental)
8. Os Grandes Sucessos De 63—Billy Vaughn (Dot-RGE)
9. \*Pery E Todo Bossa—Pery Ribeiro (Odeon)
10. Canta Nico Fidenco—Nico Fidenco (RCA)

\*Brazilian Music



# BRAZIL

RCA Victor released a new series of strong albums. The LPs are the following: Rita Pavone, featuring the popular Italian teenage songstress, responsible for the great hit of "La Partitta Di Pallone (The Game of Football)." In this album, Rita in her enthusiastic style, does some other successes, such as "Cuore, Come Te Non C'e Nessuno," and many others; "Batida Diferente (Different Beat)," with Heraldo and His Bossa Nova Group, released under the RCA Camden label, presenting "Heraldo Do Monte," one of the best guitar players of Brazil, in a collection of bossa-nova tunes. A solid package that "bossa nova" lovers will hail. "Paul Anka's 21 Golden Hits" is another RCA sure shot. Gathered in one album, all the greatest hits by Anka. This singer and composer has hundreds of fan-clubs all over the country. Three other LP's complete the collection of RCA releases: one with Elvis Presley, another featuring The Rivingtons, and finally, one with Carlos Galhardo, romantic songster for oldtimers.

Antonio Mojica, member of the RCA Victor public relations dept., recently married in Sao Paulo to Vera Maria. Our congratulations!

Fourteen albums are in Philips Records' Sept.-Oct. release. They include albums by Bert Kaempfert, Erroll Garner, The Platters, Xavier Cugat and others. Also included is an LP with various artists, among them Connie Francis, Bert Kaempfert, Freddy and Peter Kraus, and the soundtrack to "The V.I.P.'s," starring Elizabeth Taylor and Richard Burton. There are also several classical releases and a host of double-compacts, including such artists as Silvinho, The Little Guanabara Singers, Carlos Augusto, Norma Suely, Leny Andrade, Clebanoff, Louis Armstrong and others.

Chantecler Records, a division of Cassio Muniz S/A, just celebrated its fifth anniversary in Brazil. Besides its roster of local talent, the label also represents in Brazil the Ricordi Italiana, the Italy-based label.

## Brazil's Best Sellers

1. El Relicario—The Clevers (Continental)
2. \*Sonhar Contigo—Adilson Ramos (RCA) (Published by Vitale)
3. \*Tudo De Mim—Altemar Dutra (Odeon); Moacyr Franco (Copacabana) Rosana Toledo (RGE)
4. \*Esta Noite Eu Queria Que O Mundo Acabasse—Silvinho (Philips)
5. Blame It On The Bossa Nova—Eydie Gorme (CBS)
6. \*Romance—Francisco Petronio (Continental)
7. \*Pobre Elisa—Moacyr Franco (Copacabana)
8. \*O Problema Do Amor—Carlos Gonzaga (RCA)
9. Apache—The Jet Black's (Chantecler); Mario Gennari Filho (Odeon); Wilson Miranda (Chantecler) (Published by Fermata)
10. Papa-Oom-Mow-Mow—The Rivingtons (RCA)
11. \*Garota De Ipanema—Pery Ribeiro (Odeon); Tamba Trio (Philips)
12. Chariot—Lana Bittencourt (CBS), Petula Clark (Mocambo); Little Peggy Marsh (RCA); George Freedman (RGE)
13. \*Distancia—Miltinho (RGE) (Published by Euterpe)
14. \*Amor Sincero—Silvinho (Philips)
15. Bonanza—Miranda (Chantecler); Billy Vaughn (Dot-RGE)

\*Brazilian Music

## Argentina's Best Sellers

This Week	Last Week	Title	Artist
1.	1.	La Terza Luna (Rondak-Fermata)	Neil Sedaka, Marty Cosens (RCA); Donald (Music Hall); Monica Lander (Odeon Pops); Juan Ramon (Disc Jockey)
2.	2.	*Rio Manso (Lagos)	Julio Molina Cabral (Music Hall); Cholo Aguirre (Microfon); Ramona Galarza, Cantores de Cerro y Luna (Odeon); Los Quilla Ruasi (Philips); Jorge Sobral (Disc Jockey); Ginette Acevedo (RCA); Los Acuyitos (Fenix)
3.	5.	*Despeinada (Korn)	Palito Ortega (RCA); Los Pick Up (Music Hall) Tony Vilar (CBS)
4.	3.	Mira Como Me Balanceo (Guarda come Dondolo)	(Alfa-Fermata) Edoardo Vianello, Jolly Land (RCA); Tony Vilar (CBS); Juan Ramon (Disc Jockey) Los Azurros (Music Hall); Dany Martin (Philips); Poky Evans (Odeon Pops)
5.	7.	*El Camaleon (Korn)	Chico Novarro (RCA); Tito Alberti (Philips); Pepe Reyes (Odeon Pops)
6.	6.	La Tierra (Plante-Tempo)	Little Peggy March, Violeta Rivas (RCA); Joe Sentieri, Los Cinco Latinos (CBS); Juan Ramon, Ennio Sanguisto (Disc Jockey); Los Cuatro del Embers (microfon); Frank Pourcel, Poky Evans (Odeon); Dyno (Music Hall)
7.	—	El Soñador (The Dreamer)	(Rondak-Fermata) Neil Sedaka (RCA)
8.	4.	Blame It On The Bossa Nova (Aldon-Fermata)	Eydie Gorme, Enrique Guzman (CBS); Juan Ramon (Disc Jockey); Jolly Land (RCA); Lawrence Welk (Music Hall); Richard Anthony, Romana (Odeon Pops)
9.	8.	Remember Diana (Spanka-Fermata)	Paul Anka, Marty Cosens (RCA)
10.	9.	Celia (Canciones del Mundo)	Leo Dan (CBS)
11.	10.	El Partido de Futbol (La Partita di Pallone)	Rita Pavone, los TNT (RCA); Los Tres Sudamericanos (CBS); Cocky Mazetti (Fermata); Monica Lander (Odeon Pops)
12.	—	El Baile Del Ladrillo (Il Ballo dil Mattone)	(Fermata) Rita Pavone, Violeta Rivas (RCA)
13.	11.	*Frente Al Mar (Neumann)	Mariano Mores, Hector Maure, Argentino Ledesma (Odeon); Jose Basso (Music Hall); Enrique Dumas (Philips); Juan D'Arienzo, Anibal Troilo (RCA)
14.	12.	Oye Niña (Meridian-Fermata)	Enrique Guzman (CBS)
15.	13.	*Puente Pexoa (Lagos)	Trovadores del Norte (CBS); Antonio Tormo (Disc Jockey); Farias Canaillas, Miguel Codaglio (RCA); Ramona Galarza, Enrique Rodriguez, Trio Cocomatola (Odeon); Los Quilla Huasi, Horacio Guarany (Philips); Julio Molina Cabral (Music Hall) Carlinhos (Odeon); Esteban de los Santos (Disc Jockey)

\*Local product





## THE CONVENTIONS

### MOA

There's no more satisfying experience than to watch clean, hard, honest effort pay off with success for the deserving and that's what happened last week when the coin machine industry tipped its hat in recognition of a job well done by the officers and members of the Music Operators Of America.

We stood by in Chicago's Morrison Hotel and counted heads, interviewed visitors, and talked with exhibitors for three days, but long before the curtain fell on the packed house banquet late Friday evening MOA was a shoo-in. They couldn't miss as early as Thursday afternoon and there were lots of smiles around to prove it.

We won't single out any individual for commendation because it would be a tough job. We've spoken with all of the board members of MOA and many of the officers and members. MOA was a team effort under Harry Snodgrass and will continue to be a team effort under the Presidency of newly elected Lou Casola. Thank goodness we've got men of this calibre to lead the way. Looking back now on the last twelve months the job accomplished seems almost as though it wasn't possible to achieve so much success in such a short time.

We wish MOA the very best in continued achievement during the coming years. It's an honor to have them lead this nation's coin machine industry.

### NAMA

While MOA lifted itself by the bootstraps out of oblivion back into national focus, NAMA has not had such a problem. Close to 9000 visitors attended last week's McCormick Place Convention and millions of dollars were expended to see that everyone got what they went to Chicago for—progress of one sort or another.

We would term this year's vending show as one in which the industry slowed its breakneck speed of radical development and settled down for the second consecutive year refining its past accomplishments. Machines which work perfectly and require a minimum amount of service are still the machines operators buy. First-time-ever inventions continue to get the once-over by cautious vending operators but they must be proven on location and too many of the operating headaches in the vending business have still not been cured. Hence, the industry is intelligent in improving on present developments which require further study. The end result is greater stability, a word which cannot be used to describe every industry today.

The interest in vending from the coin machine viewpoint is certainly stronger this year than ever. Perhaps the close proximity of the two Conventions prompted this obvious interest during the opening days of the vending show. Perhaps the coin machine operator is more sure of himself now and intends to step from cigarettes and candy into drink and food.

Hats off once again to NAMA for another brilliant Convention effort. The vending industry has made another step forward because of it.



# MOA Convention Draws 1300, Reported Largest In History, As Ops Flock To Chi In Support Of Snodgrass, Casola, Blundred Team

Exhibits Crowded For 3 Full Days, Banquet A Sellout, Hundreds At Sessions

CHICAGO — The Music Operators of America accomplished the impossible last week. 1300 Conventioneers strode through the hallowed halls of Chicago's Morrison Hotel less than twelve months after the coin machine industry waked the lifeless body of the National Association following the pall which accompanied the 1962 Convention. At the close of three days of consistent crowds, delighted exhibitors, and smiling MOA executive faces, one thing was certain. MOA had been returned to life. Everyone in the coin machine industry is the better for it.

President Harry Snodgrass, followed in office by Lou Casola who was elected to the top job by a grateful membership, (CB Sept. 14), received the congratulations of hundreds of well-wishers during the course of the trade show and he never stopped thanking the people who helped him accomplish the victory. The list at the top of MOA is a long one. Many in the industry around the nation also deserve thanks. The victory was brought about through sheer determination and hard work, and a plea which rang with honest conviction from the day the new leadership at MOA took over. Those responsible for the turnout saw their results on the Convention floor where close to 1000 operators walked and talked and did business. They saw hundreds attend the meetings. More than 700 heard Al Martino, Capitol's top star sing the hits made famous on juke boxes all year long, and then heard

the vocalist thank them personally. "I've got an awful lot of friends out there tonight!" was the way Martino phrased it from the stage. And there were an awful lot of people smiling and enjoying it. You could feel the success in the air.

For a while, with Jay-Jay's Lil' Wally and his group performing, it was like a huge wedding party. "Are you with the bride's family or the groom's," shouted a celebrant, as Lil' Wally played the numbers he makes famous in Polish sections around the country. Sig Sakowicz emceed the show. The J's with Jamie had the crowd on its feet with a stack of singing commercials made famous by the singing group.

Joe Williams shouted his blues and his thanks. The Mark V group and their hilarious antics added to the fine entertainment program. Other artists from Capitol, Mt. Vernon, and Heartbeat Records performed. Frank York's ork headed the show. And there was the "mystery" star, as show producer Hirsch DeLaViez tabbed him — Columbia's Tony Bennett, perhaps the top entertainer in the business today. The ops honored Tony with a "Best Recording" award for "San Francisco". ABC-Paramount's Ray Charles was dubbed "Best Artist". Columbia was awarded a "Most Consistent Supplier of Good Records" award. The ops themselves handed George Miller, former president an award. There were no speeches of any length. And steak or fish was on the menu.

## Attendance During Last 2 Days Did It!

CHICAGO—A final wrap-up report from Bob Blundred, managing director of the Music Operators of America (MOA), revealed that the attendance for the three day convention, September 4-6, was a whopping 1300 plus. This exceeds by far any previous MOA Conclave, according to Blundred.

Furthermore the banquet was sold out in advance. More than 750 guests packed the Morrison Hotel's Terrace Casino Friday evening, Sept. 6.

Actually, registrations during the convention rose sharply on the last two days after an optimistic start on the opening day, Wednesday, Sept. 4.

He explained that many of the innovations initiated at this convention were widely acclaimed by the rank and file of MOA and other coin machine industry people. There will be more next year, he said.

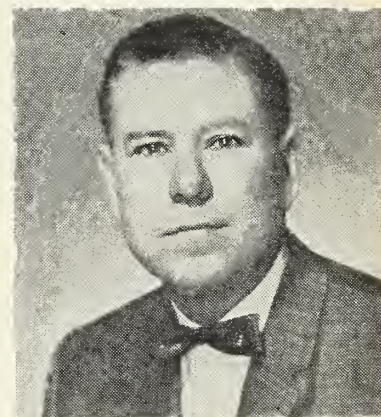
All four phonograph manufacturers exhibited for the first time in several years. They are all expected back next year. Four record companies exhibited. More will return next year. The amusement machine section was dominated by pool tables but the novelty and shuffle alley equipment got a heavy working out.

A check on exhibitors by reporters indicated a highly satisfactory performance in the way of deposits, orders, inquiries and sales.

At no time did the Convention lag. Attendance started high the first day at about 250 indicating a possible 1000 mark as reported here last week. By mid-day Thursday this figure was assured. Continued heavy registration on Friday, with the NAMA Convention ready to break the following day pushed the crowd to the 1300 mark. Forty-two exhibitors displayed to the turnout. Next year the guess is that this attendance figure, which was called a record-breaker, will top its own mark. The coin machine industry has an Association again. And after last week's performance, there is no question that it had a Convention.



J. HARRY SNODGRASS  
Past-President



LOU CASOLA  
Newly Elected President



BOB BLUNDRED  
Managing Director

## MOA Finance and Membership Report

M.O.A. COMPARATIVE MEMBERSHIP STATISTICS FOR FISCAL YEAR ENDED June 30, 1963 and 1962

(Date of Report . . . August 23, 1963)

MEMBERSHIP CLASSIFICATION		NUMBER MEMBERS			REVENUE RECEIVED FROM MEMBERS		
		Year Ended 6/30/63	Year Ended 6/30/62	MEMBER-SHIP INCREASE or DECREASE	Year Ended 6/30/63	Year Ended 6/30/62	Increase or Decrease
General	( \$35.00)	643	434	209 (I)	\$22,988.50	\$18,885.00	\$4,103.50
New	( \$35.00)	90	84	6 (I)	3,136.50	2,950.00	186.50
Associate Life	( \$50.00)	12	12	—	50.00	50.00	—0—
Regular Life	(\$250.00)	70	68	2 (I)	465.00	—0—	465.00
<b>TOTALS</b>		<b>815</b>	<b>598</b>	<b>217</b>	<b>\$26,640.00**</b>	<b>\$21,885.00</b>	<b>\$4,755.00 (Increase)</b>

Special Note: The 643 figure for June 30, 1963 does not include approximately 45 music operators from the Philadelphia, Pa. area who will become members through the joint membership program with Music Machine Assn. of Phila.—and—14 new members from the New York State Operators Guild.

In addition, there have been 16 new members added between July 1, 1963 to August 23, 1963—for a total membership of 890.

\*\*Actual cash collected.

CHICAGO—MOA made available to the trade a financial and membership report for the first time in its history last week and the figures read like a blue chip stock in a stable market.

Membership has been increased during the past year from 598 to 815 for the year ending June 30, 1963. Since then, 200 more ops have joined bringing the total membership to a solid 1000 operators. Cash received increased from \$21,885 to \$26,640, plus additional monies received from June 30 till present.

Much of the increased membership was due to the all-out effort of MOA execs during the last six months. Bob Blundred led teams across the country talking with associations and signing up entire groups instead of individuals. Many associations in the country today boast 100% membership in the national and their local associations.

General membership in MOA costs \$35.00 as does New membership. Associate Life membership costs \$50.00 while Regular Life costs \$250.00. In past years membership reports and official registration figures have not been available to the trade.

## Association Fever Is Catching!

### Casola, Montooth, Brown, Kies Form Illini Group

CHICAGO—The foundation was laid during the MOA Convention last week for the formation of an Illinois Operators Association, spearheaded by new MOA president Louis Casola, and directors Les Montooth, Paul S. Brown, and popular Chicago coin machine operator Earl Kies.

Since this meeting was tentatively set at the very last moment it was not possible to bring the entire Illinois contingent of operators together in the Venetian Room of the Morrison Hotel, therefore it was decided that a new meeting will be called, and an announcement sent out to every op-

erator concerned. Operators are urged by Lou Casola to contact him in Rockford, Illinois; or Les Montooth, in Peoria, Illinois. Both said planning is very spirited towards the formation of an Illinois operators organization.

**Complete Convention Coverage On MOA and NAMA, THIS ISSUE!**



# AT MOA:

## Coinmen Came From All Over The World

CHICAGO—One of the most encouraging aspects of the MOA Convention was the large number of overseas coinmen who attended from more than one dozen countries.

Among the visitors from overseas and reps from USA-based firms doing business in Europe, were the following: England: Norman Ditchburn, Cyril Schack; Germany: Al Adickes,

Eric Schneider, Ernst Bergmann; Italy: Bruno Zecchino, Ugolini Giancarlo, Francesco Queirolo; France: Norbert Levy, Gerard Caen; Switzerland: Romaldo Meroni; Finland: Tuomas Tapala; Greece: Johnnis Lagonitos; Argentina: Jose Caion. Many other countries were represented with execs from Nassau, Bermuda, Belgium, and France.

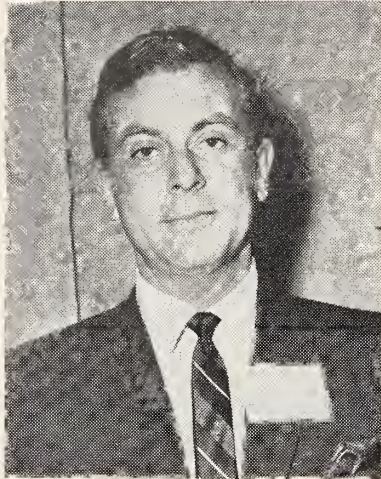


FROM EUROPE TO MOA CONVENTION: Left to right, Joe Orleck, with Ugolini Giancarlo, Italy; Cyril Schack, England; Suren Fesjian, USA; Bruno Zecchino, Italy; and Ernest Bergmann, Germany.



EUROPEAN VISITORS TO MOA: Left to right: Aspet Varten (NYC), Eric Schneider, Germany; Joe Orleck, NYC; Romualdo Meroni, Switzerland; and Johnnis Lagonikos, Greece.

## Southland's New 'Time Trials' Attracts Large MOA Crowds



BUD LURIE

CHICAGO—One of the most active MOA booths here last week was the Southland Engineering exhibit where Sales Manager Bud Lurie displayed the firm's complete kiddie ride line, the recent "Speedway" and the firm's latest machine "Time Trials." The west coast outfit attracted a wide range of ops and distribs and the new game received plenty of play.

Lurie boasted location-test collections of \$18.00 per hour to those stopping by and judging from the past success of "Speedway" and the reaction of distribs to this new game, Harry Williams, Southland head, has another hit.

The game can be set on either replay or novelty, at 10¢ per player, 20¢ for two. When one player races, he selects one of the two model autos, races to obtain the highest speed for 20 laps and a large scale speed indicator on the back glass registers car's average speed.

When two players, race, they go against each other. The first car to score 20 laps is the winner. Average speed is shown by indicator on back glass.

Southland also hosted a hospitality suite during the course of the Convention during which time the factory's distribs and ops were wine and dined.

"We're enjoying a completely new market in the kiddie ride business today," stated Lurie, commenting on the new-blood operators buying the Southland Rides. "My regional distributors have sold impressive numbers of rides to operators who never operated rides before. They're placing the machines in new locations and this ambition plus our new type rides is bringing in big payoffs."

## Irving Kaye Co. Displays Entire Pool Table Line At MOA Show

### Equipment Display Occupies 7 Booths

CHICAGO—Utilizing seven booths at the Morrison Hotel, the Irving Kaye Company, Inc., Brooklyn, N.Y., displayed its entire line of coin and non-coin operated pool tables before the trade last week at the MOA Convention. The large and colorful display attracted large groups of onlookers during each day of the show.

On display for the first time were the firm's Mark V, a 4½ foot by 9 foot table of the Eldorado series and the regulation 4½ by 9 foot non-coin operated 'Continental.' The 'Mark V' is available with a three piece slate as is the 'Continental.' The entire 'Eldorado' line is now available in formica (at an additional cost to be announced to all distributors shortly) or with a paint finish as previously had.

The playing surfaces of each of the tables on display were covered in attractive, colorful billiard cloth, complementing the various finishes in which the tables are available. This dramatic use of color heightened the appearance of the tables, drawing many favorable comments from distributors and operators at the show.

Also featured on each of the tables, including the 'Satellite' and Klub Pool, were five inch, heavy duty leg levelers which enables the tables to be adjusted while they remain on the floor. These leg levelers make the adjustments much easier for the operator and they add to the stability and beauty of the tables.

An electric drop coin mechanism will also be available as an optional feature on all Irving Kaye tables. The newly designed coin chute was shown in the firm's Deluxe Jumbo Klub Pool.

Distributors and operators were enthusiastic over the entire line, Irving Kaye reported, and deliveries on the 'Mark V' will begin shortly.

In addition to Irving Kaye, the booths at the MOA Show were manned by Howard Kaye and sales manager Art Daddis.

*I especially like the design and styling of the Rock-Ola Caravelle. When compared to other cigarette vendors, it stands out like a new penny! And it's worth every penny you pay for it!*



says: Rubin A. Franco  
Franco Distributing Co., Inc.  
Montgomery, Alabama

*Fastest, easiest loading I've ever seen—that's the new Rock-Ola Caravelle with "tilt-out" cigarette vendor columns!*



says: Irv Blumenfeld  
General Vending Sales Corp.  
Baltimore 1, Maryland



# Need For Analysis Of Operations Pointed Out At MOA Route Forum

CHICAGO—There was a regularly scheduled forum on Route Administration, Friday morning, Sept. 6, in the Venetian Room of the Morrison Hotel, chaired by John Trucano of Deadwood, South Dakota. Panel members were Bernard J. Kiley, president of Mid-States Vending Service, Chicago. He discussed "Vending Business Techniques Operators Should Consider." Rene Pirard, Melody Music Company, Chicago, expounded on "The Importance of Good Equipment In Dealing With a Location." Bill Poss, Valley Music Co., Aurora, Illinois, had as his subject: "The Importance of Good Records in Servicing Locations (Programming and Service)."

Kiley pointed up the need for an ever constant analysis of operations, and a close watch on costs. Among the requirements he stressed were: Good contractual arrangements between operators and location owners, consideration for only strong collateralized loans to locations, and a rapid, "professional" coin counting system (such as Audit-In-Route). He stressed the elimination of the so-called "counting room" of old.

Kiley was quite emphatic in stressing the great need for trade associations, especially in dealing with legislative and other pressing problems. He also urged operators to maintain a strict internal control system.

He said: "Costs must be controlled if a firm is to be successful." He suggested polygraph testing periodically for employees to "keep them honest."

Rene Pirard dealt with the importance of handling and servicing locations for strong relationship with customers. He urged preliminary inspecting of new locations before final installation of equipment.

In servicing, he said, a thorough inspection of the cabinet and all component parts in the machine should be required procedure. He placed em-

phasis on such methods as "steam-cleaning," and the installation in machines of burglar alarm systems to eliminate possibility of pilferage at all hours.

Bill Poss urged operators to individualize every location, regarding all types of equipment. In music equipment he particularly stressed this need for good record programming. A big factor in his talk was strong, friendly operator-customer relationship. He further mentioned the fact that a good audit system for inventory control is an absolute necessity for every operator.

Following these discussions a lively question and answer period was conducted by Johnny Trucano. A lot of interest was shown by the quality of the questions operators asked of the panel members.

## Seeburg Sales At High

CHICAGO—Net profits of The Seeburg Corporation for the nine months ended July 31, 1963, reached a record \$1,555,163, equal to 82 cents per share, the vending machine and coin phonograph manufacturer reported yesterday. This compares with the previous record of \$1,047,075, or 55 cents per share, set a year ago. Per share earnings in both years are based on the 1,891,454 common shares presently outstanding.

Seeburg sales were also at a new high, rising to \$40,220,580 from the \$37,857,803 peak attained during the same period in 1962.

Third quarter results also represented records for the period. Net profits were \$495,876, equal to 26 cents per share, achieved on sales of \$12,920,867. In the 1962 third quarter, earnings were \$391,501, equal to 21 cents per share, on sales of \$12,534,650. It was the eleventh consecutive quarter in which the company's sales and earnings increased over the comparable period of the preceding year.

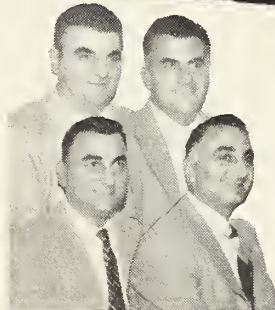
THANK YOU Mr. Distributor  
THANK YOU Mr. Salesman  
THANK YOU Mr. Mechanic  
THANK YOU Mr. Operator

We offer our sincere appreciation for all your efforts in the past in making our line the success it is, and for the wonderful reception you have given our new line of coin and non-coin operated pool tables at the M.O.A. Show.

# Irving Kaye Co. Inc.

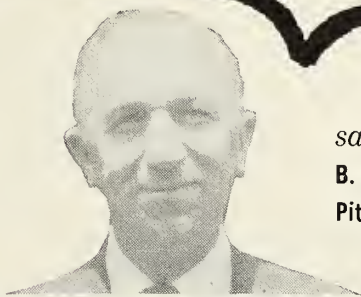
363 Prospect Place • Brooklyn 38, N.Y. • STerling 3-1200  
"Built up to a standard not down to a price"

Now at last! Famous  
Rock-Ola Design Simplicity in two great  
products: the Rock-Ola Caravelle  
Cigarette Vendor and smart new  
Rock-Ola Rhapsody II.



says: Frank, Jack, Tom, Joe Greco  
Greco Brothers Amusement Co., Inc.  
Glasco, New York

Fantastic! Never have I  
seen a cigarette vendor with so much  
advanced styling. Bravo Rock-Ola!  
The new Caravelle is great!



says: J. D. Lazar  
B. D. Lazar Co.  
Pittsburgh 19, Pennsylvania

Rock-Ola uses the words  
"Advanced Design" to describe the  
new Caravelle Cigarette Vendor. After  
you've seen it, you'll know they mean it!  
Every feature is great!



says: Joseph N. Abraham  
Lake City Amusement Co., Inc.  
Cleveland 3, Ohio

## WORLD WIDE ONE STOP SERVICE! RECONDITIONED—GUARANTEED!

### AMUSEMENT GUNS

CHICAGO COIN		GENCO	
WORLD'S FAIR GUN	\$525	CIRCUS RIFLE	\$195
LONG RANGE RIFLE	475	BIG TOP	175
SHOOT THE CLOWN	375	WILD WEST	150
RAY GUN	250	STATE FAIR	150
UNITED		WILLIAMS	
SKY RAIDER	175	CROSSFIRE	275
CARNIVAL GUN	145	VANGUARD	175
BALLY SHARPSHOOTER	195	SAFARI	125

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EVERYWHERE

# WURLITZER 2700

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**IMPORTERS--**  
Send for **FREE**  
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64 PAGES—Fully Illustrated

**COIN MACHINE EXCHANGE, INC.**  
Joe Kline • Cable: "FIRSTCOIN"—Chicago

*Never have I seen such  
easy serviceability! The Rock-Ola Capri II  
and the new Caravelle Cigarette Vendor  
will truly amaze you!*



says: **Peter J. Geritz**  
Mountain Distributors  
Denver, Colorado

## Want

**Any Quantity of:**

**Seeburg:** M100B, M100C, HF100G, HF100R, HF100J, V200, VL200, KD200, L100, 201, 222, AQ160, AY160, SD160.

**Wurlitzer:** 1900, 2000, 2100, 2150, 2200, 2300S, 2400S, 2500S, 2600S, 2700S.

**AMI:** H200E, I200E, Continental 2.

**Rock Ola:** 1478, 1488, 1493, 1496, 1497.

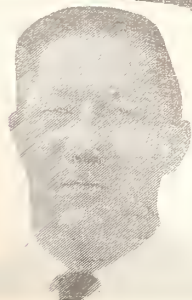
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**MAIL OFFERS TO:**

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*Greatest combo yet—  
the Rock-Ola Capri II and the  
new Advanced Design Caravelle  
Cigarette Vendor!*



says: **Fritz Stanislav**  
Pan American Sales Co., Inc.  
San Antonio 10, Texas

## New MOA Officers



CHICAGO—The new MOA panel of officers stopped long enough last week during the Convention to pose for the official photo, above. Standing, left to right are: Les Montooth, VP, Peoria, Illinois; James Hutzler, VP, Martinsburg, Va.; Howard Ellis, VP, Omaha, Neb.; Ted Nichols, Sgt. At Arms, Fremont, Neb.; A. L. Ptacek, VP, Manhattan, Kansas; and Norman Gefke, VP, Sioux Falls, S.D.

Seated, left to right, are James Tolisano, Treasurer, St. Petersburg, Fla.; John Wallace, Secretary, Oak Hill, West Va.; Louis Casola, President, Rockford, Illinois; Frank Fabiano, VP, Buchanan, Mich.; Al Denver, VP, New York City; and Clint Pierce, VP, Brodhead, Wisconsin.

## Bilotta Offers Smokeshop 'Starlite' To Ops On 60-Day Trial, Plus \$50 Bill

CHICAGO—John Bilotta, one of the most aggressive Smokeshop distributors on the MOA and NAMA Convention floors here last week, was offering operators from his upstate New York area a \$50 bill if they aren't satisfied with his 'Starlite' cig machine's performance on trial location after 60 days. The ops must take the machine with a coin-changer, according to Bilotta, who boasts that Smokeshop had a coin-changer two years ago, "long before any other factory thought of it."

"If my operators aren't delighted with the 'Starlite' and our half-dollar changer, I'll give each of them a fifty-dollar bill at the end of 60 days and take back the machine, that's how sure I am of this vendor," said Bilotta, who sells the machines from his New York State outlets. He claims the units do from 5% to 8% better with a changer.

Art Brier, Automatic Products' Sales Mgr., headed the Smokeshop exhibit in Chi last week. Both coinmen will spend the weekend with NYS ops at the Nevele Country Club

outing, Sept. 13-15, when an expected 600 guests celebrate a combined Association anniversary.

## New Rock-Ola Cig Vendor Calls For New Cig Brand

CHICAGO — There were new cigarettes in the new Rock-Ola 'Caravelle' cigarette vendor on display here last week and visitors to the vending machine manufacturing firm's exhibit booth and hospitality suites during MOA and NAMA were treated to a new taste—"The Caravelle".

Packaged especially for Rock-Ola with a red and silver motif, the cigs reportedly tasted good. A New York firm rolled and wrapped the promotional brand and had them ready to fill the dozens of new Rock-Ola 'Caravelle' vendors on display.

## Complete MOA-NAMA Convention Coverage This Issue!



## POOL TABLES for '64 OFFER YOU

## A GREAT DEAL MORE

in QUALITY, IMPROVEMENTS and

## EARNING POWER!

DELUXE 6-POCKETS

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See your Distributor, or write or phone

**Valley** SALES COMPANY

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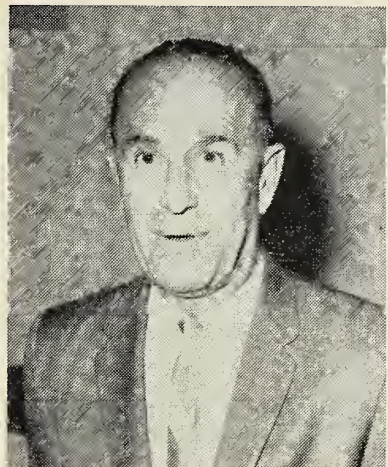
# American Gets Good MOA Reception

CHICAGO—Sol Lipkin, Sales Manager of American Shuffleboard Corp., and Gene Daddis, Chief Engineer, carried on without head man Nick Melone at the MOA last week. Melone was forced into the hospital with a last minute illness.

The firm displayed the new 'Imperial' shuffleboard and the new 'Electra II' 6-pocket table featuring a cue-ball lock feature, a battery operated coin dispenser, and 25¢ or 20¢ play at the turn of a screw.

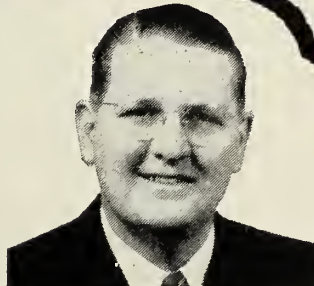
The 3½' x 7' table was well received as was a home model which is not quite as large (3' x 6'), and "breaks" in half for shipping purposes.

The Union City, New Jersey firm is in full production on its entire line with sales plan set for fall.



SOL LIPKIN

Great new "Partners for Profits in '64—the all-new Rock-Ola Caravelle cigarette vendor and the Rock-Ola II phonograph!



says: H. Robinson  
Robinson Distributing Co.  
Atlanta, Georgia

SPECIALS	VENDING MACHINES	KIDDIE RIDES
25 BOWL-A-RAMAS 20' size, 8' Sections available WRITE FOR PRICES 25-AMI L-200 SPECIAL PRICE	Rowe refrig. 5s 5ondw. \$275	Auto Test ..... \$425
15—Seeburg 3-W-1 Wallboxes with Wico square chrome covers \$45 EACH	Tosty 20 candy (Rowe) 375	Bally Little Champ ... 295
20—Late series HOLLY CRANES WRITE FOR PRICES (EXPORT ONLY)	Seventy-seven candy .. 195	Bally Fire Engine ... 395
	Fruit-O-Motic 4s ... 475	Bally Western Express . 425
	Du. Grn. CandyMart 8s 150	Bally Speed Boat ..... 395
	Hebel 3s Ice Cream ... 185	Big Bronco ..... 295
	Hebel 5s Ice Cream ... 225	Chuck Wagon ..... 425
	Vendo 210 Ice Cream . 375	Cow Pony ..... 425
	Vendo 210 Milk ..... 375	Champion Horse ..... 395
	Hollywood Popcorn ... 110	Elsie The Cow ..... 225
	Keeney Cup Popcorn ... 225	Highway Patrol ..... 595
	Automatic Popcorn ... 135	Helicopter ..... 595
	National 11 Cig. .... 165	Kamel Ride ..... 495
	Continental 20 Cig. ... 185	Lightning Horse ..... 295
	Continental 30 Cig. ... 225	King's Choo-Choo ..... 250
	DuGrenier 11 Cig. .... 125	Moon Rocket ..... 595
	Eastern 22 Cig. .... 125	Motorcycle ..... 325
	Seeburg 22 Cig. .... 175	Indian Scout ..... 595
	Rowe Ambass. 14 Cig. 125	Pony Express ..... 175
	Smokeshop V-18 Cig. 185	Round World Troiner . 395
	Bottle Vendors 4s ... 185	Space Ship ..... 275
	Rowe Showcase	Sandy Horse ..... 350
	5s Pastry ..... 235	See-Saw Clown ..... 225
	Stoner 80 Pastry ..... 145	Twin Merry-Go-Round . 295
	Cole 3s ..... 295	Toonerville Trolley ... 375
	Apco Coffee 5hop ... 295	



M. S. GISSER  
Sales Manager

**CLEVELAND COIN INTERNATIONAL**  
2027 Prospect Cleveland, Ohio  
TO 1-6715 Cable: Clecoin

You'll really score in '64 with the all-new Rock-Ola Caravelle cigarette vendor and the Rhapsody II phonograph.



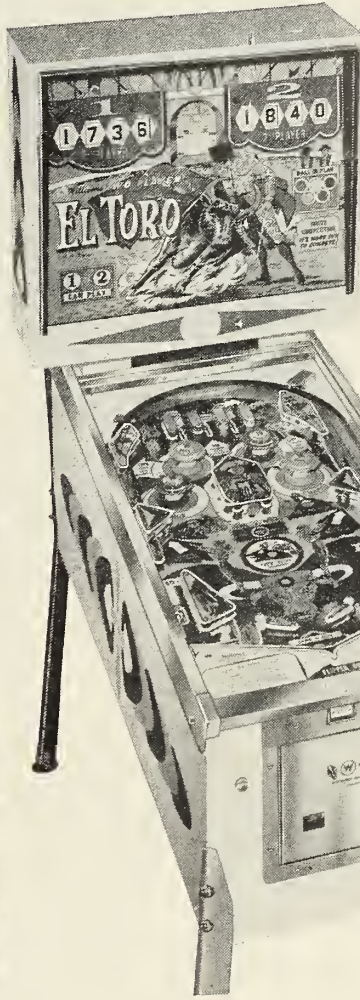
says: Bud Patton  
Patton Music Company  
Modesto, California

VIVA EL TORO! OLE' FUN!



Williams

# EL TORO



2 PLAYER REPLAY GAME WITH EXTRA BALL FEATURE  
2 DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN LIT

- Number Match Feature
- Hitting Drop Targets, Scores Reel Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

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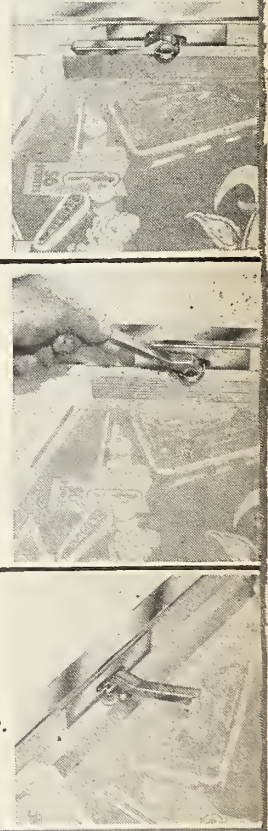


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**Photo Identification**

(1) (Left to right) Johnny Frantz, J. F. Frantz Mfg. Co.; Ed Ruber, Wico Corp.; and Eric Schneider of Hamburg, Germany. (2) Milt Wiczer, Morrie Wiczer, and Earl Barlow, Weber Music Co., Ogden, Utah. (3) (L to R) Pat Parris, W. R. (Bill) Weikel, Marvin Mertes, and Sam Bayne, in the Fischer Sales & Mfg. exhibit booth. (4) Johnny Frantz, Willard Walton, Ross Scheer and Joseph Amore. (5) Al Goldhush, Al Simon, and Al Levine, in the U. S. Billiards Co. booth. (6) Billiard star

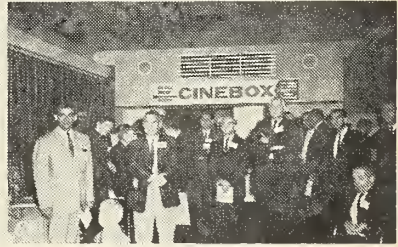
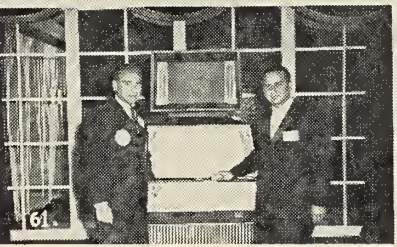
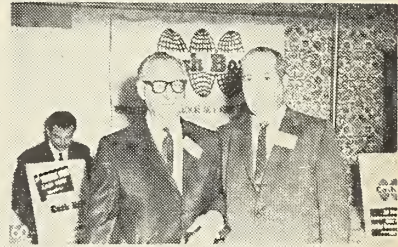
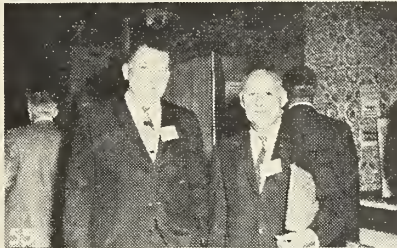
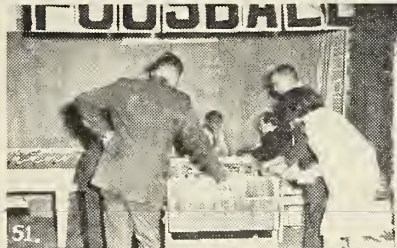
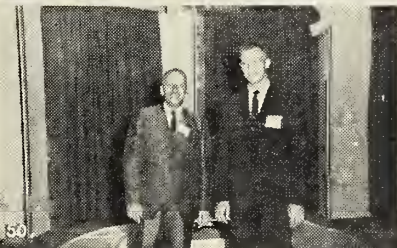
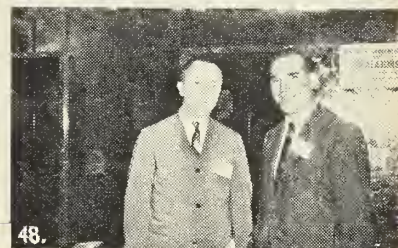
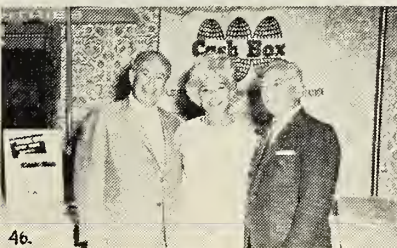
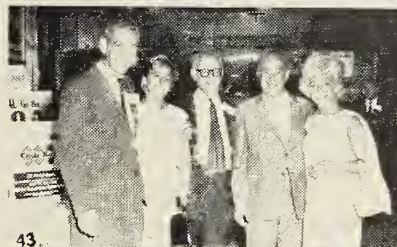
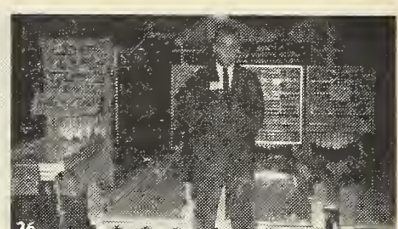
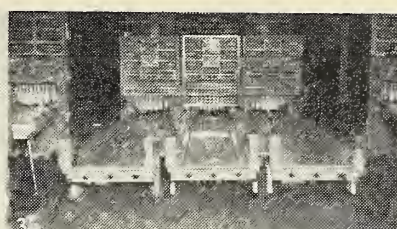
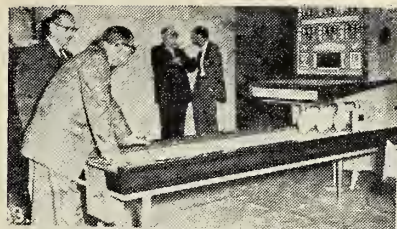
Don Tozer sets a trick shot on its way on a Valley pool table as Gustave Wassman looks on. (7) Clayton Nemeroff, Art Weinand, and Bill Williams in Keeney booth. (8) Al Gregg, Ken Sheldon. (9) A pic of the Williams booth, with Samuel Dieter and Bea Payton (model). (10) Ray Wudell, Mickey Anderson and Herb Jones in the Bally exhibit. (11) P. J. (Pete) Green with Ted Rubey, of Marvel Mfg. Co. (12) Harry Snodgrass, outgoing president of MOA, with Lee Brooks of Cash Box. (13) Pauline Orleck (Mrs. Joe Orleck) with

Mrs. Eva Feinstein, wife of Nate Feinstein, of World Wide Distribs. (14) Mr. and Mrs. Eddie Zorinsky (Cele) with MOA emcee Sig Sakowicz. (15) Hymie Zorinsky, Olin Hoskins, George Hineker and Robert H. Haas, in the Rock-Ola Mfg. Corp. exhibit. (16) (Smokeshop booth) Johnny Bilotta, Mike Mulqueen, Geo. Shaefer, Al Denver, Al Weymouth, Art Breier and Jim Stansfield. (17) Michael and Frank Padula, of Melody Music Co., in Chicago, with Les Rieck, sales manager of Rock-Ola Mfg. Corp. (18) Lou Casola, new MOA president; Nicholas

Allen, MOA's attorney. (19) Nate Feinstein, Glenn Jobey, Fred Skor and Dick Gienko. (20) 2nd from left Joe Orleck, Alvin Gottlieb, Joe Mangone and Lou Boasberg. (21) Joe Orleck and Cyril Schack, of London. (22) Joe Orleck with Jerry Allan. (23) (At Rowe AC) Chuck Harper, Paul Huebsch, B. Bernard, Fred Pollak and Eddie Ginsburg. (24) (Standing in rear) A. D. Palmer and C. B. Ross. (Front) Clayton Ballard, Walter Huber. (4th) Gary Sinclair, (5th) Bert Davidson and (6th) Harry Gregg. (Wurlitzer Booth). (25) Eddie Ginsburg, Jack Harper, Sig Sakowicz,



# MOA HOLDS LARGEST CONVENTION IN TRADE HISTORY



Fred Pollak. (26) Dean McMurdie, Joe Orleck and Jack Harper. (27) Willie Blatt, Joe Orleck and Teddy Blatt. (28) Eddie Ginsburg and Lee Brooks. (29) Edward Doris & Lee Brooks. (30) Southland Engineering Booth, with Bud Lurie, left. (31) American Shuffleboard Booth. (32) Dave Stern, Howard Kaye, Irving Kaye and Art Daddis (Irving Kaye Co. Exhibit) (33) Johnny Casola plays United's "Ultra" shuffle alley. (34) Leon Taksen, Sol Gottlieb and Lee Brooks. (35) Battery of Chi-Coin "Official Starlite" Bowlers.

(36) Clint Shockey of Cincinnati. (37) Dick Boylan, Logan Dist. Co., with Mr. and Mrs. Edward Richard, of Dunbar, Wisconsin. (38) Jack Bess, Lou Ptacek, Bill Anderson, Jim Hutzler and Howard Ellis (at the Membership table—MOA). (39) David Rockola with A. Adickes of Hamburg, Germany. (40) Jimmy Johnson and Jack Burns. (41) Joel Stern with Harold Friedman. (42) Mort Seore and Sam Dieter. (43) Herb Oettinger, Pauline Orleck, Joe Orleck and Mr. and Mrs. Irving Holzman. (44) Iz Edelman with Marty Toohey. (45)

Joseph Nemesh, Duncan Sales and Ernst Bergmann, of Bergmann & Co., Germany. (46) Sam Weisman with Mr. and Mrs. Irving Holzman. (47) Pauline and Joe Orleck with Mr. and Mrs. Sol Tabb. (48) Marty Toohey with Bert Betti. (49) Anthony Costello, Abe Lipsky and Pat Storino. (50) Ewald Fischer and Marvin Meretes. (51) "Play Foosbal" booth with players in action. (52) Barney Sugarman and Dave Stern. (53) Marshall McKee, Clayton Nemeroff and Joe Orleck. (54) Bert Lane and Harry Pearl. (55) Bob DePriest and Abe

Susman. (56) Joe Westerhaus, Sam Stern, Ron Rood and Clint Shockey. (57) Jerome (Red) Jacomet, Auto Photo Prexy Verle Van Nattan, Sharon Raye and Zel W. Mann. (58) George Anthony, David Biederman, Sam Weisman and Horace Biederman. (59) Rowe AC Customusic booth. (60) Joe Orleck and Jimmy Tolisano. (61) Cinevision's Mickey Greenman and Stan Green. (62) Bob Portale, Art Weinand and Clayton Nemeroff. (63) Norbert Levy and Gerard Caen of Metz, France. (64) Crowds view Cinebox machine on display.



## Royal To Hold Another (!) Opening

CINCINNATI — Harold Hoffman and Clint Shockey are two guys who can't stand (or sell) in the same place for too long. The Royal Distributing Company execs have announced another Grand Opening at another new plant, this time at the new address: 1210 Glendale-Milford Rd., in Cincy. "We're going to stay for a long, long time," quipped the coinmen last week, "because we went and bought our own building."

The Grand Opening party will begin on Saturday, October 5th at 1:00 PM and continue until evening. Doors open again on Sunday at 1:00 PM and continues until 5.

There will gifts for all, rides for the kids, and one thousand dollars worth of giveaways, plus the usual copious quantities of refreshments and a buffet.

The new building is of salmon colored brick, beautifully landscaped, has 17,000 sq. ft. of blacktopped parking space, 300 feet of windows in the shop area, a special crating room which is fire-proof and separated from the electrical and carpentry shops, a record shop, full line of parts, et al.

Royal was appointed Wurlitzer distributor in Cincinnati and Columbus last month. Paul Hott and Dick Gilger run the Columbus office.

## Blundred's Report To MOA

CHICAGO — MOA Managing Director Bob Blundred presented the following report to the Board last week: Review of Past Year's Accomplishments: A. Phonograph manufacturers in the show. B. Increase in membership. C. Certain local and state associations have been activated.

*Recommended Program for 1964:*  
A. Continue working with the phonograph manufacturers to obtain their views and suggestions on projects and programs to help the music operators. B. Establish direct contact with the record companies to determine how they can help the music operators. C. Establish direct contact with the game manufacturers to see what this segment of the industry can do to assist operators. D. Work with R.O.S.A. in establishing the importance of the single records industry. E. Strengthen the local and state associations even more, and bring them closer to M.O.A. operations.

Respectfully submitted,  
Robert H. Blundred,  
Managing Director

## West Virginia Ops Expect 150 At Sept. 26-28 Annual



BILL ANDERSON

OAK HILL, WEST VA. — The West Virginia Music & Vending Association, statewide coin machine and vending group headed by President Bill Anderson, will hold its annual Convention on September 26-28 at the Holiday Inn in Charleston, West Va.

The active association will hear Bob Blundred of MOA address the group, Lou Casola, MOA President will also speak. NAMA's Richard Funk, legal counsel for the vending association will speak before the op-

erators at the banquet on Friday evening. A Board Meeting will be held Thursday.

On Saturday, September 28, all four phonograph manufacturers will have sales and service reps on hand to conduct a service school for operators in attendance.

The operators expect approximately 150 guests to attend the banquet and dance. A Souvenir Journal is being prepared with a printing deadline of September 25.

## A Hole-In-One For Geo. Desnoyers!

WHITE RIVER, VT.—If you live long enough you may accomplish almost anything, at least that's the way George Desnoyers of White River Jt., Vermont, feels this week. He's been operating coin machines and playing golf for many years and while George has certainly enjoyed a degree of success in business, he has never broken out of the "ranks" of the low 70's and into the charmed hole-in-one class, although he is considered and avid and top-notch golfer. Well sir, it happened! George played golf last week at the Hanover Country Club here and on the twelfth hole, using a 5 iron for the 170 yd. drive to the flag, George Desnoyers scored his hole-in-one. And we credit Tri-mount's Marshall Caras for notifying the press. They tell us George was too elated.

## Programming Discussed At MOA Meet



PROGRAMMING PANEL: Left to right, Jerry Shifrin, Cash Box; Aaron Sternfield, Billboard; Eddy Arnold, RCA Victor; Royce Green, Music Industry Rep; and A. L. Ptacek, Kansas music machine distributor and operator.

CHICAGO—A meeting of juke box operators was held during the MOA Convention last week in the Venetian Room of the Morrison Hotel for the purpose of discussing Juke Box Programming. About 125 people attended the session which covered topics such as titles, labels, 33-45 speeds, and record categories. The forum also cov-

ered record filing, service, and costs.

On the panel were the following music-coin machine representatives: Eddy Arnold, RCA Victor's country and western recording star; A. L. Ptacek, Kansas juke box distributor and operator; Royce Green, music industry representative; Aaron Sternfield, Billboard; and Jerry Shifrin, Cash Box Advertising Representative.

Charts were exhibited showing record accounting procedures and a lively discussion was held debating the speeds used (33) in transferring LP selections to singles for juke box programming, predominantly 45 speed machines, although all new equipment for the past three years has featured 33-45 dual speed programming.



## Meeting & Show Dates

### SEPTEMBER

26-28—West Virginia Music & Vending Association  
Place: Holiday Inn, Charleston, W. Va.

### OCTOBER

- 4-6—Tobacco Dist. Assoc. of N.J. (Annual)  
Place: The Colony, Atlantic City, N.J.
- 11-12—M.O.A. of Va. (Annual)  
Place: John Marshall Hotel, Richmond, Va.
- 16—New York State Operators Guild  
Place: Nick Benni's Anchor Inn, Poughkeepsie, N.Y.
- 17-19—Ohio Assoc. of Tobacco Dist. (Annual)  
Place: Neil House, Columbus, Ohio
- 18-19—Music Operators of Virginia  
Place: To be announced
- 18-20—Western Conference & Exhibit (N.A.M.A.) (Annual)  
Place: Ambassador Hotel, Los Angeles, Calif.
- 27-31—National Assoc. of Concessionaires; Motion Picture & Concessions Industry  
Place: American Hotel, N.Y.C.

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

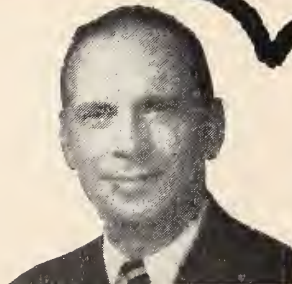
"If you want magnificent sound...remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."

says:

**The Vending  
Machine Exchange**

63 Commonwealth Ave.  
Bristol, Virginia 669-7147

"At last, a "money counter" you can depend on for trouble-free precision operation. Rock-Ola scores again in '64!"



says: Al Levine  
Music & Vending Corporation  
Boston, Massachusetts



## Seeburg Names Clark VP Operations

CHICAGO — Jack Cameron Gordon, Executive Vice President of The Seeburg Corporation of Chicago, has announced the appointment of William H. Clark as Vice President, Operations of the company.

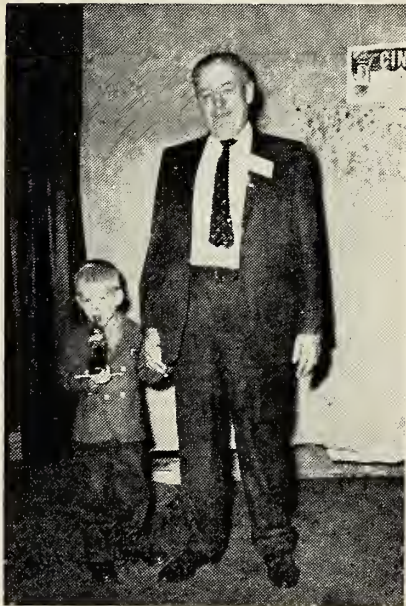
Clark joined Seeburg in March, 1956 and was formerly an account manager for 12 years with Price Waterhouse Co.

He lives in suburban Libertyville with his wife and four children.

## Complete MOA CONVENTION Pictorial Coverage

Appears On  
Pages 50-51

## 2 Generations



CHICAGO—The MOA really brought the people out. In fact Cleveland operator Jack Cohen, above, left a hospital bed only weeks before but managed to attend the show, and couldn't resist bringing along grandson Carl Kurlander, 4, who insisted on seeing how grandpop makes his living. The two coinmen were photographed while strolling through the Cinebox exhibit booth.

## Tape-Athon Names 3 New Distribs

CHICAGO — Tape-Athon's President George Anthony announced the appointment of new distributors last week during the MOA Convention. The firm was happy with the reception given the Tape-Athon background music system and Anthony said that he expects the product to increase sales "without any effort at all" during the fall.

The distributors appointed are: Empire Coin Machine Exchange, Inc., Chicago; Federal Amusement, Montreal; Lew Jones, Indianapolis. Additional distrib appointments can be expected during the coming month, said Anthony.

At present, the background music system is distributed throughout the USA by about thirty top phonograph distributors.

## Seeburg's 4th 33 Catalog Released

CHICAGO—The 4th edition of Seeburg's catalog of Little LP 33 1/3 stereo album records, published this week, offers Seeburg operators 420 selections, 118 of which have been added since publication of the 3rd edition in May.

The 52-page catalog is 22 per cent larger than the previous edition.

Forty-five record labels are now represented, seven of them new additions—Checker, Grand Award, London-American, Monument, Pacific Jazz, Smash, and Telefunken.

From five music classifications in the first and second editions, to eight in the third, the latest catalog offers nine types of recordings. The newest addition is an International group of British, German, Italian, Portuguese, Spanish, and Hawaiian albums.

Increased in size from 44 to 52 pages, the 4th edition carries reproductions of all 420 album covers. In each of the nine groups, artists are listed alphabetically and the titles of all tunes in each album are named.

Every selection is recorded in 33 1/3 full stereo, and many are recorded in absolute stereo by the latest recording techniques.

The new catalog obsoletes the previous three editions.

Besides the seven labels added for this 4th edition, these are also represented: ABC-Paramount, Amphora, Argo, Audio Fidelity, Bethlehem, Cadence, Capitol, Chess, Columbia, Command, Coral, Decca, Dolton, Dot, Duke, Epic, Everest, Horizon, Impulse, Jazzland, Kapp, King, Liberty, London, Mercury, MGM, Philips, RCA Victor, Reprise, Riverside, Roulette, Sue, Time, Vee-Jay, Verve, Warner Bros., Washington, and World Pacific.

## Cinebox Names New Distribs, Releases 10 Films, Claims \$1 Million MOA Biz

CHICAGO — Cinebox made continued strides toward national distribution during the MOA Convention when President Stanley Green and VP Mickey Greenman announced the appointment of Empire Coin Machine Exchange, Chicago; Three Star

Novelty, New Orleans; Associated Coin, Oakland; and Pioneer Sales, Milwaukee. The appointments brought about a total of eight distributors for the Cinebox line handling sales in thirteen states.

Greenman told Cash Box that the firm is well on its way to complete distribution of the product and that during the three-day MOA show, had conducted \$1 million worth of negotiations.

In addition, Ed Ratajack, Sales Manager, announced the release of ten films for the machine. They are: "Sweetheart," Lonnie Sattin; "Chickie," a dance; "Glory Of Love," Tina Robin; "Talk Is Cheap," Shepherd Sisters; "You Said Okay Once Too Often," Eddie Martin; "Limbo," a dance; "Desafinado," Pat Thomas; "Come Dance With Me," Lonnie Sattin; "Don't Let Me Stop You," Eddie Martin; "The Way You Look Tonight," Tommy Leonetti.

The phonos offer 45-33 rpm speeds and personalized features.

The cigarette machine was a highlight of the MOA and NAMA Conventions in Chicago last week when close to 9000 vending ops viewed it at the McCormick Place exhibition and another 1300 coin machine ops at the MOA show.

In addition, Simon will display his new pool table line which was also exhibited at MOA. The firm's showing will be held Monday, Tuesday, Wednesday, and Friday. The showroom will be closed Thursday, Sept. 19, the Jewish New Year's Day.

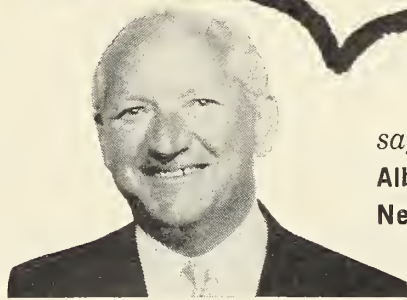
## Albert Simon Inc. To Hold Open House For Rock-Ola Line

### ■ New Phonos and Caravelle Cig Vendor On Display

NEW YORK—Albert Simon Inc., Rock-Ola distributor in the New York territory, will join with the nation's Rock-Ola phonograph and cigarette machine distributors next week, beginning September 16, when the complete line of 1964 phonographs and the 'Caravelle' cigarette vendor are displayed for the operators who have not yet seen the equipment at Conventions or at regional shows.

The "Rhapsody II" and "Capri II" phonographs make up the 1964 phono line and were introduced last week, pictorially, in the Cash Box, appearing on the front cover with Capitol's Al Martino.

*Brilliant designing!  
The new Rock-Ola Caravelle  
Cigarette Vendor tops anything yet  
for fastest, easiest servicing!*



says: **Albert Simon**  
**Albert Simon, Inc.**  
**New York 18, New York**

*For trouble-free performance,  
easy servicing, it's Rock-Ola '64!  
Design simplicity right down to the plug-in  
needle cartridge, snap-in diamond  
stylus!*



says: **Abe Susman**  
**State Music Distributors, Inc.**  
**Dallas, Texas**

*"If you want magnificent  
sound...remarkable versatility,  
you'll go for the new  
Rock-Ola Rhapsody II."*



says: **Albert Calderon**  
**Calderon Distributing Co., Inc.**  
**Indianapolis, Indiana**



# NAMA Tells Nation's Press The Cig Vending Story On Teenage Smoking, Sales Volume, and Buying Habits

CHICAGO—Nearly six months of rigid travel schedules and a pair of meetings with cigarette operators in each of thirty-four major cities came

to an end last summer and the time to let the public know that the industry was now policing itself came about last week when NAMA called the press in. "Operation Alert!", the program designed to guide cigarette vending operators away from the bullseye which is the target of anti-teenage smoking, stressed the importance of a self-police program to ops.

Last Monday morning NAMA called the mass media into the Conrad Hilton at the peak of the annual Convention and told them that the vending industry sells only 16% of the total cigarette volume and of this total less than 5% of all teenage smokers buy their cigarettes from vending machines.

The figures were the official results of a research program conducted by the Gilbert Youth Research Center, a top pro study firm recognized by national business, and paid by NAMA for the study. The results were culled from interviews conducted in 48 states and answered questions as to why

teeners smoke, to how they get their cigarettes.

Early results were already evident in the morning papers around Chicago where local newspapers carried headlines reading "Cigarette Vendors Strive To Prevent Teenagers From Buying Cigarettes," and such.

Lou Risman, NAMA president, conducted the press conference, and advised the press that ops have been using a 6-point program designed to remove machines from the sales paths of teenagers. The study revealed that more than 70% of teenagers buy cigs from a clerk in an over-the-counter transaction. Risman pointed out that most machines were in locations not frequented by teenagers, sold cigs at prices considered too high for teenagers, and advised the press that ops have been asked to police present machines and remove other machines presently located in vital areas.

The effects of the press conference will be watched closely by NAMA and the cigarette vending industry.

## Vending Head Raps Unsound Commissions

CHICAGO—Thomas Donahue, President of Universal Match Co., told vending ops here last week that their biggest problem today was unsound commissions offered locations. He advised them that next year's profit must be taken into consideration by banks and that unsound commissions effect profits in future years. "It takes capital to grow," said Donahue. "Where is your nest egg, how big is it, where will your dollars come from to expand?" quizzed the vending exec.

Donahue claimed that while commissions to street locations were more a necessity today than years ago, he said that the service performed for industrials, institutions, and similar type "captive" locations calls for a greater share of the collections by the operator. "Today the average location nets twice as much from vending as you do," stated Donahue, who also remarked that the oil business is similar to vending in that competition breaks each other. "Conrad Hilton said he'd rather go broke with no rooms rented than go down with a hotel full of roomers at cut rate prices," said the exec.

Donahue pointed out the steps each op should regard in order to insure against bad business practices. They are to develop an awareness of vending's purpose in the marketplace, convince your employees of the soundness of a good contract, give as much service as possible, act in your own buying function in a way that indicates you believe in fair profits (to suppliers), avoid the "better deal" approach, avoid expansion in overcrowded market areas, avoid static areas, don't oversell your capabilities, stay competitive with equipment, vend quality and charge for it.

Donahue closed by pointing to the poor position of suppliers in the booming automobile industry, and the bankruptcies in discount retailing today. "Are you willing to take less and do less?", asked Donahue, "or will you be prosperous in a prosperous industry?"

## Fischer Ships New Pool Table Models 'Empress' At MOA Show

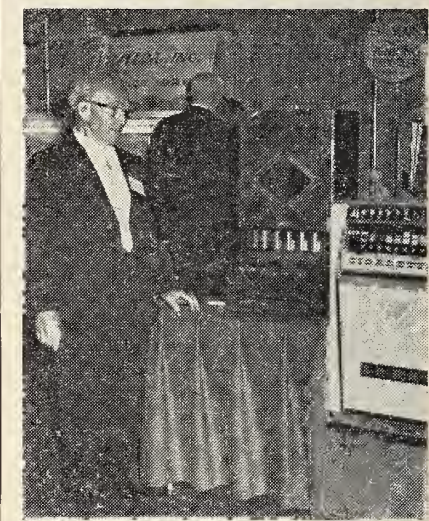
CHICAGO—W. R. (Bill) Weikel, director of sales, Fischer Sales & Manufacturing Company, McHenry, Illinois, informed Cash Box this past week that Fischer's new coin-operated pool tables (the "Empress" line) has already been scheduled for full production at the factory in Tipton, Missouri.

The tables were on display in the Fischer exhibit booths during the recent MOA Convention in the Morrison Hotel, this city.

The line consists of Fischer's "Empress" Model #101 4 feet by 8 feet (101 inches overall), and "Empress" Model #92, 3½ feet by 7 feet (92 inches overall). The tables are available in mahogany and walnut wood finishes. There are color convertible panels on both models.

Sample shipments are scheduled for this week to Fischer's distributors all over the country, according to Weikel.

## Oldtimer Sees First Cig Vendor At NAMA Show



CHICAGO—The NAMA show offered something old as well as the new last week as witness the first cigarette machine made, according to Mike Harris, of Harris Vending, Philadelphia. The machine, a "Master," vintage 1913, was the machine that kept Harris in business for more than twenty years. Today Harris operates equipment slightly younger. Photo was taken in DuGrenier's exhibit booth.

*Keeney*  
TOP MONEY EARNERS  
now featuring  
**"POKER FACE"**  
Check your Keeney Distributor  
or write: J. H. KEENEY & CO., INC.  
2600 W. 50th St., Chicago 32, Illinois  
Phone: HEMlock 4-5500

**We Will Pay  
Top Dollar For  
Gottlieb Super Jumbos  
and Jubilees**  
RUNYON INTERNATIONAL, INC.  
U.S. ROUTE 22 & FADAM ROAD  
SPRINGFIELD, NEW JERSEY  
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**400  
Iron Claw  
Digger Machines  
and  
Holly Crane  
Type Claws**  
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Amusements	Assorted Arcade Equip.
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Pool Tables	Parts and Supplies

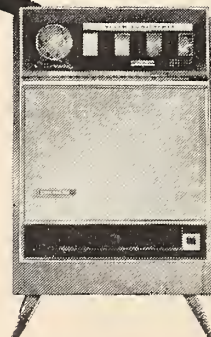
**FROM THE WORLD'S  
LARGEST INVENTORY**  
**DAVID ROSEN**  
Exclusive AMI Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA 23, PA.  
PHONE—CENTER 2-2903

*"Orchids to Rock-Ola" The  
new Capri II and the Advanced  
Design Caravelle Cigarette Vendor  
are truly magnificent.*



says: Joe McCormick  
Musical Sales, Inc.  
St. Louis 3, Missouri

*Fastest, easiest loading  
I've ever seen—that's the new  
Rock-Ola Caravelle with "tilt-out"  
cigarette vendor  
columns!*



says: Raymond, Richard Brown  
Brown Brothers, Inc.  
Minneapolis 11, Minnesota



# Expect 500 At Nevele Hotel, N.Y. Statewide Attendance Seen As MONY, Westchester, Guilds Combine

NEW YORK—More than 500 guests were expected to attend the annual weekend outing sponsored by three New York coin machine associations last weekend (Sept. 13-15). The Convention was the result of a joint sponsored coin machine annual get-together with the Music Operators of New York, the Westchester Operators Guild, and the New York State Operators Guild participating. The affair was scheduled to be held at the Nevele Country Club in Ellenville, New York.

Heading the three associations and actively engaged in conducting the weekend outing are Al Denver, MONY president; Mike Mulqueen, NYS Operators Guild President; and Carl

Pavesi, Westchester President. Operators from all over the State were expected.

The weekend idea came about three years ago when MONY decided to quit the usual in-town hotel anniversary dinners in favor of mountain resort weekend vacations. The Westchester group and the upstate association joined them after the initial try was termed a successful one.

No equipment is formally displayed at the outing, no speeches are planned, and just one Souvenir Journal is published. Cocktail parties, a banquet, golf, swimming and other activities are planned by the committee.

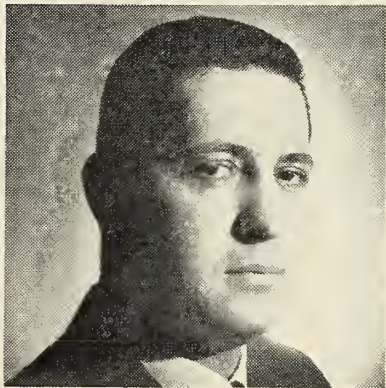
## Coan Stresses Low Price, Simplicity At NAMA Convention Exhibit

CHICAGO — Coan Manufacturing Company, manufacturers of the U-Select-It candy, cigarette and pastry machines, displayed its entire line in a giant exhibit booth here at the NAMA show last week and at closing time, Sales Manager Jack Davis stated that the reaction, and the orders, to the presentation were highly satisfactory.

Coan exhibited the Model 74, Model 94, Model 116 and Model 188 machines.

Sales points emphasized by Coan sales execs were selectivity of product, which enables ops to take full advantage of special promotions, and to cater to individual tastes, profitability, through low-cost price (the top price on Coan's line is \$240 for the Model 188) enabling most ops to install in two locations for the price of one; versatility via the small floor-space dimensions; merchandising because of the point-of-purchase advantage through display of 25 selections; simplicity of design, and sales-to-operator-only policy.

Present in the Coan booth, among the other execs, were President Bob Morris, Tony Pickarts, Sec-Treas., and Davis.



JACK DAVIS

## U.S. Billiards Shows Regulation Model

CHICAGO—U.S. Billiards Inc., newest coin-operated pool table manufacturer, displayed a model of a regulation size (4½' x 9') six-pocket table here last week. U.S. Billiards entered the pool table business only two months ago and already has four six-pocket models and two rotation bumper models in production.

President Albert Simon, who was instrumental in the recent approval of 6-pocket play in NYC, was on hand, accompanied by Al D'Inzillo, and Al Goldhush and a staff of service and sales people. Harry Berger reported unusually high interest in the complete line.

The display occupied two booths and reported that interest, and orders, were better than expected.

# Rock-Ola Going After Cig Vendor Market With New 'Caravelle' Unit

CHICAGO—Rock-Ola Manufacturing Corporation went after the cigarette vending machine market last week following a successful entry into the coffee vending machine business about two years ago and judging from the all-out sales effort of the factory's sales reps, and the phonograph distributors who handle the line, the target of 900,000 cig locations in this country should already be within reach of operators of the new 'Caravelle' machine.

The cigarette vendor is an electric model which was taken completely apart before visiting NAMA Conventioneers hundreds of times during the four-day show, and hundreds more earlier in the week when the attractive cig vendor was displayed before 1300 ops at the MOA show.

Ease-of-service, of course, is one of the prime sales points made by Frank Doyle, vending head, and Ed Doris, Exec VP of the firm.

Price changing controls are positioned for easy access, the match dispenser has a match-saver feature, a column transfer kit is optional equipment, complete removal of power unit is possible in case of necessity, and a merchandising circle has been added at the top for display of non-tobacco products for vending through this same machine.

Location personalization, funneled coin entry, and versatility of color design are some of the other features pointed out to operators.

The 'Caravelle' has a 20-column, 800 pack capacity, and is on display in Rock-Ola distributor showrooms starting this week.



FRANK DOYLE

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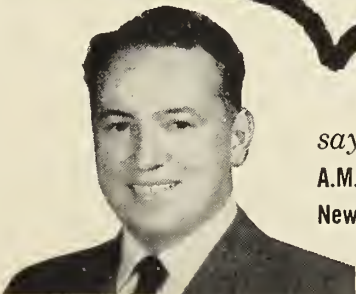
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design simplicity. The new  
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says: Robert "Bob" Nims  
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New Orleans, Louisiana

*Still as great as ever!  
The famous Rock-Ola revolving  
record magazine can't  
be topped!*

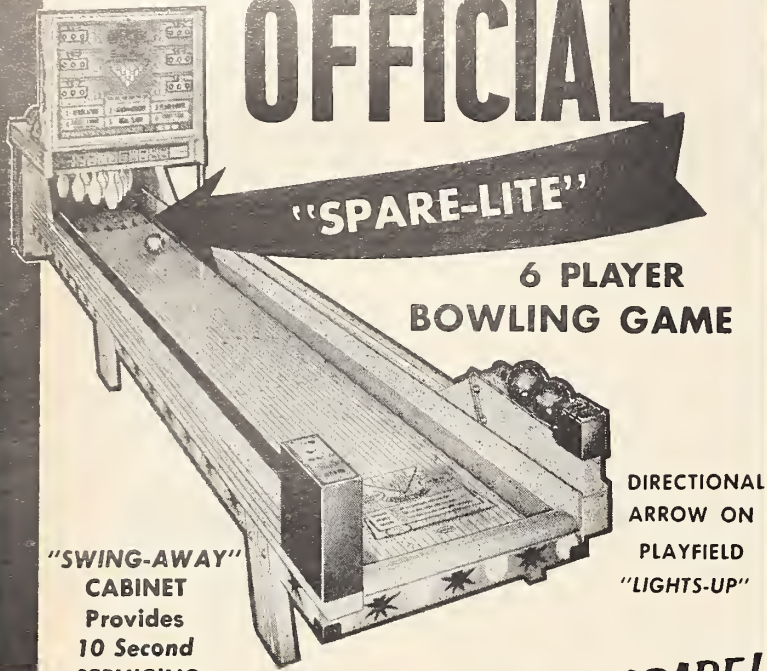


says: Eli Ross  
Eli Ross Distributors, Inc.  
Miami, Florida



# Mass Appeal

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BOWLING GAME**

**"SWING-AWAY"  
CABINET**  
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SERVICING

DIRECTIONAL  
ARROW ON  
PLAYFIELD  
**"LIGHTS-UP"**

**"LITES" WAY to Pick-up Every SPARE!**

**Chicago Dynamic Industries, Inc.** 1725 W. DIVERSEY BLVD.  
CHICAGO 14, ILLINOIS



## Eastern Flashes

New York City and the outlying environs were very well represented at the MOA Convention in Chicago last week with Al Denver, MONY head leading the way one day earlier in order to take part in board elections. Al was re-elected VP this year and continues to move up the line in MOA. Top ops from the city were on hand, with Al Miniaci of Paramount in town, accompanied by Eric Bernay, A-1 One-Stop. As always we missed Al "Senator" Bodkin who doesn't make the scene anymore. Bert Betti, North Bergen distrib and operator, very much on the scene in Chi with interest in the exhibits, the sessions, the social get-togethers, and the goings on in the Windy City. Bert spent time with the Rock-Ola people, the phono line he sub-distrib under the direction of Dave Stern of Seacoast, who also attended, and also the Fischer people, a line that Betti put on the map several years ago. Italian visitors in from Europe looked Bert up upon arriving and settled some slate deals tentatively made earlier this year when the Jersey op spent time in Italy.

Seeburg made lotsa noise on Thursday of the Convention Week when the factory called all distrib into the Drake Hotel for a twelve hour session which led to the unfolding of the new "Marquee" and "Industrial" Vending Series. The machines are undoubtedly superb in design and the refinements which include extra-strong coffee, dual pricing for iced tea and dietetic drinks, and easier servicing on the cig machine stirred up much interest. We flew in with old friend Arnold Silverman from NYC following Silverman's visit to former hometown Philly where his dad Joe was prepping to leave for the MOA Association Forum. Later in the week Arnold was met by his gal Roota Lee, tv actress, who makes a cardboard container of spaghetti from a hot food machine look like caviar at the Pump Room. And she can act, too. From the east, on hand for Seeburg activities were Bill Schwartz who expects to do a big job in Boston, Murray Kaye, Atlantic's right arm, Meyer Parkoff, who together with Mac Perlman and Oscar Parkoff enjoy one of the largest territories, Bob Jones, Schwartz' sales manager, Bill Finneran, eastern regional rep, the Philly-Balti gang, Nat Solow, Marvin Stein, Zav Hovsepian and if we missed anyone you can bet he's important(!) Dan Collins, former Seeburg rep, delighted with his new Chi home and his spot with Kinsman Mfg. Co., organ manufacturing subsid of Seeburg. Dan's the man in charge so look out for a rash of organs throughout the US this year.

Del Coleman had the Seeburg Family in for a social on Thurseve and it was like a Hollywood setting.

Joe Munves at the Southland booth, took a few orders. Bud Lurie, Southland's sales head, is an example of the new blood in this business. This guy sells kiddie rides to people like Ross Scheer, youthful Chi distrib (17 states) and Sumner Seigal, New England distrib, like they're going out of style. "We swing with orders, machines and big promotion," says Bud, "and when our new 'Time Trials' hits the street look for even more excitement." He's difficult to disagree with. And besides his hospitality suite was the liveliest in town. Like a house party all night long.

Irving Holzman and Ruth flew in from Vegas accompanied by Lyn Durant, United head, and everyone looked just fine. . . . Al Simon, Al Goldhush, Al D'Inzillo, Harry Berger and a staff of sales and service people held down the US Billiards booth with a regulation model on display. Simon will host ops all week long at his Open House starting 9/16 when you can stop by and see the 1964 Rock-Ola phono line and the new 'Caravelle', one of the big interest-makers at the MOA-NAMA Conventions. Don't stop at Simon's on Thursday (9/19). It's a Jewish Holiday and they'll be closed.

The Runyon crew were in attendance at both shows with Shugy leading the pack comprised of Abe Green, Eddie Burg, Myron Sugarman and a few others we never got to say hello to. . . . Jack Mitnick still very much in the biz. . . . Sam Taran is no longer retired. Look for some Cinebox action in Florida. . . . Mickey Greenman and Stan Green together with Ed Ratajack and the Cinevision crew probably got as much or more action than any other exhibitor at the MOA. Dave Rosen, leading distrib helped out. Rosen managed to have the machines filmed for an up and coming Huntley-Brinkley show this fall. The new films are available from the Cinebox and Mickey says things are happening. . . . Abe Lipsky with many friends making the MOA rounds.

Harold Kaufman and his associates on hand at MOA and then over to NAMA and the interest at both shows runs very high. . . . A. D. Palmer and Bob Bear and the entire Wurlitzer gang are the most sociable guys in town. . . . Millie McCarthy looking just lovely sitting as the only women on the MOA dais before 770 people. Man, that's attention! Bob McCarthy, Millie's son, is one of the brightest lads we've met in many years. His knowledge of life runs from the technical side of a juke box to the serious side of Shakespeare so don't let the youthful grin fool you. This boy is sharp (and he doesn't like us using the word "prexy" in place of "president" and now that we think of it, who does?)

Sol Lipkin with Gene Daddis, selling up a storm in the American Shuffleboard booth at MOA. Nick Melone was taken ill just at post time and had to go into the hospital. He's been reported out and home recouping. . . . Irving Kaye, Howard Kaye, Art Daddis, in one of the largest exhibits at the show, sold the new Kaye line of tables like they were going out of style. Mucho action there as the pool table business continues to grow. . . . Milty Green, Sandy Moore, Gabe Forman, with the Americana table in their booth, exhibiting for the first time, were seriously considering a 6-pkt model in the future. . . . John Bilotta with Art Brier in the Smokeshop booth offering upstate ops a \$50 bill if they're not satisfied with the 'Starlite' and the coinchanger feature after a 60-day trial. He takes the machine back and gives you \$50. "It does 5% to 8% better with the coinchanger," says John. . . . Bill Weikel and Ewald and Mrs. Fischer had a ball selling tables and entertaining ops. . . . Hank Ross was happy with the Midway interest from ops. . . . Al Levine down from Boston on the Rock-Ola line. . . . Dave Bond and Irv Margold with Rowe AC reps. . . . George Anthony's Tape-Athon got a good going over from visitors. Tape-Athon named new distrib at the show. . . . The Valley line was exceptionally well received as pool pros demonstrated the tables for Earl Feddick and John Ryan. . . . Vic Haim, RH Belam's man-in-a-hurry on the scene with domestic and European coinmen. . . . Mike Mulqueen listening to some Irish tenoring as friend recalls Galway Bay. . . . Carl Pavesi, another association head, on the Chi scene. . . . Al Rodstein and Jim Ginsberg also in town. . . . John Wallace to the Holiday Inn for West Virginia's annual Sept 26-28. . . . Sorry to hear that Try, New York's oldest op, Bill Wakelee died last week. . . . and through it all, Irv Kempner goes on pitching throwing a 13-0 game at the Inter-Hickory Hill Cabana Club tourney for the top honors. Irv will pitch again this weekend at the Nevele before 500 guests from NYS. . . . Aspet Varten and Suren Fesjian were joined by Bucky Van Wyck, Irv Morris and Sam Stern for a nice evening on the town in Chi. . . . The Greco Bros. were joyous over the arrival of the new 'Caravelle' cig vendor. Al Wertheimer and Bob Romig down from Syracuse. . . . and there's just no room for anymore folks!

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## Chicago Chatter

As the nation's coinmen return to their home bases tired, but satisfied, they leave Windy City with the distinct happy knowledge that they attended two well planned, exciting conventions—MOA and NAMA. So much has happened during this past week, that it would take a lengthy volume to cover the events. So, we'll just skim lightly over the highlights. Two new presidents and their panel of officers were elected among the rank and file of the trade associations. Lou Casola, a dedicated MOA staffer for many years succeeded his old friend, Harry Snodgrass as president of MOA. Also, Carl Millman, of Milwaukee, a young oldtimer in the automatic merchandising business, emerged as president of NAMA.

Another very significant fact was the tremendous attendance during both conventions. MOA enjoyed an unprecedented attendance of more than 1300 in the Morrison Hotel, Sept. 4-6. NAMA's terrific attendance reached well over 10,000, from Sept. 7-10, at McCormick Place and the Conrad Hilton Hotel. Definitely a record week in anyone's league!

Another well received highlight of the MOA conclave was the appearance of Chi radio personality, Sig Sakowicz, who graced the mike and PA system in the music room on the exhibit floor, and co-emceed the gala banquet and floor show with Hirsch de la Viez. Many fine compliments were received by Snodgrass, Casola and Bob Blundred for this MOA Convention innovation, first attempted this year.

A surprise appearance by Columbia Record's Tony Bennett, who received an MOA award for his rendition on vinyl of "I Left My Heart In San Francisco," was roundly applauded by the visiting operators and their guests. . . . Al Martino's portion of the floor show was a definite high. His Capitol deck "Painted Tainted Rose" was a popular item during the conclave.

Most important was the exceptional support MOA received from so many quarters. Although so many record companies decided to pass up this year's show the indications are very optimistic for the 1964 convention, according to Snodgrass, Casola and Blundred.

One of the most heavily attended affairs was a "nautical" swingin' soiree hosted by Rowe AC Services, Sunday evening, Sept. 8, in the Willford Room of the Conrad Hilton Hotel. On hand to greet guests were Automatic Canteen's chief executive officer and president Patrick L. O'Malley, founder-chairman Nathaniel Leverone, and Rowe AC prexy Jack Harper. Also, Dean McMurdie, executive vice pres., Fred Pollak, vice prexy, and such other Rowe-ites as Paul Huebsch, Don Lunday, Jim Newlander, Harry Laird, Bob MacGregor, Phil Glover, and Jack Dunwoody. The whole gang came with their lovely wives. Guests were greeted by gorgeous "hula" gals (aloha!).

Oh yes, best wishes are in order for coinvet Gil Kitt, owner of Empire Coin Machine Exchange, who has been a successful coinman for 23 years. Another milestone for genial Gil—he gave up smoking! (Just like that!).

We were delighted to spend some time with Hymie Zorinsky, who came into Chi with Eddie Zorinsky and his lovely Cele. . . . A happy, smiling Bob Blundred info'd that the MOA Banquet and Floor Show was sold out well in advance of the big affair. 750 paying guests graced the Terrace Casino of the Morrison Hotel. Another positive note was revealed in MOA's membership drive. Memberships rose sharply during the three-day conclave, according to Robert H.

We enjoyed chatting at length with Ross B. Scheer, prexy of Western Trails, midwestern distrib for Southland Engineering, who unfolded a terrific Horatio Alger type story about his rise in coinbiz over a short period. With Ross were Southland sales chief Bud Laurie, Bill Racusin, and Sumner Segall during our pow-wow.

Among the many friends we chatted with during the MOA Conclave were: Joe Westerhaus, Frank Holys, Bill Poss, "Red" Flaherty, Bob Rondeau, Eddie Holstein, Sam Greenberg, Paul S. Brown, and Frank Padula and his son, Michael Padula. Also, Harry Jacobs, Jr., Sam Hastings and Jerome "Red" Jacomet (all in from Milwaukee).

Another coinman who always manages to be on hand for industry functions is Bert Betti, who made the scene for both conventions. Also Auto-Photo's Verle Van Nattan and his group. We'd like to acknowledge visiting with Earl Feddick and John Ryan, Valley Sales & Mfg.; A. D. Palmer, Bert Davidson and Gary Sinclair, of the Wurlitzer Co. Another Wurlitzer exec on hand was sales manager Bob Bear. . . . Irving Kaye planed in with his son Howard Kaye.

The Fischer Sales & Mfg. booth was graced by Ewald and Margaret Fischer, Bill and Ruth Weikel, and Marvin Mertes. . . . Visitors from France during the MOA show were Norbert Levy, prexy of Mepadi Company; and Gerard Caen, Leca. Both are from Metz, Lorraine, France. . . . MOA's counsels: Leo Kaner, Tax Counsel, and Nick Allen, Legal Counsel, were kept busy advising operators.

Happy Best Wishes to new MOA prexy Lou Casola; vice presidents Al Denver, Jim Hutzler, Norm Gefke, Frank Fabiano, Les Montooth, Howard Ellis and Al Ptacek. Secretary John "Red" Wallace, treasurer Jim Tolisano, and Ted Nichols, the new sergeant-at-arms. Lou assures us he'll continue along the new MOA policy lines, which are proving so successful at this date.

We're tickled to extend congrats to Carl Millman, who assumes NAMA's presidency January, 1964. Carl succeeded Louis J. Risman. The senior vice pres. is J. Richard Howard; Walter J. Manning is vice president, and the treasurer is James T. McGuire. Six new directors are Tom L. Herrick, Morris Gottlieb, Ted R. Nicolay, Eino Kiander and Frank Lodewick. Re-elected were Jack Burlington, Robert Deutsch, William Schmidt and William Dennin. . . . And, now, we call all look forward to convention time 1964!

## SERVICE CALLS EATING UP PROFITS?

If you're spending too much valuable time servicing the music systems you've already installed, take a look at what Tape-Athon offers.

Here's a background music system incorporating a simple yet rugged tape transport designed for continuous (and that means 24-hours every day) operation. The transport mechanism, exclusively Tape-Athon's, is put together with materials and craftsmanship of such quality that it almost obsoletes the repair man.

Definitely not a complex cartridge machine, the Tape-Athon system uses reel-to-reel tapes of high strength Mylar for fine reproduction and unlimited service life. Skeptical? Better than 7000 units are now in use, producing high profits for the operators, with far less attention, and providing custom background atmospheres for over 7000 happy users.

### Tape-Athon, Corp.

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*Just think of it! Even the Control Center on the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools.*

says: T. W. Hughes  
S & H Distributing Co., Inc.  
Shreveport, Louisiana



*"Terrific! Just Terrific!  
Never before so many outstanding features on two magnificent phonographs.  
You've done it again, Rock-Ola!"*

says: H. R. Sanders  
Sanders Distributing Company  
Nashville 10, Tennessee



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## NAMA Convention Draws 9000 To Chicago

### Accent Is On Quality and Service As Exhibitors Parade Latest Equipment

CHICAGO—The theme of this year's NAMA Convention was "What's In It For Me?" and by Tuesday evening after the four day national vending convention had closed at McCormick Place, if you had strolled along with the other 9000 visitors past 150 exhibits, you could have easily seen what was in it for you. The offerings ran the gamut. From extra strong coffee to new dollar bill changers to junior size coffee machines and the inevitable attempts at breaking the barrier by firms who probably weren't around after the show.

The big difference this year, if the difference can be pinpointed, was that the Convention reflected the continued trend of the vending industry to become more settled in its ways, a

characteristic which began to take form two years ago. The equipment, for the most part, offered refinements of past models, and the changes were important ones.

The Convention sessions at the Conrad Hilton Hotel were enlightening and well-attended. One highlight of the week was the NAMA press meet on Monday morning when the work done on 'Operation Alert!' during the past year was shaped into a stand by the cigarette ops and presented to the press for public notice. The nation's communications media carried the message to America on the following day. (See Story)

NAMA members elected Carl Millman, Milwaukee vendor, President of the NAMA. His term begins January 1. Millman has worked with NAMA for many years. (See Story)

Coffee, location sales, full-line competition, and costly commissions were given the spotlight during meetings. Personnel, promotion, and wages were also discussed.

NAMA had conducted another successful Convention possibly breaking its former record mark two years ago here in Chicago. Next year's show will be held here again before the vendors travel to another city.

The presence of many coin machine visitors, fresh from the three-day Music Operators of America Convention which closed the day before NAMA opened, helped exhibitors get a closer look at the coinmen who have chosen vending for diversification. Many of these operators are already in cigarettes, candy and cold drinks. Many intend to get into this business. The results should be clearer at this time next year when the number of operating companies is expected to have expanded in number following year-by-year decreases.

Individual exhibit reports appear throughout this section with broad pictorial coverage on the Vending News pages as well.



FATHER AND SON: Joe Ash, Rock-Ola vending machine distributor, with son Frank, on leave from the U.S. Navy as an Ensign, visit NAMA Convention. Frank will join Active Amusement Machine Co. upon discharge and will specialize in vending.

### R-M Enters Iced Drink Field, Shows Unit

CHICAGO—In addition to the 'Brew-A-Cup' coffee vendor, Rudd-Melikian introduced here last week its revolutionary new "Full-Line" automatic food and packaged beverage vendor.

"It offers a profitable practical answer to complete line vending," reports George R. Schollhamer, Vice President of Machine Manufacturing. "The unit features many advantages including complete product flexibility without wedge-packaging problems, visibility without a 'picked-over' look, and true first-in, first-out dispensing."

Hot foods, cold foods, packaged beverages, dry goods, and any item up to 8½" x 6½" x 4¾" can be dispensed through the new "Full Line" vender.

Capacity is flexible. It can vend from 56 to 240 items on eight serving levels. Different items with the same selling price may be served from the same level since menu board is not required when each item is labeled.

Eight different prices are available from 5¢ to \$1.45 in 5¢ increments using an electrical totalizer which shows the consumer exactly how much money has been inserted.

#### Enters Ice-Making Drink Field

Rudd-Melikian, Inc. continues expansion of its modular line of vending machines with the demonstration of the new "Ice-a-Cup" cold drink unit.

"The 'Ice-a-Cup' marks the company's first entry into the ice making cold-drink machine field," reports Frank X. McCoy, General Sales Manager. It matches the design superiority of the popular 'Brew-a-Cup' automatic coffee dispenser, and is backed by five years of laboratory research and field operation studies. Additionally, recommendations from the R-M Operator Advisory Council have been built in whenever possible.

Advantages offered include: dry or water-bath refrigeration, easy-to-service and uncluttered interior, a new syrup system that assures positive displacement through simple internal water pressure, syrup containers completely enclosed within an insulated area, two separate compressors separated from commodity area and yet easy to reach from front of the machine, meltdown from stored ice is efficiently evaporated, and a water reservoir makes feedback into external water supply impossible.

### Continental-Apco Shows Full Line

CHICAGO—One of the highlights of the NAMA Convention here was the new vending line introduced by Continental Apco Inc.

Continental Apco's dramatic presentation included a full line of nine individual models of machines. These include the new Soda Shoppe Soft Drink Vendor; Continental 30 Cigarette Machine; Tobacco Shoppe 30 Industrial Cigarette Vendor; Instant Coffee Shoppe; Model "3" Brewed Coffee Shoppe; Hot Food Shoppe; Popcorn Shoppe; and Ice Cream Shoppe.

"A Cigarette Vendor that Meets The Demands of Every Location," that's the description of the new Continental "30" cigarette vendor which features a new location identification panel and new display area for additional products, such as cigarette lighters, books, crackers, gum and mints.

The New Continental "30" lets the operator take advantage of a new trend in vending—using cigarette machines with all-purpose vendor columns to capture maximum earnings by featuring gum, mints, books, lighters, etc., plus the normal money-making brands.

With the New Continental "30," operators can take full advantage of all cigarette subsidies and yet offer other brands, as well as utilizing several columns to each of the most popular brands.

The Industrial Cigarette Vendor, a new entry, is designed in a modular cabinet. This cigarette merchandiser offers the same giant, flexible capacity and famous service-free mechanism as the Continental "30." It is especially designed for all industrial locations and modular line installations.

"Ice-a-Cup" offers a selection of four carbonated and two non-carbonated delicious cold drinks. Customers may enjoy their beverages with or without crunchy, hard ice.

The unit has a capacity for over 1400 9-ounce cold drink cups. There are three 5-gallon tanks and one 7-gallon tank for syrup, thus serving 2,630 drinks from one filling of syrup.

Vending price range is 5¢ to 25¢. Coin changer is optional.

*"Colorful! Compact!  
Captivating! The new Rock-Ola  
Capri II is great. Especially with  
optional Full Dimensional Stereo."*



says: Joe Grillo  
Flower City Distributors, Inc.  
Rochester 9, New York

*Truly a revolution in the  
industry! That's the new  
Rock-Ola Rhapsody II and the  
Advanced Design Caravelle  
Cigarette Vendor.*



says: Michael J. Stanley  
Michael J. Stanley Co.  
Mercer Island  
Seattle, Washington



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Smokeshop's Coin-Changer On New 'Starlite' A Hit At 2 Shows

CHICAGO—Art Brier led the Automatic Products Company exhibit staff into the NAMA Show here last week and by the close of the show both Brier and the Smokeshop distributors were very satisfied with sales results.

The new machine—'Starlite'—has a coin-changing mechanism which has been responsible for the increased sales of Smokeshop's cigarette vendors for two years, but the half-dollar acceptor continued to be the mainstay this year with only one other manufacturer introducing this merchandising feature to its cigarette line.

Smokeshop introduced the Starlite earlier in the year and received wider acceptance than on any previous model. The factory came into this show ahead of sales estimates and the newly styled machine was received even better than expected.

The 'Starlite' accepts half dollars



Smokeshop distributor John Bilotta with visitors to NAMA booth.

or two quarters and returns change in nickels. The Company sells through independent distributors.

According to Brier, who also displayed his equipment at the MOA Convention, sales reception has been higher than during any previous Smokeshop year.

## Jennings Sees Milk Routemen Going Into Vending

CHICAGO—An increasing number of milk dealers are now depending on vending machines to beat the profit dilemma posed by the high cost of door-to-door delivery and the limited profit margins of wholesale operations, according to E. J. Howard, Sales Manager, Jennings & Co., Chicago, major producer of milk vendors. According to Howard, the volume of milk sales through the retail route, which has been in a state of steady decline, now accounts for less than 25% of overall fluid milk sales. It has been calculated that the average delivery cost is 12¢ higher per half-gallon container through a retail route than through delivery to a wholesale outlet, said Howard. However, warned Howard, even with their radically cut delivery costs, supermarket sales, because of their limited profit margins, do not provide the full answer to the problems of the dairy industry.

Figures provided by Mr. Howard show that a vending machine route man can service 15 efficiently grouped machines a day and sales of 100 to 200 quarts per machine are not unusual. As a good indicator of the current status of the milk vending machine, Howard cited the fact that financing for milk vendors is now readily available. "If a banker will buy it," said Mr. Howard, "it has to make money."

## Southern Amusement Wins Top Rowe AC Sales Award



MEMPHIS—Hans Von Reydt (left), Regional Sales Manager for Rowe AC Services, presents "Top Distributor Award" to Southern Amusement Company, Memphis, as top winner in Region V of recent Rowe AC Accelerated sales contest. Accepting award for Southern are (left to right) Allen Smith, Sales Manager, Vending; Charles V. McDowell, General Manager; and Mrs. Celia G. Hodge, President.

## Owen W. Charters, Route Mgr., Wins \$1000 Dixie Cup Coffee-Roll Sweepstakes

NEW YORK—A vendor employe and a vending machine customer have won the two top prizes in the national "coffee and a roll" sweepstakes conducted by the Dixie Cup Division of American Can.

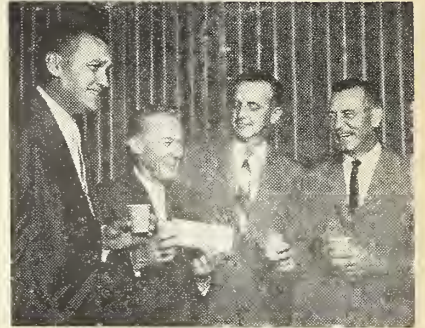
L. P. Hurt, national field sales manager for Dixie Cup, announced the names of the 222 winners. A total of \$10,000 in prizes was awarded. The sweepstakes was divided into a consumer and food operator section, with 111 prizes being given in each.

The vendor employe who won the top operator prize of \$1,000 was Owen W. Charters, assistant route manager for Kinney, Bennett, Kinsey, Inc., the biggest vending-industrial catering-concessionaire operator in the Fort Wayne, Ind., area.

The consumer winner of a \$5,000 first prize was Steven Pukanecz, of Allentown, Pa., a carpenter and maintenance worker employed by the Kutztown (Pa.) State College. He got his winning cup of coffee from a school canteen hot drink machine, operated by Clay Distributing Company of Bernville, Pa.

The contest, designed to promote use of Dixie Cup's polyethylene-lined "Mira-Glaze" cup, was begun early this year and ran through May.

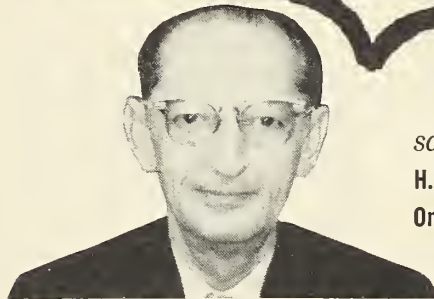
Five vending operator employes won second prizes of \$100 each. They were Debra Rock, R. & C. Vending, New York City; Michael F. Tomasulo, T. & M. Vending Company, Trenton; Benjamin H. Stein, Ben



**COFFEE AND DOLLARS**—Owen W. Charters, second from left, assistant route manager of Kinney, Bennett, Kinsey, Inc., Fort Wayne's largest vending-industrial catering-concessionaire operator, holds a check for \$1,000, awarded him as first prize winner in the operator classification in Dixie Cup's "coffee and a roll" sweepstakes. With him are (left) Robert P. Kinney, president of the firm; Carl B. Bennett, secretary-treasurer, and Larry Kinsey, vice-president.

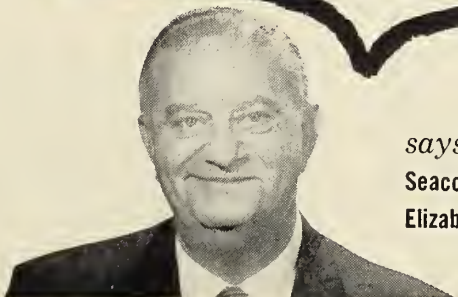
Stein Vending Company, San Diego; H. Kern, Lehigh Industrial Vendor, Slatington, Pa.; and Coca-Cola Bottling Company of Keene, Inc., Keene, N. H.

*Truly magnificent! Both in beauty and performance. You've done it again Rock-Ola with the new Advanced Design Caravelle Cigarette Vendor!*



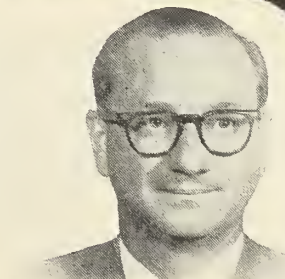
says: **Hymie Zorinsky**  
H. Z. Vending & Sales Co., Inc.  
Omaha 2, Nebraska

*You'd have to see it to believe it! Every component in the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools!*



says: **David Stern**  
Seacoast Distributors, Inc.  
Elizabeth 4, New Jersey

*Bravo Rock-Ola! The new Rhapsody II phonograph and the new Caravelle Cigarette Vendor will revolutionize the industry!*



says: **Walter Waldman**  
S. L. Stiebel Co.  
Louisville, Kentucky



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## NAMA Elects Carl Millman, Pres.

CHICAGO—Carl Millman, president, Automatic Merchandising Corporation, Milwaukee, Wis., has been elected president of National Automatic Merchandising Association (NAMA), during last week's convention. He was elected to a one-year term which begins January 1, 1964.

Millman succeeds Louis J. Risman, president, Mystic Automatic Sales Co., Medford, Mass.

Other association officers elected with Millman are, senior vice president, J. Richard Howard, Automatic Retailers of America, Inc., Howard Vending Service Division, Indianapolis, Ind.; vice president, Walter J. Manning, Jr., Rudd-Melikian, Inc., Warminster, Pa.; and treasurer, James T. McGuire, Automatic Canteen Company of America, Chicago, Ill.

Long active in automatic vending industry activities, Millman, 42, was elected to the NAMA Board of Directors in 1960 and has served as association treasurer and senior vice president. In addition, he has served on numerous industry committees and is president of the Wisconsin Automatic Merchandising Council, a statewide group affiliated with NAMA.

In 1959 he won the John S. Mill award as the Vending Industry's outstanding salesman.

A 1943 graduate of the University of Wisconsin, Millman is a member of the Milwaukee Association of Commerce, Sales Executives Club, Food Service Executives Association, Community Chest Speakers Bureau and the University of Wisconsin Alumni Association.

He is listed in the 1963 edition of Who's Who In The Midwest.

Elected also were six new members of the NAMA Board of Directors. They are: Morris Gottlieb, National Automatic Services, Inc., Stamford, Conn.; Ted R. Nicolay, Western Vendors, Inc., Division of Servomation Corporation, San Bernardino, Calif.; Harry L. Wood, Cup Vending Company of Ohio, Cleveland, O.; Tom Herrick, The Seeburg Corp., Chicago, Ill.; Eino Kiander, Coos Automatic Merchandising Co., Coos Bay, Ore.; Frank Lodewick, Standard Brands Sales Co., New York, N. Y.

Re-elected were Jack Burlington, The Vendo Company, Kansas City, Mo.; Robert Deutsch, Interstate Vending Co., Lincolnwood, Ill.; William Schmidt, Indiana Vendors, Inc., Indianapolis, Ind.; and William Dennin, Pacific Nik-O-Lok Co., Los Angeles, Calif.

## New National Electric Candy Machine Has 21 Selections

CHICAGO—National Vendors' new electrical candy merchandiser, incorporating some of the most significant advances in the recent history of the vending industry, has gone into production in the firm's enlarged St. Louis plant, Albert F. Diederich, president of National Vendors, announced.

Among the merchandiser's major advances are: (1) A unique dispensing arrangement that assures "first-in, first-out" sale. Items are placed between spiral dividers on tray-like shelves, which swing out for loading and cleaning. (2) Impressive gains in the number and individual size of selections. The merchandiser will dispense 21 selections ranging in size from packages of gum and mints to items 6 inches wide and 9 inches long. This range makes it possible to vend snacks, pastries and boxes and bags of candy, as well as many other kinds of merchandise. Depending on arrangement of the spiral dividers, a maximum of 808 items can be accommodated. (3) Broad pricing flexibility. The merchandiser vends at any five prices from a nickel to \$1.25. A quick-disconnect price board permits easy setting of five master prices and individual column pricing. (4) Many features that simplify servicing and maintenance. Besides the swing-out shelves and price board, these include easy adjustment for different sizes of merchandise and a plug-in module design for all electrical components so they can be quickly replaced on the location.

The merchandiser has National Vendors' Moduline styling. Cabinet colors are cocoa brown and sand, or buckskin. Headers (8-inch and 15-inch) and a chrome-plated base grill are available for full-line banking.

## Rowe's 'Celebrity' Line Shines At Convention

CHICAGO—The most complete line of modular, automatic vending equipment ever exhibited by Rowe AC Services, was one of the highlights of the NAMA show last week.

New Rowe "Celebrity Vendors" sell everything from candy, snacks and gum to hot foods and drinks, freshly-brewed coffee, sandwiches, pastries, cold foods, cold drinks (with or without ice), and cigarettes. Matching condiment units also dispense tableware, napkins, plates, jellies, spices, condiments, etc.

Of special interest at the Rowe AC exhibit were a batch-brew coffee machine using all dry ingredients for the first time, including cream, soups, chocolate and sugar; a new "Riviera" cigarette vendor. In addition, the standard "Riviera" has an improved personalization panel, plus two special front panels which accept wall-paper or paints to permit matching any interior location.

Also displayed were a "Tasty-Twenty" candy vendor; and new "Riviera Legs" for Models 77-R, 86-R and 151-R candy, cigarette and pastry vendors.

Also being shown at the NAMA show this year is Rowe AC's new "Customusic" background music system. Using endless loop tape cartridges to provide nearly 60 hours of continuous programming, this unique system employs an ingenious sequencer which automatically avoids any consecutive repetition of the same selections.

Three distinctive libraries—commercial, atmosphere and production—are available tailored to the special needs of restaurants, stores, institutions, factories and offices.

"Customusic" is available as a complete matched system, including speakers, amplifiers, tuners and microphones. Or the basic unit may be plugged into sound systems already installed.

## O'Neal Appointed Glasco VP

MUNCIE, IND.—Wilbert O. O'Neal has been appointed vice president for operations of the Glasco Division of Universal Match Corporation, it was announced by Robert R. Kelly, group vice president—vending and commercial products.

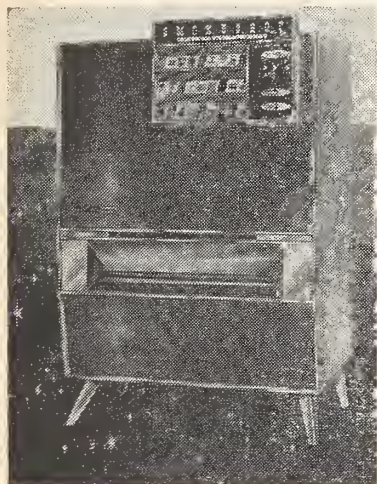
"This is a new position at Glasco," Kelly said. "With his outstanding record of experience in the engineering and production phases of vending machine manufacture, we know that Bill O'Neal will contribute significantly to Glasco's progress."

O'Neal joined the Vendo Company in Kansas City twelve years ago and served in various executive engineering positions, including senior project engineer and engineering project manager. In 1960, he joined Automatic Canteen Company of America, serving both the ABT and Rowe divisions prior to becoming Automatic Canteen's chief of central engineering with headquarters in Chicago.

Since 1962, O'Neal has been an independent consultant in the vending industry, with special emphasis on the soft drink and ice fields. Glasco manufactures pre-mix soft drink vendors, bottle vendors, and restaurant food service equipment.

"What's new?" asks John Bilotta.

"Not coinchangers on cigarette vendors, that's for sure! Smokeshop has had 'em for two years. Our brand new 'Starlite' machine is proof of that!"



"This 'new' merchandising idea has brought about 5% to 8% increases in collections since 1961 for Smokeshop ops.

I'll give a \$50 bill to any operator who, isn't 100% satisfied after a 60-day trial and we'll gladly take back the machine!"

says Bilotta, who ought to know. He distributes the Smokeshop line throughout upper New York State.

See your Bilotta Distributor, today and start operating the workhorse of the industry dressed up in her Sunday best—that's 'Starlite', the cigarette vendor with the coin-changer that increases sales in location 5% to 8%. "I'll give you \$50.00 if you're not satisfied within six months," repeats John Bilotta. You'd better stop and see him this week.

THE HIT OF 2 SHOWS!  
MOA and NAMA CONVENTIONS!

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### VENDING

L-1010-A ICE MAKER .....	\$1145	Du GRENIER K-12 .....	\$ 130
L-1000 High Serial .....	595	SEEBURG E-2 Cig. ....	195
SEEBURG 45CD ICE MAKER .....	1095	CORSAIR 20 Cig. ....	165
ROWE RV-750 (Fresh) .....	495	CORSAIR 30 Cig. ....	165
VENDO VCV900-A (FB) .....	295	ROWE 77 CANDY, 11-Col., 10¢ Changer	195
BALLY 597 .....	445	ROWE 14-Col. Cig. ....	175
STONER 500-D .....	145	ROWE 8-Col. CANDY, 10¢ Changer ..	125
ROWE 20-700 .....	225	ROWE 20-700 Manual .....	145

### GAMES

Gottlieb FLIPPER CLOWN .....	\$225	Bally BIG 7 SHUFFLE .....	\$625
Gottlieb SHOWBOAT .....	245	Bally MOON SHOT .....	315
United CARNIVAL .....		\$150	



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# VENDING NEWS

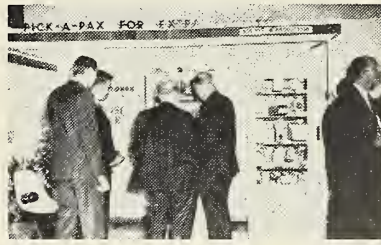
The Vending Machine Industry's Only Newsweekly

## NAMA 1963

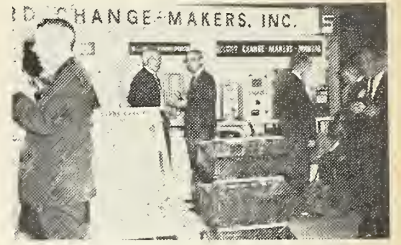
### A Year Of Research and Development



Rock-Ola . . . the Caravelle cig vendor.



Seeburg . . . Pick-A-Pax all-purpose prototype.



Std. Changemakers . . . electric and manual coinchangers.



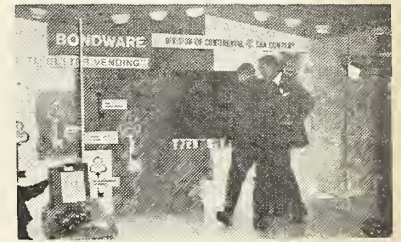
Austin's . . . baked products, cookies, pastries.



Continental-Apco . . . new design on the full line.



Keathley's . . . baked products.



Bondware . . . from cups to wrappers.



Speedway . . . motors for machines.



Coan . . . candy, snacks, cigs, pastry, hot drink.



Beech-Nut . . . the staples, gum, candy, drops.



Blumenthal . . . confections.



Delicia . . . candy and sugar wafers.



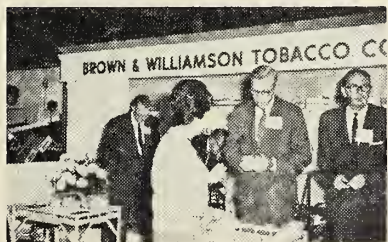
Mason . . . the peppermint lounge.



Canco . . . the growth of canned drinks.



Carnation . . . 3 new creaming agents.



Brown & Williamson . . . cigs and allowances.



Planters . . . peanuts and products.



Mar-Vend . . . chips, toasters, and coffee.



Welch's . . . candy products.



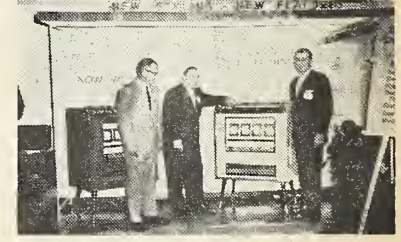
Necco . . . confectionary items.



Serv-O-Matic . . . coffee, soup and chocolate.



Pez-Haaz . . . dispenser sets, refills, bars.



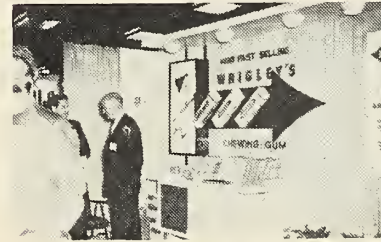
Seeburg . . . faster servicing cig vendors



Griswold . . . milk, coffee and cold drink.



Philip Morris . . . the cig line.



Wrigley's . . . look for the spear.



Rock-Ola . . . the new coffee line.

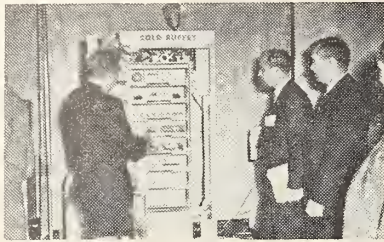


VENDING NEWS

The Vending Machine Industry's Only Newsweekly

NAMA 1963

Stronger Coffee, Dual Pricing and A Plea For Sane Commissions



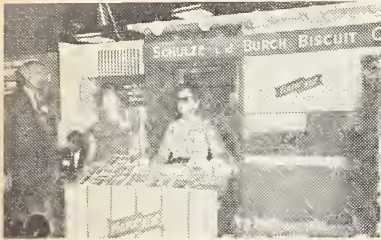
Cold buffet . . . from apples to a la mode.



Dr. Pepper . . . vending syrup and fall promotions.



Raytheon . . . the radarange for refrigerated food.



Schulze and Burch . . . cookies and crackers.



Heinz . . . 57 varieties and minute meals.



Mechanical Servants . . . vended notions.



Chase & Sanborn . . . coffee for vendors.



Reese's . . . the original peanut butter cup.



General Cigar . . . 7 selections of cigars.



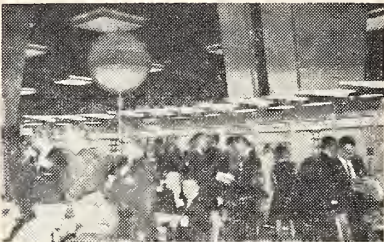
Brandt . . . machines for counting collections.



Canada Dry . . . the first family of beverages.



F&F . . . cough drops and promotions.



Vendo's main line . . . the largest display.



Curtiss . . . first candy now French fries.



Liggett & Myers . . . multiple brands of cigars.



Conex . . . plastic cups for service and taste.



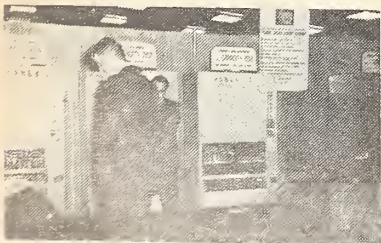
Nedaco . . . vended greeting cards.



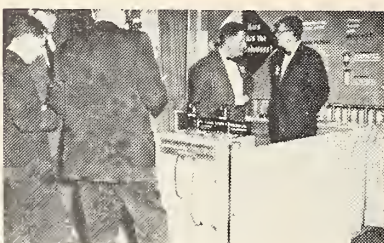
Hollywood Candy . . . midwestern candy bars.



Fearn Foods . . . soups wet and dry.



Lektro-Vend . . . candy, pastry and sundries.



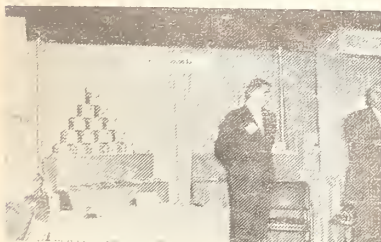
Calgon . . . filtered water for better taste.



Gordon's . . . peanut butter, nuts, chips, cookies.



National . . . cigars, candy, food, et al.



Switzer's Licorice . . . candy and licorice.



Rowe AC . . . the complete full-line.



GF . . . coffee, dairy and soups.



Pecan Twirls . . . delicacies for machines.



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Dixieland and Hula Girls Spark Rowe AC Nautical Party

■ Thousands Attend Hilton Gala

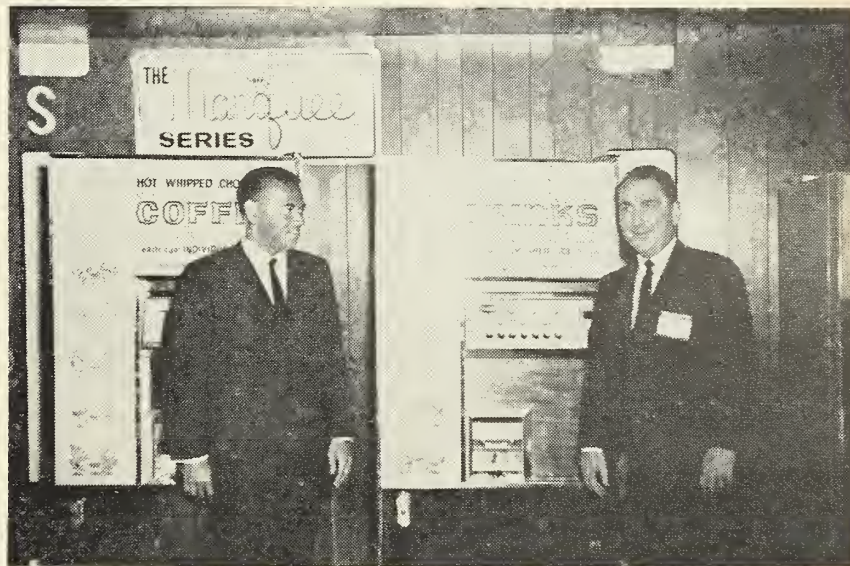


CHICAGO—Rowe AC Services hosted a "nautical" cocktail party Sunday evening, September 8, in the Williford Room of the Conrad Hilton Hotel. The soiree was highlighted by a bevy of lovely hula girls who greeted the guests—along with Rowe AC prexy Jack Harper, executive vice president Dean McMurdie, and vice president Fred Pollak—with Hawaiian 'leis' and a chorus of lusty "alohas." Literally thousands attended.

Among the honored guests were such prominent people as Automatic Canteen Company of America's Nathaniel Leverone (founder-chairman), and Patrick L. O'Malley, president and chief executive officer. Pictured above are photos taken during the Rowe AC party. Top left, Jack Harper welcomes Mr. and Mrs. Pat O'Malley; right, Trimount's Dave Bond with Harper. Bottom left, Eddie Ginsburg of Atlas and Dean Mc-

Murdie; right, Ed Beckemeyer, Cleveland, with Ray Jones, west coast distributor, and Globe's Jimmy Johnson.

## Seeburg Intros New Styling, Strong Coffee, Dual Pricing



Del Coleman, Seeburg Chairman (left) with Sales Director Bill Adair, at Seeburg's NAMA exhibit.

CHICAGO—Seeburg had some surprises for the 8000 visitors to the NAMA Convention here last week and among them were an extra-strong coffee feature on the hot drink machine, dual pricing on the cold drink machine which gives ops the opportunity of receiving more than ten cents for iced-tea and dietetic drinks, wide-profit drinks, and a cigarette machine which offers faster loading,

brand new panel styling, easy-to-replace bulb feature in the personalization panel and a steaming sales force fresh out of a 14-hour sales meeting held just before opening day when the new Marquee and Industrial Series were previewed at the Drake Hotel. At closing time, everyone from Del Coleman on down through the ranks, agreed that the factory came through again for its distributors who were also promised a new candy machine in the near future.

Seeburg's can vending division, Choice-Vend, also premiered a brand new line set in white and trimmed with the stainless steel trim that is now part of the personality of the new Marquee Series, the class line for high level locations. The Industrial Series comes in a baked enamel beige and stands higher with greater capacity than the Marquee.

There are no painted parts on the front of the Marquee Line which is paneled in walnut decarlite and trimmed in aluminum. Both hot and cold drink machines feature a personalized console-view selector. Both machines are fully serviced from the front end.

Also on display in the Seeburg booth was the Pick-A-Pax all-purpose vendor which was acquired from Vend-O-Matic by Seeburg. Two machines offered cookie-pastry-chips in one, non-food and drugs in the other. The machines are not yet in production according to company officials.

## Servomation Records Largest Sales

■ Annual Sales Increase To \$80 Million

CHICAGO—Last week Servomation Corp. reported record sales and earnings for its 1963 fiscal year. For the year ended June 29, 1963 Servomation's consolidated sales increased 20% to \$80,536,000 and earnings increased 27% to \$3,611,000, or \$1.04 a share.

A cash dividend of 10 cents a share and a 2% stock dividend was declared by Servomation's board of directors payable Oct. 10 to stockholders of record Sept. 20.

Servomation Corp. president Joseph E. McDowell also announced that the directors of the A.L. Mathias Co. have accepted, subject to approval by Mathias stockholders, a proposal under which Mathias will become affiliated with Servomation. Upon approval by

Mathias stockholders, Servomation will issue 131,250 shares of its stock to effectuate the proposed transaction.

The A. L. Mathias Co., which has its principal offices in Baltimore and provides cafeteria, restaurant and vending services in industrial plants, offices, colleges and hospitals in six mid-Atlantic states and in Washington, D.C., will continue under the management of Mr. A. L. Mathias, its founder, and there will be no changes in the present staff and management group.

For the year ended Sept. 1, 1963, Mathias Co., had estimated sales of approximately \$9,000,000 and estimated earnings after taxes of approximately \$205,000.

*A terrific team for top profits—the Rock-Ola Rhapsody II and the new Advanced Design Caravelle Cigarette Vendor!*



says: H. B. Brinck  
H. B. Brinck Co.  
Butte, Montana

*Styling was never so magnificent! The Rock-Ola Rhapsody II and the new Advanced Design Caravelle cigarette vendor top them all!*



says: Vic Conte  
Victor Conte Music Co.  
Utica 3, New York



# Cash Box

## VENDING NEWS

*The Vending Machine Industry's Only Newsweekly*

### NAMA 1963

A CONVENTION OF  
NEW IDEAS AND  
REFINEMENTS ON  
OLD STANDBYS



Maryland Cup . . . food in plastic from cups to straws.



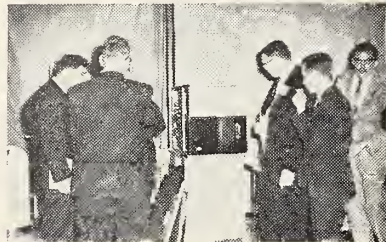
Candy bars by Clark . . . and the ten-cent vend grows.



One of three-type coffee machines by Vendo.



Nix-Pix locks, keys, combinations.



Rudd-Melikian's Kwik-Kooker . . . via microwave



Smokeshop's Starlite cig vendor . . . with coin-changer.



Chip-A-Matic . . . potato chips by the bag.



Stewart's cookies and snacks . . . at special Sept. prices.



Chunky candy . . . and Bit-O-Honey and Old Nick.



Hasty Cart . . . with loads for burdened roulemen.



Gold Medal . . . popcorn and soap from machines.



DuGrenier . . . cig and candy vendors with snap-out components.



Stokeley's Van Camp . . . hot foods in cans.



Audit-In-Route . . . bookeeping en route.



Docustat . . . instant copies at 25¢ per.



Old World Baking . . . pastry for operators.



Rowe AC Customusic . . . background music via tape cartridge.



Rowe AC drink machines . . . Celebrities.



Northwestern . . . peanuts and ball gum in bulk.



Rowe AC sandwich vendors . . . and salads, too.



7-Up . . . beverage syrup, for weary visitors.



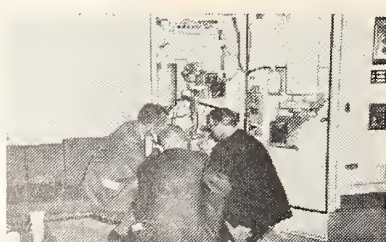
Vendo's dollar-bill changer . . . a new entry.



Avenco . . . jr. exec. coffee machines and prototype candy.



R. J. Reynolds . . . cigs with your name on box.



The Inside Story on coffee . . . from the huddle.



Cold drinks . . . with or without ice.



Keathley's pastries . . . for young and old.



# Cash Box

# VENDING NEWS

*The Vending Machine Industry's Only Newsweekly*

## NAMA 1963

### 9000 Men With A Common Interest



Jennings . . . a milk vending program.



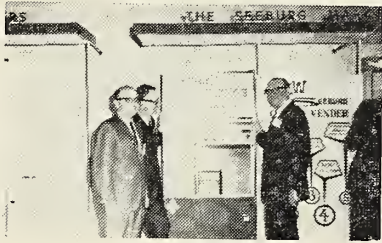
Chicago Lock . . . locks by Ace.



NRI . . . everything for bills and coins.



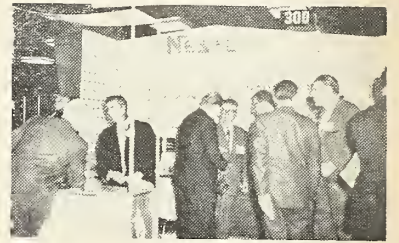
Hershey's . . . candy, syrup and powder.



Seeburg . . . cold drinks and ice tea.



Pronto . . . for the pre-cooked foods.



Nestle . . . candy, coffee, non-dairy, soup and specialties.



Coca-Cola . . . for vendors who pause.



Lily-Tulip . . . cups and containers with a message.



Continental-Apco . . . the new Corsair 30.



Pepsi . . . for the young and lively.



Burry's . . . cookies for street and industrials.



Bowey's . . . hot chocolate and shakes.



Rock-Ola . . . shop-a-mat all-purpose vendors.



Coffee-Mat . . . hot drink machines.



Mars . . . candy for Peter, Paul and all.



Green River . . . syrups and concentrates.



Nabisco . . . cookies, pastry, crackers in abundance.



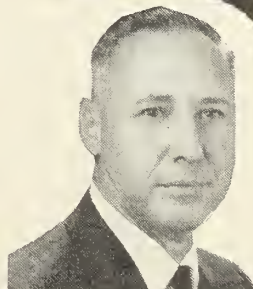
Brandt . . . for handling coins.

*I'm speechless! Never have I seen such dramatic styling as on the Rock-Ola Rhapsody II and the new Caravelle Cigarette Vendor!*



says: **Ray Bigner**  
Bigner Music, Inc.  
Cincinnati 14, Ohio

*Versatility? The new Rock-Ola Caravelle Cigarette Vendor has really got it. Lets you vend any brand of cigarettes—even the 'Benson & Hedges' type box!*



says: **A. L. Ptacek, Jr.**  
Bird Music Distributors, Inc.  
Manhattan, Kansas



see the big, new

# ROCK-OLA "PARTNERS

## Rhapsody II Capri II

de luxe stereo-monaural  
phonographs



Model 418SA

# OPEN HOUSE WEEK...

at these "select" **ROCK-OLA** distributor showrooms

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MACHINES CO.**  
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Poplar 9-4495 Area Code 215  
1101 Pittston Ave., Scranton 5, Pa.

**ALLIED SALES COMPANY**  
401 Jones Avenue, Oak Hill, W. Va.  
Phone: 469-3201 Area Code 304  
465-5616 Area Code 304

**AMUSEMENT  
DISTRIBUTORS, INC.**  
1615 St. Emanuel Street  
Houston, Texas  
Capitol 7-3347 Area Code 713

**ARIZONA AMUSEMENT &  
VENDING CO.**  
848 North Fourth Avenue  
Tucson, Arizona  
Main 4-2226 Area Code 602

**BADGER NOVELTY CO., INC.**  
2530 North 30th Street  
Milwaukee 16, Wisconsin  
Franklin 2-2010 Area Code 414  
Hilltop 2-3030 Area Code 414

**BIGNER MUSIC, INC.**  
2345 Quebec Road  
Cincinnati 14, Ohio  
Phone: BL 1-1500 Area Code 513

**BIRD MUSIC  
DISTRIBUTORS, INC.**  
124-126 Poyntz Avenue  
Manhattan, Kansas  
Phone: PR 8-5229 Area Code 913

**H. B. BRINCK**  
825-827 East Front Street  
Butte, Montana  
Phone: 6726

**BROWN BROTHERS, INC.**  
2127 Washington Ave., North  
Minneapolis 11, Minnesota  
Jackson 2-6648 Area Code 612

**CALDERON DISTRIBUTING  
CO., INC.**  
433 North Alabama Street  
Indianapolis, Indiana  
Melrose 4-8468 Area Code 317

**VENDING MACHINE  
EXCHANGE**  
63 Commonwealth Avenue  
Bristol, Virginia  
Phone: 669-7147

**VICTOR CONTE  
MUSIC COMPANY**  
1001 Lansing Street  
Utica 3, New York  
Redwood 2-7896 Area Code 315

**EMPIRE COIN MACHINE  
EXCHANGE**  
1012 N. Milwaukee Avenue  
Chicago 22, Illinois  
Phone: EV 4-2600 Area Code 312

7743 Puritan Avenue  
Detroit 38, Michigan  
Diamond 1-5800 Area Code 313  
Corner of 11th Ave. and 20th St.  
Menominee, Michigan  
Un 3-6912  
1955 S. Division  
Grand Rapids, Michigan  
Phone: 949-3337

**FLOWER CITY  
DISTRIBUTORS, INC.**  
389 Webster Avenue  
Rochester 9, New York  
Phone: OL 4-8020 Area Code 716

**FRANCO DISTRIBUTING  
CO., INC.**  
24 North Perry Street  
Montgomery 2, Alabama  
Phone: 263-6463 Area Code 205

**GENERAL VENDING SALES  
CORP.**  
239-245 W. Biddle Street  
Baltimore 1, Maryland  
Vernon 7-4119-20-21 Area Code 301

**GRECO BROS. AMUSEMENT  
CO., INC.**  
Main Street—Box G  
Glasco, New York  
Cherry 6-8700 Area Code 518  
1288 Broadway Avenue  
Albany, New York  
Phone: HO 5-0228 Area Code 518

**H. Z. VENDING & SALES  
CO., INC.**  
1201-1207 Douglas Street  
Omaha 2, Nebraska  
Phone: 341-1121 Area Code 402

**LAKE CITY AMUSEMENT  
CO., INC.**  
4531-4533 Payne Avenue  
Cleveland 3, Ohio  
Henderson 1-4100 Area Code 216  
1-7577 Area Code 216

**PAUL A. LAYMON, INC.**  
1429-31 West Pico Blvd.  
Los Angeles 15, California  
Richmond 9-7351 Area Code 213



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new advanced design  
**CARAVELLE**  
cigarette vendor



Model 3002

## SEPTEMBER 16 THRU 21!

**B. D. LAZAR COMPANY**  
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Grant 1-7818 Area Code 412

**LESTOURGEON  
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2828 South Boulevard  
P.O. Box 641  
Charlotte 1, North Carolina  
Jackson 3-5834 Area Code 704

**MOUNTAIN DISTRIBUTORS**  
3630 Downing Avenue  
Denver 5, Colorado  
Acoma 2-8518 Area Code 303

**MUSIC & VENDING  
CORPORATION**  
86 Brookline Avenue  
Boston, Massachusetts  
Copley 7-1032 & 7-1033

**MUSICAL SALES, INC.**  
2920 Locust Street  
St. Louis 3, Missouri  
Jefferson 5-4310 Area Code 314

**PAN AMERICAN SALES  
CO., INC.**  
812 South Presa Street  
San Antonio 10, Texas  
Capitol 7-8371 Area Code 512

**PATTON MUSIC COMPANY**  
611 Eye Street  
Modesto, California  
Phone: LA 2-4707 Area Code 209

**ROBINSON  
DISTRIBUTING CO.**  
321 Edgewood Avenue, S.E.  
Atlanta 12, Georgia  
Jackson 3-3456 Area Code 404

**S & H DISTRIBUTING  
CO., INC.**  
1550 Bolinger Avenue  
Shreveport, Louisiana  
Phone: 422-1642 Area Code 318

**S & M DISTRIBUTING  
CO., INC.**  
1074 Union Avenue  
Memphis 4, Tennessee  
Broadway 5-1133 Area Code 901

**SANDERS DISTRIBUTING  
COMPANY**  
612 Eighth Avenue, South  
Nashville 10, Tennessee  
Alpine 5-4119 Area Code 615

**SEACOAST DISTRIBUTORS,  
INC.**  
1200 North Avenue  
Elizabeth 4, New Jersey  
Bigelow 8-3524 Area Code 201  
8-3525 Area Code 201

**ALBERT SIMON, INC.**  
587-9 Tenth Avenue  
New York 18, New York  
Longacre 4-0006-7-8 Area Code 212

**MICHAEL J. STANLEY**  
7612 S.E. 24th Ave.  
Mercer Island  
Seattle, Washington  
ADams 2-1101

**STATE MUSIC  
DISTRIBUTORS, INC.**  
3100 Main Street  
Dallas 26, Texas  
Riverside 1-6455 Area Code 214

**S. L. STIEBEL COMPANY**  
635 West Main Street  
Louisville 2, Kentucky  
Central Wisconsin Truck  
Juniper 3-2144 Area Code 502

**GORDON STOUT COMPANY**  
125 North Monroe  
Pierre, South Dakota  
Phone: CA 4-4097

**TULSA AUTOMATIC  
MUSIC CO.**  
739 W. 5th St.  
Tulsa 27, Oklahoma  
Phone: 4-4775 Area Code 918

**WESTERN DISTRIBUTORS**  
1226 S. W. Sixteenth Ave.  
Portland 5, Oregon  
Capitol 8-7565 Area Code 503

**ELI ROSS  
DISTRIBUTORS, INC.**  
852 N.W. 71st Street  
Miami, Florida  
Plaza 7-8436  
90 Riverside Avenue  
Jacksonville 4, Florida  
Elgin 6-1551 Area Code 305

**AUTOMATIC EQUIP. DIST. CORP.**  
Santurce, Puerto Rico

**AUTOMATIC EQUIP. DIST. CORP.**  
Ponce, Puerto Rico

**AUTOMATIC EQUIP. DIST. CORP.**  
Arecibo, Puerto Rico



*Designed to be the talk of the industry. That's the new Rock-Ola Advanced Design Caravelle Cigarette Vendor. And no wonder with features like finger-tip price change controls!*



says: **Strike Rothrock**  
Amusement Distributors, Inc.  
Houston, Texas

*Fantastic! Never have I seen such advanced engineering as in the Rock-Ola Rhapsody II phonograph and the new Caravelle Cigarette Vendor!*



says: **Carl Happel**  
Badger Novelty Co., Inc.  
Milwaukee 16, Wisconsin

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

**THE CASH BOX**  
1780 BROADWAY  
NEW YORK 19, N. Y.

Enclosed find my check.

- \$15 for a full year (52 weeks) subscription
- \$30 for a full year (Airmail in United States)
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MY FIRM OPERATES THE FOLLOWING EQUIPMENT:  
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## California Clippings

The fall selling season starting to get into full swing with many new models hitting the market. From all indications it should be one of the best fall seasons in recent years. . . . At Paul A. Laymon, Inc., Jimmy Wilkens pleased with the large turnout of operators at their open house week. Reaction was extremely enthusiastic to the new Rock-Ola 'Rhapsody II' and 'Capri II' Phonographs, and the 'Caravelle' cigarette vending machine. Operators were particularly interested in the many new features incorporated in the new cigarette machine, such as the concave coin slot with its own separate illumination. . . . Operator Walter Cook with Mrs. Cook vacationing this week in Northern California. The Cooks operate a large route in Palos Verdes Estates.

At the R. F. Jones Co., the summer bowling league came to a close with the high men's score of 243 and Wanda Gardner with the high ladies score of 242. Chuck Klein back from Chicago where he attended closing sessions of the MOA convention and joined Mr. R. F. Jones; Tommy Thompson, Salt Lake; and Bud Carlson and John Montgomery from Denver at the NAMA convention. Chuck said the Jones Co. will also have a hospitality suite at the up-coming Western Conference and Exhibit of NAMA at the Ambassador Hotel. Bill Gray covering the San Diego territory this week and Don Edwards on a trip to the Bakersfield area. Mrs. Jack Leonard at the West Valley Hospital for minor surgery. Vacationing this week were Chuck Jackson of the shipping department, and also Katie Walsh, assistant manager of the parts department who traveled to Las Vegas and San Francisco.

At Leuenhagens Record Bar, Mary Solle on a week's vacation, with Barbara Jay helping out with the orders. Mike Brochetta of RCA-Victor stopped in to play "The High Life" by the Phil Bodner Sextet, which he's predicting will be the label's next big hit. . . . At Amco Music and Vending, the big news this week was the re-opening of the Pico Blvd. branch. The branch will be located at the former site of the Badger Sales Co., 2251 W. Pico Blvd. and will be under the direction of Marshall Ames. Branch will feature the sale of all types of new and used equipment. The background music department welcomed Lynn Raynor back from a stint with the U.S. Army, and he will be resuming his position in sales. . . . Arnold Silverman stopped in Philly and NYC before attending MOA-NAMA. . . . Bella Stack is back at California Music after an extended leave of absence. Gabe Orland on a business trip to Fresno this week. Decc's Joe Perry telling Buddy Robinson to watch for another big Burl Ives hit in "It Comes And Goes." . . . At C. A. Robinson & Co., Hank Tronick showing the new Valley #975 Pool Table to operators, and getting excellent response to the new model. Hank is eagerly awaiting the arrival of the first shipment of United's Fury Bowling Alley. Hank's son Steve, back to college at UCLA where he will again this year play drums for the college band. . . . Clayton Ballard of the Wurlitzer Factory Branch back East and paying a visit to the Wurlitzer Factory in North Tonawanda, N. Y. before going to Chi. Walt Peteet, factory service engineer for Wurlitzer in town and making arrangements to set up some local factory service schools. Bart Bartholomew covering the San Diego beat this week. . . . Nick Carter of Mayflower Music and Clyde Love of Nikabob Sales in Visalia both returned from Chicago where they were among many West Coast operators attending the MOA convention.



## Midwest Musings

Mr. & Mrs. Berger, Duluth, Minn. in town for a few days as Morris is taking his yearly check up at the clinic. . . . Warren Sandler back on the job after spending two weeks at Camp McCoy. . . . Mr. & Mrs. Lawrence Sanford, Dodge Center, in town for the day picking up parts and records.

Mr. & Mrs. J. C. Weber, in the cities for the day, Joe making the rounds and Mrs. Weber taking the time to do some shopping down town. . . . Darrell and Louise Weber up north on a vacation, Darrell getting in some nice fishing. . . . Mr. & Mrs. Gene Clennon and the children spent a delightful two days attending the State Fair. Gene is taking off for Chicago to attend the M.O.A. Show and the N.A.M.A. Show.

Eddie Kubes, in town for a few hours picking up his record supply and parts. . . . Mitch Miller will be in Minneapolis the 17th. April Ames former vocalist for Harry James opens at the White House.

Chuck Irvin at the Piano Bar at the Inn Towne Hotel. . . . Ray Evans Fabulous Quartet at the Black Pearl Room, Hopkis House. . . . Golden Strings at the Radisson Hotel. . . . Heard that Howard Schlicht, Hurley, Wisc. suffered a stroke but is now at home and seems to be coming out of it. . . . Lloyd Williamson in town for a few hours making the rounds.

## Happy Birthday This Week To:

Clyde J. Addy, Imogene, Ia. . . . James Thorpe, Rocky Mount, N.C. . . . Jacob Nomden, Oak Park, Ill. . . . Howard W. Dolph, Tulsa, Okla. . . . Ralph H. Ridgeway, Springfield, Mass. . . . Harry Schlesinger, Poughkeepsie, N.Y. . . . Benjamin B. Ginsberg, Roswell, N.M. . . . John R. (Bucky) Van Wyck, Nyack, N.Y. . . . Bill L. Miller, Grand Rapids, Mich. . . . Eugene Victor Oden, San Antonio, Texas. . . . Joe Westerhaus, Cheviot, Ohio. . . . Jos. W. Sheldon, Garnett, Kans. . . . G. B. Wells, Texarkana, Tex. . . . Ed Brown, Dallas, Texas. . . . Hugh L. Monahan, Sydney, N.S. Can. . . . Albert L. Hanlin, L.A. Calif., . . . Max E. Rust, Muskogee, Okla. . . . Karel J. Johnson, L.A. Calif. . . . Sidney J. Parker, Nashville, Tenn. . . . Oscar L. Etheridge, Norfolk, Va. . . . Gus Sundman, Houston, Texas. . . . Morton M. Zamore, Bklyn, N.Y.





# SWING GOTTLIEB'S 2 PLAYER ALONG

Novel  
Swinging Targets  
Give A Brand New  
HI-FI Sound  
To Scoring



- 4 side targets light corresponding colored pop bumpers for high score
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- Playboard Auto-Clamp
- Maximum security door lock
- Stainless cabinet trim
- Double-size cash box
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- Match feature

Ask your distributor for a feature demonstration!



1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

You'll have to see it to believe it! The amazing design and engineering of Rock-Ola Rhapsody II and Capri II phonographs, and the new Caravelle Cigarette Vendor.



says: John Wallace  
Allied Sales Company  
Oak Hill, West Virginia

## ATTENTION!

American, experienced in European coin operated machine business, available for American firm desiring to increase their export sales.

Have been managing own firm in Germany for the past ten years, with operations in France, Holland and Italy. Arrangements can be made to change base of operation from Europe to the States.

Will be available in U.S.A. for personal interview after the 15th of September 1963. Write:

**BOX 592 c/o CASH BOX  
1780 BROADWAY, NEW YORK 19, N.Y.**

## Willie Blatt Organizes Oldtimers During MOA Convention Breakfast

CHICAGO—A group of "Old Time" coinmen met for breakfast on Thursday, Sept. 5, at the Morrison—called together by "Little Napoleon" Willie Blatt of Miami, Fla.

Purpose of the breakfast meet was to form a permanent "Club" of coinmen who have been in the business for some twenty years or more. The "Old Timers" Club (temporary name) would meet at every MOA Convention in the future to rehash old experiences and tell some "lies" about the old days.

Altho the meeting was called together at the spur of the moment, over 30 men were at the breakfast table at 9 A.M.

Willie Blatt, 404 S.W. 8th Ave., Miami, Fla., has agreed to take care of all of the paper work—keep records

of membership, send out notices, etc. All coinmen who have been active for the past 20 years or more are invited to contact Blatt.

The men who met for breakfast were: Willie Blatt, Frederick A. Zemke, Milton Green, Harry Snodgrass, Dick Steinberg, William Cannon, Fletcher A. Blalock, Albert Wheby, Sam Bushnell, Sam Dicter, Clint Pierce, Lou Casola, Carl Pavesi, Frank Fabiano, Joe Orleck, Joe Mangone, Sol Gottlieb, Joe Ash, Jim Tolisano, Sam Taran, Jim Hutzler, John Bilotta, Bob Slifer, Pete Geritz, Max Hurvich, Harry Hurvich, Al Denver, Teddy Blatt, Leon Taksen, Dave Stern, Art Daddis, Kenny Glenn, C. C. Bishop, Lou Wolcher, Barney Sugarman, Ed Ratajack, Dave Bond, Irwin Margold and Jack Mitnick.

For top vending versatility, the new Rock-Ola Caravelle Cigarette Vendor has really got it! Lets you vend promotional items—socks, lighters—even merchandise them in attractive display circle.



says: Joe Ash  
Active Amusement Machines Co.  
Philadelphia, Pennsylvania



# CLASSIFIED ADVERTISING SECTION

# CLASSIFIED ADVERTISING SECTION

## CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$67 Classified Advertisers. (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

WANT—We need AMI; H 200; I 200; J 200 Electrics; Stoner 8 col; Candy with Gum & Mint! DuGrenier 12 & 14 col. Cigarettes. State lowest price and condition. MILLER-NEWMARK DIST. CO.—42 FAIRBANKS ST. S.W.—GRAND RAPIDS 2, MICH. 49502. (Tel. GI 6-6807).

WANT—Used 45 rpm records. All types as they run, right off the route. We buy on a C.O.D. basis & pay freight. KING SALES—1415 WASHINGTON ST.—BOSTON, MASS. (CO 6-5778) Call collect for quick deal.

WANT—Telequiz; Seeburg Phonographs; Gottlieb Pinballs; THE GENERAL AUTOMATIC S.C.—60 RUE VAN SCHOOR—Brussels, Belgium. \* Cable JEUMATE/Brussels.

WANT—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished, we are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

WANT—Mid. Red Ball; Bally Skill Score; ChiCoin Drop Ball Upright; ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

WANT—Exhibit's IOU, Selectem and Horse-shoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Late Bingos, Gott; 2-4 players, Seeburg CV200, Large Ball-rollover Bowlers. Unshopped, complete, working packed original cartons. We pay CASH in Dollars. Prices FOB nearest seaport. MAX LOBO & CO.—MEIR 23, ANTWERP, BELGIUM. (Tel. 33.81.33—cable LOBOMA).

WANT—Gottlieb pins, late model Bally, United Shuffle Alleys. Write, wire, phone. SCOTT CROSSE CO., 1732 FAIRMOUNT AVE., PHILADELPHIA, PENNA. Center 6-4444.

WANT—Juke Box Operators. For a steady year round outlet for your used records. Manufacturers'. For your overruns and surplus LP's & 45s. Call or write. EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

WANT—Co2 cylinders and pre-mix tanks all sizes—state quantity, size, price. AUTOMATIC SELLING ASSOCIATES INC.—255 LONG BEACH ROAD, ISLAND PARK, N.Y.

WANT—United Bowl-A-Ramas and all types of music boxes. Please send us your inventory. CLEVELAND COIN INTERNATIONAL, 2029 PROSPECT, CLEVELAND, OHIO. (TO 1-7615).

WANT—Seeburg Hi Fi C.V. 2-8 Speakers. TOLEDO COIN MACHINE. 814 SUMMIT—TOLEDO, OHIO.

WANT—Records, 45's and LP's, surplus, returns, overstock, cut-outs, etc. HARRY WARRINER, KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf 6-7778).

WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; Countyairs; Double Shots; Skeet Shoots; 6 Bright Spo. Bingos. Write or call—E. L. HARRIS. BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

WANT—Blues, rhythm and blues, jazz used 45's. No quantity too small. We pay top prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.

WANT—New records 45 rpm and LP's any quantity. Highest prices paid. All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

WANT—New 45 rpm records. No quantity to large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction Call Collect. SUTTON RECORD CO. 34 EAST 14th STREET NEW YORK, (Tel. CH 2-3250).

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHNS DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. Cherry 1-0087.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPR. 1, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address. HOBEL-EUROPE-BRUSSELS).

WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment. Cash on the line. Contact PALMER at BELINTRACO, 51 SOMERS STRAAT, ANTWERP, BELGIUM.

WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

WANT—New close out over-run return hit 45-rpm records. Contact immediately for quick transaction. BILL ISAACS, ISAACS RECORD ENT. INC., 223-07 HEMSTEAD AVE., QUEENS VILLAGE 29, N.Y. (Tel. HO 4-7770)

WANT—Your used or surplus 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. Union 1-7500. Jackson 1-5121).

WANT—Any age used 45 RPM records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

WANT—45 rpm Record closeouts. Returns, surplus and cut-outs. New only. Call or write. H. SHENKMAN, PARAMOUNT RECORD CO.—16 CHERYL LANE NORTH, —BETHPAGE, N. Y. (Tel. 516-MY 4-4178).

WANT—Bingo mechanics to work in fabulous Las Vegas call 3823633 for further information in Las Vegas, HONEST JOHN'S—2456 LAS VEGAS BLVD.—LAS VEGAS, NEV.

WANT—Philadelphia Toboggan (Skee Balls) quote quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

WANT—Seeburg HF100R, AY160S; Wurlitzer 1900, 2000, 2100, 2150, 2200, 2300S; Rock-Ola 1448, 1454, 1455; AMI H200E, 1200E, J200ES. Gott; Pingames, Flipper, Flipper Parade, latest models. Guns; Bowlers; Bingos; Rush offer to: VICTOR HUGO—KONINGIN ASTRIDLAAN 49—MECHELEN, BELGIUM.

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—A-1 mechanic available. Repair, rebuild any coin-operated machines. Also work route. Have tools and testers. Sober, reliable. TED ANDERSON, 137 SOUTH FOURTH STREET—STUBENVILLE, OHIO. 43952—(Tel. 283-1320)

WANT—To buy any make or model late phonos for cash. SEACOAST DIST., 1200 TONNELE AVE.—NORTH BERGEN, N.J.

## FOR SALE

FOR SALE—Bally Shuffles; ABC Super, Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas. GLOBE DIST. CO. INC., 2330 N. WESTERN AVENUE, CHICAGO 47, ILL.

FOR SALE—Used juke box records right off routes. Steady weekly supply. MERIT RECORDS—129 FRANCIS ST.—EVERETT, MASS.

FOR SALE—New kiddie rides Southland Traveling Pony; X17 Space Ship; Traveling Dinosaur; Speedway Racing Game. Top locations available. Write or phone. WESTERN TRAILS AMUSE. CO.—3249 N. BROADWAY, CHICAGO 13, ILL. (Tel. DI 8-2900)

FOR SALE—50 recorded songs only \$3.00. Many great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R & B or Country. Offer good only U.S.A. No C.O.D.'s. RHYTHM RECORDS—BOX A—ARCADIA, CALIF.

FOR SALE—Beauty Contest (new) Balls-A-Poppin' (2 pl.); Green Pastures; Turf Champ; Harbor Lites; World Champ; Ten Strike; Golf Champs; Bowlers; Triple-Strike S.A.—NOBRO NOVELTY—142 DORE ST. SAN FRANCISCO, CALIF. (Tel. Market 1-5438)

FOR SALE—AMI Hideaway HAB-200 and 6 AMI WQ-200 Wall Boxes, make offer. UNITED DIST. INC.—902 W. SECOND—WICHITA, KANSAS.

FOR SALE—10 Lord's Prayer, St. Christopher, or Commandments \$99.50 ea; Zodiac Fortune \$99.50; New American Hand Dryer \$99.50; Wurl. 1650's; Un. Sml. Ball Bowlers \$75; Chico Classic big ball \$135; Many more, write. GRECO BROS. AMUSE. CO. INC.—1288 BROADWAY—ALBANY, N.Y. (Tel. Hobart 5-0228).

FOR SALE—Special—Bally: Lite-A-Lines \$425; Cross Countrys \$260; Keeney; Venus \$450; Williams; Major League Baseballs \$399.50; Big Deals \$270; Chicago Coin; Citation Bowlers \$595; Midway; Slugger Baseballs \$335; NEW ORLEANS NOVELTY CO.—1055 DRYADES STREET—NEW ORLEANS, LA. (Tel. 529-7321)

FOR SALE—Mills "Peek" Panarama, completely reconditioned, guaranteed A-1 shape, \$395; F.O.B. Louisville, Ky. Term one third (1/3) cash, balance, sight draft. LOUIS-CENTER, 419 W. BROADWAY, LOUISVILLE, KY.

FOR SALE—United 16' Jumbo B.A. \$145.; 16' Playtime B.A. \$225.; 16' Duplex B.A. \$350.; 16' League B.A. \$375.; Dual S.A. \$225.; Silver Roll-Down S.A. \$595. CENTRAL OHIO COIN MACHINE EXCHANGE, INC., 858 N. HIGH ST., COLUMBUS 15, OHIO. AXminster 4-3529.

FOR SALE—Ball Bowlers shopped. C.C. T.V. Bowler 15' \$195; C.C. Player Choice 13' \$275; C.C. Player Choice 15' \$275; Bally Trophy 11' \$225; Bally Trophy 14' \$225; Bally Lucky 11' \$295; Bally Lucky 14' \$295; HASTINGS DIST. CO. INC., 6100 WEST BLUEMOUND ROAD MILWAUKEE 13, WISC.

FOR SALE—Uprights, Bingos for export. Flashbacks Sweet Shawnee; Super Jumbo; Twin Super Wildcat; Big Dipper; Criss Cross Diamond; Lotta Fun; Barrel-O-Fun; New in crates. Shoot-A-Line '62 and Venus. FOB Balt. Md. CROSS DUNHAM & CO.—350 GREENDALE ROAD—YORK, PA. (Tel. 85124)

FOR SALE—Cash for used Mills or Jennings slot machines. Machines can be shipped legally to Nevada. All inquiries will be confidential. Write or call WESTERN NOVELTY CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

FOR SALE—Any Model United Shuffle Alley, Any Quantity, At Any Time. Call, Write, Wire. UNITED EAST COAST CORP. 585 TENTH AVE., NEW YORK 36, N.Y. Pennsylvania 6-6680.

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record. 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnkirk 3-8735).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. Union 3-8627).

FOR SALE—Closeouts: Bally Table Hockey (floor samples) \$145; Bucky Horse (floor sample) \$545; Fun Phone, #1 tape and stand \$125; Lotta Fun; Barrel O'Fun; Barrel O'Fun "61"; Barrel O'Fun "62" Fun Spot "63"; Shoot-A-Line write or call. MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE, PA.—(Tel. GLendale 2-3207)

FOR SALE—1 Un. Eagle Shuffle Alley; 1 Un. Lightning Shuffle Alley; 1 Un. Bowling Alley; 1 Un. Team Bowler; 3 Bally ABC Bowlers. No reasonable offer refused. IMPERIAL COIN MACHINE CO. 498 ANDERSON AVE., CLIFFSIDE PARK, NEW JERSEY. (Tel. WH 5-2893).



# CLASSIFIED ADVERTISING SECTION

FOR SALE—Bally's Shoot-A-Line \$450; Cross Country \$325; Broadway \$95; Variety \$75; all cleaned & reconditioned; Also Shuffle Alleys; Pool Tables; Flippers; Bingos etc. Call or write NASTSI DIST. CO.—826 BARONNE STREET—NEW ORLEANS, LA. (Tel. 523-6386).

FOR SALE—You need back glass insurance. Back glasses are expensive and a great many of them will be irreplaceable. Your investment in equipment is valueless without a back glass. Protect yours now with "shatter-proof". Easily and quickly installed on Bingos, Uprights, Shuffles, Bowlers, \$10.95. State name of game when ordering. STATE SALES & SERVICE CORP., 1005 EAST BALTIMORE ST., BALTIMORE, MD. (Tel. DI 2-3055).

FOR SALE—All kinds of Fruit Machines, Jennings Standards and Mills High and Low tops. Evans Races and Bangtails, Clover Bells, Draw Bells, Citation and Turf King One Ball. Shopped for export. ATOMIC COIN MACHINE CO. BOX 4312, NORTH LAS VEGAS, NEV.

FOR SALE—Seven Lord's Prayer Machines—very good condition but not refinished, \$149.50 each. This is the season for this equipment. ABT Bill Changers, current model, like new. Listed at \$995; our price \$675. Five Vendo 210 Milk Vendors @ \$250 each. SHELDON SALES DIST. CORP.—881 MAIN ST.—BUFFALO, N. Y. (Tel. TT 5-9106).

FOR SALE—Seeburg R-100 \$290; Wurl. 2150 \$325; Wurl. 2200 \$525; Wurl. 2300 \$645; AMI J-120 \$375; AMI G-200 \$165; NORTHWEST SALES CO., OF OREGON, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. CA 8-6557).

FOR SALE—Games & music of all kinds: Baseballs \$100 up; Pin Games \$75 up; S. Alleys \$50 up; Games \$125 up; Bally Horses \$200 ea; 6 for \$1000. Also used Vending & Cigarette Machines. Wire, write, or call GABRIELSON & CO.—724 MEMORIAL DRIVE S.E.—ATLANTA 16, GA. (Tel. 525-7441).

FOR SALE—Telescopes for the tourist season at mountains, lakes, dams, parks and coastal viewpoints. For ten cents your investment of \$695. will be returned this summer. Assemble six rugged rust proof parts in ten minutes. ANDERSON VENDING CO. 3225 S. W. 78, PORTLAND, ORE.

FOR SALE—For export: Bally Lotta Funs \$225; Barrel O Funs \$325; Shoot A Lines \$425; Lite A Lines \$500; FOB Port of Philadelphia, Pa. Cable Address DALCOIN. D & L COIN MACHINE CO.—411 KELKER STREET—HARRISBURG, PA.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYMPIA 8-4012).

FOR SALE—One United Baseball \$545; WESTERN DIST.—1226 S.W. 16th AVE., PORTLAND 5, ORE.

FOR SALE—Regulation Shuffle Alleys \$150.; Bulls Eye Drop Ball \$75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.

FOR SALE—Real clean Seeburg H201 Hideaways @ \$345; or three for \$900; KD 200 @ \$325 or five for \$1500; AQ160SH-2 \$795; Q160M \$695; AMI H120 \$275; 1 120 \$325; Continental 1 200 @ \$395 or two for \$750; Continental 2 100 \$695; Rockola 1468 \$395; Bally Table Hockey like new \$195 or five for \$875; Stoner D500 Instant \$89.50; D13 Stoner Instant \$250; direct overseas shipment from Port of Detroit. MARTIN AND SYNDER CO.—13200 W. WARREN AVE. DEARBORN, MICH. (Tel. LUzon 2-2300)

FOR SALE—Uprights Rockola 1455, 1436a's and 1438 Uprights, 120 Wall Box's, Seeburg 100 Wall Boxes and Gottlieb 5 Balls—HALLGREN DIST. INC.—1626 3rd AVE.—MOLINE, ILLINOIS.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—Registered for export. Available Hollycranes, Bingos, Big Times, Varieties, Gay Times, Miami Beaches, Broadways, Night Clubs, Carnivals, Sea Islands, etc. Write for prices. Immediate delivery. D & P MUSIC, 27 EAST PHILADELPHIA, YORK, PA. (Tel. 8-1846).

FOR SALE—New Giepen Coffee machines; New shine machines; New Kiddie Rides; Seeburg 299 record wallboxes. REDD DIST. CO. INC.—126 LINCOLN CT.—BRIGHTON 35, MASS. (Tel. AL 4-4040).

FOR SALE—Six-pocket tables a/new slate and new accessories reconditioned like new, 73443 \$175; 90 x 50 \$275; Midway Shooting Gallery \$195; Bally Lucky S/A \$175; United 3-Way S/A \$225; United Dolphin \$475; Bally Rocket S/A \$75; BETSON ENTERPRISES, INC.—3726 TONNELE AVENUE—NORTH BERGEN, N.J.

FOR SALE—For best prices on Pin Ball and Shuffleboard machines, please write or call 234-7123. TRI-STATE DIST. CO., Box 615, Rome, Ga., or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—Mills & Jennings Fruit Machines all types and models, complete with automatic JacPots, in top condition. Will pack in wood for export. ALMAN ENT., BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.

FOR SALE—Baby Pam. The New coin operated movie machine. Throw out all the old Panorams, make big money with this new machine. We also supply 8mm-16mm films for these machines. Write for complete information ACKERMAN ENT. P.O. BOX 1334, ESCONDIDO, CALIF.

FOR SALE—Gott; Spota Card \$215; Gondolier \$170; Universe \$190; Mademoiselle \$250; Lite-A-Card \$265; Bally Tournament \$124; Champion Tournament \$164.50; Strike \$124.50; Small ball bowlers \$94.50; United Regulations \$84.50; VENDORS EXCHANGE INC., 1440 W. 10th, CLEVELAND 13, OHIO. (Tel. 861-1443).

FOR SALE—Completely reconditioned and ready to go. Williams Official Baseball \$295; Williams Short Stop \$235; Capitol Road Test \$395; Mid-Way Bazooka \$195; Keeney Sportsman \$195; MIKE MUNVES CORP.—577 10TH AVE., NEW YORK. (Tel. BRyant 9-6677).

FOR SALE—Five Way Shuffle Alleys \$375; Embassy S/A \$595; Zenith S/A \$225; Want: Wurl. Wall Boxes (Model 5200 & Model 5250) MOHAWK SKILL GAMES CO. 67 SWAGGERTOWN ROAD—SCOTIA 2, N.Y. 12302.

FOR SALE—Kiddie rides repainted and ready to go at \$375 each; 1 Tusko Elephant; 1 Stage Coach; 1 Fire Engine; Several Covered Wagons. MIDWEST DIST., 709 LINWOOD BLVD., KANSAS CITY, MO.

FOR SALE—Seeburg V-200 \$175 or 4 for \$540. Wurlitzer 2300 \$475 or 2 for \$825; AMI Cont. II-100 \$695 or 3 for \$1,800; BIRD MUSIC DIST. INC.—124-126 POYNTZ—MANHATTAN, KANS.

## MISCELLANEOUS

MISCELLANEOUS—30,000 professional comedy lines! Largest laugh library in show business. 36 books; over 400,000 copies sold! Used by 1,000 disc jockeys! Orben's Current Comedy our monthly topical gag service features deejay material each issue. Free catalog. Write: ORBEN DEE-JAY LAUGHS, 3536 DANIEL CRESCENT—BALDWIN HARBOR, N.Y.

# MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown

## AMERICAN SHUFFLEBOARD CORP.

Imperial Shuffleboard .....  
Electra 6 Pkt. Pool Table .....

## AUTO-PHOTO CO.

Model 12 Studio .....\$3,245.00  
V 2 Auto-Voice Recorder

## BALLY MFG. CO.

3-In-Line 4 Player in-line (8/63)  
Cue-Tease (2 Plyr. Pin) (7/63) ...  
Super 8 Shuffle (4/63)  
Moon Shot (3/63) 5-Ball .....  
Fun-Phone (3/63) .....  
Spinner .....  
Table Hockey (2 Plyr) (2/63) ....  
Bucky Bronco Kiddie Horse .....  
Equipped with combination coin mechanism; Std. dime coin mechanism \$995.00

Bank-Ball .....  
Deluxe Bally Bowler 16 lengths ...  
5' Extension Sections \$105.00 (May 1962)

## CHICAGO COIN MACHINE

Sun Valley Pin (8/63) .....  
Riot Gun (6/63) .....  
Strike Ball Shuffle (5/63) .....  
Grand Prize Bowler (3/63) .....  
All-Star Baseball (1/63) .....  
Pro Hit Baseball (10/62) .....  
Big Basketball (June '61) .....

## EXHIBIT SUPPLY CO.

Cord Vendor .....  
Kleer Plastic Laminator Vendor .....

## CINEVISION CORP. OF AMERICA

Cinebox Movie-Music Machine .....  
FISCHER SALES & MFG. CO.  
Crown One Hundred (100") .....  
Crown Ninety (90") .....  
Crown Eighty Five (85") .....  
Royal 90 (90") .....  
Royal 76 (76") .....  
Crown Fiesta—Reg. Bumper .....

## J. F. FRANTZ MFG. CO.

Little Leager (12/62) .....  
Double Header (12/62) .....  
Save Our Business .....  
U.S. Marshall 5¢ Gun .....  
Kicker & Catcher .....  
ABT Challenge Pistol .....  
ABT Guesser Scale .....  
ABT Rifle Sport .....

## D. GOTTLIEB & CO.

Swing Along 2P (7/63) .....

## IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series ....  
Mark I, 77x45 .....  
Mark II, 82x47 .....  
Mark III, 82x52 .....  
Mark IV, 106x58 .....  
Mark V, 113x63 .....  
Deluxe Satellite, 77x45 .....  
Deluxe Klub Pool .....  
Regular 56x40 .....  
Jumbo 75x43 .....

## J. H. KEENEY & CO.

Go Cart • IP (5/63) .....

## MIDWAY MFG. CO.

Rifle Range (6/63) .....  
Sluggo Baseball (3/63) .....

## ROCK-OLA MFG. CORP.

Caravelle (20 Col., 800 Packs)  
Cigarette Vendor .....  
414S 100 Sel. (Capri II) DeLuxe .....  
Stereo-Monaural Phono .....  
414S With Full Dimension .....  
Stereo Sound (Optional) .....  
418 160 Sel. (Rhapsody II) DeLuxe .....  
Stereo-Monaural Phono .....  
418SA 160 Sel. (Rhapsody II) .....  
With 7" LP Feature .....  
1494 100 Sel. Wall Phono .....  
1628 DeLuxe "Stereo Twins" .....  
Speakers .....  
1629 "Stereo Twins, Jr." .....  
Speakers .....  
1950 Remote Volume .....  
Control Unit .....

## ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh hrew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.  
Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream with changer.  
Model 1400S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, whipped powdered soup, granulated sugar, soluble cream with changer.  
(Fred Hebel Corp.)

Model 3400 Hebel—Coffee, Hot Chocolate, (Color Beige)—Single cup fresh soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, changer optional (extra charge).

## ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.  
HAC-200 Hideaway, 200 Sel. Sel. Mon.  
HEB-200 Hideaway, 200 Sel. Selective Stereo  
CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-Coin Rejector  
F-10436 Bar Grip, W.B. Mounting Bracket  
EX-600 Cylindrical Wall Speaker  
EX-700 Wall Speaker  
L-2130 Ceiling Spkr., Choice of Grille  
Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular  
Flush-Mount Grille  
Riviera Cigarette, 20 sel. 800 pack.  
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.  
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.

77 Candy Merchandiser, 11 sel, 360 cap.  
Tasty 20 Candy Merchandiser, 20 sel, 560 cap.  
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.  
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.  
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.  
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.  
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.  
Dollar Bill Changer, 10 change combinations, up to \$300 hank capacity.  
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

## THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection Phono.  
LPC-1R—Stereo LP Console, 160 Selection Phono, remote control.  
All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.  
HLP-C-1—Stereo LP, 160 Selection, Hide-away Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.  
DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.  
SC-1—Stereo Console/ette, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers Remote income totalizer.

3W100—Wall-O-Matic 100, Single Pricing  
TW1—Twin stereo wall speaker, 8 inch  
TC1—Twin stereo corner speakers, 8 inch  
TR1—Twin stereo recessed speakers, 8 inch  
EBWC1-12—Extended hass corner/wall speaker, 12 inch  
PRVC-2—Powered remote volume control  
CC-2—Coin counter

## BACKGROUND MUSIC

Encore! 750 Sel.  
BMS-2—Background Music unit, 1000 sel.  
BMC-1—Background Music Compact  
BMCA-1—Companion Audio  
CIGARETTE VENDOR  
4E3—Modular unit, 825 pack capacity.  
4E3XM—Modular (less match unit) 825 pack capacity.  
4E4—Free Standing, Personalized, 825 pack capacity.  
4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity

## COFFEE VENDOR

662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time, Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5  
664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5  
664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6  
664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5  
767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6

## COLD DRINK

4CD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor  
7SD1—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor  
MILK VENDOR  
MV-1—Modular Milk Vendor, capacity 246-336 cartons depending on size. Selective: 3

## SOUTHLAND ENGINEERING CORP.

Speedway (6/63) .....  
Fast Draw .....  
Space Ship .....  
Travel Pony (Adaptable to Other Rides) .....

## UNITED MFG. CORP.

Ultra Shuffle (8/63) .....  
Fury Bowler (8/63) .....

## U.S. BILLIARDS INC.

Comet 6-Pkt. Series  
Model 6700 .....  
Model 7700 .....  
Model 8200 .....  
Model 9100 .....  
Deluxe Rotation Bumper  
Model 48 .....  
Model 67 .....

## URBAN INDUSTRIES

Kiddie Kolor Kartoon Movie Machine Panoram

## VALLEY SALES CO.

Deluxe 6-Pocket Models  
Model 750A—75x42x31 .....  
Model 850A—84x47x31 .....  
Model 900A—90x50x31 .....  
Special 6-Pocket Model  
Model 745A—75x42x31 .....  
Regulation Bumper Pool .....

## WILLIAMS MFG. CO.

Big Daddy 1P (9/63) .....  
El Toro 2P (8/63) .....

## THE WURLITZER COMPANY

2700 Stereo-Mono., 200-sel. phono.  
2710 Stereo-Mono., 100-sel. phono.  
Wall Boxes  
5010 WB Ten Top Tunes sel. 50¢  
5250 WB 200-sel. 10-25-50¢  
5207 WB 104-sel.  
5200 WB 100-sel. 10-25-50¢  
Speakers  
5122 Stereo Convertible Console Spkr.  
5123 Stereo Wall Spkr.—12" Coaxial  
5124 Stereo Corner Spkr.—8" Extended Range  
5125 Stereo Extender Spkr. (Packed in Pairs)  
5126 Stereo Directional Spkr. (Packed in Pairs)  
Hideaway Phonographs  
2717 Stereo-Mono. 200-sel.  
2711 Stereo-Mono. 100-sel.



# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

## MUSIC MACHINES

**AMI**  
 D-40, '51, 40 Sel.  
 D-80, '51, 80 Sel.  
 E-40, '53, 40 Sel.  
 E-80, '53, 80 Sel.  
 E-120, '53, 120 Sel.  
 F-40, '54, 40 Sel.  
 F-80, '54, 80 Sel.  
 F-120, '54, 120 Sel.  
 G-80, '55, 120 Sel.  
 G-120, '55, 120 Sel.  
 G-200, '56, 200 Sel.  
 H-120, '57, 120 Sel.  
 H-200, '57, 200 Sel.  
 I-100M, '58, 100 Sel.  
 I-200M, '58, 200 Sel.  
 I-200E, '58, 200 Sel.  
 J-200K, '59, 200 Sel.  
 J-200M, '59, 200 Sel.  
 J-120, '59, 120 Sel.  
 K-200, '60, 200 Sel.  
 K-120, '60, 120 Sel.  
 Continental '60, 200 Sel.  
 Lyric, '60, 100 Sel.  
 Continental 2, '61, 200 Sel.  
 Continental 2, '61, 100 Sel.

## ROCK-OLA

1436, '52, Fireball, 120 Sel.  
 1436A, '53, Fireball, 120 Sel.  
 1438, '54, Comet, 120 Sel.  
 1446, '54, HiFi, 120 Sel.  
 1488, '55, HiFi, 120 Sel.  
 1452, '55, 50 Sel.  
 1454, '56, 120 Sel.  
 1455, '57, 200 Sel.  
 1458, '58, 120 Sel.  
 1465, '58, 200 Sel.  
 1475, '59, 200 Sel. Tempo I  
 1468, '59, 120 Sel. Tempo I  
 1485, '60, 200 Sel. Tempo II  
 1478, '60, 120 Sel. Tempo II  
 1495, '61, 200 Sel. Regis  
 1488, '61, 120 Sel. Regis  
 1496, '62, 120 Sel. Empress  
 1497, '62, 200 Sel. Empress  
 1493, '62, 100 Sel. Princess

## SEEBURG

M100A, '51, 100 Sel.  
 M100B, '51, 100 Sel.  
 M100BL, '51, 100 Sel.  
**Light Cab**  
 M100C, '52, 100 Sel.  
 HF100G, '53, 100 Sel.  
 HF100R, '54, 100 Sel.  
 V200, '55, 200 Sel.  
 VL200, '56, 200 Sel.  
 KD200H, '57, 200 Sel.  
 L100, '57, 100 Sel.  
 201, '58, 200 Sel.  
 161, '58, 160 Sel.  
 222, '59, 160 Sel.  
 220, '59, 100 Sel.  
 Q-160, '60, 160 Sel.  
 Q-100, '60, 100 Sel.  
 AY1005, '61, 160 Sel.  
 AY1005, '61, 100 Sel.  
 DS 160, '62, 160 Sel.  
 DS 100, '62, 100 Sel.

## WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM  
 1400, '51, 48 Sel., 45 or 78 RPM  
 1450, '51, 48 Sel., 45 or 78 RPM  
 1500, '52, 104 Sel., 45 & 78 Intermix  
 1500 A, '53, 104 Sel., 45 & 78 Intermix  
 1600, '53, 48 Sel., 45 & 78 Intermix  
 1650, '53, 38 Sel.  
 1650A, '54, 48 Sel.  
 1700, '54, 104 Sel.  
 1800, '55, 104 Sel.  
 1900, '56, 200 Sel.  
 2000, '56, 200 Sel.  
 2100, '57, 200 Sel.  
 2104, '57, 104 Sel.  
 2150, '57, 200 Sel.  
 2200, '58, 200 Sel.  
 2204, '58, 104 Sel.  
 2250, '58, 200 Sel.  
 2300, '59, 200 Sel.  
 2304, '59, 104 Sel.  
 2310, '59, 100 Sel.  
 2400, '60, 200 Sel.  
 2404, '60, 104 Sel.  
 2410, '60, 100 Sel.  
 2500, '61, 200 Sel.  
 2504, '61, 104 Sel.  
 2510, '61, 100 Sel.  
 2600, '62, 200 Sel.  
 2610, '62, 100 Sel.

## PINGAMES

**BALLY**  
 Acapulco (5/61)  
 Barrel-O-Fun (9/60)

Barrel-O-Fun '61 (4/61)  
 Barrel-O-Fun '62 (11/61)  
 Ballerina (6/59)  
 Beach Beauty (11/56)  
 Beach Time (9/58)  
 Beauty Contest (1/60)  
 Big Show (9/56)  
 Can-Can (10/61)  
 Carnival (11/57)  
 Carnival Queen (11/58)  
 Circus (8/57)  
 Circus Queen (2/61)  
 County Fair (10/59)  
 Crossroads (1/56)  
 Cypress Gardens (6/58)  
 Double Header (7/56)  
 Funspot '62 (11/62)  
 Flying Circus 2P (6/61)  
 Golden Gate (6/62)  
 Key West (12/56)  
 Laguna Beach (3/60)  
 Lido (2/62)  
 Lite-A-Line (2/61)  
 Lotta-Fun (9/59)  
 Miami Beach (9/54)  
 Miss America (2/58)  
 Night Club (4/56)  
 Parade (6/56)  
 Queens (Beh., Is., Trop.) (3/60)  
 Roller Derby (6/60)  
 Sea Island (2/59)  
 Shoot-A-Line (6/62)  
 Show Time (3/57)  
 Silver Sails (11/62)  
 Sun Valley (7/57)  
 Target Roll (1/58)  
 Touchdown (11/60)  
 Twist (11/62)  
 U.S.A. (8/58)

## GOTTlieb

Around Wld. 2P (7/59)  
 Atlas 2P (5/59)  
 Brite Star 2P (4/58)  
 Captain Kidd 2P (7/60)  
 Contest 4P (10/58)  
 Contl. Cafe 2P (7/57)  
 Cover Girl 1-Plyr (7/62)  
 Criss Cross 1P (3/58)  
 Dneg. Dolls 1P (6/60)  
 Dbl. Action 2P (1/59)  
 Fair Lady (12/56)  
 Falstaff 4P (11/57)  
 Fashion Show 2P (6/62)  
 Flagship (1/57)  
 Flipper IP (11/60)  
 Flipper Clown (4/62)  
 Flipper Cowboy 1-P (10/62)  
 Flipper Fair 1P (11/61)  
 Flpr. Parade (5/61)  
 Foto Finish 1P (1/61)  
 Gondolier 2P (8/58)  
 Hi-Diver 1P (4/59)  
 Kewpie Doll 1P (10/60)  
 Liberty Belle 4P (3/62)  
 Lng. Ball 1P (12/59)  
 Lite-A-Card 2P (3/60)  
 Mademoiselle 2P (11/59)  
 Majestic (4/57)  
 Melody Lane 2P (9/60)  
 Mry-Go-Round 2P (12/60)

Miss Annabelle 1P (8/59)  
 Oklahoma 4P (2/61)  
 Olympics 1-P (9/62)  
 Picnic 2P (10/58)  
 Preview 2-P (8/62)  
 Qun. of Diam. (6/59)  
 Race Time 2P (3/59)  
 Rack-A-Ball 2P (12/62)  
 Rocket Ship 1P (5/58)  
 Roto Pool 1P (7/58)  
 Royal Flush (5/57)  
 Seven Seas 2P (1/60)  
 Showboat 1P (4/61)  
 Silver 1P (10/57)  
 Sittin' Pretty 1P (11/58)  
 Slick Chick 1P (4/63)  
 Spot-A-Card 1P (3/60)  
 Str. Flush 1P (12/57)  
 Straight Shooter (2/59)  
 Sunset 2-player (11/62)  
 Sunshine 1P (10/58)  
 Spr. Circus 2P (10/57)  
 Sweet Sioux 4P (9/59)  
 Texan 4P (4/60)  
 Tropic Isle 1P (5/62)  
 Universe 1P (10/59)  
 Wagon Train 1P (4/60)  
 Whirlwind 2P (2/58)  
 Wld. Beauties 1P (2/60)  
 World Champ 1P (8/57)

## KEENEY

Flash Back  
 Old Plantation (2/61)  
 Black Dragon  
 El Rancho Hacienda  
 Rainbow (6/62)

## WILLIAMS

Big Deal 1P (2/63)  
 Black Jack 1P (1/60)

## PINGAMES

Casino 1P (10/58)  
 Club House 1P (10/59)  
 Coquette (4/62)  
 Crossword 1P (4/59)  
 Darts 1P (6/60)  
 Fiesta 2P (12/59)  
 Four Roses 1P (12/62)  
 Four Star 1P (7/58)  
 Gay Paree (6/57)  
 Gldn. Bells 1P (9/59)  
 Gldn. Gloves 1P (1/60)  
 Gusher 1P (9/58)  
 Jig Saw 1P (12/57)  
 Jumpin' Jacks 2P (4/63)  
 Jungle 1P (9/60)  
 Kingpin (9/62)  
 Kings 1P (8/57)  
 Mardi Gras 4P (11/62)  
 Music Man 4P (8/60)  
 Naples 2P (9/57)  
 Nags 1P (3/60)  
 Reno 1P (10/59)  
 Rocket 1P (11/59)  
 Satellite 1P (7/58)  
 Sea Wolf 1P (7/59)  
 Serenade 2P (5/60)  
 Skill Pool 1P (6/63)  
 Space Ship 2P (12/61)  
 Starfire (1/57)  
 Steeplechase 1P (11/57)  
 Swing Time 1P (5/53)  
 10 Strike 2P (1/58)  
 3-D 1P (11/58)  
 Tic-Tac-Toe 1P (1/59)  
 Tom-Tom 2P (1/63)  
 Top Hat (10/58)  
 Trade Winds 3-5 Bl. (6/62)  
 Turf Champ (8/58)  
 Twenty-One 1P (2/60)  
 Valient 2P (8/62)  
 Vagabond (10/62)  
 Viking 2P (10/61)

## SHUFFLES—BOWLERS

**BALLY**  
**Shuffles**  
 ABC Bowler (7/55)  
 Jumbo Bowler (9/55)  
 King Pin Bowler (9/55)  
 ABC Spr. Del. (9/57)  
 All-Star Bowling (12/57)  
 All-Star Deluxe (2/58)  
 Lucky Shuffle (9/58)  
 Star Shuffle (10/58)  
 Speed Bowler (11/58)  
 Club Bowler (2/59)  
 Club Deluxe (5/59)  
 Monarch Bowler (11/59)  
 Official Jumbo (9/60)  
 Jumbo Deluxe (9/60)

**Ball Bowlers**  
 ABC Bowl. Lane (1/57)  
 ABC Tournament (6/57)  
 ABC Champion (10/57)  
 Strike Bowler (11/57)  
 Trophy Bowler (4/58)  
 Lucky Alley (8/58)  
 Pan American (6/59)  
 Challenger (9/59)  
 Super Shuffle (12/61)  
 Big 7 Shuffle (9/62)

## CHICAGO COIN

**Shuffles**  
 Triple Strike (2/55)  
 Arrow (2/55)  
 Cr. Cross Targette (1/55)  
 Bonus Score (4/55)  
 Race Time 2P (3/59)  
 Rack-A-Ball 2P (12/62)  
 Blinker (8/55)  
 Score-A-Line (9/55)  
 Bowling Team (10/55)  
 Rocket Shuffle (3/58)  
 Explorer Shuffle (6/58)  
 ReBound Shuffle (12/58)  
 Championship (11/58)  
 Double Feature (12/58)  
 Red Pin (2/59)  
 Bowl Master (8/59)  
 4-Game Shuffle (11/59)  
 Bull's Eye Drop Ball (12/59)  
 6-Game Shuffle (6/60)  
 Triple Gold Pin Pro (2/61)  
 Starlite (5/62)  
 Citation (10/62)

**Ball Bowlers**  
 Bowling League (2/57)  
 Ski Bowl 6 Plyr (11/57)  
 Classic (7/57)  
 TV Bowling Lg. (11/57)  
 Lucky Strike (1/58)  
 TV (with rollovers)  
 Player's Choice (9/58)  
 Twin Bowler (10/58)  
 King Bowler (3/59)  
 Queen Bowler (9/59)  
 Duke Bowler (8/60)  
 Duchess Bowler (8/60)  
 Princess (4/61)

Gold Crown (3/62)  
 Royal Crown (8/62)

## SHUFFLES—BOWLERS

**UNITED**  
**Shuffles**  
 Clipper (5/55)  
 5th Inning (6/55)  
 Capitol (6/55)  
 Super Bonus (9/55)  
 DeLuxe model  
 Top Notch (10/55)  
 Regulation (11/55)  
 6-Star (10/57)  
 Midget Bowling (3/58)  
 Shooting Stars (4/58)  
 Eagle (5/58)  
 Atlas (8/58)  
 Cyclone (10/58)  
 Niagara (11/58)  
 Dual (1/59)  
 Zenith (6/59)  
 Flash (6/59)  
 3-Way (9/59)  
 4-Way (12/59)  
 Big Bonus (2/60)  
 Sunny (5/60)  
 Sure Fire (10/60)  
 Line-Up (1/61)  
 5-Way (5/61)  
 Avalon (4/62)  
 Silver (6/62)  
 Shuffle Baseball (6/62)  
 Action (7/62)  
 Embassy (9/62)  
 Circus Roll-Down (9/62)  
 Lancer (11/62)  
 Sparky (12/62)  
 Caravelle (2/63)  
 Crest (4/53)  
 Rumpus Targette (5/63)  
 Astro (6/63)

## Ball Bowlers

Bowling Alley (11/56)  
 Jumbo Bowling (9/57)  
 Royal Bowler (12/57)  
 Pixie Bowler (8/58)  
 Duplex (11/58)  
 Simplex (5/59)  
 Advance (5/59)  
 League (10/59)  
 Handicap (11/59)  
 Teammate (12/59)  
 Falcon (4/60)  
 Savoy (5/60)  
 Bowl-A-Rama (9/60)  
 Tip Top (10/60)  
 Dixie (1/61)  
 Cameo  
 5-Star Bowling (5/61)  
 Classic (6/61)  
 Alamo (4/62)  
 Sahara (7/62)  
 Tropic Bowler (9/62)  
 Lucky (11/62)  
 Cypress (12/62)  
 Sabre (2/63)  
 Regal (4/63)

## WILLIAMS

**Ball Bowlers**  
 Roll-A-Ball (12/56)  
 6 Player

## UPRIGHTS

AB Circus (5/56)  
 AB County Fair (3/57)  
 AB Circus Wagon  
 Wheels (12/58)  
 AB Galloping Dominos  
 AB Circus Play Ball (4/59)  
 AB Magic Mirror  
 Horoscope (11/59)  
 AB Mermaid (3/60)  
 B Jumbo (5/59)  
 B Sportsman (6/59)  
 B Jamboree (10/60)  
 B Super Jumbo (11/60)  
 CC Star Rocket (5/59)  
 GA Skeet Shoot (1/57)  
 GA Super Hunter (6/57)  
 GA Double Shot (4/58)  
 GA Wild Cat (12/58)  
 GA Spr. Wild Cat  
 GA Twin Wild Cat (7/59)  
 GA Super Wild Cat  
 Trail Blazer (12/60)  
 Twin Trail Blazer (2/61)  
 K Big Tent  
 K Spr. Big Tent (6/57)  
 K Shawnee (1/59)  
 K Big Roundup (3/59)  
 K Little Buckaroo (4/59)  
 K Del. Big Tent (5/59)  
 K Big 3 (5/59)  
 K Touchdown (9/59)  
 K Big Dipper (10/59)  
 K Twin Big Tent  
 Criss Cross Diamond (1/60)  
 K Red Arrow (4/60)  
 Sweet Shawnee '60

Black Dragon '60  
 K Twin Red Arrow (5/60)  
 K Flashback (6/61)

## ARCADE

ABT 6 Gun Rifle Range  
 Air Football  
 Air Hockey  
 Auto Photo Model 9  
 Amer. Shuff. Situation (5/61)  
 B Undersea Raider  
 B Derby Gun (2/60)  
 B Bulls Eye Shooting Gallery (9/55)  
 B Big Inning (5/58)  
 B Heavy Hitter (4/59)  
 B Ball Park (4/60)  
 B Sharpshooter (2/61)  
 B Golf Champ (8/58)  
 B. Bat. Practice (8/59)  
 B Skill Roll (B 3/58)  
 B Moon Raider (7/59)  
 B Target (10/59)  
 B Spook Gun (9/58)  
 B Skill Parade (1/59)  
 B Skill Score (6/60)  
 B Skill Derby (10/60)  
 B Del. Skill Parade (4/59)  
 Capitol Midget Movies  
 CC Bullseye Baseball  
 CC Basketball Champ  
 CC 4-Player Derby  
 CC Goalee  
 CC Midget Skee Super model  
 CC Big League (5/55)  
 CC Twin Hockey (5/56)  
 CC Shoot The Clown  
 CC Stm. Shovel (5/56)  
 CC Batter Up (4/58)  
 CC Criss Cross Hockey (10/58)  
 CC Croquet (8/58)  
 CC Playland Rifle Gallery (8/59)  
 CC Pony Express (4/60)  
 CC Ray Gun (10/60)  
 CC Wild West (5/61)  
 CC Long Range Rifle Gallery (1/62)  
 Ex Gun Patrol  
 Ex Jet Gun  
 Ex Space Gun  
 Ex Pony Express  
 Ex Six Shooter  
 Ex Shooting Gal (6/54)  
 Ex Star Shtg. Gal. (9/54)  
 Ex Sportland Shooting Gallery (11/54)  
 Ex "500" Shooting Gallery (3/55)  
 Ex Treasure Cove Shooting Gal. (6/55)  
 Ex Jungle Hunt (3/57)  
 Ex Ringer Ball (11/56)  
 Ex Pop Gun (9/57)  
 Ge Lucky Seven  
 Ge Sky Gunner  
 Ge Night Fighter  
 Ge 2-Player Basketball  
 Ge Rifle Gal. (6/54)  
 Ge Big Top Rifle Gallery (6/54)  
 Super model (12/55)  
 Ge Gun Club  
 Ge Wild West Gun (2/55)  
 Ge Sky Rocket Rifle Gallery (5/55)  
 Ge Championship Baseball (9/55)  
 Ge Quarterback (10/55)  
 Ge Hi Fly Baseball (5/56)  
 Ge State Fair Rifle Gal. (6/56)  
 Ge Davy Crockett (10/56)  
 Ge Circus Rifle (3/57)  
 Ge Motorama (10/57)  
 Ge Gypsy Grandma (5/57)  
 Ge Fun Fair (3/58)  
 Ge Space Age Gun (6/58)  
 Jungle Joe  
 Ke Air Raider  
 Ke Sub Gun  
 Ke Sportland De Luxe model  
 Ke Ranger (3/58)  
 DeLuxe Model (3/55)  
 Ke League Leader (4/58)  
 Ke Sportland  
 Ke Two-Gun Fun (3/62)  
 Mid Red Ball (5/59)  
 Mid Joker Ball (11/59)  
 Midway Bazoooka (10/60)  
 Midway Shooting Gallery (2/60)

Del. Model (5/61)  
 Midway Del. Baseball (5/62)  
 Mid. Target Gallery (7/62)  
 Carnival Tgt. Giry. (2/63)  
 Mills Panorama Peek (11/54)  
 Munves Bike Race (5/58)  
 Munv. Sat. Trkr. (5/59)  
 Mu Atomic Bomber  
 Mu Ace Bomber  
 Mu Dr. Mobile  
 Mu Fly Saucers  
 Muto Lord's Prayer  
 Mu Photo (Pre-War)  
 Mu Photo (DeLuxe)  
 Mu Silver Gloves  
 Mu Sky Fighter  
 Munves Squoits (11/57)  
 Muto Voice-O-Graph  
 Pre-War Model  
 Post-War Model  
 Mu K. O. Champ  
 Mu Drive Yourself  
 Mu Bang-O-Rama (4/57)  
 Philadelphia Toboggan  
 Skee Alley  
 Scientific Pitch 'Em  
 Seeburg Bear Gun  
 Seeburg Coon Hunt  
 Set Shot Basketball  
 Teleguz  
 Un Jungle Gun  
 Un Carn. Gun (10/54)  
 Un Bonus Baseball (3/62)  
 Un Bonus Gun (1/55)  
 Un Star Slugger (7/55)  
 Un Spr. Slugger (4/56)  
 Un Pirate Gun (10/56)  
 Un Yankee BB (3/59)  
 Un Sky Raider (10/58)  
 Wm. Del. BB (4/53)  
 Wm. Major Leaguer  
 Wm. Big Lg. BB (2/54)  
 Wm. Jet Fighter (10/54)  
 Wm. Safari (2/54)  
 Wm. Polar Hunt (3/55)  
 Wm. Sidewalk Eng (4/55)  
 Wm. King of Swat (5/55)  
 Wm. 4-Bagger (4/56)  
 Wm. Crane (10/56)  
 Wm. Penny Clown (12/56)  
 Wm. 1957 Baseball  
 Wm. 10-Strike (12/57)  
 Wm. Ten Pins (12/57)  
 Wm. Shortstop (4/58)  
 Wm. Pinchhitter (4/59)  
 Wm. Vanguard (10/58)  
 Wm. Hercules (2/59)  
 Wm. Crusader (6/59)  
 Wm. Titan (8/59)  
 Wm. Del. Bat. Champ (5/61)  
 Wm. Extra Inning (5/62)  
 Wm. World Series (5/62)  
 Wm. Road Racer (5/62)  
 Bally Champion Horse  
 Bally Moon Ride  
 Wm. Official Baseball (4/60)  
 Wm. Major League (3/63)  
 Wm. Voice-O-Graph 1962

## KIDDIE RIDES

Bally Champion Horse  
 Bally Moon Ride  
 Pony Twins  
 Bally Space Ship  
 Bally Speed Boat  
 Bally Thrvle. Trolley  
 Bert Lane Lancer Horse  
 Bert Lane Merry-Go-Round  
 B.L. Miss America Boat  
 Bert Lane Fire Engine  
 B.L. Whirly Bird (3/61)  
 B.L. Moon Rocket (3/61)  
 Capitol Donald Duck  
 Capitol Elsie  
 Capitol Palomina Horse  
 Capitol See Saw  
 Chicago Coin Super Jet  
 Chicago Round The World Trainer  
 Deco Merry-Go-Round  
 Deco Space Ranger  
 Exhibit Big Broncho  
 Exhibit Mustang  
 Exhibit Sea Skates  
 Exhibit Space Patrol  
 Scientific Television  
 Scientific Boat Ride  
 Texas Merry-Go-Round  
 Exhibit Rudolph The Reindeer

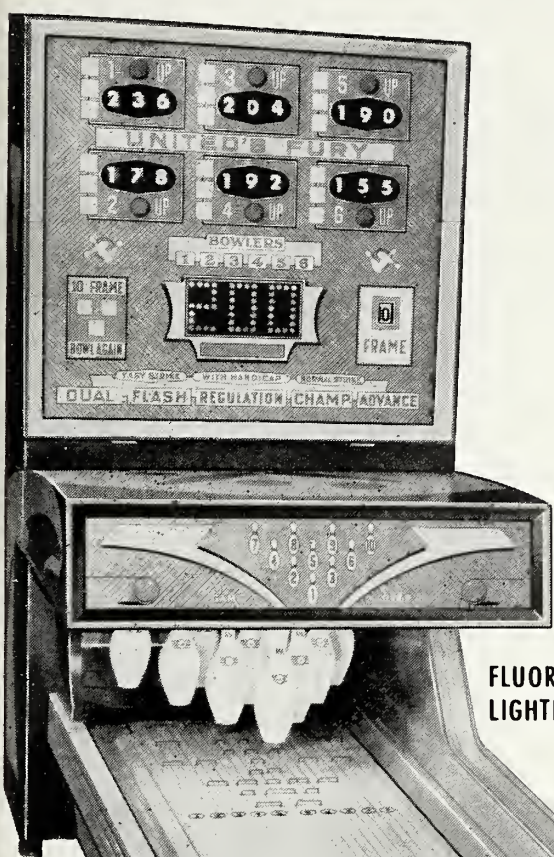


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