A crowning achievement for Capitol’s Nat “King” Cole was realized recently when a record-breaking number of showbusiness personalities turned out to pay tribute to him at the Beverly Hills Friars Club. Among those on the dais were fellow Capitol artist Frank Sinatra and Capitol President Glenn E. Wallichs (bottom photo). Nat’s greatest motion picture starring role as composer W. C. Handy in “St. Louis Blues” is currently in production at Paramount (left photo). In the center photo Nat is shown at the Capitol Tower in Hollywood where he etches all his Capitol wax. His “Around The World” EP is one of the hottest selling Capitol has ever had. His newest album is “Just One Of Those Things”, his current single, “The Song Of Raintree County” which he sings behind the credits in the MGM movie, and “With You On My Mind”. The photo at the right shows Nat performing on his weekly NBC TV show.
ON THE WAY UP

Watch for these NBC-TV network shows in color and black-and-white...THE PERRY COMO SHOW, THE GEORGE GOBEL SHOW, THE EDDIE FISHER SHOW, THE PRICE IS RIGHT, TIC TAC DOUGH...all sponsored by... RCA VICTOR
The Cash Box
Volume XIX—Number 12
December 7, 1957

The Winners

In every industry there is a particular criterion by which success is judged. In our record and music industry, it has more and more come to be the annual Cash Box Poll.

The reason for this is not hard to find, for the simple basis by which winners are determined is whether, in their category, they made the most money for juke box operators during the preceding year. That is the only issue which means anything in this poll and so the results truly reflect commercial success. And since records are made to be sold, the only way to measure success is by the amount they sell.

Year by year the results of The Cash Box Poll grow more important because year by year the role that the record industry plays in the entire entertainment picture grows more important.

Today there is probably no quicker avenue to reach success than through records. For records have become an entree into all sorts of homes—homes that were never reached before. Today an artist who has a bit record, almost overnight is known and heard by millions of people. He takes on a stature which record artists never enjoyed before and all the entertainment world immediately takes stock of him and his possibilities for even greater exposure.

For all of the entertainment areas, there can be no doubt that the record world has made the most progress in the last few years. This is reflected not only in the tremendously increased grosses which the record industry has enjoyed but in the number of record artists alone who have their own TV shows this season and who are guesting regularly on other artists' shows.

The winners of The Cash Box Poll, therefore, are now put into the envied position where merely as a result of winning, their services will be in greater demand, their price will go up and they will be in the position of knowing that they have either attained or are reaching stardom.

But it is not only the artists who can be proud of the results, for records are not made by artists alone. It is the combined effort of all the contributing personnel that goes to make a commercial success and so the pride of winning The Cash Box Poll belongs also to all the people behind the scenes as well as to the artists whom the public knows.

It is all these people, technicians and artists alike, that The Cash Box takes this opportunity to congratulate. For in this year of 1957, you have attained the highest position possible in your industry.
### The Cash Box TOP 60

**Best Selling Tunes on Records**

**COMPiled By The Cash Box From LEADING RETAIL OUTLETs**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;You Send Me&quot;</td>
<td>Sam Cooke</td>
<td>ME-71</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Got a Brand New Reason&quot;</td>
<td>Billie Holiday</td>
<td>DO-113</td>
</tr>
<tr>
<td>3</td>
<td>&quot;Ev'ry Little Thing I Do&quot;</td>
<td>The Isley Brothers</td>
<td>SP-1283</td>
</tr>
<tr>
<td>4</td>
<td>&quot;All Cuffed Up&quot;</td>
<td>Charlie Rich</td>
<td>MG-12580</td>
</tr>
<tr>
<td>5</td>
<td>&quot;A Thousand Years&quot;</td>
<td>David Frizzell</td>
<td>ME-71</td>
</tr>
<tr>
<td>6</td>
<td>&quot;The Real Me&quot;</td>
<td>The Miracles</td>
<td>CA-3737</td>
</tr>
<tr>
<td>7</td>
<td>&quot;You're a Mean One, Mr. Grinch&quot;</td>
<td>Dr. Seuss</td>
<td>ME-71</td>
</tr>
<tr>
<td>8</td>
<td>&quot;What a Wonderful World&quot;</td>
<td>Louis Armstrong</td>
<td>ME-71</td>
</tr>
<tr>
<td>9</td>
<td>&quot;You Are My Moon&quot;</td>
<td>The Osmonds</td>
<td>ME-71</td>
</tr>
<tr>
<td>10</td>
<td>&quot;The Twelve Days of Christmas&quot;</td>
<td>The Cassondras</td>
<td>ME-71</td>
</tr>
</tbody>
</table>

**CODE:**
- AP: ABC Paramount
- R: ABC-Paramount
- CBS: Columbia
- E: Columbia
- Ar: Arabian"
- H: HRI
- C: Capitol
- CR: Curb Records
- FE: Federal
- HT: Horizon
- HRI: Hit Records International
- L: Liberty
- PH: Polydor
- CAS: Casablanca
- M: MGM
- EL: Epic
- RCI: Royal Crown Imperial
- RCA: RCA Victor
- RTM: Rama Records
- TC: Tex-Combat
- TH: Tenth Street Records
- UNI: United
- Uni: United
- UA: United Artists
- US: Universal
- V: Vee-Jay
- W: Warner Bros.

**Indicates best selling record or records.**

**Tunes are listed above in order of their popularity based on a continuing weekly national survey of leading retail outlets by The Cash Box. Each listing includes the name of the song record number, artists and verses on the reverse side.**

**The numbers underneath the title indicate the positions of the record last week and two weeks ago, respectively.**

**All labels listed in alphabetical order.**

---

"It's what's in THE CASH BOX That Counts—INTERNATIONALLY!"
A very SPECIAL SINGER

A very SPECIAL SONG

Johnny Nash
Sings

"A VERY SPECIAL LOVE"

ABC-Paramount 9874

Words & Music by ROBERT ALLEN

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
WINNERS OF THE YEAR 1957

Best Record of 1957: "TAMMY" by DEBBIE REYNOLDS on CORAL RECORDS.

Best Female Vocalist of 1957: PATTI PAGE.

Best Male Vocalist of 1957: ELVIS PRESLEY.

Best Vocal Group of 1957: EVERLY BROTHERS.

Best Studio Orchestra of 1957: HUGO WINTERHALTER.

Best Band of 1957: JIMMY DORSEY.

Best Small Instrumental Group of 1957: THREE SUNS.

Best R & B Record of 1957: "SEARCHIN'" by COASTERS on ATCO RECORDS.

Best Country Record of 1957: "FRAULEIN" by BOBBY HELMS on DECCA RECORDS.

Best Country Female Vocalist of 1957: KITTY WELLS.

Best R & B Female Vocalist of 1957: LAVERN BAKER.

Best R & B Male Vocalist of 1957: BILL DOGGETT (TIE) with ERNIE FREEMAN.

Best R & B Vocal Group of 1957: COASTERS.

Best R & B Orchestra of 1957: HUGO WINTERHALTER.

"Only those records best suited for commercial use are reviewed by THE CASH BOX."
CASH BOX POLL

Best Country Male Vocalist of 1957
* ELVIS PRESLEY

Best Country Vocal Combo of 1957
* JIM EDWARD, MAXINE AND BONNIE BROWN

Best Country Band of 1957
* HANK THOMPSON

Best Country Instrumental Artist
* CHET ATKINS

Best Country Sacred Singer of 1957
* RED FOLEY

Most Promising Female Vocalist
* DELLA REESE

Most Promising Male Vocalist
* JOHNNY MATHIS

Most Promising New Vocal Group of 1957
* CRICKETS (TIE) RAYS

Most Promising R & B Male Vocalist
* SAM COOKE

Most Promising R & B Vocal Combo
* BOBBETTES

Most Promising Female Country Vocalist
* PATSY CLINE

Most Promising Male Country Vocalist of 1957
BOBBY HELMS (TIE) JERRY LEE LEWIS

Most Promising Country Vocal Combo
* EVERLY BROTHERS

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
Best Country Record of 1957

"FRAULEIN"-BOBBY HELMS
"Bye Bye Love"-Everly Brothers
"A White Sport Coat"-Marty Robbins
"Here Comes the Rain Again"-Bob Wills & His Texas Playboys
"Four Walls"-Jim Reeves
"Young Love"-Sunny Day
"You Don't Love Me (You Just Love My Money)"-Hank Snow
"Whole Lot of Shakin' Going On"-Jerry Lee Lewis
"I've Got a New Heartache"-Ray Price
"Gonna Find Me a Bluebird"-Marvin(Target)
"My Shoes Keep Walking Back To You"-Ray Price
"Wake Up Little Suzie"-Everly Brothers
"Am I Losing You"-Jim Reeves
"I'm Tired"- Webb Pierce
"Teddy Bear"-Elvis Presley
"A Fallen Star"-Jimmy Newman/Ferlin Husky
"Honky Tonk"- Webb Pierce
"Today's My Lucky Day"-Elvis Presley
"Walking After Midnight"-Patsy Cline
"Jailhouse Rock"-Elvis Presley
"Knee Deep In The Blues"-Marty Robbins
"Gela Girl!"-Hank Locklin
"Tangled Mind"-Hank Locklin
"Next In Line"-Johnny Cash
"Home Of The Blues"-Johnny Cash
"Stolen Moments"-Hank Snow
"Train Of Love"-Johnny Cash
"Wagon Wheels"-Ray Price
"Holiday For Love"-Webb Pierce
"Why, Why, Why"-Carl Smith
"My Special Angel"-Bob^ Helms
"Love You Already"-Faron Young
"First Date, First Kiss, First Love"-Sonny James
"My Arms Are A House"-Hank Snow
"My Way (You Be (Your Name)خارکا)"-Kitty Wells
"I Heard The Bluebirds Sing"-Browns
"Rockin' In The Congo"-Hank Williams, Jr.

Best Country Male Vocalist of 1957

ELVIS PRESLEY 56,375
Marty Robbins 47,119
Johnny Cash 45,652
Ray Price 40,480
Jackie Wilson 39,867
 Webb Pierce 39,664
Ferlin Husky 33,296
Shut Up Baby 32,137
Hank Snow 25,768
Porter Wagoner 24,004
Eddy Arnold 21,232
Jimmy Newman 19,032

Best Country Vocal Female of 1957

Kitty Wells 56,814
Jean Shepard 29,974

Best Country Vocal Combination of 1957

JIM EDWARD, MAXINE & BONNIE BROWN 24,192
Louvin Brothers 22,231
Willie's Brothers 20,476
Johnny & Jack 15,522
Wilma Lee & Stoney Cooper 8,667

Best Country Band of 1957

BRAZOS VALLEY'S BAND 48,312
Pee Wee King's Band 39,726
Miller-Brothers Band 39,245
Johnny Bond's Band 32,935
Wilma McAlueff's Band 14,894

Best Country Instrumental of 1957

CHEL AKINS 49,110
Lester Flatt & Earl Scruggs 29,556
Don Reno & Red Smiley 16,677
Spady West & Jimmy Bryant 15,336
Joe Maphis 9,546
Del Wood 9,348
Bill Buice 7,876
McCormick Bros. 9,923

Best Country Sacred Singer of 1957

RED FOLEY 34,580
T. Tommy 19,903
Louvins Brothers 16,451
Blackburn Brothers Qt. 17,778
Martha Carson 14,334
Bill Monroe 12,121
Smith Brothers 7,779
Carl Story 5,546

Most Promising Male Vocalist of 1957

JOHN DAVY & DATHIS 49,862
Jimmie Rodgers 41,214
Rick Nelson 38,809
Paul Anka 34,558
Sandy Posey 29,352
Bobby Helms 23,820
Buddy Knox 21,421
Jerry Lee Lewis 20,870
Russ Hamilton 16,515
Buddy Holly 14,450
Laurie Williams 10,205

Most Promising Female Vocalist of 1957

DELLA REESE 42,038
Janice Harber 31,307
Margie Rayburn 28,026
Jodie Sheets 11,908

Most Promising Vocal Group of 1957

THE CRICKETS 45,833
THE RAYS 44,306
Coasters 32,738
Del-Vikings 21,900

Most Promising R&B Vocalist of 1957

BOBBETTES 44,178
Johnny & Joe 39,288
The Coasters 37,296
Tune Weavers 35,185
Champs 23,600

Most Promising Country Vocalist of 1957

BOBBY HELMS 37,150
JERRY LEE LEWIS 36,998
Marvin Rainwater 29,469
Johnny Horton 23,764
George Jones 14,399
Johnnie Horton 12,764
Gordie Blonde 8,429
Buddy Lee 3,824
Billy Walker 7,789

Most Promising Country Female Vocalist of 1957

PATSY CLINE 33,488
Wanda Jackson 24,634
Donnie Dunn 19,980
Donnie O'Brien 17,433
Larry Cash 14,398
Dimitrie 12,800
Jeanette Hinds 8,351

Most Promising Vocal Group of 1957

EVERLY BROTHERS 37,947
Collins Kids 14,312
Nita & Ruby 9,876
Farmer Boys 6,976

* Due to the fact that only a few votes separate the top two vocal groups, the editors of The Cash Box have decided to give both the award as the Most Promising Vocal Group of 1957.

Most Promising Country Vocal Combination of 1957

HANK THOMAS' BAND 10,109
Pee Wee King's Band 8,600
Miller-Brothers Band 7,800
Johnny Bond's Band 6,300
Wildflower's Band 5,937
Dixieland Band 5,630
Lester Flatt & Earl Scruggs 5,485
Sid King's Five Strings 4,259
Steele Brothers 3,579
Maddox Brothers & Rose 3,212
Country Boys 2,119
Buddy Holly 1,113

Most Promising Country Vocalist of 1957

JIMMY & JOHNNY 38,579
Bill & Tom 30,345
Jerry Reed 25,959
Dwight Yoakam 23,456
Robert Earl Keen 20,046
Bobby Bare 18,979
Ray Price 16,852
Waylon Jennings 15,890
Richie Furay 14,190
Bobbie Gentry 12,332

* Due to the fact that only a few votes separate the top two vocalists, the editors of The Cash Box have decided to give both the award as the Most Promising Male Vocalist of 1957.
Christmas in High Fidelity...

AUDIO FIDELITY RECORDS

Music for dancing...romancing...
Latin velvet by Pedro Garcia and the Del Prado Orchestra. AFLP 1841

Enchanting melodies of Rome as played by Jo Bolle, his magic accordion and orchestra. AFLP 1822

records with excitement!

MUSIC FROM MEXICO! ...

AFLP 1801 La Fiesta Brava! Vol. 1
Traditional music of the Bull Fight Ring by the Banda Taurina. Luxuriously packaged.

AFLP 1835 La Fiesta Brava! Vol. 5

four other volumes of the most exciting New Orleans Dixie ever recorded:

THE DUKES OF DIXIELAND
Vol. 1 AFLP 1823
THE DUKES OF DIXIELAND
Vol. 2 AFLP 1840
THE DUKES OF DIXIELAND
Vol. 3 AFLP 1851
THE DUKES OF DIXIELAND
Vol. 5 AFLP 1861

Steam engines... Diesel engines... captured with earth-shaking dynamism, in superb fidelity, are the romantic, nostalgic sounds of the railroad... truly sounds of a vanishing era. AFLP 1843

TOTAL FREQUENCY RANGE RECORDINGS

A UNIQUE CHRISTMAS PACKAGE!
Melodic handbells ring in the Yuletide season. Luxuriously packaged... o unique Christmas card and gift! A Hi-Fi must under every tree! AFLP 1804

BAWDY SONGS 4

Oscar Brand

Goiter round you lovers of lusty lore... Oscar Brand has done it again! A complete new album of spicy musical folklore. AFLP 1847

$5.95 each 12 inch LP

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
MR. DEALER: THIS CHRISTMAS SEASON
WILL YOU EARN $ PENNY $ PROFITS
OR
AUDIO FIDELITY
$DOLLAR $ PROFITS$
SELL UP WITH AUDIO FIDELITY
REMEMBER YOUR BIGGEST $$ PROFITS $$
YOUR WIDEST $$ MARGINS $$ ARE WITH AUDIO FIDELITY
DISPLAY • SUGGEST • SELL
AUDIO FIDELITY RECORDS
THE PERFECT XMAS HIGH FIDELITY QUALITY GIFT

Why offer a profitless, harder-sell, merchandised, imitation of the
Audio Fidelity Hit when it is so easy to sell a High Quality Class Product!

AUDIO FIDELITY — the album with the extra
Built-in Profit Margin

Remember...your BIG $ PROFITS $ ARE
with AUDIO FIDELITY this Christmas

CALL YOUR AUDIO FIDELITY DISTRIBUTOR TODAY!

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
**Another SMASH by The Rays**

**“HOW LONG MUST I WAIT”**
(For You)

**“SECOND FIDDLER”**
CHESS 1678

---

**THE NATION’S Top Ten**
**JUKE BOX TUNES**
(PLUS THE NEXT 25)

<table>
<thead>
<tr>
<th>No.</th>
<th>Record</th>
<th>Artist</th>
<th>Label</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jailhouse Rock</td>
<td>Elvis Presley</td>
<td>Vl-7035—Elvis Presley</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>You Send Me</td>
<td>Sam Cooke</td>
<td>CR-5199—Terence Brewer DO-1561—Carroll Carter</td>
<td>3</td>
</tr>
<tr>
<td>3</td>
<td>Silhouette</td>
<td>The Rays</td>
<td>ME-7199—Diamonds</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>Wake Up Little Susie</td>
<td>Everly Brothers</td>
<td>CD-1337—Everly Brothers</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>Chances Are</td>
<td>Johnny Mathis</td>
<td>CO-4093—Johnny Mathis</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>April Love</td>
<td>Pat Boone</td>
<td>DO-1560—Pat Boone</td>
<td>8</td>
</tr>
<tr>
<td>7</td>
<td>Melodie D’Amour</td>
<td>Ames Bros</td>
<td>LO-7751—Edmundo Ros VI-7046—Dave Smith</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>My Special Angel</td>
<td>Bobby Helms</td>
<td>DE-3043—Bobby Helms</td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td>Be-Bop Baby</td>
<td>Ricky Nelson</td>
<td>IM-5463—Ricky Nelson</td>
<td>6</td>
</tr>
<tr>
<td>10</td>
<td>Raunchy</td>
<td>Bill Justis—Ernie Freeman</td>
<td>AP-9966—Moe Howard DO-1561—Billy Vaughn IM-5474—Ernie Freeman</td>
<td>1</td>
</tr>
</tbody>
</table>

---


---

---

*“Only those records best suited for commercial use are reviewed by THE CASH BOX***
It's What's in THE CASH BOX That Counts—INTERNATIONALLY

EPIC RECORDS presents two great sides by eileen barton

HEARTS ARE FUNNY THINGS

WATCH OUT FOR YOUR HEART

BOTH HEADED FOR THE TOP

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
"The Cash Box"

Record Reviews

A DISK & SLEEPER B VERY GOOD C EXCELLENT D+ EXCELLENT C+ GOOD C- FAIR D MEDIocre

“Only those records best suited for commercial use are reviewed by THE CASH BOX”

Addie Lee

(Golden Voice)

"BURNIN' WITH LOVE" (2:30) [Bryden BMI—Trester, Fishman]

Addie Lee, a talented lark with a husky voice, leaps into a dramatic rock and roll ballad that should set the teenage canons ablaze. [ASCAP]

Bobbi "Zuzzin' Around" (2:25) [Bryden BMI—Trester, Fishman]

Miss Lee picks up the heat and adds drive through a good R & B Jumper that moves along at a solid dance pace. Two good teen decks.

Ebon-Knights

(Stephen 1817)

"POOR BUTTERFLY" (2:49) [Harms ASCAP—Hubbell, Gould] The Ebon-Knights, a fine new quartet with a polished, professional sound, make a fine debut on the young Stephen label singing a powerful new rendition of the smash oldie "Poor Butterfly."  Scott could bounce onto the charts once again via this reading.

The Way the Ball Bounces! (2:26) [Asbury BMI—Irwin] A good up-beat romancer with an excellent lyric displays the group's ability with a rhythm number. Good coupling.

Bob Jaxon

(RCA Victor 7106)

"DECLARATION OF LOVE" (2:13) [Zodiac BMI—Dixon, Kinsey] This is an oldie with an attractive quality, chants a strong romantic ballad that could make noise for him. Pretty side that grows on you with each listen. Keep an eye on this singer.

C "I'M HURVING INSIDE" (1:55) [Delmore ASCAP—Cohen] Jaxon's vocal similarity to Tony Bennett is apparent on this one—a rock and roll ballad with a bite.

Ginny Gibson

(ABC Paramount 9972)

"SEPTEMBER TILL JUNE" (2:06) [Gil BMI—Frolicker, Parker] Ginny Gibson is a superhit with an old style side that is great with a fine lyric and a lovely melody. Excellent performance that could develop into a chart item in time.

C "HOMING PIGEON" (2:25) [Knodwell BMI—Mitchell, Kahn] Another fragile love song tenderly caressed by the talented canary.

Jill Corey

(Columbia 41068)

"I TOLD A LIE TO MY DARN LIL' LINN" (2:52) [Korwin ASCAP—Stillman, Allen] Jill Corey, who had a TV click in "Love Me To Pieces," could have another in this tune which she sings with the Kraft TV show "The Sound Of Trouble." Sorrowful lament of a pretty melody and a touching lyric. TV exposure could send this one soaring.

C "EXACTLY LIKE YOU" (2:47) [Shapiro, Bernstein] Fields, McGuff] Miss Corey fashions a great oldie singing the verse and then breaking into a lively, bounce interpretation of the standard. Peppy side.

The Cash Box

Disk of the Week

"DESIRE ME" (2:25) [For sentimental Reasons] (2:40) [Gould BMI—Gulver] [Duchess BMI—Watson, Best]

Samantha COOKE (Keen 4002)

- Sam Cooke, the young man who skyrocketed to stardom with his smash hit "You Send Me," currently the nation's #1 best-seller—proves that he's an artist who's in for still bigger and better things as he introduces a fabulous two-sided follow-up disk. A disk that should make him one of the top names in the business. This plotter, just off the initial Keen release, features a standard coupled with a new tune, both warded in the smooth flowing manner that has made Cooke famous. The new song is dubbed "Desire Me," a soft romancer with a subtle rock and roll rhythm. The evergreen is the favorite. "For sentimental Reasons" is a powerful ballad to a soft R & E beat. Sam's vocal gymnastics, unique phrasing and additional lyrics make both sides standouts. Watch this pairing take off.

"I WANT YOU TO KNOW" (1:59) [Commonwealth BMI—Domino, Bartholomew]

Fats DOMINO (Imperial 5576)

- The incomparable "Fatman," Fats Domino, has a great new item that should skyrocket his name into the top ten once again. Tagged "I Want You To Know," the tune is a slow, boppin' item right up Fats' alley. Great beat and fabulous reading by the favorite. Teeners will want this one in a hurry. The companion deck "The Big Beat," tells about the party roll created in up-beat fashion. Title tune is a bright new item and universal international hit. Fats is here again to stay, and it's the top half that should lead the way. It's his strongest side since "I'm Walkin.'"

"SEGARTIME" (Nor-Va-Jak BMI—Phillips, Echols)

McGuire SISTERS (Carol 61924)

- The McGuire Sisters delve into the world of the country music catalog and come up with a choice gem that should earn a heap of loot in the coming week. It's far and away the most inviting side the gals have offered in months and it should be a tremendous hit. Titled "Sugarartime," the tune is a cornball footstomping novelty with a contagious melody chanted by some wonderful harmony with the McGuire's and a chorus. Great overall sound deck and go for it in big way. The lower lid, "Banana Split" is another good teen item with a fine dance beat. Look for the top side to break thru.

"MY PROUDEST POSSESSION" (2:30) [Billy Ward BMI—Ward, Cannon, Curtis]

Billy WARD and his Dominoes (Liberty 53111)

- Billy Ward and his Dominoes, who had a tremendous 1957 with two smashes "Stardust" and "Deep Purple," should close out the year with flying colors on the wings of their latest Liberty offering "My Proudest Possession." This song is a dramatic love opus given the same exciting reading heard on the two standard hits. And the lead voice once again cries his heart out as he projects this stirring ballad with a big beat. Youngsters will love it. The lower half, "Someone Greater Than I" is a stirring inspirational item featuring the bass voice in the spotlight. Side is from the group's "Sea Of Glass" LP. Top deck is a big one.

"MAGIC SONG" (Pearl BMI—Carlo, Gordy)

THE GAYLORDS (Mercury 71236)

- Ronnie Gaylord, who, together with the Gaylors, produced a number of smash hits early in their career, are reunited again on Mercury as they bring us their third offering. The group come through with another winning hit. Gaylord goes his name across the charts once again. The tune is titled "Magic Song" and features the crew with a solid swinging sound that'll have the kids jumping. Strong teen fare sure to make the Gaylors an important group once again. The coupling features the crew in its warm, Italian style with a wonderful waltz-tyme treatment of the favorite "O Mio. There's a big market for this side too.

Jonny Warn & Werner Muller Orch.

(Decca 30580)

B "THAT'S THE WAY IT GOES" (2:33) [Symphony House ASCAP —Gerd. The Lades] Long a co- member of Germany's popular songstress offers an English vocal interpretation of a beautiful love song from the Continent. Werner Muller supplies a beautiful string accompaniment.

C "I TOLD YOU SO" (2:50) [Symphony House ASCAP—Gaze Stillman] Another lovely European ballad, right on the money, that who veled canary. Her slight German accent adds color to the delivery.

The Lane Bros.

(RCA Victor 7107)

B "DON'T TEMPT ME BABY" (2:18) [E. Marks BMI—Lewis, Lewis] The Lane Brothers are in fine rock and roll form here, swinging thru a good jumper. Side sports good guitar work showcasing a fine teen vocal.

C & A LOVER'S HEART" (2:18) [Rush BMI—Green, Kane, Davis] The potent romancer features a male lead as it glides thru a potent ballad set to a subtle shuffle. Pretty romancer.

Eileen Barton

(Epic 9252)

B "HEARTS ARE FUNNY" (2:14) [Bartoon ASCAP—Plummer] Eileen Barton's strongest side in quite some time is this pretty ballad which she sings with warmth and great feeling. Should be the lark's biggest money-maker in quite some time. The tune is "Jays will love this one."

B "WATCH OUT FOR YOUR HEART" (2:97) [Bartoon ASCAP—Plummer] The canary switches to an excellent rock and roll offering with gives another fine count of her talent. Slight and colorful romancer.

Steve Lawrence

(Coral 61925)

B "GEISHA GIRL." [Fairway BMI and "BOSS" (2:52) [Bourne ASCAP—Bergman] An up beat opus with a country feel to it.

Valli Horton

(Donnie 022)


C "RUN AROUND!" (2:25) [Bourne ASCAP—Bergman] An up beat opus with a blues feeling.

"The Cash Box" music reviews and commentary.
EVERYONE A WINNER!

Jimmy Edwards
Love Bug Crawl
Coupled with Honey Lovin'
Mercury 71209

Billboard Spotlight Pick

Nick Noble
Halo of Love
Coupled with Sweet Treat
Mercury 71233

Billboard Spotlight Pick

Sarah Vaughan
Gone Again
Coupled with The Next Time Around
Mercury 71235

Johnny Jay
Sugar Doll
Tears
Coupled with Tears
Mercury 71232

Billboard Spotlight Pick
Pop-Rhythm & Blues-Country

Rusty Draper
Buzz Buzz Buzz
Coupled with I Get the Blues When It Rains
Mercury 71221

Cash Box Sleeper Of The Week
Billboard Spotlight Pick

Billy Eckstine
If I Can Help Somebody
Coupled with Boulevard of Broken Dreams
Mercury 71217

Mercury Record Corporation
Chicago 1, Illinois

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
“Only those records best suited for commercial use are reviewed by THE CASH BOX”

**The Cash Box**

**Sleeper of the Week**

**“BOBBY”** [Sheldon BMi—Wolf, Raleigh]

**TILL THERE WAS YOU** [Frank ASCAP—Wilson]

**BARBARA McNAIR** (Capitol 61923)

- Coral Records has hit on a fabulous new female performer in Barbara McNair who could develop into one of the hottest properties in the disk business. She’s got a fabulous voice (and looks to go with it). And she displays her exciting vocal talents on a potent new rock and roll item labeled “Bobby”—another “name” song that could head for the top. McNair’s voice is both forceful and restrained. On the flip side is all she’s worth with great results that should have the kids asking for the recording. The companion deck offers the songstress gliding thru a more “romantic” “You” from the B’way bound musical “The Music Man”. A versatile performer to look for on the charts.

**“MARION”** (2:04) [Lear ASCAP—Schoen]

**I DON’T WANNA ROLL** (2:05) [Lear ASCAP—Schoen]

**VIC SCHOEN ORCH. (Liberty 55109)**

- One of the most exciting instrumental decks to hit the market in quite some time is Vic Schoen’s arrangement and presentation of his own composition “I Don’t Wanna Roll”. The basis is one of the pretested love tunes to come along in quite a while, “Who Are We To Say?” from the Vanguard pic “Jamboree”. Class offering delivered with heart by the talented rhythm. The rhythm piece the deck leads into the taffy “A Meeting Of The Eyes”. An exciting beat rock and roll with a clever lyric and a potent teenage feeling. Sunny’s biggest coupler yet.

**“WHO ARE WE TO SAY?”** (2:52)

**A MEETING OF THE EYES** (2:06) [Sequence ASCAP—Schoen]

**SUNNY GALE** (Decco 30518)

- Sunny Gale has two terrific new sides back-to-back that could give her the biggest record of her career. One half is a ballad item and the other a rhythm item. The basis of this is one of the pretested love tunes to come along in quite a while, “Who Are We To Say?” from the Vanguard pic “Jamboree”. Class offering delivered with heart by the talented rhythm. The rhythm piece the deck leads into the taffy “A Meeting Of The Eyes”. An exciting beat rock and roll with a clever lyric and a potent teenage feeling. Sunny’s biggest coupler yet.

**“ISLAND OF BIMINI”** (2:27) [Miller ASCAP—King, Carlson]

**SUNDAY AFTERNOON** (2:11) [Brandom ASCAP—Fogarty]

**LEW DOUGLAS** (Fraternity 784)

- Lew Douglas, one of the record industry’s most talented conductors and arrangers, makes his debut on the Formatally labeled a truly impressive one and he introduces a tremendous new chorus-orchester disk that should be a smash. It’s a simple romantic item dubbed “Island Of Bimini”—a lovely ballad flavored with the sounds of the tropic isles and presented with finesse and imagination by Lew Douglas and the Dick Noel Singers. Some of the tape includes a 30 second music with further color to this charming side. Looks and sounds like an all out money-maker. Flip “Saturday Afternoon” is a march item with a college football theme. At mid-piece the deck breaks into a dizzyclad swinger. Don’t let “Island Of Bimini” slip thru your fingers.

**“BERTHA LOU”** (2:29) [Robin Hood BMi—Marascalco]

**DOGONE IT BABY, I’M IN LOVE** (1:42)

**Hill & Range BMi—Keefer, Amway**

**CLINT MILLER** (ABC-Paramount 9873)

- The success of “name” tunes in the rock and roll field is truly amazing. There’s hardly a month that goes by without a name tune high up on the charts. ABC-Paramount has called “Bertha Lou” that could be the big hit of the near future. It’s an exciting beat-filled opus featuring newcomer Clint Miller belting out the powerful juke. The lyrics are relatively unimportant because it’s the rhythm that immediately arrests the listener’s attention. Strong cover with a tune that’s reported hitting on the coast. Watch Clint’s “Bertha Lou”. Miller displays his ability as a country singer in a countryish milieu dubbed “Dogone It Baby, I’m In Love”. Keep a tab on the upper half.

**“VOODOO LOU”** (2:30) [Harvard BMi—Hambro, McKinley]

- A good voodoo ball on the top of the meter. The kids should find both halves pleasing.

**BONNIE GUITAR** (Dot 15678)

**“MAKING BELIEVE”** (2:14) [Affcut-Rose BMi—Work]

- Bonnie “Dark Moon” Guitar, takes hold of a country smash of the recent past, and revamps it for the pop market. Very lovely side that could make big noise.

**“I SAW YOUR FACE IN THE MOON”** (1:49) [Leeds ASCAP—Elder]

- A chip picks up the pace and jumps thru a good romantic rhythm item that moves. Solid dance merchandize.

**BILLY MAY BAXTER** (Vik 0308)

**COME ON BABY, LET’S GO** (1:56) [Eddi BMi—Otis, Benton]

- One of the most inventive songs to turn up in a long time. Betty Jo Baxter makes a fine first showing on Vik as she jumps free through a good up-beat song with teen appeal. Deck could catch on.

**TONY MITCHELL** (Liberty 55110)

**DON’T LET ME GO** (2:47) [Famous ASCAP—Carlmerich]

- Tony Mitchell, Liberty’s talented new male vocalist, leaps into a potent new interpretation of a top-drawer older. Strong arrangement of a number that could catch on again. Artist performed the song as a recent “Telephone Time” TV show.

**“TELL ME, TELL ME”** (2:37) [Empress ASCAP—Fair, Leonard]

- A dramatic rock and roll ballad that comes thru with the sound. The kids should find both halves pleasing.

**NEW GLENN MILLER ORCH.**

**RCA Victor 7096**

**MAN IN THE STREET** (2:54) [Hawk BMi—Griffin]

- The New Glenn Miller Orch, under the direction of Ray McKinley, does a great job with a free swinging jump item in the true Miller tradition. Fine dance sound.

**“SO SWEET”** (2:30) [Harvard BMi—Hambro, McKinley]

- Ray handles the vocal chores on this end—another big name hit on the jump piece with that delightful swing sound.

**VICKI YOUNG**

(Brunswick 55404)

**“TRIANGLE LOVE”** (1:37) [Figure Four BMi—Kynder, Jacobson, Post]

- Spunky Vicki Young is top in rock and roll form as she personally recomposed an older with an interesting tale of romance. Side moves.

**“A QUARTER’S WORTH OF LOVE”** (2:30) [Aberdeen BMi—CASCAP—Roberts, Katz, Clayton]

- A good fish bowl chantied with feeling by Vicki.
THE WORD ON PLAYS

TONY BENNETT
CA, C'EST L'AMOUR
(from the M-G-M Picture, "Les Girls") with NEAL HEFTI
and his orchestra
b/w
I NEVER FELT MORE LIKE FALLING IN LOVE
with RAY ELLIS
and his orchestra
4—41032

THERO FOURS

PUT A LIGHT IN THE WINDOW
with RAY ELLIS
and his orchestra
b/w
THE THINGS WE DID LAST SUMMER
with CLAUDE THORNHILL
and his orchestra
4—41058

JOHNNY MATHIS
WILD IS THE WIND
(from the Paramount Picture, "Wild Is the Wind")
with RAY ELLIS
and his orchestra
b/w
NO LOVE
with RAY CONNIFF
and his orchestra
4—41060

JERRY VALE
PRETEND YOU DON'T SEE HER
b/w
THE SPREADING CHESTNUT
with PERCY FAITH
and his orchestra
4—41010

THE SURE-FIRE

LITTLE SANDY SLEIGHFOOT
b/w
WHEN THEY RING THE GOLDEN BELLS
with RAY ELLIS
and his orchestra
4—41025

MARTY ROBBINS
THE STORY OF MY LIFE
b/w
ONCE A WEEK DATE
with RAY CONNIFF
and his orchestra
4—41013

JIMMY DEAN

COLUMBIA RECORDS
A DIVISION OF CBS
© "Columbia" © Marcus Reg.
"CBS" T.M.

RECORDS

THE SURE-FIRE

HITS ARE ON

Each of the records listed on the left has passed the quarter-million sales mark! Altogether, they make a pretty impressive sales team for winding up a red-hot '57 and for starting the new year right. And coming into chart territory fast, you can count on MITCH MILLER'S new pressing of "March from the River Kwai" and "Colonel Bogey," (4—41066) from the Horizon Picture, "The Bridge over the River Kwai," a Columbia Pictures release. VIC DAMONE has a fast mover titled "Junior Miss" (4—41057) from the CBS Television Show of the same name, and FRANKIE LAINE singles in another winner "East Is East" b/w "The Greater Sin" (4—41036)! *

JOHNNY MATHIS, the hottest artist in the industry, will put in another sales-building guest appearance on the Perry Como Television Show December 14. Catch the show, and catch those extra sales!
**Record Reviews**

**The Cash Box**

**Sleeper of the Week**

"MAKE BELIEVE WEDDING BELLS" (2:25) [Bourne ASCAP—Ballard]

"GO ALONG BABY" (1:55) [Bourne ASCAP—Ballard]

Dick Glasser (Argo 5283)

- Here's a big new rock and roller we'll probably be hearing well into the new year. It's an exciting new shuffle rhythm item dubbed "Make Believe Wedding Bells" and features Dick Glasser with one of the most commercial renditions of a teen item you'll ever hear. The side has a clean sound to start with, plus a pretty melody. And Dick adds some mighty attractive vocal gimmicks that should send the number on its way up there. Flip, "Go Along Baby," is another good teen-roller with a Hawaiian flavor. Top half carries the weight.

**Toni Arden** (Dec 3097)

**Toni Arden** (B) "LIKE YOU" [E. B. Marks BMI—Raleigh, W. Va.] (Toni Arden) is in top swinging form as she belts out a torrid rocker with a terrific finger-snapping beat. Solid jump stuff.

**B** "CAN YOU BLAME ME" [Music Music Soc. ASCAP—Kent, Signam] The talented songstress sings from the heart as she delivers a touching romantic ballad. Lovely song.

**Tony Martin** (RCA Victor 7099)

"CARIoca" (2:47) [T. B. Harms ASCAP—Youman, Losco, Kahn] Two songs, employed in films, comprise Tony's latest coupling. This side is an elaborate new interpretation of a great Latin oldie smoothly chanted by Martin. From the J. Arthur Rank pic "Flying Down To Rio," a pretty waltzer with an Italian flavoring.

**B** "SOUVENIR DITALIE" (2:47) [Leeds ASCAP—Sigmam, Lutanza] This half comes from the J. Arthur Rank pic "Flying Down To Rio." A pretty waltzer with an Italian flavoring.

**Linda Leigh** (Verve 10105)

"I CRY" (2:29) [Quintet BMI—Stoller, Lieber] A warm tune about a girl who is breaking up, appealingly handled by the newcomer. Miss Leigh possesses a sweet, nicely phrased delivery with which she can ably transfer the meaning of a song to the listener. Tender pressing deejays will find class programming.

"WHAT GOOD DOES IT DO ME" (2:15) [Laine-Simms BMI—Marotta, Hemrie] Miss Leigh, in a rock 'n roll ballad turn, belts the rocker with authority. In either a straight ballad or r&b take, the lark has a convincing way.

**Alan Martin** (Arrow 720)

"I CAN'T PRETEND" (2:29) [Eastwicks-Twenn-EE BMI—Zane, Schacter] Martin lends a strong vocal approach to a beat-ballad about a felo who realises he can't get along without the gal. Waxing is tuned into teen tastes, and should get their jive-box approval.

"JUST AS I AM" (2:34) [BMI—Singer, Singer, Wecht] The performer croons a smooth ballad here. Soft vocal accent.

**Teddy Phillips** (MGM 12572)

"WHISTLER'S JINGLE" (2:21) [Windy City ASCAP—Griffin] A cute novelty tune by the late organist Ken Griffin is invitingly read by the Phillips' combo, which features a whistling effect by an associate. Spright entry for home-station turntables.

"SENTIMENTAL STRINGS" (2:17) [Johnstone-Montel BMI—Dailey, Fairley, Bowman] The orchestra is allowed its full tune as the crew offers a relaxed stint on a melodic opus.

**Jack Scott** (ABC-Paramount 9860)

"I NEED YOUR LOVE" (2:16) [Pomco BMI—Scott] Scott emotionally imparts the female's declarations of love in a heart-felt ballad rocker. Instrumental—vocal backing nicely catches the thematic flavoring of the pressing. A sincere performance that ought to catch the fancy of the young'sters.

"TWO-TIMIN WOMAN" (2:00) [Pomco BMI—Scott] A decidedly different attitude toward the loved one is expressed ina tasteful fashion by the artist. Scott is displayed very effectively in two vocal approaches on the sides.

**The Dreamtones** (Mercury 71222)

"WAS I DREAMING" (2:29) [Gigi ASCAP—Kaye, Drake] The Dreamtones, a female group of R & B vocalists, bow on Mercury with a good rock 'n roll ballad aimed at the youngsters. Girls have commercially crude blends the kids should go for.

"SAY BABY BEY" (2:11) [RCA—Phillips BMI] A nicely phrased instrumental cue chirps up the beat here and swing thru on a socko dance deck with a steady driving beat.

**Peter Lance Chorus** (Carter 1001)

"WHAT CAN I DO" (2:09) [Herms BMI—Carter] The new Carter label introduces itself with a pleasant swing number featuring the Peter Lance Chorus. The vocal Crooner is a welcome surprise among the trade.

"NEVER TRUST A FELLOW" (2:10) [Herman ASCAP—Carter] The chorus swings smoothly and freely. This is another new tune, this one offering advice to girls.

**The Southerners** (Columbia 41052)

"SAY YEAH" (2:24) [Marmon BMI—Bridges] The new Southerners, a R & B roll vocal crew has a ditty also represented by another disk. This side has a polished teen tempo, and is presented with gusto by the lead voice, and combo accompaniment. Effort commends a measure of importance among the trade.

"I ONLY KNOW ONE WAY TO LOVE YOU" (2:05) [Hill Range BMI—Otis, Dickson] A medium tempo rocker with a good lyric approach will give the kids reasons to take a liking to it.

**Vincent Malloy** (Aple 520)

"IN DEED I DO" (2:26) [Mac-Avery BMI—Malloy] Malloy, an artist in the socko rock 'n roll school, strips through a rapid-fire rocker with authoritative results. Combo and vocal backing work also reflects the theme and clapping r&b. Energy. Exotic flare.

"FLYING LOVE" (2:22) [Mac-Avery BMI—Malloy] Malloy and crew continue their let-propelled r&b work on a number built on the "Butterfly" theme.

**The Cash Box**

**Best Bets**

- **"HEARTS ARE FUNNY THINGS"** (Eileen Barton) Epic 9255
- **"POOR BUTTERFLY"** (Evan-Knights) Stephen 1837
- **"I TOLD A LIE TO MY DARLING"** (Jill Corey) Columbia 41068
- **"SEPTEMBER TILL JUNE"** (Ginny Gibson) ABC-Paramount 9872
- **"GESHA GIRL"** (Steve Lawrence) Coral 61925
- **"MAKING BELIEVE"** (Bennie Guitar) Dot 15678
- **"PAYING THE PIPE"** (Steve Schulte) Federal 8502
- **"DECLARATION OF LOVE"** (Bob Jason) RCA Victor 7106

*Only those records 'best suited for commercial use are reviewed by THE CASH BOX'*
AMERICA'S "SWEET" HEARTS
DELIVER THE HEAVY SUGAR WITH
THEIR NEW SMASH HIT

"SUGARTIME"*

by

THE McGuire SISTERS

Ork. and Chorus by NEAL HEFTI

Coral 9-61924

*P.S.
WHEN OUR ADVERTISING MANAGER
HEARD "SUGARTIME"
HE FLIPPED HIS TYPE.

published by
NOR-VA-JAK MUSIC
INC.
sole selling agent
MELODY LANE PUB.
CO.
Gen. Mgr.
MURRAY DEUTCH

CORA1
RECORDS

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
NEW YORK:

At our Thanksgiving feast last week, most of us in the record business had been all and all the best and the record industry has ever enjoyed and the real heavy sales are yet to be realized in the next few weeks. At a time when most other businesses are complaining about falling grosses, the record industry has gone on to new heights in sales and profits... Johnny Mathis headlines the show at the Black Orchid on Chicago for nine days starting December 3. The last time Mathis played the Orchid, less than a year ago, he was in the number three spot on the bill. Now, as a result of such hits as “It’s Not For Me To Say,” “Wonderful, Wonderful,” and the long running “Chances Are,” he will be the main attraction... Bill Heyer staging Teddi King’s new act... Darwin Tann, Jayne Mansfield’s favorite (she’s gonna play at her wedding to Mickey Hargitay), is now appearing at Bill Rosens Gatsby’s Boîtería on 43rd Avenue... Rosalind Ross of GAC notes that in last week’s issue of The Cash Box, 80% of the artists appearing in the Top 60 charts are managed by GAC. ... The Techniques, whose Roulette recording of “Hey Little Girl” has been climbing steadily... arrived last week for their first visit to New York. The boys, all seniors at the University of Georgia Tech, came in for a conab with Roulette’s A&R director, Hugo Berruti and Luigi Del Corno. Ronnie Donavon is also booked to open at the Mocambo in Hollywood December 17. ... Ethel Ayler, Lena Horne’s understudy in “Jamaica,” has signed with Directional Enterprises (Jerry Levy and Fred Amiel). ... Neal Hefti and Steve Allen are the writers of the new McGuire Sisters’ record, “Itanana Split.”

CHICAGO:

So you think you’re tired dept: MGM’s Gordon Grey, HQing out of N. Y. has been home for 11 months. He’s traveled 50,000 miles. He is tired. Gordon phoned to say he hopes to be in N. Y. for Xmas. ... Ralph Cox, Coral’s very busy promo man tells us that the McGuire Sisters are in town... King Record Distrib’s Herb Kole, Raydon Records’ Bill Bolden, and all in unison, extol a new record “The Whisperers” by Bubber Johnson... Lenny Caruso, Garmins Distrib, reports plenty of action on Clint Miller’s “Berta Loo” on ABC-Paramount and a terrific import from Germany, “Mein Kleiner Spatz” on Jubilee... Henry “Screzy” Friedman, Mercury Distrib, advises that he is very happy about two big Mercury disks by Jimmy yachts, “Love Bug Crawl” by Jimmy yachts and Nick Nobel’s “Holy Love.” ... Stan Pat reports that the record has just released a terrific disc by the Teenagers, “Flip-Flop” b/w “Everything To Me.” Stan says that 14 year old Billy Lubrano has taken the lead over all. Marky Lyon and all his things are expected of Billy. ... Lormar Distrib a bushwhack of industry, Bill McGuire and his twin Eddie, rolling out the disks fast and furiously with a big scattering crew, including Eddie Short. ... Pert, pretty Julia Rizzo, WIND music gal, keeps busy interviewing promo men such as King’s Herb Kole, London’s Dick Aleskow and Stephen’s Mort Hillman and Bob Massett. Mort and Bob feel they have a big one in the Ebon Record’s “Clown Butterfly.” ... Mercury’s Art Talmadge has a big impressive sight threat over the Shangri-La, seen wearing what appear to be a small record on his lapel, saying “Hello! My name is Art Talmadge, my company is—” Mercury’s cyclonic Kenny Myers very excited about a new EP “Disc Jockey 60 Second Special.” Kenny tells us that sassy Sarah Vaughan’s newie of London’s “Good Humors” is a magnificent waxing of a great tune... DeeJay Phil Lind, WTAQ, La Grange, tells us that the gang from Jubilee in N. Y. (Morty Paltz, Larry Maxwell, Janie Gaze and Thoebie Oates) dined on the Lemmings For Canaries drive with “Lost” and best wishes. (Yes, they saw it in The Cash Box)... Mike Gould, Lido Music, Hollywood, dropped in to visit, Mike, who published “Chi Chi Chihuahua” (Don Rondo on Vocal) is en route to N. Y. via Cleveland. ... The many friends of Eddie Cohn of Lesco Distrib in Filthy saddened to hear of the death of his brother. ... Saul Starr, Roulette’s Detroit promo man, says “Hello.”

HOLLYWOOD:

Margie Rayburn currently back East visiting disk jockeys with her hit recording of “I’m Already In Love.” On her return to the Coast this week, her vocal set begins a solid three month supper club and theatre tour. ... Judy Canova and Ann Sothern are the latest personalities signed to record albums for Top Records. ... Publisher Mike Gould to New York to work on “Chi Chi Chihuahua” recorded on Jubilee by Don Rondo. ... Verve Records releasing a new “Getz meets Mulligan in Hi-Fi” album, one side featuring Stan Getz on baritone and Gerry Mulligan on tenor sax. ... Lee Palmer, called back from his trip through the Southwest because of all the action on “At The Hop” by Janie and The Juniors. The new ABC-Paramount release was previewed on the American Bandstand. ... Mark Terry visiting the disk jockeys with the recording of “Young, Wild and Three.” ... “Darlin’,” Al Chapman of Modern Distributing says this could be a big one for the New ABC-Paramount release from the local reaction... Jubilee Records will tape Frankie Ortega’s second album during one of his regular shows at the Encore restaurant. Rich will be tagged, “Frankie Ortega At The Encore.” ... Joe Laine and Al Simms happy with The Teardrops’ first “Bridge Of Love” and “Jellyfish” breaking and, and...
A SOUND BET... BUY ROULETTE

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
**The Records Disk Jockeys Played Most**

A SUMMARY OF REPORTS RECEIVED FROM THE NATION'S DISK JOCKEYS

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>YOU SEND ME</td>
<td>Sam Cooke (Keen)</td>
</tr>
<tr>
<td>2</td>
<td>JAILHOUSE ROCK</td>
<td>Elvis Presley (RCA Victor)</td>
</tr>
<tr>
<td>3</td>
<td>APRIL LOVE</td>
<td>Pat Boone (Dot)</td>
</tr>
<tr>
<td>4</td>
<td>SILHOUETTES</td>
<td>RAYS (Cameo) — DIAMONDS (Mercury)</td>
</tr>
<tr>
<td>5</td>
<td>RAUNCHY</td>
<td>Bill Justis (Phillips)</td>
</tr>
<tr>
<td>6</td>
<td>WAKE UP LITTLE SUSIE</td>
<td>Everly Brothers (Cadence)</td>
</tr>
<tr>
<td>7</td>
<td>ALL THE WAY</td>
<td>Frank Sinatra (Capitol)</td>
</tr>
<tr>
<td>8</td>
<td>KISSES SWEETER THAN WINE</td>
<td>Jimmie Rodgers (Roulette)</td>
</tr>
<tr>
<td>9</td>
<td>CHANCES ARE</td>
<td>Johnny Mathis (Columbia)</td>
</tr>
<tr>
<td>10</td>
<td>MELODIE D'AMOUR</td>
<td>Ames Brothers (RCA Victor)</td>
</tr>
<tr>
<td>11</td>
<td>MY SPECIAL ANGEL</td>
<td>Bobby Helms (Decca)</td>
</tr>
<tr>
<td>12</td>
<td>LITTLE BITTY PRETTY ONE</td>
<td>Thurlow Harris (Aladdin) — Bobby Day (Class)</td>
</tr>
<tr>
<td>13</td>
<td>PEGGY SUE</td>
<td>Buddy Holly (Coral)</td>
</tr>
<tr>
<td>14</td>
<td>JUST BORN</td>
<td>Perry Como (RCA Victor)</td>
</tr>
<tr>
<td>15</td>
<td>BE BOP BABY</td>
<td>Ricky Nelson (Imperial)</td>
</tr>
<tr>
<td>16</td>
<td>I'M AVAILABLE</td>
<td>Margie Rayburn (Liberty)</td>
</tr>
<tr>
<td>17</td>
<td>TWELFTH OF NEVER</td>
<td>Johnny Mathis (Columbia)</td>
</tr>
<tr>
<td>18</td>
<td>I'LL REMEMBER TODAY</td>
<td>Patti Page (Mercury)</td>
</tr>
<tr>
<td>19</td>
<td>TILL</td>
<td>Roger Williams (Kapp)</td>
</tr>
<tr>
<td>20</td>
<td>LIECHTENSTEINER POLKA</td>
<td>Will Glahe (London)</td>
</tr>
<tr>
<td>21</td>
<td>FASCINATION</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>ROCK 'N ROLL MUSIC</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>LOVE ME FOREVER</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>THE OL' OL' OF MY LIFE</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>PUT A LIGHT IN THE WINDOW</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>WHY DON'T THEY UNDERSTAND</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>GREAT BALLS OF FIRE</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>HONEYCOMB</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>THE JOKE</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>BABY I DON'T CARE</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>CA C'EST L'AMOUR</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>OH BOY</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>TREAT ME NICE</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>SATYAVARA</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>BONY MORONIE</td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>AND THAT REMINDS ME</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>ALONE</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>HAVE I TOLD YOU LATELY THAT I LOVE YOU</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>I GIVE YOU MY WORD</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>HAPPY HAPPY BIRTHDAY BABY</td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>I ONLY WANT TO LOVE YOU</td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>AT THE HOP</td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>SAIL ALONG SILVER MOON</td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>IVY ROSE</td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>BUZZ BUZZ BUZZ</td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>THAT'S WHY I WAS BORN</td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>I NEVER FELT MORE LIKE FALLING IN LOVE</td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>I'M BORN</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>I NEVER FELT MORE LIKE FALLING IN LOVE</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>I NEVER BE AFRAID</td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>I NEVER FELT MORE LIKE FALLING IN LOVE</td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>LOVE BUG CRAWL</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>KEEP A-KNOCKIN'</td>
<td></td>
</tr>
<tr>
<td>54</td>
<td>SOFT</td>
<td></td>
</tr>
<tr>
<td>55</td>
<td>I LOVE YOU BABY</td>
<td></td>
</tr>
<tr>
<td>56</td>
<td>TAMMY</td>
<td></td>
</tr>
<tr>
<td>57</td>
<td>THAT AIN'T RIGHT</td>
<td></td>
</tr>
<tr>
<td>58</td>
<td>A VERY SPECIAL LOVE</td>
<td></td>
</tr>
<tr>
<td>59</td>
<td>WHEN SCHOOL STARTS AGAIN NEXT YEAR</td>
<td></td>
</tr>
<tr>
<td>60</td>
<td>WUN'ERFUL WUN'ERFUL WAIT AND SEE</td>
<td></td>
</tr>
</tbody>
</table>

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
A Great NEW STAR!

With A 2 SIDED SMASH!

BARBARA McNAIR singing

“BOBBY”

and

“TILL THERE WAS YOU”

Coral 9-61923

CORAL RECORDS

Direction
WILLIAM MORRIS, INC.

Personal Manager
BOB SHEPPARD
48 W. 48th St., N. Y. C.

“It’s What’s in THE CASH BOX That Counts—INTERNATIONALLY”
OPERATORS
RETAILERS
DEEJAYS
In Order To Have Your Top Ten Represented In THE CASH BOX Charts,
Fill In The Coupon Below (Or Put Them On Your Own Letterhead)
And Mail To
THE CASH BOX
1721 BROADWAY
NEW YORK 19, N. Y.

List Your Top Ten Pop Tunes Here
NAME OF RECORD HERE ARTIST OR BAND HERE
1.                                                                                   
2.                                                                                   
3.                                                                                   
4.                                                                                   
5.                                                                                   
6.                                                                                   
7.                                                                                   
8.                                                                                   
9.                                                                                   
10.                                                                                  

List Your Top Ten Western & Folk Tunes Here
NAME OF RECORD HERE ARTIST OR BAND HERE
1.                                                                                   
2.                                                                                   
3.                                                                                   
4.                                                                                   
5.                                                                                   
6.                                                                                   
7.                                                                                   
8.                                                                                   
9.                                                                                   
10.                                                                                  

List Your Top Ten Rhythm 'N Blues' Records Here
NAME OF RECORD HERE ARTIST OR BAND HERE
1.                                                                                   
2.                                                                                   
3.                                                                                   
4.                                                                                   
5.                                                                                   
6.                                                                                   
7.                                                                                   
8.                                                                                   
9.                                                                                   
10.                                                                                  

Name

Firm

Address

City...

State...

Platter Spinner Patter
ALL ABOUT DISK JOCKEYS

Vie Selman, promotion for Atlantic Records, asks any deejays who would like to participate in a Bazooka bubble gum-Atlantic artist contest to write him. Says it’s a great tie-in for hops. . . . Norm Prescott and Alan Dary, WBZ-Boston, conducting a "Search for Stars" contest in the "Artists of the Hour" contest. To enter the contest all applicants must be 16 or older and submit a recording and photo. Winner gets a trip to New York, appearance on a network TV show and a one-week engagement at the New York Latin Quarter. . . . Dave McKee (WANS-Anderson, S.C.) advises the station to "put on a complete new programming trek by shedding just music and news. For music the station will use only 'The Cash Box' and local surveys."

Johnny "Madman" Michaels (WOKY-Milwaukee) recently did two hours of songs, dances and witty sayings from the window of a men’s clothing store at the Southgate Shopping Center. Every half hour he danced out into the traffic stopping cars, and with the aid of a chorus line of sales girls, passed out gifts and his own match books. . . . Larry Brown of the 950 show on WPEN-Philadelphia busy making with the cigars. His wife, who wished him with a 6-10, baby boy, Jonathan Lindsay Brown, on November 5. . . . Larry Kane (KXYZ-Houston, Texas) keeping very busy with his daily 2-5 P.M. air stint, Saturday morning Teen Variety Show from the stage of Houston’s largest theatre, and personally managing Jimmy Decca recording artist and composer of the current hit "My Special Angel". . . . Charles Hovan takes over the night-time show on WDSU-New Orleans on December 2. Bryan formerly had the Charlie Bryan Show on WINZ-Miami, Fla. Says he’d like to hear from his many friends in the business. . . . To celebrate the first night of KXOL’s operation in the world’s largest super-accurate clock, a 77 ton clock sign, three disk jockeys in Fort Worth, Texas, spent a delightful and interesting night on the roof of Fort Worth’s tallest building last November 13. The trio consisted of Bill Ena, Bob Mitchell and Bob Bruto.

Leigh Kamman and Steve Cannon (WLOL-Minneapolis) are a team Monday thru Saturday 6-9 A.M. They doubled in brass when they emceed the Jazz for Women concert, Twin Cities, with George Shearing, Gerry Mulligan, Chico Hamilton, Miles Davis, Australian Jazz Quintet, and Helen Merril. . . . Bill Bennett, who appeared on the Patti Page coast-to-coast CBS-TV show, "The Big Record", has received several offers from east and west coast radio and TV stations. Bennett, however, has renewed his contract with WDGY (The Storz Station)-Minneapolis.

. . . Gene Whitaker now in his 4th year at WNAC-Siler City, N.C. . . . Bud Arkell (WANS-Anderson, S.C.) says, "It kind of made me mad when local stunt man "Digger O’Dell" said Rock ‘n Roll was for the birds. As a matter of fact I locked him in a bell telephone booth where he stayed day and night—I took him to a baseball game at which I was chairman. I sent him back, but he still acts like an idiot."

. . . "As a matter of fact, I locked him in a bell telephone booth where he stayed day and night—Monday 3 pm till Saturday 3 pm. This took place at the Anderson County Fair. Digger was sealed in an iron strip which was bolted to the booth. His first words when released Saturday—I dig rock ‘n roll the most! Scooby Doo!"

. . . After six weeks on the air at the new spot on the dial, the McCoy show (Ron McCoy-WLUB-Salt Lake City, U.) has settled into some good time slots. It is heard Monday through Friday from 12 noon to 4 pm. On Sunday the McCoy show is aired six am to 12 noon and from 6 pm to midnight. That’s a long day, brother. . . . WHEN-Syracuse, N.Y. happy to announce the addition of ‘The Biggest DJ in Central New York!’ Earle Jerris. Earle takes over the Record Room starting December 2. The fella is 6’4” and weighs about 215 pounds. . . . Johnny Fairchild (KELP-Paso, Texas) now has a TV show on KELP-TV. . . . Tom Edwards (WEEI-Boston, O.) says “I predict Sandy Scott’s ‘I Love You Darling’ on Choice label will be the next big one around the country.”. . . Red Blanchard (KPOP-Los Angeles, Calif.) asks, “Why don’t you add one more entry to each DJ list—namely a predicted hit? I predict ‘Promise’ on Prep by Joan Temple.”

“Only those records best suited for commercial use are reviewed by THE CASH BOX”
**Command Performance**

"Magnificently recorded... a great song," says The Cash Box, Billboard and Variety.

**I HEARD THE BELLS ON CHRISTMAS DAY**

Bing Crosby  
Fred Waring  
(Decca)  
(Capitol)

A part of Christmas

**RUDOLPH THE RED NOSED REINDEER**

**THE NIGHT BEFORE CHRISTMAS SONG**

Ames Bros.—Gisele MacKenzie—Mitch Miller  
Gene Autry & Rosemary Clooney — Spike Jones  
Eileen Barton—Russ Morgan—Jon Arthur  
Laura Leslie

**SONGS BY JOHNNY MARKS**

ST. NICHOLAS MUSIC, INC.

Doc Berger, Joe Whalen, Vic Duncan,  
Jim McCarthy, Marvin Drager

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"

**London, Eng.**—One of the most exciting nights of a performer's life is when the artist participates in the Royal Variety Performance for the King and Queen at the most famous variety theatre in the world, London's internationally known Palladium. Seen above are five exclusive photos taken for The Cash Box at the present gala event. Upper left shows the entrance to the Palladium just prior to the appearance of the Royal Family. Upper right shows the arrival of Her Majesty the Queen, with the Queen Mother and Palladium boss Val Parnell. Center left views the Duke of Edinburgh sharing a pleasant chat with Judy Garland, and center right finds the Queen chatting with Mario Lanza while Judy Garland and Joan Regan look on. The lower shot shows the whole cast paying tribute to the Queen at the final moment of London's greatest vaudeville night of the year.

**MGM "Christmas Carol" On CBS Network Dec. 22**

NEW YORK — MGM Records has made special arrangements with the Columbia Broadcasting System to present its famous Lionel Barrymore album of "A Christmas Carol" over the CBS network Sunday evening, December 22. This annual traditional reading of the famous Charles Dickens classic has been presented for the past ten years with this year's presentation sponsored by My-T-Fine desserts. The program will be a half-hour presentation from 6:30 to 7:00 P.M. Eastern Standard Time.

**WANTED:**

**DISC JOCKEY ON THE UPBEAT**

If you're a top personality in a smaller market, and your financial return reflects your present popularity, we offer you an unusually fine opportunity to spin a bigger record in a major metropolitan market. Send complete information, along with up-to-date photographs. We'd like to listen to your tape or disc, and we're looking forward to seeing your fully detailed personal and business résumé. All replies confidential.

As a matter of fact, you can put it all on tape and sell yourself. Act now. The right man will be heading for a brighter horizon.

P. O. BOX 425  
Radio City Station  
New York, N. Y.
The Tune Weavers
"OL' MAN RIVER"
Checker 880

Chuck Berry
"ROCK 'N ROLL MUSIC"
Ches 1671

"LAZY MULE"
The Ravens
Argo 5284

"BOSS MAN"
Bo Diddley
Checker 878

"I WAS SO LONELY"
Johnnie and Joe
Ches 1677

"TEAR DROPS"
Lee Andrews and the Hearts
Ches 1675

"DIME STORE PONY TAIL"
Bobby Dean
Ches 1673

MUNICIPAL RADIO
Brooklyn, N. Y.
1. Silhouettes (Ray)  
2. All The Way (Danny & Junior)  
3. Leave It All Alone (C. Freeman)  
4. Every Day (J. Jones)  
5. My Special Angel (B. Nelson)  
6. You Send Me (S. Cooke)  
7. My Special Angel (C. Freeman)  
8. Could This Be Magic (B. Rodgers)  
9. Peggy Sue (B. Holly)  
10. Wild Is The Wind (J. Mathis)

WARE HOUSE OF MUSIC, INC.
Houston, Tex.
1. You Send Me (S. Cooke)  
2. Little Bitty Pretty One (T. Harris)  
3. Raunchy (J. Mathis)  
4. Jailhouse Rock (B. Presley)  
5. Silhouettes (Ray)  
6. Fascination (J. Morgan)  
7. Chances Are (J. Mathis)  
8. Wake Up Little Sue (E. Every)  
9. Back To School Again (T. Rodgers)  
10. Be Bop Baby (B. Nelson)

GREENLINE RECORD CENTER
Jamaica, L. I., N. Y.
1. Silhouettes (Ray)  
2. At The Hop (Danny & Junior)  
3. Why Don't They Understand (George Hamilton)  
4. Fascination (J. Morgan)  
5. That's Why I Was Born (J. Harris)  
6. You Send Me (S. Cooke)  
7. Little Bitty Pretty One (T. Harris)  
8. I'm Available (M. Rayburn)  
9. Little Bitty Pretty One (T. Harris)  
10. Oh Boy (Crickets)

CENTER MUSIC SHOP
Detroit, Mich.
1. Raunchy (B. Justis)  
2. April Love (P. Boone)  
3. Peggy Sue (B. Holly)  
4. You Say You Love Me (E. Every)  
5. At The Hop (Danny & Junior)  
6. Kisses Sweeter Than Wine (J. Harris)  
7. I'll Remember Me (E. Every)  
8. Could This Be Magic (B. Rodgers)  
9. The Joker (R. Myers)  
10. Raunchy (E. Freeman)

E & R RECORD SHOP
Franklin, Tenn.
1. Little Bitty Pretty One (T. Harris)  
2. You Send Me (S. Cooke)  
3. Silhouettes (Ray)  
4. My Special Angel (B. Nelson)  
5. Jailhouse Rock (B. Presley)  
6. Space Men (J. Williams)  
7. Wake Up Little Sue (E. Every)  
8. Could This Be Magic (B. Rodgers)  
9. The Joker (R. Myers)  
10. Raunchy (E. Freeman)

STAMPFIL'S RECORD ROOM
Reno, Nev.
1. Jailhouse Rock (B. Presley)  
2. You Send Me (S. Cooke)  
3. Wake Up Little Sue (E. Every)  
4. Silhouettes (Ray)  
5. Be Bop Baby (B. Nelson)  
6. Little Bitty Pretty One (T. Harris)  
7. My Special Angel (B. Nelson)  
8. Chances Are (B. Nelson)  
9. Honeycomb (B. Rodgers)

BOWMAN'S
Baton Rouge, La.
1. Raunchy (B. Justis)  
2. Peggy Sue (B. Holly)  
3. Don't They Understand (C. Freeman)  
4. Silhouettes (Ray)  
5. I'll Remember Today (Page)  
6. All The Way (J. Harris)  
7. Jailhouse Rock (B. Presley)  
8. April Love (P. Boone)  
9. Rock And Roll Music (Berry)

THE TUNE WEavers
"OL' MAN RIVER"
Checker 880

Chuck Berry
"ROCK 'N ROLL MUSIC"
Ches 1671

"LAZY MULE"
The Ravens
Argo 5284

"BOSS MAN"
Bo Diddley
Checker 878

"I WAS SO LONELY"
Johnnie and Joe
Ches 1677

"TEAR DROPS"
Lee Andrews and the Hearts
Ches 1675

"DIME STORE PONY TAIL"
Bobby Dean
Ches 1673

CHESS PRODUCING CO.
2120 MICHIGAN AVENUE
CHICAGO, ILLINOIS

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
Juke Box Regional Record Report

The Top Ten Records—City by City

New York, N. Y.
1. Silhouettes (Raye)
2. You Send Me (S. Cooke)
3. Baby Don't You Cry (L. Nelson)
4. I'm Gonna Get You (B. Rayburn)
5. My Special Angel (B. Helms)
6. I Love My Baby (S. Cooke)
7. Little Bitty Pretty One (J. Harris)
8. Madison Street Blues (J. Harris)
9. Kisses Sweater Than Wine (J. Rodgers)
10. Changes Are (J. Mathis)

Chicago, Ill.
1. You Send Me (S. Cooke)
2. My Special Angel (B. Helms)
3. Silhouettes (Raye)
4. Liechtenstein Polka (Giles)
5. Jailhouse Rock (B. Presley)
6. Runaway (B. Justis)
7. April Love (P. Boone)
8. Little Bitty Pretty One (T. Harris)
9. Madison Street Blues (J. Harris)
10. Kisses Sweater Than Wine (J. Rodgers)

Los Angeles, Calif.
1. Changes Are (J. Mathis)
2. Jailhouse Rock (B. Presley)
3. All The Way (S. Sinatra)
4. Wake Up Little Suvi (Evelyn)
5. Runaway (E. Freeman)
6. Silhouettes (Raye)
7. Kisses Sweater Than Wine (J. Rodgers)
8. April Love (P. Boone)
9. You Send Me (S. Cooke)
10. Madison Street Blues (Ams Bros)

Cleveland, Ohio
1. You Send Me (S. Cooke/Brewer)
2. Rock 'N Roll Music (C. Berry)
3. April Love (P. Boone)
4. Oh Boy (Cricketts)
5. Runaway (Freeman/Justis)
6. All The Way (F. Sinatra)
7. Great Balls of Fire (J. L. Lewis)
8. Little Bitty Pretty One (G. Hamilton IV)
9. Why Don't They Understand (G. Hamilton IV)
10. Changes Are (J. Mathis)

Denver, Colo.
1. Jailhouse Rock (E. Presley)
2. Wake Up Little Suvi (Evelyn)
3. You Send Me (S. Cooke)
4. Silhouettes (Rays/Diamonds)
5. My Special Angel (B. Helms)
6. April Love (P. Boone)
7. Be Bop Baby (B. Rayburn)
8. Changes Are (J. Mathis)
9. Happy Birthday Baby (Toucan Weavers)
10. All The Way (F. Sinatra)

New Orleans, La.
1. Jailhouse Rock (E. Presley)
2. My Special Angel (B. Helms)
3. Wake Up Little Suvi (Evelyn)
4. Madison D'Amour (Ams Bros)
5. Changes Are (J. Mathis)
6. Fascination
7. The Sabdars (Morgan)
8. All The Way (F. Sinatra)
9. You Send Me (S. Cooke)
10. Just Bop (P. Boone)

Minneapolis, Minn.
1. You Send Me (S. Cooke)
2. Runaway (J. Harris)
3. Jailhouse Rock (E. Presley)
4. April Love (P. Boone)
5. Little Bitty Pretty One (T. Harris)
6. Silhouettes (Raye)
7. Kisses Sweater Than Wine (J. Rodgers)
8. Till (R. Williams)

Baltimore, Md.
1. Jailhouse Rock (E. Presley)
2. You Send Me (S. Cooke)
3. Wake Up Little Suvi (Evelyn)
4. Madison D'Amour (Ams Bros)
5. April Love (P. Boone)
6. Be Bop Baby (B. Rayburn)
7. Be Bop Baby (J. Harris)
8. Changes Are (J. Mathis)
9. Kisses Sweater Than Wine (J. Rodgers)
10. Till (R. Williams)

Boston, Mass.
1. Jailhouse Rock (E. Presley)
2. You Send Me (S. Cooke)
3. Wake Up Little Suvi (Evelyn)
4. Madison D'Amour (Ams Bros)
5. April Love (P. Boone)
6. Be Bop Baby (B. Rayburn)
7. Changes Are (J. Mathis)
8. Kisses Sweater Than Wine (J. Rodgers)
9. Madison Street Blues (J. Harris)
10. Kisses Sweeter Than Wine (E. Carter)

Cincinnati, Ohio
1. April Love (P. Boone)
2. Little Bitty Pretty One (T. Harris)
3. Wake Up Little Suvi (Evelyn)
4. Changes Are (J. Mathis)
5. Kisses Sweater Than Wine (J. Rodgers)
6. Madison Street Blues (J. Harris)
7. Madison Street Blues (J. Harris)
8. Madison Street Blues (J. Rodgers)
9. Kisses Sweeter Than Wine (E. Carter)
10. Great Balls Of Fire (J. L. Lewis)

San Francisco, Calif.
1. Runaway (E. Freeman)
2. Jailhouse Rock (E. Presley)
3. April Love (P. Boone)
4. You Send Me (S. Cooke)
5. All The Way (S. Sinatra)
6. Changes Are (J. Mathis)
7. Madison D'Amour (Ams Bros)
8. Madison Street Blues (J. Rodgers)
9. Madison Street Blues (J. Rodgers)
10. Great Balls Of Fire (J. L. Lewis)

Miami, Fla.
1. You Send Me (S. Cooke)
2. Kisses Sweater Than Wine (J. Rodgers)
3. Silhouettes (Raye)
4. You Send Me (S. Cooke)
5. Rock 'N Roll Baby (C. Berry)
6. Be Bop Baby (B. Rayburn)
7. Madison Street Blues (E. Carter)
8. Madison Street Blues (J. Rodgers)
9. Madison Street Blues (T. Harris)
10. Wake Up Little Suvi (Evelyn)


SPECIAL TO OPERATORS!

This Way to $$$$!

Here’s something brand new.
It spells $$$ $ for you! Grab on to

BERtha LOU

 cre a hot new hit by
a hot new find—

CLINT MILLER

b/w

DOG-GONE IT BABY, I'M IN LOVE

9878

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
Arnold Maxin Named President of MGM Records

NEW YORK — Arnold Maxin last week was named President of MGM Records by Joseph B. Vogel, President of Loew's, Inc. He replaces Frank Walker, who had been head of MGM's record division since 1947 when it was established, and who will now act as a part-time consultant for Loew's, Inc.

Maxin, until his move to MGM, had been head of Artists and Repertoire for Epic Records, a subsidiary of Columbia Records, and had played an important role in the rapid growth of the young Epic diskyer. Before joining Epic, Maxin had been with RCA Victor Records since his return from the service in World War II. Born in Philadelphia, Maxin attended Temple University and was a musician, having played with such bands as Tex Beneke and Elliot Lawrence.

Frank Walker has been in the record business for 40 years and had headed Columbia Records and RCA Victor Records during different periods of his career. He is one of the founders of RIAA, the Record Industry Association of America, and was its treasurer until two years ago when he was elected president of RIAA.

At the same time, Joseph Vogel announced that the Custom Division of MGM Records, its record pressing operation, would now be handled as a separate division of the record company and would continue to be headed by Frank Cocchiarale, the present general manager of the manufacturing division.

Maxin will assume the helm of MGM Records as soon as a replacement is found for him at Epic.

Prison For Rock & Rollers

PRAGUE, CZECHOSLOVAKIA—In Prague, recently, five youngsters were given prison terms of between ten and twenty months by a People's Court for their part in a rock and roll session in one of the city's restaurants. They were charged with "causing public indignation and offending society" by extravagant behavior.

A sixth youngster, who played R & R music on his accordion, was barred from playing the instrument in public for five years.

Atlantic Records Blackwell

NEW YORK — Otis Blackwell, who became one of the country's top writer names last year when he penned tunes like "Don't Be Cruel" and "All Shook Up", signed this week with Atlantic Records as a performer. Blackwell recorded for Davis Records several years ago.

The artist-writer is shown above doodling over his Atlantic session, the results of which were released this week. The two sides are "When You're Around" and "Make Ready For Love".

On Location

NASHVILLE — that wistful look on Mercury Vice-President Art Talmadge's face is probably there because he's thinking of his family back home in Chicago, Talmadge, who has been in Nashville quite a lot in the last few weeks, made a quick trip down to Nashville to oversee Neal Felt's (right) recording session. Mercury has instigated a new policy of "On Location" recording. Talmadge explained why when he noted, "Today's record market is dominated by the adlibbed, driving sound, so exemplified by the musicians in the Nashville area. What better way to capture these qualities than to record on the spot where they originate?"

Jubilee Increases Jazz LPs

NEW YORK — Jubilee Records, which has recently increased its activities in jazz albums, is planning additional expansion in the jazz field, according to Morty Palitz, Jubilee vice-president.

Of the recent crop of Jubilee album releases, seven are jazz and all by well-known artists. They are: "Cool and Hot Sax", by the Moe Koffman Sextet; "Hot "n' Jammin' Jazz Quartet" by Teddy Charles; "Cu-Bon", by Art Blakey; "Mingus Three", by Charles Mingus Trio; "Jazz Lah" by Giggy Grier and "Randy Weston Trio", by Randy Weston.

Earlier Jubilee jazz albums have been principally Dixieland and albums by female vocalists. To date there are 20 jazz albums included in the total of 80 LP's in the current Jubilee album catalogue.
A TWO-MILLION SELLER

Billy Vaughn's

"SAIL ALONG SILVERY MOON"

b/w

"RAUNCHY"

DOT No. 15661

A Dot HIT

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
HITS FROM THE GRASS-ROOTS (Cont.)

Is New York still the capital of the music industry? People are beginning to wonder. So many hits are coming from outside it that the Brill Building is starting to seem like the hinterland.

'Pack Your Clothes' comes out of Cleveland and features a marvelous Cleveland singer, HAMP JONES. Not only is Hamp selling in his home town, but now he is getting very strong support in Atlanta, New Orleans and Philadelphia as well.

Philadelphia, which has produced more than its share of big recording stars has been flipping over a local group, THE FABULAIRES. "While Walking", with its swingy stride beat, has become a very big record in Philly and is now happening in New York.

These 'grass-roots' records are what the public wants today. Here are two outstanding ones that are beginning to break.

**HOT in Cleveland**

**PACK YOUR CLOTHES**

**YOU'RE NOT MY GIRL**

Hamp Jones

404

**HOT in Philly**

**WHILE WALKING**

**NO NO**

The Fabulaires

103

United Lines Up 33 Distsribns

NEW YORK—United Artists Records, newly formed subsidiary of the motion picture company, has lined up 33 independent distributorships in the United States and one each in Canada, Hawaii and Puerto Rico. It has been announced by Harold L. Friedman, sales director.

The sales web will swing into action next month when UA markets its first two records in a tie-in with the countrywide promotion of the company's big Christmas film release, "Legend of the Lost," starring John Wayne, Sophia Loren and Bossano Brazzi.

Distributorships that will handle the United Artists label include: Albany—Seaboard Distributing, Tony Revera; Atlanta—Southland Distributing, Jake Friedman; Boston—Mutual Distributing, Frank Holland; Buffalo—Metro Distributors, Carl Glaser; Charlotte—Bertos Sales, Phil Goldberg; Chicago—Garmisa Distributors, Leonard Garmisa; Cincinnati—Hit Records Distributors, Ir Nathan; Cleveland—Connat Distributors, Mike Lipton; Dallas—Century Distributors, Irv Katz; Denver—Pan-American Lou Oszman; and Detroit—Pan-American, Harvey Kahn.

Also, El Paso—M.B. Krupp Distributing, M. B. Krupp; Great Falls, Mont.—Music Service, Dick Holm; Hartford—Allied Record Distributing, Phil Kasenstien; Houston—United Record Distributing, Steve Ponce; Indianapolis—Indiana State Record Distributors, Jerry Herman; Jacksonville—Binkley Distributing, Bill Binkley; Los Angeles—Central Record Sales, Jim Warren; Madison, Wis.—Tell Music, Rolf Voeglin; Memphis—Music Sales, Bill Fitzgerald; Miami—Binkley Distributing, Bill Binkley, and Minneapolis—Lieberman Music, Hy Sandler.

Also, Nashville—Music City Distributing, Hutch Carlock; New Orleans—A-I Record Distributors, Joe Banashak; New York—Ideal Distributors, Al Levine; Newark—All State Distributors, Irwin Fink; Oklahoma City—Oklahoma Records and Supply, Bill Caldwell, Philadelphia—Mannel Distributors, Nelson Verbit; Pittsburgh—Record Distributors, Tim Torney; San Francisco—Stone Distributing, Bob Kantor; Seattle—Hoffine Distributing, Andy Huffine; St. Louis—Commercial Distributors, Bud Lampe, and Washington, D. C.—Schwartz Bros., Jim Schwartz.

Outside the U.S., sales are handled in: Toronto—Quality Records, George Keane; San Juan, P. R.—Juan Martinez Vela, and Honolulu—Polynesian Distributors.

The inaugural United Artists disk features the title tune from "Legend of the Lost," sung by Joe Valino. On the flip side Valino does "My Declaration of Love." The second record presents the young Hollywood discovery Wes Bryan, singing "Lonesome Love" and "Tiny Spaceman." Both artists have been signed to long-term UA contracts.

"Please, Mr. DeeJay"

LOUISVILLE, KY.—Anita Carter (Cadence Records) stopped by Louisville recently, and paid a visit to "Bones" Henry (Left) and Tommy Downs on their "Noontime Round-up" show, aired from 11:00 A.M. to 2:00 P.M. daily on WKLO. Miss Carter was on a Friday promotional tour for her new releases—"Blue Doll" and "Go 'Way Johnny".
**Best Selling Sheet Music**

<table>
<thead>
<tr>
<th>Best Selling Sheet Music</th>
<th>Previous Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong> AROUND THE WORLD</td>
<td>3</td>
</tr>
<tr>
<td>Victor Young ASCAP—Young</td>
<td></td>
</tr>
<tr>
<td><strong>2</strong> APRIL LOVE</td>
<td>4</td>
</tr>
<tr>
<td>Fain, Webster</td>
<td></td>
</tr>
<tr>
<td><strong>3</strong> FASCINATION</td>
<td>1</td>
</tr>
<tr>
<td>Southern ASCAP—Manning, Marchetti</td>
<td></td>
</tr>
<tr>
<td><strong>4</strong> TAMMY</td>
<td>2</td>
</tr>
<tr>
<td>Northern ASCAP—Livingston, Evans</td>
<td></td>
</tr>
<tr>
<td><strong>5</strong> ALL THE WAY</td>
<td>10</td>
</tr>
<tr>
<td>Maraville ASCAP—Cahn, Van Heusen</td>
<td></td>
</tr>
<tr>
<td><strong>6</strong> SILHOUETTES</td>
<td>6</td>
</tr>
<tr>
<td>Regent BMI—Cree, Slay</td>
<td></td>
</tr>
<tr>
<td><strong>7</strong> CHANCES ARE</td>
<td>5</td>
</tr>
<tr>
<td>Kern ASCAP—Stillman, Allen</td>
<td></td>
</tr>
<tr>
<td><strong>8</strong> MELODIE D’AMOUR</td>
<td>9</td>
</tr>
<tr>
<td>Rayven BMI—Johno, Salvador</td>
<td></td>
</tr>
<tr>
<td><strong>9</strong> MY SPECIAL ANGEL</td>
<td>13</td>
</tr>
<tr>
<td>Jorge BMI—Duncan</td>
<td></td>
</tr>
<tr>
<td><strong>10</strong> LIECHTENSTEINER POLKA</td>
<td>11</td>
</tr>
<tr>
<td>Nacraton, Lindt</td>
<td></td>
</tr>
<tr>
<td><strong>11</strong> WAKE UP LITTLE SUSIE</td>
<td>8</td>
</tr>
<tr>
<td>Acuff-Rose BMI—Bryant, Bryant</td>
<td></td>
</tr>
<tr>
<td><strong>12</strong> JAILHOUSE ROCK</td>
<td>2</td>
</tr>
<tr>
<td>Elvis Presley BMI—Lieber, Stoller</td>
<td></td>
</tr>
<tr>
<td><strong>13</strong> HONEYCOMB</td>
<td>7</td>
</tr>
<tr>
<td>Hawthorne ASCAP—Merrill</td>
<td></td>
</tr>
<tr>
<td><strong>14</strong> IVY ROSE</td>
<td></td>
</tr>
<tr>
<td>Roncom ASCAP—Hoffman, Manning</td>
<td></td>
</tr>
<tr>
<td><strong>15</strong> YOU SEND ME</td>
<td></td>
</tr>
<tr>
<td>Hugger BMI—Cooko</td>
<td></td>
</tr>
</tbody>
</table>

**Peatman List**

SONGS WITH LARGEST RADIO & TV AUDIENCE

<table>
<thead>
<tr>
<th>RADIO (LISTED ALPHABETICALLY)</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>All The Way</td>
<td>Maraville</td>
</tr>
<tr>
<td>An Affair To Remember</td>
<td>Fain</td>
</tr>
<tr>
<td>(And That's My Heart) Reminds Me</td>
<td>Symphony House</td>
</tr>
<tr>
<td>April Love</td>
<td>Fain</td>
</tr>
<tr>
<td>Around The World</td>
<td>Young</td>
</tr>
<tr>
<td>Ce C'est L'Amour</td>
<td>Buxton Hill</td>
</tr>
<tr>
<td>Chances Are</td>
<td>Kernin</td>
</tr>
<tr>
<td>Fascination</td>
<td>Southern</td>
</tr>
<tr>
<td>Get A Date With An Angel</td>
<td>Chappell</td>
</tr>
<tr>
<td>Honeycomb</td>
<td>Hawthorne</td>
</tr>
<tr>
<td>I Keep Running Away From You</td>
<td>Berlin</td>
</tr>
<tr>
<td>I Never Felt More Like Failing</td>
<td>Kernin</td>
</tr>
<tr>
<td>In Love</td>
<td>Kerwin</td>
</tr>
<tr>
<td>I'll Remember Today</td>
<td>Hawaii</td>
</tr>
<tr>
<td>I'm Available</td>
<td>Golden West</td>
</tr>
<tr>
<td>Just Born</td>
<td>Wiltsom</td>
</tr>
<tr>
<td>Kettuns Love Theme</td>
<td>Wilmark</td>
</tr>
<tr>
<td>Kisses Sweeter Than Wine</td>
<td>Folkway</td>
</tr>
<tr>
<td>Language Of Love</td>
<td>Sequenae</td>
</tr>
<tr>
<td>Listen To The Rainbow Bird</td>
<td>Warnew</td>
</tr>
<tr>
<td>Love Is Forever</td>
<td>Greta</td>
</tr>
<tr>
<td>Melodio D'Amour</td>
<td>Rayven</td>
</tr>
<tr>
<td>Put A Light In The Window</td>
<td>Planetary</td>
</tr>
<tr>
<td>Sayonara</td>
<td>Berlin</td>
</tr>
<tr>
<td>Search For Perdido</td>
<td>Wilmark</td>
</tr>
<tr>
<td>Story Of My Life</td>
<td>Famous</td>
</tr>
<tr>
<td>Tammy</td>
<td>Northam</td>
</tr>
<tr>
<td>This I Know</td>
<td>Kernin</td>
</tr>
<tr>
<td>Till</td>
<td>Chappell</td>
</tr>
<tr>
<td>Twelfth Of Never</td>
<td>Helmris</td>
</tr>
<tr>
<td>Winter Warm</td>
<td>Famous</td>
</tr>
<tr>
<td>All The Way</td>
<td>Maraville</td>
</tr>
<tr>
<td>Alone</td>
<td>Fifth Ave.</td>
</tr>
<tr>
<td>And That Reminds Me</td>
<td>Symphony House</td>
</tr>
<tr>
<td>April Love</td>
<td>Kernin</td>
</tr>
<tr>
<td>Around The World</td>
<td>Young</td>
</tr>
<tr>
<td>At The Hop</td>
<td>Singler</td>
</tr>
<tr>
<td>Buzz, Buzz, Buzz</td>
<td>Cash</td>
</tr>
<tr>
<td>Chalupsa</td>
<td>Southern</td>
</tr>
<tr>
<td>Chances Are</td>
<td>Kernin</td>
</tr>
<tr>
<td>Fascination</td>
<td>Southern</td>
</tr>
<tr>
<td>Flim, Flom, Flub</td>
<td>Sterton</td>
</tr>
<tr>
<td>Foots Gold</td>
<td>Sterton</td>
</tr>
<tr>
<td>Honeycomb</td>
<td>Hawthorne</td>
</tr>
<tr>
<td>How Can I Tell You</td>
<td>Sterton</td>
</tr>
<tr>
<td>I Miss You</td>
<td>Harrison Stalter</td>
</tr>
<tr>
<td>I Never Felt More Like Failing</td>
<td>Kerwin</td>
</tr>
<tr>
<td>In Love</td>
<td>Kerwin</td>
</tr>
<tr>
<td>I'll Remember Today</td>
<td>Hawaii</td>
</tr>
<tr>
<td>I'm Gonna Sit Right Down</td>
<td>Dejule, Brown &amp; Henderson</td>
</tr>
<tr>
<td>I'm Just Born</td>
<td>Winston</td>
</tr>
<tr>
<td>Listen To The Rockin' Bird</td>
<td>Warnew</td>
</tr>
<tr>
<td>Love, And Affection</td>
<td>Roger</td>
</tr>
<tr>
<td>Melodio D'Amour</td>
<td>Rayven</td>
</tr>
<tr>
<td>Peggy Sue</td>
<td>Hartman-Jak</td>
</tr>
<tr>
<td>Put A Light In The Window</td>
<td>Planetary</td>
</tr>
<tr>
<td>Sayonara</td>
<td>Berlin</td>
</tr>
<tr>
<td>Search For Perdido</td>
<td>Wilmark</td>
</tr>
<tr>
<td>Silhouettes</td>
<td>Regent</td>
</tr>
<tr>
<td>Souvenir's O'Fallo</td>
<td>Varage</td>
</tr>
<tr>
<td>There'll Be No Backin' Out</td>
<td>Bon Gazi</td>
</tr>
<tr>
<td>This I Know</td>
<td>Brennan, Varco &amp; Coon</td>
</tr>
<tr>
<td>Till</td>
<td>Chappell</td>
</tr>
</tbody>
</table>

**CashMakers**

Listen to the trumpet of **HARRY JAMES** on **VUELVA AND ANDREA** … two instrumentals with a continental flavor!

Record no. 3849

**Timely! Titillating! Terrific!** … a mad-cap trip through outer space on **NUDICK, THE FLYING SCHISSEL**

Piloted by **MICKEY KATZ** and his orchestra
c/w K'Nock Around the Clock

Record no. 3851

**HANK THOMPSON and his Brazos Valley Boys**

All pop!

JUST AN OLD FLAME

If I'm Not Too Late

Record no. 3850

and for a complete sales roundup, great C & W by

**HYLO BROWN**

Stone Wall Foolish Pride

Record no. 3853

"It's What's IN THE CASH-BOX That Counts—INTERNATIONALLY!"
A BIG PROFIT FOR YOU from SANTAS SACK

GISELE MacKENZIE

TOO FAT FOR THE CHIMNEY JINGLE BELLS

Vik x/4K-0300

Stock this smash single today...for the Big Christmas Season

London Lowdown

The big top this week was centered around the Royal Command Performance. Outstanding in the show were the Crazy Gang, great favorites with the Royal Family and Count Basie and his Band, who scored heavily with their program which included "Kid from Red Bank", "April in Paris", and "Old Man River" featuring the drumstastics of Sonny Payne. The American stars who appeared were presented to the Royal Family who thoroughly enjoyed the most important vaudeville night of the year.

Mario Lanza and his Irish born wife are thinking of settling in Great Britain; a possible visit to Eire is in view.

Judy Garland and husband, Sid Luft now back in the United States have high hopes of returning to these shores in 1959. Judy's six week stint at the London Dominion Theatre was a bowing success.

The Publishing house of Francis, Day and Hunter celebrated its 80th birthday this week.

Publisher Reg. Connelly on two week visit to the U.S.

Lionel Hampton, to celebrate Christmas in Germany, is having a special Christmas Day in Hamburg where his fifth round the world tour begins.

It is now almost definite that BBC will close a deal with NCB-TV for rights to the Compo TV Show. It is rumored that the price paid is around 10,000 dollars per show.

The Modern Jazz Quartet due in London end of this month for concerts.

Jock Jacobson, manager of comedians, Max Bygraves, reports the signing of new find, Toni Dalli to the Fontana label, a subsidiary of Phillips in England.

Negotiations are in progress between BBC-TV and the commercial companies for the Pat Boone TV-er. HMV recording star, Ronnie Hylton, will cut an LP to be released on the Capitol label in the U.S.

Sister Rosetta Tharpe to appear on Channel 9 on December 17th.

Presley's new pie, "Jailhouse Rock" due for release shortly, will once again prove a tremendous booster for the songs from this film.

Lita Roza now signed with the Pye-Nixa label after several years on English Decca.

Tommy Steele told to relax and take it easy. This young star has been going strong for the last year and doctors advise him to rest.

Bertie Redding, one of the stars of the jazz train signed a recording contract with English Decca this week.

"Cool For Cats", Channel 9's TV record digest, will feature a special one-hour Christmas edition with recordings and film greetings from leading U.S. stars.

Harry Belafonte has hit the No. 1 slot over here with his recording of "Mary's Boy Child". And it looks as tho it'll remain at the top for a long while. Other recording companies are now covering the song to get in the race. It is definitely the Christmas song this year.

"Bells are Ringing", which opened at the London Coliseum, is Variety's No. 1 hit. "Six Five Special" is the subject of a new movie being made in England. It features some of the many new stars, particularly Skiffle Groups.

PARIS:

Big news forecast in the near future for Sacha Distel, handsome young nephew of famous French band-leader, Ray Ventura. Sacha, already acclaimed as one of Europe's top guitarists, now enters the vocal field with a brand new LP for the Versailles label. Having seen and heard this boy, I must agree with the critics. He is destined for stardom and his good looks are bound to get him into movies.

Yours truly off to Switzerland and Italy; will report from there next week.

This Week's Best Selling Pop Singles (Courtesy "New Musical Express")

1 Mary's Boy Child—Harry Belafonte (RCA)
2 Be My Girl—Jim Dale (Parlophone)
3 Let's Have A Party—Elvis Presley (RCA)
4 I Love You Baby—Paul Anka (Columbia)
5 Wake Up Little Susie—Everly Brothers (London)
6 That'll Be The Day—Crickets (Coral)
7 Remember You're Mine—Pat Boone (London)
8 Got ta Have Something In The Bank Frank—Frankie Vaughan & Kaye Sisters (Philips)
9 Man On Fire—Wandering Eyes—Frankie Vaughan (Philips)
10 Tammy—Debbie Reynolds (Coral)
11 Diana—Paul Anka (Columbia)
12 Ma, He's Making Eyes At Me—Johnny Otis Show (Madame Adams (Capitol)
13 Alone—Shepherd Sisters (HMV)
14 He's Got The Whole World In His Hands—Laurie London (Parlophone)
15 Alone—Petula Clark (Pye-Nixa)
16 Santa Bring My Baby Back To Me—Elvis Presley (RCA)
17 Alone—Southlanders (Decca)
18 My Dixie Darling— Lonnie Donegan (Pye-Nixa)
19 Water Water/Handful Of Songs—Sandy Steele (Decca)
20 Reet Petite—Jackie Wilson (Coral)
21 Screwed Up —Malcolm Vaughan (HMV)
22 Island In The Sun—Harry Belafonte (RCA)
23 Keep A Knockin'—Little Richard (London)
24 My Special Angel—Bobby Helms (Brunswick)
25 Lawdy Miss Claudia—Elvis Presley (HMV)
26 Whole Lotta Shakin' Goin' On—Jerry Lee Lewis (London)
27 Deep Purple—Billy Ward (London)
28 Love Letters In The Sand—Pat Boone (London)
29 Footprints In The Snow—Johnny Duncan (Columbia)
30 Peggy Sue—Buddy Holly (Coral)
Columbia Records Announces Executive Realignments

NEW YORK—A realignment of executive responsibilities paving the way to further expansion of Columbia Records' booming business has been announced by Goddard Lieberson, president of the company.

Herbert M. Greenspon, formerly director of operations, has been named to the newly-revived post of executive vice president with extensively broadened responsibilities, in addition to his supervision of Manufacturing and Technical Operations, Research and Development, Electronic Products, Transcription Services and Cryton Precision Products.

Artists & Repertoire, The Record Club, Foreign Operations and other staff functions will continue to report to Lieberson.

Hal B. Cook, vice president of Columbia Records Sales Corporation will continue to be responsible for development and direction of marketing and merchandising programs for the label, Lieberson pointed out. Cook will report to the President's office through Greenspon. He will continue to direct the Columbia records district sales managers through William P. Gallagher, national sales manager.

Columbia's expanded branch operations, encompassing 60% of the potential market, will be under the direction of Kenneth Glancy, who has been appointed to the newly-created position of general manager, Columbia Records Distributors, Inc. Reporting to Greenspon, Glancy will direct branch execution of marketing programs developed by the Columbia Records and Phonograph sales departments. He will also be responsible for branch sales performance and administration, with branch managers reporting to him.

To aid James Sparling, general manager of Columbia Electronic Products (phonographs, radios, related products), Lieberson announced the appointment of Milton Selkowitz as national sales manager. Columbia phonographs. Selkowitz formerly manager of special markets for the Columbia label, will develop marketing, merchandising and distribution programs for phonographs and radios, directing the phonograph district sales managers in carrying out these programs. Selkowitz will report to Sparling, who will continue to report to Greenspon.

Replacing Selkowitz as manager of special markets will be L. Laurence Goughan, formerly manager, military sales. Reporting to Cook, Goughan will develop sales programs for rack jobbers, syndicate stores and other specialized distribution, including the educational market. He will retain responsibility for the sales of Columbia records and phonographs to military post exchanges.
The Cash Box

HOLIDAY SPECIAL

THE GREATEST HOLIDAY GREETING ISSUE IN THE INDUSTRY...

Dated: December 28th
GOES TO PRESS:

Thursday
DECEMBER 19th

Send in your advertisement now.

The Cash Box
(PUBLICATION OFFICE)
1721 BROADWAY, NEW YORK 19, N. Y.
(PHONE: Judson 6-2640)

CHICAGO OFFICE
32 W. RANDOLPH ST.
(PHONE: DEARBORN 2-0045)

HOLLYWOOD OFFICE
6272 SUNSET BLVD.
(PHONE: HOLLYWOOD 5-2129)

BOSTON OFFICE
80 BOYLSTON ST.
(PHONE: HANCOCK 6-8386)

LONDON OFFICE
17 HILLTOP
(PHONE: SPEEDWELL 2596)

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
RCA Victor To Hike Price Of Classical LP's To $4.98 Feb. 1st

NEW YORK—The suggested list price of all RCA Victor classical (Red Seal) long play records will be boosted from $3.98 to $4.98 Feb. 1st. It was announced last week by W. W. Bullock, Manager of the company's album department.

In a telegram to distributors, Bullock said that all orders postmarked by midnight, January 31, 1958, would be billed at present prices. This will enable dealers to stock quantities of Red Seal records at present low prices before the retail price change becomes effective. Bullock added that the present distributor and dealer discount structure will be maintained under the new set-up.

Bullock pointed out that the increase applies only to long play albums in the fields of popular and jazz music. The nationally advertised price of these records is $8.00. Original cast show albums will continue to be offered at a suggested list of $4.98.

Victor reduced the nationally advertised price of all but original cast show albums to $3.98 three years ago. Bullock attributed the Feb. 1st hike in the price of classical long play albums to steadily rising production costs.

"Naturally, we would have preferred to have seen the price structure remain as it is," he said, "but increased costs in materials and labor, improvements in the records themselves, enhancement of the album covers and all the other elements that enter into production of the Red Seal product have made this impossible."

Cadence To Fete Kiddies On Fifth Anniversary

NEW YORK—More than 500 Manhattan teenagers will be entertained by the Everly Brothers, Andy Williams, and the Chordettes, at a pre-Christmas party given by Archie Bleyer's Cadence Records to mark its fifth anniversary, on Thursday, December 5th, at Hudson Guild Neighborhood House.

Guests will be a group of youngsters drawn from five Manhattan settlement houses. All will receive autographed records as presents, and Archie Bleyer will MC the show.

According to Bleyer, the party is being planned as Cadence's thank you gesture to all the teenagers of the country who've liked and supported the company's releases.

Scheduled to entertain the entertainers when the youngsters take over part of the show, are the Happy Boy Combo, who will play cha cha music complete with cow bells and congo drums, and the Four Gents, age 13 to 17 who sing rock and roll to their own lyrics.

The First Smash On The Nasco Label!

THE ORIGINAL and THE HIT

"OH JULIE"

b/w "MY LITTLE GIRL"
Nasco 6005

At WGN Big Ten Party

CHICAGO—Nick Noble (far right) and Betty Martin were two of the many entertainers who starred at the WGN Big Ten Community Party at the Glenview Junior High School, November 21. Above the two stars are shown greeting Jack Brickhouse and Eddie Hubbard, Chi radio men.

THE CRESCEENDOS

NASHBORO RECORD CO., Nashville, Tenn.
Southern Plastics, Nashville; Plastic Products, Memphis; Monarch, L.A.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
RCA Victor’s 45 Economy Package of “The Twin-Tones” EPA-4107

The boys who introduced Jo-Ann to the nation skyrocketed into the big-time with her. Here’s their great recording of Jo-Ann, plus 3 other rock-and-roll hits, in a dynamic new album. It’s going places on 45 rpm—America’s favorite speed.

Jim and John
THE TWIN-TONES

JO-ANN
Before You Go
My Dancing Lady
One Mail, A Day

Have You Been Giving Your Profits Away?

In these days when the discount house is growing and all dealers are starting to feel its effects, are you blindly following their example and cutting prices? Perhaps this sounds like a foolish question. Or perhaps you are thinking what else you can do. There is a lot you can do, but first let’s examine how the discount is effecting you.

When you discount your prices by 10% it means you have to increase your volume by 55% to make the same amount of profit in dollars and cents as you were making before. For example, if you have sales of $100.00 and worked on a 50% mark-up you would have a gross profit of $60.00. If you offer your customers a 10% discount you will have to sell $125 in order to make the same $60 profit. Now you have to determine how much more it is going to cost you to handle that added volume. It may require additional sales personnel, additional capital investment in inventory and other hidden costs. This requires a complete new concept in retailing so consider the consequences carefully before making any decisions.

Now what possible steps can be taken to boost sales rather than resort to cutting your profits by discounting? It may be time to examine the physical set-up and appearance of your shop. Is the general atmosphere exciting and stimulating? Does a person passing by on the street want to come into your shop and browse around? You rent or buy your location at so-much per front foot, make this space pay off by attractive window displays that are provocative and that will sell for you. The interior should be designed so the customer can find what he is looking for easily and it should also be conducive to additional sales. Open floor display has been very successful to plus sales. By utilizing inexpensive materials such as peg-board and a new coat of paint a store interior can be transformed very easily.

Re-examine your inventory, it should reflect most items of current interest and cover a wide variety of musical tastes. Do not overlook the “lower priced” items as well as “higher priced” items because these represent additional markets for you. Periodic house cleaning will also pay big dividends, slow moving and dead items tie up cash that may be switched into merchandise that reflects greater consumer interest and in turn greater sales. This slower moving item can well be utilized as “loss-leaders” to stimulate buying.

A definite advertising schedule should be planned that can fit into your budget. You can possibly take advantage of co-op advertising that is offered by manufacturers through your distributors; tie-ins with local radio stations can be established; and taking part in community affairs usually pays off.

Perhaps the most important thing is education of the sales clerk that handles your customer. There are so many accessories that can be sold if suggested. Never lose sight of the fact that the customer is king and without him you have no reason for being in business.

Aggressive merchandising and selling can spell profits for you.

Unusual Audio Fidelity Flier

NEW YORK—Sid Frye, president of Audio-Fidelity Records, last week unveiled an unusual direct mail piece that will be sent to record dealers throughout the country. The theme of the direct mail piece is, “why earn penny profits this Christmas when you can earn Audio-Fidelity dollars” and each letter to the dealer has a penny affixed to it plus a crisp new dollar bill stapled to it also.

Frye is doing this because he feels that Audio-Fidelity has educated the consumer about the higher priced line thru a strong advertising program and now he wants to remind the dealer about the “greater profits he can make thru AF.”

Capitol’s Christmas Display Promotion

HOLLYWOOD—Capitol Records is going all out on this year’s Christmas LP release with a host of dealer display pieces and browser boxes (some of which are shown above) in addition to other intensive advertising and promotion ideas. For this Yuletide, Capitol has issued eight different LP’s featuring native Christmas music from eight different countries. In addition, there are Christmas LP’s by Frank Sinatra, Jackie Gleason, Fred Waring and Carmen Dragon and the Hollywood Bowl Orchestra. A special die LP featuring excerpts from 13 different Capitol Xmas LP’s, with a narration by Waring, is also being offered.

“Only those records best suited for commercial use are reviewed by THE CASH BOX”
Coral Streamer Clicks

NEW YORK—Norman Weinstroer, General Sales Manager of Coral Records, reports that the company has received excellent reaction from dealers regarding the new site in which streamers are now being prepared. Coral is now making its streamers 6½%. In this way they can be packaged in a 45 rpm box, they do not have to be folded.

Victor's Dec. Red Seal Tape Release


Dozen In Mecury's Third Stereo Release


Printed Circuit HiFi Phonograph Shown By Admiral

CHICAGO—The 1958 Admiral high fidelity line features several "firsts," including the most powerful portable hi-fi phonograph the company has ever offered and the first printed circuit in a hi-fi instrument. High fidelity phonographs with FM-AF tuners also were introduced to make Admiral Corporation's new line the most complete ever presented by the company.

Seven models, three with FM-AFM tuners, comprise the new line which has "Performance Through Power" as its theme. All models feature the company's own hi-fi record changer. They range from a portable hi-fi with 8-watt amplifier to a super deluxe 20-watt console.

A. A. Medica, radio division sales manager, said that the lowboy console features an FM-AF tuner with tuning eye and pre-amplifier compensation control. It has a new separate 20-watt amplifier of push-pull feedback design and four matched high fidelity speakers. This outfit is equipped with diamond stylus, 45 rpm spindle and the latest model four-speed hi-fi automatic record changer with 4-pole motor.

Available in mahogany, sierra, and blonde cabinets, the high fidelity set also has an input socket permitting a tape recorder to be played through the hi-fi amplifier, and an output socket permitting the recording of records or of FM-AF radio programs.

Admiral's new portable hi-fi phonograph contains a new chassis, virtually 98 per cent of which is printed wiring, pioneered by the company in its TV and radio receivers. This lightweight model features an 8-watt amplifier and has the capacity to handle peaks at normal listening level. It has two speakers and a four-speed automatic changer with twin-levor cartridge. The changer and amplifier shut off automatically after the last record is played. Suggested retail price is $115.95.

A new chairside model features three speakers (8, 4 and 3½ inches) and an input socket for an FM-AF tuner to be plugged into. All new Admiral hi-fi phonographs, including the chairside, are designed with a complete AC circuit that provides more power output and eliminates hum.

Included in the line is a console phonograph with 12-inch woofer and 3½-inch tweeter, four-speed automatic record changer and provision for plugging in an external FM-AF tuner. This model has a suggested list price of $179.95.

A complete FM-AF-phono combination with 15-watt amplifier, pre-amp tuner and twin speakers is priced at $269.95.

The next series features a phonorama console with 20-watt amplifier, four hi-fi speakers and record compensator. A tuner can be plugged in at any time to provide a complete hi-fi system.

Model 400 is a deluxe console combination featuring new FM-AF Pre-Amp tuner including tuning eye, 20 watt high fidelity amplifier, and four speakers—a 12-inch woofer, 5½ and 4-inch middle range speakers and 3½-inch tweeter. This set has separate control knobs for tape and record changer, and a record compensator. It will retail for $299.95.

Attention: Please address any information concerning the Retailers’ Corner to David Tanenbaum, The Cash Box, 1721 Broadway, New York 19, N. Y.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
PHILA.—It's no wonder that this cute, little gal is smiling so gayly, for she's surrounded by five of the most "eligible" guys around! The Bachelors, National records artists, join Lu Ann Simms, Jubilee, as the six smile pretty for the photographer. In the background is Bill Webber, disk jockey WPIL, Philadelphia, Pa., deejay.

Recently the Bachelors made a trip to Philly, appearing at the Erie Social Club. While in town the boys also promoted their latest release "Today Tomorrow Forever" and "I Want A Girl". Lu Ann's current hit is "Cha-lyso", on the Jubilee label.

Monitor Radio Offers Air-Check Service

CLEVELAND, OHIO—Monitor Radio, Inc., a firm which will monitor songs played on Cleveland radio stations, announced last week that it is offering this air-check service to people in the music business.

Monitor Radio is an independent corporation associated with no record manufacturer, publisher, promotion company, radio station or disk jockey. The company's records of air plays will be sworn to each week. Extraordinary remarks and trends on the shows which Monitor will check will be noted as well as "saturation play".

In other words, a complete record by record card will be kept on radio stations in Cleveland.

At present, stations KYW and WERE will be Monitor's focal points. The firm is charging for monitoring KYW and WERE, from 8 o'clock in the morning till 12 o'clock midnight, 6 days a week, $20 per subscriber. For monitoring each additional station, there will be an additional $5 charge for each station.

George Tews, 11435 Euclid Ave., Cleveland, will offer potential subscribers any additional information.

WNEW intros new Holiday Tune

NEW YORK—For the past several months, radio station WNEW has been working on a project that had its first public exposure on Thanksgiving Day. The project is a song titled "On This Day" which was written by Hy Zaret and Lou Singer at the request of the station. The theme of "On This Day" is one of thanksgiving, appropriate for all national holidays. It is a song that tells about the spirit of thanksgiving, appropriate for all national holidays. It is a song that tells about the spirit of thanks that American's feel for the good fortune they share with Americans.

WNEW has undertaken the sponsorship of this song in the hope that it will become a holiday tradition. "On This Day" was recorded by 20 voices under the direction of Ray Charles.

WNEW is distributing copies of the record to every radio and television station in the United States, and it is expected they will have them by Christmas. The master record will be presented to the American Heritage Foundation in January. They plan to distribute copies to every school in the country.

"I NEVER HAD A DREAM LIKE THIS BEFORE"
LES BAXTER with chorus and orchestra
CAPITOL 2-3942

"THE OBJECT OF MY AFFECTION"
DANNY DAVIS—Cafet # Ca 112
ENOCH LIGHT—
Grand Award 22 GA 45-10148
BOURNE-ABC MUSIC
135 W. 52 St., N. Y.
## Best Selling Pop Albums

* Also Available in EP

<table>
<thead>
<tr>
<th>#</th>
<th>Album</th>
<th>Artist(s)</th>
<th>Company</th>
<th>Catalog Number(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Around the World in Eighty Days Movie Score</td>
<td>Patti Page</td>
<td>Decca DL 9046 * ED 836</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Pat's Great Hits</td>
<td>Patti Page</td>
<td>Decca DL 9047 * CD 836</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>*Where Are You</td>
<td>Frank Sinatra</td>
<td>Capitol W-855 * EAP 1, 2, 3-855</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>*Pal Joey</td>
<td>The Haymarket Kids</td>
<td>Capitol W-915 * EDM-4-915</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>*My Fair Lady</td>
<td>Broadway Cast</td>
<td>Columbia OL 5090 * A 5090</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>*Love Is the Thing</td>
<td>Nat &quot;King&quot; Cole</td>
<td>Capitol W-903 * EAP-1-903</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>*Loving You</td>
<td>Elvis Presley</td>
<td>RCA Victor LP-1515 * EPA 2-1515</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Ricky</td>
<td>Pat Boone</td>
<td>Imperial 7044</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Eydie Swings the Blues</td>
<td>Eydie Gorme</td>
<td>ABC-Paramount ABC-192</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>*The Helen Morgan Story</td>
<td>Gogi Grant</td>
<td>RCA Victor LOC-1010 * EPA-4112</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>*Just One of Those Things</td>
<td>Nat &quot;King&quot; Cole</td>
<td>Capitol W-901 * EAP-1-901, 2-901, 3-901</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>*Belafonte Sings of the Caribbean</td>
<td>Harry Belafonte</td>
<td>RCA Victor LP-1505 * EPA-1-1505</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Wonderful Wonderful</td>
<td>Johnny Mathis</td>
<td>Columbia CL 1024 * 8-1024, 1, 2, 3</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>*Elvis Christmas Album</td>
<td>Elvis Presley</td>
<td>RCA Victor LOC-1013 * EPA-4106</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>*Dance to the Music of Lester Lanin</td>
<td>Captain Scarlet</td>
<td>Epic LN 3340 * EG 7183</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>*Roger Williams: Songs of the Fabulous Forties</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>*Keep the Faith</td>
<td>West Side Story</td>
<td>Capitol W-740 * EAP 740</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>*Hymns</td>
<td>Tennessee Ernie Ford</td>
<td>Capitol T 756 * EAP-1-756, 2-756, 3-756</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>*Smoke Dreams</td>
<td>Ronnie Deauville</td>
<td>Epic 2002</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>*West Side Story</td>
<td>Broadway Cast</td>
<td>Imperial 7044</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>*Oklahoma</td>
<td>Aladdin #3398</td>
<td>Capitol 7000</td>
<td></td>
</tr>
</tbody>
</table>

---

**Aladdin's Smash Hit Headed For...**

**Thurston Harris**

"Little Bitty Pretty One"

---

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
the
FRATERNITY
BROTHERS
singing
“PASSION
FLOWER”
B/W
“A Nobody Like Me”
V-10081X45 • V-10081

Breaking Big Nationally 1st RELEASE!

NEW YORK—Automation device speeds tabulation and payment of fees to songwriters and publishers by Broadcast Music, Inc., shown for first time. Unique machine is demonstrated by Israel Diamond, Director of Logging Operations (left), to Charles A. Wall, vice-president and treasurer of BMI (right). Operator is Joan Brown.

Rolf Heads Dot’s N. O. Distri¬b Branch

HOLLYWOOD—Rand Wood, president of Dot Records, announced last week that he has reluctantly accepted the resignation of E. E. “Bubber” Johnson, effective December 1, as manager of Dot’s company-owned dis¬tributor branch in New Orleans. John¬son is returning to his former notable career as a golf pro in Nashville, Tenn. During his term of service as Dot’s New Orleans manager, Johnson raised the sales volume 350% for his territory.

Wood has named Wm. “Rocky” Rolf to the New Orleans distributor post. Rolf has been Dot’s director of record promotion in the mid-West territory, with headquarters in Chicago, for two years. Accompanied by home-office exec Jim Bailey, Dot’s Director of Admin¬istrative, Rolf is now in New Orleans. His post in Chicago will be filled by Bob Smith.

Roulette Signs V. Carr

NEW YORK—Roulette Records last week announced the signing of vocalist Valerie Carr to an exclusive recording contract. Actually, Miss Carr’s contract had been signed and on file for a number of months, but Roulette A&R chiefs Hugo Peretti and Luigi Creatore, had been waiting for the right material before record¬ing her.

Her first release, out this week, is entitled “You’re The Greatest” and a rendition of Harold Arlen’s ever¬green “Over The Rainbow.”

Valerie, who is from New York, has been singing in local clubs here. She is under management to Alan Douglass and George Treadwell, and is being looked by Jack Archer.

Ernie Freeman “Raunchy”

No. 5474

Billy Ward

“My Proudest Possession”

“Someone Greater Than I”

Only those records best suited for commercial use are reviewed by THE CASH BOX.

December 7, 1957

The Cash Box, Music
Great Falls, Mont.—Delly Rawles, Maid of Music for K'MON, is shown picking up her share of the broadcast responsibilities as she passed the 76-hour mark in her Endurathon performed in Barber's, Inc., in downtown Great Falls. Shown with her at the mike is Bob Greer, one of K'MON's Men of Music who shared with Delly the day and night performance which started Tuesday, Nov. 12 at 9 A.M., and officially ended with Delly's announcement that henceforth K'MON would be a 24-hour operation at 1-12:30 P.M., Saturday, Nov. 16. It is believed the 100 hours, 12 minutes and 30 seconds which Delly stayed awake in active broadcasting sets a new mark for gal d.j.'s throughout the world.

Browning Joins Orradio Staff

Opelika, Ala.—Robert D. Browning, former recording engineer for RCA-Victor Records, has joined the research and engineering staff of Orradio Industries, Inc. This announcement was made last week by J. Herbert Orr, president of the firm which manufactures Irish brand magnetic recording tape.

Browning comes to Orradio from Victor in Chicago where he was chief engineer and manager of recording. He joined RCA in New York City as a technician after three years of service in the Army Signal Corps in World War II. He was later promoted to recording engineer.

In New York he was employed in the development of recording equipment and production facilities. In Chicago he was responsible for improvements in recording techniques.

Browning was associated with many well-known artists while with RCA in New York. As recording engineer he worked closely with such artists as Leopold Stokowski, Dame Wanda Landowska, harpsichord virtuoso, and Robert Shaw, choral director.

A native of Selma, Ala., Browning is a graduate of Alabama Polytechnic Institute.

First Camden "Live" Artist Sets Fast Pace

New York—Camden Records, primarily an RCA Victor low-price reissue label, has had success with its first "live" artist—harpist Gene Bianco and his Group on an LP called "Stringin' The Standards."

The LP has sold over 25,000 copies since its recent issue, reports Camden. The label expects that figure will climb to 35,000 before the year is out.

Bianco for five years has been a night club, radio and television performer but he never before has been recorded.

Encouraged by its success with "Stringin' The Standards," Camden has recently signed two new artists to its roster, Bruce Prince Joseph—who teaches music at Columbia University, and singer-pianist Nancie Malcolm; first releases coming up this spring.

Pat's Picks:

"Make-Believe Wedding Bells"

Recorded By Dick Glasser

Argo # 5283

Pat Ballard

(No reason I picked this— I Wrote It!)
"101 STRINGS PLAY THE WORLD'S GREAT STANDARDS"—Seymour P-4384 (1-12" LP)
"101 STRINGS—A NIGHT IN THE TROPICS"—Somerset P-4400 (1-12" LP)
"101 STRINGS—A SYMPHONY FOR LOVERS"—Somerset P-5006 (1-12" LP)

The $1.98 disks have the German orchestra lending their rich, 101 string delivery to a number of tunes and settings, a variety of music tastes. Under the expert conducting of Wilhelm Stephan, the orchestra eases through light classical items ("Berliner"), descriptive Latin tunes ("Exotic Night", "Samba for Sambu"), and also last popular songs ("The Nearness of You", "Two Sleepy People"). Excellent mood buys.

"WARM"—Johnny Mathis with Percy Faith and His Orchestra—Columbia CL-1076 (1-12" LP)

The set features the red hot songster easing through a program of top ballads. Faith does the usual attractive background as Mathis introduces two new items ("Warm", a brilliant new ballad with strong solo trumpet of Trummie Young, and "The Little Things You Do") as well as "I've Grown Accustomed To Her Face", "I'm Glad There Is You", "While We're Young", "There Goes My Heart" and six more. The stylist renders an engaging array of fine melodies. Another tremendous LP smash that could top his "Wonderful, Wonderful" chart success.

"DAY BY NIGHT"—Doris Day with Paul Weston and his Music From Hollywood—Columbia CL-1053 (1-12" LP)

Miss Day treats the listener to a program of moody interpretations of twelve first rate songs. The off recording, Columbia songstress, one of the most consistent singers around, has the solid support of Paul Weston and his orch as she gives them all to the twelve evergreens on the bill. Tunes receiving the intimate stylings include "Stars Fell On Alabama", "Moonlight", and "Wrap Your Troubles In Dreams". The popular thorough disk is assured a good reception.

"THE NEW GLENN MILLER ORCHESTRA"—directed by Ray McKinley—RCA Victor LPM-1322 (1-12" LP)

The waxing represents McKinley's second LP as head of the current Millie orch. As the leader of the original AAB orch, McKinley leads the musicians through some distinctive stylings with the occasional vocal insert by Ronnie Craig and Larry Peters. Songs receiving the Millinan treatment include "Don't That Way", "Adele", "The Positive", "Lullaby Of Broadway", and "On The Street Where You Live". Sparkling orch work.

"JIMMY LUNCEFORD IN HI-FI"—Orchestra directed by Billy May—Capitol TAO-924 (1-12" LP)

The waxing features May leading the orch through authentic recreations of the late Jimmy LunCEFORD's style. When LunCEFORD was leading his orchestra, there was keen competition from the likes of Duke Ellington, Count Basie, and the Dorsey, but the musician managed to emerge into due greatness, especially during the period of 1935 to 1942. Some of the featured musicians are Willis Smith, Trumme Young, Joe Thomas, and Dan Grissom. A major issue destined for a strong sales reception.

"ON BOURBON STREET WITH THE DUKES OF DIXIELAND"—Audio Fidelity-1969 Vol. 4 (1-12" LP)

"MINISTREL TIME WITH THE DUKES OF DIXIELAND"—Audio Fidelity-1981 Vol. 5 (1-12" LP)

The musicians offer their fourth and fifth Volumes for the disistry as they dish out some mighty enjoyable sessions. Each disk has twelve tunes receiving top Dixieland portrayals by a group most capable of rendering the sound. Among the goodlies, top favorites are "Royal Garden Blues", "St. James Infirmary", and "New Orleans Funeral", (Volume 4), and "Old Kentucky Home", "Alexanders Ragtime Band", and "Bill Daily Won't You Please Come Home". Vocal efforts add spice to some of the items. Exciting program and on the basis of previous acceptance should prove to be "Hot" Christmas items.

"MY SPECIAL ANGEL"—Bobby Helms—Decca DL-5038 (1-12" LP)

Bobby Helms currently sitting at the top of the charts with the hit single "My Special Angel". His first LP effort. The artist, who also sang the big country hit "Faulen" displays his appealing style while rendering "My Special Angel", "Far Away Heart", "Just A Lonesome", "My Shy Little Lover", and "Eight Others." The disk is in a good spot sales wise because of the momentum of the artist's hit single.

"THE ROARING FLIRT"—Enoch Light and the Light Brigade—Grand Award G-A-33-601 (2-12" LPs)

Enoch, with previous success with entries descriptive of the "Hearing 29", turns to the next decade with this two LP package. Enoch and his orchestra bound through twenty-four happy outings including "My Heart Belongs To Daddy", "I Found A Million Dollar Baby", "You Oughta Be In Pictures", and "Did You Ever See A Dream Walking". Polished offerings by the Ench-Night, supplemented by some fine vocal efforts. Disk is assured a fine reception.

"SUPERSONIC GUITARS IN HI-FI"—Billy Mure—RCA Victor LPM-1358 (1-12" LP)

Billy Mure and group blend their talents to dish out some mighty exciting performances on the waxing. The group equipped with four "supersonic" guitars, renders his first two drums, and one bass, some striking portrayals are given to "Cherokee", "Twilight Street Rag", "Caravan", "Supersonic" and eight others. The disk has the sound that should appeal to the hi-fi fanatics. Refreshing change of pace item.

"BEAUTIFUL WEEKEND"—Google Reno—Class CS-LP 5001 (1-12" LP)

Reno, who enjoyed a top seller in his single "Beautiful Weekend", presents his first LP for the disistry. The pianist does some pleasant key-tapping as he renders a dozen tunes including "Beautiful Weekend", "At The Break Of Dawn", "Twilight Walk", "Sometime". An instrumental background along with chorus-like vocals help pull round the program. The platter should appeal to the artist's growing following.

"DANCE TIME"—Chauncey Gray and his Orchestra—Famous L-3960 (1-12" LP)

Chauncey Gray, on his initial release for the disistry, spotlights the songs of George Gerah-win. Gray leads his band through twenty of the great song-writers numbers including "Someone To Watch Over Me", "Nee Work If You Can Get A Crush On You", and "Somebody Loves Me". The popular. Emboridi Club disk displays a pleasing and danceable delivery. Enjoyable dance tune.

"GARY CROSBY"—Orchestra conducted by Bud Shank—World Pacific P-2906 (1-12" LP)

Gary Crosby, whose last LP effort was a Decca entry that featured the vocal artist singing duos with his dad, goes over ten songs recorded in Germany. The artist, a natural possessor of the "Crosby Sound" is aided quite ably by Bud Shank and orch which consists of a variety of foreign musicians. "Please Send Someone To Love", "The Nearness Of You", "Blue Prelude", and "I Got A Right To Sing The Blues", are included in the stylings. Pleasing platter.

"COCKTAILS DINNER & DANCING"—Shep Fields and His Orchestra—Jubilee JLP-1006 (1-12" LP)

Fields and his orchestra take the listener through a selection of items designed to accent an evening out. The orch leader presents a number of new items descriptive of a blooming romance, such as "The Way You Look Tonight", "Let's Fall In Love", "Soft Lights And Sweet Music", and "The Night Is Young And You're So Beautiful". The crew displays a pleasing delivery. Nice mood set.
"THE VERSATONE"—RCA Victor LPM-1638 (1-12" LP)

The disk, representing the group's initial album effort, features the singers displaying polished delivery as they offer a dozen well chosen numbers. Each member of the Versatones has a worthy musical background, and it shows as they render a number of slow tunes, ("A Light Will Shine", "When Should I Begin," as well as some swinging items ("Rock And Roll My Blues Away", "Bikini Baby"). Catchy vocal sessions.

"ROCKING THE CLASSICS SUITE"—J. Gaines

Golden Crest CP-3355 (1-12" LP)

Here is a rock and roll take off on famous works of some of the great classical composers. The disk, obviously aimed at the teenage market, is performed by a group of un-named musicians possessing a guitar, drums, bass, piano, and tenor sax. Some of the pieces chosen are: "Dance Of The Hours" (Ponchielli), "Moonlight Sonata" (Beethoven), 

"THE CHARLIE PARKER STORY #1"—Charlie Parker with various accompaniments — Verve MGV-5000 (1-12" LP)

"THE CHARLIE PARKER STORY #2"—Charlie Parker with various accompaniments — Verve MGV-5001 (1-12" LP)

"THE CHARLIE PARKER STORY #3"—Charlie Parker with various accompaniments — Verve MGV-5002 (1-12" LP)

The disk features the late musician in an array of tunes closely associated with him. With a number of accompaniments including Parker's big band, Parker with strings, and musicians like Miles Davis, Max Roach, Dizzy Gillespie and Thelonius Monk, the jazz notable renders many familiar items.

"MILES AHEAD"—Miles Davis and 19 Orchestras under the direction of Gil Evans—Columbia CL-1041 (1-12" LP)

The disk features the noted trumpeter, complete with orchestra background, making with that lyrical quality that makes him one of jazz's top musicians. Evans' directing of the orchestra is a capable piece of work and receives Davis on ten items including "The Duke", "The Meaning Of The Blues", "I Don't Wanna Be Kissed", and "Miles Ahead", with an initial composition by Davis and Evans. Polished jazz sessions.

"BOY WITH LOTS OF BRASS"—Maynard Ferguson and his Band—EmArcy MG-56114 (1-12" LP)

Ferguson and his band showcases a waxing of evergreens here. Besides trumpeting, the leader is also heard on the valve trombone as he and crew give their jazz interpretations to "Give Me The Simple Key (So I Can't Forget My Valentine), "Moonlight In Vermont", "Love Me Or Leave Me", and eight others. The brass accentuated band displays the delivery that makes them rank high in the jazz scene. Should be well-received by the artist's many fans.

"A DATE WITH JIMMY SMITH"—Jimmy Smith—Blue Note 1648—Vol. 2 (1-12" LP)

The jazz organist is heard with an all star accompaniment on the second volume of the waxing. Smith displays his complete mastery of the Hammond as he and Don Byrd (trumpet), Lou Donaldson (alto sax), Art Blakey and Don Balke (drums), and Eddie McCadden (guitar), offer their improvisations on three items including "Groovy Date". Set's top name value should insure a strong sales reception from the jazz buffs.

"ALICE'S ADVENTURES IN WONDERLAND"—Cyril Ritchard—Riverside SDP-22 (4-12" LPs)

Lewis Carroll's famous children's novel receives a first rate narrative portrayal here by Ritchard. The accomplished actor delivers the story with an engaging quality. The CD displays the index throughout. The musical accompaniment, composed by Alec Wilder, is played by the New York Woodwind Quintet. The score is engrossing with an attractively cartoon that also contains a facsimile of the original edition of the book. An important waxing that is sure to appeal to the Xmas shoppers.

"DUMBO"—told by Timothy Mouse—Disneyland ST-3904 (1-12" LP)

The disk is a delightful narration of the story of Walt Disney's famous elephant. The adventures of the talking mouse and the large-eared elephant are brought out happily with the tunes "Cassy, Jr.", "Baby Mine", "Pink Elephants On Parade", and "When I See An Elephant Fly". Wasting is housed in the now familiar book-type package that also contains a text version, complete with colored pictures, describing the story. Major children's issue.

"MILES AHEAD"—Miles Davis + 19 Orchestras under the direction of Gil Evans—Columbia CL-1041 (1-12" LP)

The disk features the noted trumpeter, complete with orchestra background, making with that lyrical quality that makes him one of jazz's top musicians. Evans' directing of the orchestra is a capable piece of work and receives Davis on ten items including "The Duke", "The Meaning Of The Blues", "I Don't Wanna Be Kissed", and "Miles Ahead", with an initial composition by Davis and Evans. Polished jazz sessions.

"BOY WITH LOTS OF BRASS"—Maynard Ferguson and his Band—EmArcy MG-56114 (1-12" LP)

Ferguson and his band showcases a waxing of evergreens here. Besides trumpeting, the leader is also heard on the valve trombone as he and crew give their jazz interpretations to "Give Me The Simple Key (So I Can't Forget My Valentine), "Moonlight In Vermont", "Love Me Or Leave Me", and eight others. The brass accentuated band displays the delivery that makes them rank high in the jazz scene. Should be well-received by the artist's many fans.

"A DATE WITH JIMMY SMITH"—Jimmy Smith—Blue Note 1648—Vol. 2 (1-12" LP)

The jazz organist is heard with an all star accompaniment on the second volume of the waxing. Smith displays his complete mastery of the Hammond as he and Don Byrd (trumpet), Lou Donaldson (alto sax), Art Blakey and Don Balke (drums), and Eddie McCadden (guitar), offer their improvisations on three items including "Groovy Date". Set's top name value should insure a strong sales reception from the jazz buffs.

"ALICE'S ADVENTURES IN WONDERLAND"—Cyril Ritchard—Riverside SDP-22 (4-12" LPs)

Lewis Carroll's famous children's novel receives a first rate narrative portrayal here by Ritchard. The accomplished actor delivers the story with an engaging quality. The CD displays the index throughout. The musical accompaniment, composed by Alec Wilder, is played by the New York Woodwind Quintet. The score is engrossing with an attractively cartoon that also contains a facsimile of the original edition of the book. An important waxing that is sure to appeal to the Xmas shoppers.

"DUMBO"—told by Timothy Mouse—Disneyland ST-3904 (1-12" LP)

The disk is a delightful narration of the story of Walt Disney's famous elephant. The adventures of the talking mouse and the large-eared elephant are brought out happily with the tunes "Cassy, Jr.", "Baby Mine", "Pink Elephants On Parade", and "When I See An Elephant Fly". Wasting is housed in the now familiar book-type package that also contains a text version, complete with colored pictures, describing the story. Major children's issue.
Family Portrait

CHICAGO—This smiling assemblage is composed of Mercury Records’ entire staff of Promotional Managers and the company’s executive corps. The occasion was Mercury’s semi-annual meeting of its complete Promotional team, held at the Bismarck Hotel on Monday, November 28th. Reading left to right, front row: Joan Gadd, Dallas; David Carroll, Album A & R Director; Lou Klayman, Eastern Division Sales Manager; Irwin Steinberg, Vice-President and Treasurer; Irving Green, President; Kenny Myers, Director of Promotion; Pete Fabri, Merchandise Manager; Sunshine Tucker, Houston. Second row: Mel Cardinal, Minneapolis; Irving Marcus, Western Regional; Johnny Sippel, Package Goods Sales Manager; Dan Driscoll, Chicago; Jules Rubenstein, San Francisco; Larry Donovan, Detroit; John Lam, Washington; John Heidner, Milwaukee; Shelby Singleton, Southern Regional; Nick Conci, Pittsburgh; Paul Magel, Boston; John Montgomery, Indianapolis; Tommy Schleisenger, Publicity Director. Third row: Mike Kurzaja, Promotion Administration; Doug Young, Buffalo; Frank Buchanan, St. Louis; Carl Mazur, Cleveland; Harvey Cowen, New York; Jerry Sydibrud, Los Angeles. Art Tallmadge, Vice-president, although at the meeting had to rush over to supervise an important recording session and is not pictured.

Verve’s LP Order Form

BEVERLY HILLS, CAL.—In answer to the numerous requests from its distributors and salesmen for a Long Play order form, Verve Records came out with such a form on November 28th. These forms are being mailed directly to distributors from Verve’s printer in Los Angeles. The form includes on one page, all albums currently in release, including albums released through the end of November.

Quantities should be ordered for dealer mailings, and can be used to inventory dealers, and report their activity. It will also show them what new albums are available on Verve.

Santa & Vaughn

NEW YORK—A new 60-second spot television commercial, in color, produced by Transfilm for RCA Victor Records, promoting the latter’s record albums as Christmas gifts, will be premiered nationally on the NBC network via the George Gobel show on Tuesday, December 17. Vaugh Monroe, under contract to RCA Victor Records, and Santa “star” in the Christmas gift-buying commercial.

Kenton Leases Balboa Rendezvous Ballroom

HOLLYWOOD—The Balboa Rendezvous Ballroom, one of the Southland’s famous entertainment landmarks since it first opened in 1933, has been leased by orchestra leader Stan Kenton, who will reopen it on Friday, the thirteenth of December.

Kenton announced he will spend $75,000 to completely remodel and refurbish the Ballroom, to be known as “Stan Kenton’s Rendezvous.” Improvements and innovations now under way include a stereophonic fidelity sound system, a special cushioned dance floor, enlarged acoustical bandstand, added food and soft drink service areas, new lounge chairs and tables, and a completely modern décor in pastel tones.

The “new” Rendezvous will operate regularly every Friday and Saturday evening with matinees on Sunday throughout the winter season, and will expand its schedule to a four-day-a-week basis for the summer. Stan Kenton’s 17-piece orchestra will inaugurates the Rendezvous’ policy of week-end dances and will continue to appear throughout 1958. Kenton also told plans to hold occasional jazz concerts to be announced later.

An interesting aspect of the leasing of the Rendezvous by Kenton is that, in effect, it is a homecoming. In 1941, Kenton, an unknown in the band business, obtained an engagement on a trial basis at the Rendezvous and launched his new modern music.

Kenton said he believes that the opening of the Rendezvous will give the young people of Southern California a healthy and entertaining atmosphere in which to meet their friends and enjoy themselves. “Traveling throughout the country playing dance dates at our colleges and universities,” Kenton remarked, “has convinced me that young people, contrary to public opinion, do want to dance, but often there are no suitable places. We hope to provide them with such a place at the Rendezvous.”
NEW YORK—Guy Lombardo, who returned to the Roosevelt Hotel November 18 for his usual winter stint, was welcomed by some of his recording associates. Shown above with Lombardo are Andy Winwell, Capitol A & R, and the Three Peacocks, Prep Records vocal trio. The gals are (l. to r.) Margie Hirth, Bea House and Mary House.

Kolsky Names Fink Roulette's Penna. Rep

NEW YORK — Joe Kolsky, Vice President and Director of Sales for Roulette Records, announced last week the appointment of Harry Fink as the label's promotion representative in Philadelphia and Eastern Pennsylvania.

Fink was formerly associated with David Rosen Inc., the Roulette distributor in Phila. Harry was with David Rosen eleven years. He started as a salesman and two years later took over the promotional duties.

For Roulette, he will cover Wilkes-Barre, Scranton, Allentown, Trenton, Wilmington, Chester, Reading, York, Wildwood and Atlantic City while maintaining his headquarters at the distributor's office in Phila.

Fink has already started working; last week he covered Philly with Guy Pastor and Mel Turoff, Roulette's National Promotion Manager, plugging Guy's new single "Life Is Just A Bowl Of Cherries". This week, he will be working with the Techniques in Philadelphia to promote their latest click of "Hey Little Girl". The group also appeared on Dick Clark's "American Bandstand" network TV show which emanates from WFIL-TV in Philadelphia.

101 Strings LP's To Sell For $1.98

In a recent review of three new albums by the 101 Strings Orchestra on the Somerset label, the suggested list price for the LP's was incorrectly listed. The correct list price for Somerset 12" LP's, including the new trio of releases by the 101 Strings Orchestra, is $1.98.

NEW RELEASE
THE METRONOMES
"HOW MUCH I LOVE YOU" & "DEAR DON"
CADECE 1339

JOE KOLSKY
Roulette Records
119 W. 57th St.
N. Y., N. Y.

Josie Records To Diversify Output

NEW YORK—Josie Records, New York, is undergoing a reorganization program and will diversify its output by producing jazz and pop music while continuing to turn out rock-a-billy and rock 'n' roll tunes, with which the label has been chiefly identified in the past.

A full promotion campaign is being developed to coincide with the label's stepped-up activity, according to Jerry Blaine, president of Jay-Gee Record Co., Inc., Josie's parent company.

In another move, Harry Pettiford, Jay-Gee vice-president and Director of Recording for its subsidiaries, will set up Josie as a base of operations for developing new talent and is currently surveying the field with an eye toward signing promising artists.

Josie, meanwhile, has produced five new single releases: "Buzz, Buzz, Buzz" b/w "Yes, Yes, Baby," by the Cadillac; "Past Freight Blues" b/w "Dangerous Woman," by Sonny Terry; "The Spider" b/w "Besline," by Gene Nash; "Duncane Cutie" b/w "Baby Don't Knock," by Mike & Jim; "Twas The Night Before Christmas" b/w "Jingle Bells," by Frank & Jack.

Runegan To Manage Coll Club's East Warehouse

NEW YORK — The appointment of David Runegan as Manager of the Columbia LP Record Club's East Coast warehouse located in Brooklyn, New York, was announced last week by Willis Wardlow, Assistant General Manager—Administration of the Club.

Runegan has had extensive experience in warehousing, having been with Montgomery Ward for many years. Prior to that, he was employed by Damar—Around The World Shoppers. Runegan will assist Arthur Kindle in the opening of the Club's East Coast shipping centre and will assume management of that shipping operation.

Elvis Presley,
SINGS
"Blue Christmas"
IN
Elvis' Christmas Album
CHOICE MUSIC, INC.
9109 Sunset Blvd., Hollywood, Calif.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
ATTENTION DEJAYS, PROGRAM DIRECTORS, LIBRARARIES—Please let us constantly informed of any changes in call letters or titles.

“Only those records best suited for commercial use are reviewed by THE CASH BOX”
The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are either already beginning to sell in quantity or else give every sign of doing so.

**TEARDROPS**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Joe Turner</td>
<td>&quot;That Girl of Mine&quot;</td>
<td>Decca</td>
</tr>
<tr>
<td>2</td>
<td>Nat &quot;King&quot; Cole</td>
<td>&quot;Too Young&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Little Walter</td>
<td>&quot;20 Years Old&quot;</td>
<td>Chess</td>
</tr>
<tr>
<td>4</td>
<td>Sam Cooke</td>
<td>&quot;Who Do You Love?&quot;</td>
<td>Vee-Jay</td>
</tr>
<tr>
<td>5</td>
<td>Ray Charles</td>
<td>&quot;I'm Gonna Move To The Outskirts Of Town&quot;</td>
<td>Atlantic</td>
</tr>
</tbody>
</table>

**SAIL ALONG SILVERY MOON**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Billie Holiday</td>
<td>&quot;GIF To SAIL ALONG SILVERY MOON&quot;</td>
<td>Columbia</td>
</tr>
<tr>
<td>2</td>
<td>Count Basie</td>
<td>&quot;SAIL ALONG SILVERY MOON&quot;</td>
<td>Vocalion</td>
</tr>
<tr>
<td>3</td>
<td>Nat &quot;King&quot; Cole</td>
<td>&quot;SAIL ALONG SILVERY MOON&quot;</td>
<td>Mercury</td>
</tr>
<tr>
<td>4</td>
<td>Duke Ellington</td>
<td>&quot;SAIL ALONG SILVERY MOON&quot;</td>
<td>Commodore</td>
</tr>
<tr>
<td>5</td>
<td>Ella Fitzgerald</td>
<td>&quot;SAIL ALONG SILVERY MOON&quot;</td>
<td>Decca</td>
</tr>
</tbody>
</table>

**ST. LOUIS BLUES**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jimmy carrier</td>
<td>&quot;ST. LOUIS BLUES&quot;</td>
<td>Bluebird</td>
</tr>
<tr>
<td>2</td>
<td>B.B. King</td>
<td>&quot;ST. LOUIS BLUES&quot;</td>
<td>Verve</td>
</tr>
<tr>
<td>3</td>
<td>Muddy Waters</td>
<td>&quot;ST. LOUIS BLUES&quot;</td>
<td>Chess</td>
</tr>
<tr>
<td>4</td>
<td>Howlin' Wolf</td>
<td>&quot;ST. LOUIS BLUES&quot;</td>
<td>Chess</td>
</tr>
<tr>
<td>5</td>
<td>John Lee Hooker</td>
<td>&quot;ST. LOUIS BLUES&quot;</td>
<td>Modern</td>
</tr>
</tbody>
</table>

**HALO OF LOVE**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Nat &quot;King&quot; Cole</td>
<td>&quot;HALO OF LOVE&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>2</td>
<td>Ray Charles</td>
<td>&quot;HALO OF LOVE&quot;</td>
<td>Vee-Jay</td>
</tr>
<tr>
<td>3</td>
<td>Sam Cooke</td>
<td>&quot;HALO OF LOVE&quot;</td>
<td>Vee-Jay</td>
</tr>
<tr>
<td>4</td>
<td>Little Richard</td>
<td>&quot;HALO OF LOVE&quot;</td>
<td>Specialty</td>
</tr>
<tr>
<td>5</td>
<td>Fats Domino</td>
<td>&quot;HALO OF LOVE&quot;</td>
<td>Mercury</td>
</tr>
</tbody>
</table>

**FORGOTTEN DREAMS**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Johnny Cash</td>
<td>&quot;FORGOTTEN DREAMS&quot;</td>
<td>Columbia</td>
</tr>
<tr>
<td>2</td>
<td>Merle Haggard</td>
<td>&quot;FORGOTTEN DREAMS&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Waylon Jennings</td>
<td>&quot;FORGOTTEN DREAMS&quot;</td>
<td>Columbia</td>
</tr>
<tr>
<td>4</td>
<td>Willie Nelson</td>
<td>&quot;FORGOTTEN DREAMS&quot;</td>
<td>Columbia</td>
</tr>
<tr>
<td>5</td>
<td>Loretta Lynn</td>
<td>&quot;FORGOTTEN DREAMS&quot;</td>
<td>Decca</td>
</tr>
</tbody>
</table>

**THE CASH BOX**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Liberace</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Mercury</td>
</tr>
<tr>
<td>2</td>
<td>Frank Sinatra</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Dean Martin</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>4</td>
<td>Bing Crosby</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Columbia</td>
</tr>
<tr>
<td>5</td>
<td>Doris Day</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Columbia</td>
</tr>
</tbody>
</table>

**LESLIE DISTRIBUTORS**

639 TENTH AVE., 2231 FIFTH AVE., 377 WINDSOR ST. 2.1 FREILINGHUYSEN AVE. NEW YORK 36, N. Y., PITTSBURGH, PA., HARTFORD, CONN., NEWARK, N. J., PL.

**WE ARE READY!! TO ADD YOUR RECORD LINE!**

Our sales force has increased tremenously and now operates at peak efficiency.

We are now ready to handle lines of a few more outstanding labels. LORMAR is one of the most progressive record distributors and one-stops in Chicago area! Your record line will be given immediate—as well as outstanding distribution by aggressive salesmen.

Contact us now!! WRITE—WIRE—OR PHONE...

**LORMAR DISTRIBUTING COMPANY**

5954-56 W. Roosevelt Road Chicago 50, Illinois

Estatebrook 6-6300

**ADVERTISEMENTS**

**THE CASH BOX**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Liberace</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Mercury</td>
</tr>
<tr>
<td>2</td>
<td>Frank Sinatra</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Dean Martin</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Capitol</td>
</tr>
<tr>
<td>4</td>
<td>Bing Crosby</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Columbia</td>
</tr>
<tr>
<td>5</td>
<td>Doris Day</td>
<td>&quot;THE CASH BOX&quot;</td>
<td>Columbia</td>
</tr>
</tbody>
</table>

**LESLIE DISTRIBUTORS**

639 TENTH AVE., 2231 FIFTH AVE., 377 WINDSOR ST. 2.1 FREILINGHUYSEN AVE. NEW YORK 36, N. Y., PITTSBURGH, PA., HARTFORD, CONN., NEWARK, N. J., PL.

**WE ARE READY!! TO ADD YOUR RECORD LINE!**

Our sales force has increased tremenously and now operates at peak efficiency.

We are now ready to handle lines of a few more outstanding labels. LORMAR is one of the most progressive record distributors and one-stops in Chicago area! Your record line will be given immediate—as well as outstanding distribution by aggressive salesmen.

Contact us now!! WRITE—WIRE—OR PHONE...

**LORMAR DISTRIBUTING COMPANY**

5954-56 W. Roosevelt Road Chicago 50, Illinois

Estatebrook 6-6300
Just Making Sure

NASHVILLE, TENN.—The Crescendos, a new vocal group currently making noise on the Naeco label with their recording of "Oh Julie", make sure that their record gets heavy play in their home town of Nashville, and do this by handing a copy of the disk to dee Jay Noel Hall. The boys are George Laniu, Jimmy Hall, Tommy Fortner, Kenneth Brigham and Jimmy Laniu.

Dana Issues 4 New LP's

NEW YORK—Dana Records, one of the nation's leading recording companies in the polka field, has released four new LP albums. It has been announced by Jerry Blaine, president of Jay-lee Record Co., Inc., Dana's parent company.

The new albums are: "Polka Date With Kay", Ray Henry and his Orchestra; "Polkas, Czardas, Oberoks", Frank Wojnarowski and his Orchestra, with the Wayfarers as vocalists; "Dla Polonii", Gene Winiwski and his Harmony Bella Orchestra; "Tangos, I Piosenki" (Tangos and Songs), The Walter Dana Chorus with Orchestra.

Gold Disk for Della

NEW YORK—Jubilee songstress Della Reese will be presented with a Gold Record on a Gold Disk as a TV stunt, December 15, for having topped the 1,000,000 mark with her recording of "And That Reminds Me".

Angel Meets The Dee Jays

NEW YORK—Angel McNeil, 15-year-old Astoria, L. I., sophomore and one of the charter member recording artists of the new Vaults label, took her dummmy "Tiny" around to the New York deejays to introduce her first waxing "Please Daddy". Above the young lark is shown with (1) Jerry Marshall, WMGM, (2) Stan Burns, WINS, (3) Allen Loeb and Bob Wogum, WMCA, (4) Bob Callan, WNET, and Allen Loeb, WMCA. (5) Art Ford, WNEW. (6) Mike Camilo, WNEW. (7) Ronnie Grainger, WINS. (8) Joe Saccone and Joel Cameron, WMGM. (9) Al Trilling, WNEW. (10) Dick Willard, WNEW. (11) Ernie Stone, WMCA. (12) Dick Shepard, WNEW. (13) Joe Petrallia, WOV. (14) Peter Tripp, WMGM.

Angel Meets The Dee Jays

NEW YORK—Angel McNeil, 15-year-old Astoria, L. I., sophomore and one of the charter member recording artists of the new Vaults label, took her dummmy "Tiny" around to the New York deejays to introduce her first waxing "Please Daddy". Above the young lark is shown with (1) Jerry Marshall, WMGM, (2) Stan Burns, WINS, (3) Allen Loeb and Bob Wogum, WMCA, (4) Bob Callan, WNET, and Allen Loeb, WMCA. (5) Art Ford, WNEW. (6) Mike Camilo, WNEW. (7) Ronnie Grainger, WINS. (8) Joe Saccone and Joel Cameron, WMGM. (9) Al Trilling, WNEW. (10) Dick Willard, WNEW. (11) Ernie Stone, WMCA. (12) Dick Shepard, WNEW. (13) Joe Petrallia, WOV. (14) Peter Tripp, WMGM.

Angel Meets The Dee Jays

NEW YORK—Angel McNeil, 15-year-old Astoria, L. I., sophomore and one of the charter member recording artists of the new Vaults label, took her dummmy "Tiny" around to the New York deejays to introduce her first waxing "Please Daddy". Above the young lark is shown with (1) Jerry Marshall, WMGM, (2) Stan Burns, WINS, (3) Allen Loeb and Bob Wogum, WMCA, (4) Bob Callan, WNET, and Allen Loeb, WMCA. (5) Art Ford, WNEW. (6) Mike Camilo, WNEW. (7) Ronnie Grainger, WINS. (8) Joe Saccone and Joel Cameron, WMGM. (9) Al Trilling, WNEW. (10) Dick Willard, WNEW. (11) Ernie Stone, WMCA. (12) Dick Shepard, WNEW. (13) Joe Petrallia, WOV. (14) Peter Tripp, WMGM.

Angel Meets The Dee Jays

NEW YORK—Angel McNeil, 15-year-old Astoria, L. I., sophomore and one of the charter member recording artists of the new Vaults label, took her dummmy "Tiny" around to the New York deejays to introduce her first waxing "Please Daddy". Above the young lark is shown with (1) Jerry Marshall, WMGM, (2) Stan Burns, WINS, (3) Allen Loeb and Bob Wogum, WMCA, (4) Bob Callan, WNET, and Allen Loeb, WMCA. (5) Art Ford, WNEW. (6) Mike Camilo, WNEW. (7) Ronnie Grainger, WINS. (8) Joe Saccone and Joel Cameron, WMGM. (9) Al Trilling, WNEW. (10) Dick Willard, WNEW. (11) Ernie Stone, WMCA. (12) Dick Shepard, WNEW. (13) Joe Petrallia, WOV. (14) Peter Tripp, WMGM.

Angel Meets The Dee Jays

NEW YORK—Angel McNeil, 15-year-old Astoria, L. I., sophomore and one of the charter member recording artists of the new Vaults label, took her dummmy "Tiny" around to the New York deejays to introduce her first waxing "Please Daddy". Above the young lark is shown with (1) Jerry Marshall, WMGM, (2) Stan Burns, WINS, (3) Allen Loeb and Bob Wogum, WMCA, (4) Bob Callan, WNET, and Allen Loeb, WMCA. (5) Art Ford, WNEW. (6) Mike Camilo, WNEW. (7) Ronnie Grainger, WINS. (8) Joe Saccone and Joel Cameron, WMGM. (9) Al Trilling, WNEW. (10) Dick Willard, WNEW. (11) Ernie Stone, WMCA. (12) Dick Shepard, WNEW. (13) Joe Petrallia, WOV. (14) Peter Tripp, WMGM.
Breaking:
Detroit, Cleveland, Pittsburgh

Joe Dairesbourg
"YELLOW DOG BLUES"
and
"Martinique"
Lark # 452

Some Territories still available for Distribution

Eastern Distributors:
Contact: Sandy Beck
1231 W. 9th St.
Cleveland 13, Ohio
Phone Prospect 1-2272

Western Distributors:
Contact Lark Records

Meeting Dates
Music Operators' Associations

Dec. 2—California Music Merchants' Association
Place: 311 Broadway, Oakland, Calif.

2—United Music Operators of Michigan
Place: Fort Wayne Hotel, Detroit, Mich.

5—Phonograph Merchants Association, Cleveland, Ohio
Place: Hollenden Hotel, Cleveland, Ohio (General)

5—California Music Merchants' Association
Place: Sacramento Hotel, Sacramento, Calif.

5—Eastern Ohio Phonograph Operators’ Association
Place: 4104 Rush Blvd., Youngstown 12, Ohio (General)

9—Tri County Juke Box Operators' Association
Place: Elum Music Offices, Massillon, Ohio

10—Western Massachusetts Music Guild
Place: DeMarco's Restaurant, West Springfield, Mass.

10—California Music Merchants’ Association
Place: Fresno Hotel, Fresno, Calif.

11—California Music Merchants’ Association
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.

11—New York State Operators' Association
Place: Palatine Hotel, Newburgh, N. Y.

12—California Music Merchants’ Association
Place: U. S. Grant Hotel, San Diego, Calif.

12—Eastern Massachusetts Music Operators’ Association
Place: Beaconsfield Hotel, Boston, Mass.

16—Westchester Operators’ Guild, Inc.
Place: American Legion Hall, 57 Mitchell Place, White Plains, N. Y.

18—Automatic Equipment and Coin Machine Owners’ Assn.
Inc., Indiana
Place: Room 24, 550 Broadway, Gary, Ind.

Place: General De Kalb Inn, 2519 De Kalb St., Norristown, Pa.

19—Eastern Ohio Phonograph Operators’ Association
Place: 4104 Rush Boulevard, Youngstown 12, Ohio
(Executive Board)

19—Phonograph Merchants’ Association, Cleveland, Ohio
Place: Hollenden Hotel, Cleveland, Ohio (Executive Board)

25—Central States Music Guild
Place: 805 Main Street, Peoria, Ill.

Attention: Operators’ Associations

Associations desiring listings in this column, please write to THE CASH BOX, 1721 Broadway, New York 19, N. Y.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
NEW YORK:

George Golden sees nothing but hits as he scans his shipping notices. Of course, topping the list, is The Dubs “Could Thin Be Magic”. The plot continues to climb higher into the lists and a hearty push now could rocket the deck into the nation’s top ten. Crowding each other for real hit action are “Manager Again” by The Coasters; “One Too Many” by The Beats; “E-O-Young” by The Starlighters; “The Strange Sensation” by Buddy-Roberts; “Walking Together” by Pete Morris; “Tell Me Love” by Lewis Lymon & The Teenachers; and “What A Minute” by Joe Ann Campbell. Atco Records riding smoothly with The Coasters’ “Sweet Georgia Brown”; Bobby Darin’s “Don’t Call My Name” and “Pretty Betty”; “Fine Fine Baby” by The Romances; and “Lost Love” by The Superiors. Atoe captured its first Cash Box Poll honors when The Coasters won the “Group” category and “Searchin’” was the big record of the year. Sister label Atlantic Records, didn’t do too badly, either, with what taking top spots with Lavern Baker (top fem vocalist) and The Bobbettes, #1 most promising group. Four firsts is a pretty fabulous coup. . . . Jerry Winston, Onyx Reports, records good sales action on “Wheel Of Love” by The Pears, and “This Could Be The Night” by The Velvety Fourtunes coming along in strength with its first release, “Lullaby Of The Bells” by The Deltalettes. Platter is building nicely outside of the very active New York territory and could break out. . . . Mercury showing good activity with “Fall Out” by Syl Austin. . . . Jerry Lee Lewis looks like he’s off and running again with his new “Whole Lotta Shakin’ Goin’ On”. A lot of folks here were really excited about his new hit, “Oh Julie” by The Crescendos. . . . Al Silver and Doug Moody, Herald and Ember, still find the action so torrid they can’t get off the phones. This big one, “The Joker” by Billy Miles continues to get bigger, and is attracting the interest of all the label’s A and R associates. The rest of the songs and acts in the biz are “Walkin’ With Mr. Lee” by Lee Allen; “Baby Do Little” by Tommy Ridgley; “Our Anniversary” by The Five Satins; and “I’ll Remember Deux” by the Tune Weavers. The latter is on the Cane Grande label and is surfacing on all the small stations. All of this talk makes one curious, so let’s go to the source. Paul Smith (KOII-Houston, Texas) tells us the reaction on “That’s Alright” by Little Junior Parker on Duke was so great that he was forced to also spot it on his “Sweet And Solid” (pop) show. For the first time an r & b number was given a spot, and this is a good sign that the music is finding its way into the music. . . . Ken Parsons (KPBA-Pine Bluff, Ark.) advises an old friend dropped in to plug his disk, “You Are My Sunshine” on Hi Records. Side features Char Atkins and the Anita Kerr Singers plus Carl’s own band. . . . Ralph Barrull and Door of Do-Wah tell us that they are both joining the roster of the Blue Cobras and that the group is having a very good reaction here. . . . We spoke with Tommy Smith (KOII-Houston, Texas) early for early January. Popular will socialize in January. . . . Stirring up phone calls currently is “Bertha Lou” by Dorsey Burnette on Surf Records. . . . Over at Glory Records Phil Rose and Lou Sprung cautiously optimistic as they get an immediate reaction to “Winter Wind” Wisconsin by the Blue Brothers (oneside-instrumental) and the Four Corners with Blake Bros. (other side- vocal). The tune is being received with open arms in Wisconsin — the Chamber of Commerce going all out on it. Chicago has also taken to it nicely and is now including the group in its regular bill of fare, the group is reaching the peak on this release. . . . The Torrians, Glory Records, going to Europe in January. . . . Sel Rabinvits, Baton Records, elated reports that the orders keep pouring in from all over the country on his “Hardtimes” by Noble Watts. What especially pleases Rabinvitz is the large number of recorders and the evidence that even the slow areas are starting to move on the deck. The wax has appeared on a large number of the country’s radio station Top Forty’s. “We’ve got one of the nation’s big sellers,” predicts the Baton head. . . . The recent Alan Freed mashing of a dance at Bayside High School in Long Island, N.Y. was a huge success. The event took place November 22, with Freed broadcasting his WINS program from the school. Rick Sidar, WINS, in telling the story, says he was thrilled, “Six hundred nicer, more well behaved kids you never meet,” said Rick. “The boys and girls had a wonderful evening and the dance went off without a hitch” . . . Ted Henson, Quad Records, reports that $700.00, Freed donated his services and that of his eighteen piece band. WINS covered broadcast expenses. . . . King Records bows a new “A” Royales this week. The talented group offers “Don’t Be Ashamed” and “Dedicated To The One I Love”. Lots of activity over at Atlantic Records. It announced the signing of Otis Blackwell to an exclusive artist contract and immediately released his first platter. The tunes are “When You’re Around” and “Make Ready For Love”, Blackwell, who originally recorded for Davis Records several years ago made his big re-appearance on Atlantic Records. It announced the signing of Otis Blackwell to an exclusive artist contract and immediately released his first platter. The tunes are “When You’re Around” and “Make Ready For Love”, Blackwell, who originally recorded for Davis Records several years ago made his big re-appearance on Atlantic Records. It announced the signing of Otis Blackwell to an exclusive artist contract and immediately released his first platter. The tunes are “When You’re Around” and “Make Ready For Love”, Blackwell, who originally recorded for Davis Records several years ago made his big re-appearance on Atlantic Records.

CHICAGO:

Fred Sipriana, Singer One Stops, tells us that Ted is bedded down with the bug, Fred getting a lot of play with Fats Domino’s “The Big Beat” and Jimmy Reed’s “The Honeymoon”. The Chicago’s own Johnny Pate and his Quintette. . . . Marty Faye, Mike Rappach and Dick Buckley, 5 very busy deejays at WAAG, “do” the CASH BOX. . . . The Chicago Tribune and the Chicago Sun Times have put nightly “Marty’s Morgue” TV show via WBKB. . . . King Record Distrib’s Dai Sano is bidding to get the hottest group in America — the band, which is Johnny Pate’s “Swingin’ The Shepherd’s Blues” and Earl Bostic’s new mock “Josephine”. The flip side is an oldie “Jeanine, I Dream Of Lilac Time” and it is doing well. . . . 20th Century-Fox is offering “The Nutty Nut” and “The Nutty Nut To Person”. . . . Stan Pat reports that Roulette’s great jazz pianist Dorothy Donegan opens at the Municipal Auditorium this week. Dorothy Dandridge is currently doing “Dorothy Donegan At The Embers”. Shepherd Mort Hillman returned from a national promotional tour with his hit “Poor Boy”. . . . Two young Ebon Knights. . . . Mercury’s Kenny Myers flipping about an R&R with a free and easy style by the Playboys “Don’t Do Me Wrong” b/w “Why Do I Love You, Why Do I Care”. . . . Len Chess, Chess Distrib’s big and very successful boss, advises that the following deciders are big items at M. S.’, “Darling If I Had You” by Bobby Day on the Class label. “La Dona” by Little Willie Dillie and Lillie on Swan and Mickey and Sylvia’s “There’ll Be No Backing Out” on Vee. “Vic’s Baggie” is still climbing, and “Ring Chimes” by the Cadets on Modern is a lively new comer, according to Vic. . . . Harry Glen, Mar Vel Records, tells us to tell the public that he’ll have a big story for us next week. We’ll wait. . . . The Music Box Jim O’Dwyer has just returned from the West Coast with the group with the long name that appeared to the public for the first time. We’ll watch. . . . The Eagle Brothers and “Sleigh Bell Waltz” b/w “Jingle Bells Polka” by Lil Wally. . . . Over at Vee Jay-Falcon, Abner announces 2 new releases “You Never Miss The Water”, by Bill. . . . “Emerald” and “Oh, Oh, My Darling” b/w “Time Will” by Larry Birdsong. Gene Allison’s “You Can Make It If You Try” still riding high on the charts. The Dells, whose current disk is “Time Makes You Change”, appeared on Phil McGinn’s TV show in Cleveland recently. Abner says that Jimmy Reed, who is currently away up north with “Honky Tonk”, is back in town again pre-preparing his upcoming LP. The Spaniels are also in session. Their release date is 12/26.

LOS ANGELES:

The Plattens in town reharasing for next Sunday’s Ed Sullivan TV show. We’re in New York for the show, the only record for Mercury, and then leave for an engagement at the Copa Club in Pittsburgh . . . Oscar McIlloie, who had the big record of “Convicted” a few months back, out on the Class label with a new release single of “The Freedom and The Blood” of the Fortunes, new group that recently completed a very successful date at the Chi Chi Club in Palm Springs, back in town and negotiating a record contract with the Chess Distrib’s. . . . Four Circles, for the first time out of the East with his Antler recording of “Nobody To Love”. Curly with The Four Circles, this is his first out of the four leaves . . . The bass and drum section for this date was the Agnes on bass and the Tuba. Besides their big pop hit of “Buzz, Buzz, Buzz”, Ebb Records has five big blues records going for them, . . . Johnny Olin and The Tiffanyans, whose current disk “The Haint Ever Played” is now a hit all over the South. . . . Brit-held the recent engagement at The Hacienda in Bakersfield. . . . New West Coast label, The Master Records, are looking to break into the local market and have presented an offer for a local group to appear at the Skelton and The Dixie Flyers which is showing in several areas. . . . Brit Kennedy of Personality Productions back from a short business trip to New York City . . . Art Decoo, who made some noise with his first release of “Just Me” on the Starla label, out with a new one that looks good, “I’m Glad For Your Sake”. . . . Bumps Blackwell, Sam Cooke’s personal manager, announced that a deal is nearing completion between Cooke and the William Morris agency.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
The Cash Box, Music

Territorial Tips

The Cash Box "Territorial Tips" chart highlights Rhythm and Blues records showing regional action, which have not yet appeared in the national top 20.

(Listed Alphabetically)

ALL ABOUT THE BLUES
Irving Joe Hunter (Atlantic 1164)
ALL OF A SUDDEN MY HEART SINGS
Ray Hamilton (Epic 9232)
ALONE
Shepherd Sisters (Lanee 125)
AT THE HOP
Danny & The Juniors (ABC-Paramount 9271)
AW SHUCKS BABY
Tiny Tows (Federal 12022)
BABY BABY
Delio Hawkins (Checker 876)
BEATING OF MY HEART
Moonglows (Chess 1669)
BE BOP BABY
Ricky Nelson (MGM 4640)
BEWARE
Jesse Belvin (Madden)
BLACK SLACKS
Sparkletones (ABC-Paramount 1073)
BLUES DOWN HOME
Dinah Washington (Mercury 71220)
BONY MORONIE
You Bug Me Baby (Ray Williams Special 115)
COULD THIS BE MAGIC
Dubs (Gone 5011)
DAYS ARE DARK
Ted Taylor (Ebb 712)
DESERIE
Charts (Evelast 5001)
DOWN IN THE ALLEY
Clovers (Atlantic 1152)
EMMETT LEE
Carol Fran (Excelsia 2118)
FALL OUT
St. Austin (Mercury 71916)
FEVER
Earl Grant (Decca 30475)
Pools Rush In
Malcolm Dadd & Tundrajops (End 1004)
GONNA STOP FOOLIN' MYSELF
Louis Brooks (Excelsia 2119)
GREAT BATTLE OF FIRE
Jerry Lee Lewis (Sun 208)
HARD TIMES (THE SLOP)
Noble Watts (Baron 249)
HAVE I SINNED
Dannis Ebert (DuLos 6148)
HENRIETTA
Jimmy Dee (Out 15646; THT 148)
HEY LITTLE GIRL
Techniques (Roulette 4030)
I'LL COME RUNNING BACK TO YOU
Sam Cooke (Specialty 619)
I'M AVAILABLE
Margie Rayborn (Liberty 5150)
I NEED YOU SO BAD
B. B. King (RPM 498)
I STILL LOVE YOU
Fats Domino (Imperial 5467)
JUST A LONELY CLOWN
Free, Single and Disenaged
Harry Smith (As 383)
KISSES SWEETER THAN WINE
Jimmy Rodgers (Roulette 4031)
LADDER OF LOVE
Flamingos (Decca 30335)
LEAVIN' IT ALL UP TO YOU
Dan & Doug (Specialty 410)
LET 'EM ROLL
Midnighters (Federal 12305)

* Indicates first appearance on Territorial Tips

| LITTLE WHEEL | John Converse (Vee-Jay 155) |
| LULLARY OF THE BELLS | Delraits (Ivy 101) |
| ONLY BECAUSE | Flatters (Mercury 71104) |
| MY GIRL | Frankie Lyman (Roulette 4026) |
| MY SPECIAL ANGEL | Bobby Helms (Decca 30423) |
| NICE LADY | Paul Grayson (Aren 5277) |
| OH BOY | Crickets (Coral) |
| OUR ANNIVERSARY | 5 Series (End) |
| *PEACE OF MIND | Louis Jordan (Mercury 71206) |
| PEACHES | Little Jr. Parker (Duke 177) |
| PING PONG | Glowing (First-West 101) |
| RAINBOW | Ruth Hamilton (Kapp 184) |
| REET PETITE | Jackie Wilson (Brunswick 55024) |
| ROCK AND CRY | Crude Mempther (Atlantic 1158) |
| ROCK 'N ROLL MUSIC | Chuck Berry (Chess 1871) |
| SHES THE ONE | Elvis Broad (Chess 1674) |
| SILOUETTES | Diamonde (Mercury 11912) |
| SLEEPIN' | Bobbie (Chess 60458) |
| SPEEDY | Bobbette (Atlantic 1159) |
| ST. LOUIS BLUES | Miracles (Loren Baker) (Atlantic 1163) |
| SUMMERTIME | Sam Cooke (King 34013) |
| TEAR DROPS | Lee Andrews & Hearts (Chess 1675) |
| TEARS ON MY PILLOW | Eldorados (Vee-Jay 230) |
| TELL ME WHY | Bob Ross (Boat Boat 501) |
| THE ECHOES KEEP CALLING ME | Little Joe (Okeh 7084) |
| THERE'LL BE NO BACKIN' OUT | Mickey & Sylvia (Vee 5207) |
| THE RIGHT TIME | Happy Brown (Savoy 1525) |
| THIS COULD BE THE NIGHT | Valliers (Doo 505) |
| THIS IS THE NIGHT | Valliers (King 30044) |
| THREE MINUS ONE | Tommy Latonics (Chess 110) |
| TIME MAKES YOU CHANGE | Patti Valens (Doo 501) |
| TONIGHT TONIGHT | Mello-Kings (Coral 502) |
| WALKIN' WITH FRANKIE | Frankie Lee Sims (Ace 507) |
| WHAT SIN | Little Jimmy Scott (King 5086) |
| WHEN I MEET MY GIRL | Tommy Bridgest (Herald 501) |
| YOU ARE MY SUNSHINE | Carl McKay (Ht. 5061) |
| YOU CAN MAKE IT IF YOU TRY | Gene Allison (Vee-Jay 256) |

THE NATION'S R & B TOP 20

| 1 | YOU SEND ME | Sam Cooke (King 34013) |
| 2 | RAUNCHY | Freeman (Imperial 5474) |
| 3 | LITTLE BITTY PRETTY ONE | Thurston Harris (Aladdin 3396) |
| 4 | SILHOUETTES | Ray (Cameo 117) |
| 5 | ROCK 'N ROLL MUSIC | Chuck Berry (Chess 1871) |
| 6 | JAILHOUSE ROCK | Elvis Presley (RCA Victor 7035) |
| 7 | BONY MORONIE | Larry Williams (Specialty 611) |
| 8 | WAKE UP LITTLE SUSIE | Everly Bros (Cordane 1337) |
| 9 | COULD THIS BE MAGIC | Dubs (Gone 5011) |
| 10 | HONEST I DO | Jimmy Reed (Vee-Jay 253) |
| 11 | BUZZ, BUZZ, BUZZ | Hollywood Flames (Ebb 119) |
| 12 | HAPPY HAPPY BIRTHDAY BABY | Tino Warrors (Checker 872) |
| 13 | KEEP A KNOCKIN' | Little Richies (Specialty 611) |
| 14 | SOFT | Bill Douggett (King 5080) |
| 15 | BE BOP BABY | Ricky Nelson (Imperial 5463) |
| 16 | SWANEE RIVER | Ray Charles (Atlantic 1154) |
| 17 | PEGGY SUE | Buddy Holly (Coral 61825) |
| 18 | WAIT AND SEE | Fats Domino (Imperial 5467) |
| 19 | CHANCES ARE | Johnny Mathis (Coral 40993) |
| 20 | THE JOKER | Billy Myers (Ember 1026) |

NEW RELEASES!

"YOU NEVER MISS THE WATER"
BILLY "THE KID" EMERSON
VEE-JAY 261

"OH, OH MY DARLING" b/w "TIME WILL"
LARRY BIRDSONG
VEE-JAY 262

VEE JAY-FALCON RECORDS
2129 S. MICHIGAN AVENUE
CHICAGO 16, ILL.

"DONT MEAN MAYBE, BABY" b/w "I'D RATHER BE WITH YOU"
ALVIS WAYNE
WESTPORT # 138

ALSO GOING GOOD
BIG BOB DOUGHERTY'S "THE BEAR" b/w "MOVIN" WESTPORT # 137

THE NEW PENGUIN HIT!!
"THAT'S HOW MUCH I NEED YOU"
"BE MY LOVIN' BABY"
# 426

DOOTO RECORDS
9123 CENTRAL AVE. LOS ANGELES, CALIF.

HEADING FOR THE CHARTS!
"WAIT A MINUTE" b/w "IT'S TRUE"
JO-ANN CAMPBELL
Gone 5014

GONE RECORDS
1650 Broadway, N. Y., N. Y.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY!"
TODD'S IN "DARING IF I HAD YOU" BOBBY DAY AND THE SATTELLITES

TORONTO, ONT.—Nick Todd and Dot Sales Representative, Mickey "Pretty" Chuck Everly, added to just after their plane landed in Toronto. On hand to greet them was Lee Farley, National Sales Promotion Mgr. for Quility Records (Dot’s Canadian distributor). Nick’s newest for Dot is “At The Hop” and “I Do”.

Sheridan Schedules Jazz Concert

NEW YORK—“King of the Night People”, Jean Shepherd will be overseer of a group of jazz artists at December 7’s “Jazz for Night People” concert which will take place at the Loew’s Sheridan Theatre in New York at Midnight. Featured will be: Anita O’Day; Chet Baker and Zoot Sims and their quartet; Sonny Rollins; Charlie Mingus, jazz bassist and his quartet; Don Elliott and his quartet; Lee Jazz Modes; and jazz pianist, Jane Wagner, making her jazz concert debut. Jean Shepherd and Charlie Mingus’ quintet will present excerpts from their new Atlantic album, “The Clown”. This album is an integration of Shepherd’s style of jazz talk accompanying the swinging Mingus quintet.

Back-Beat Pacts Billy Bodaford

HOUSTON — Back Beat Records, which recently entered the pop and rock-a-billy fields, has added the rock-a-billy artist Billy Bodaford, via an exclusive recording contract, to its fast growing roster of artists. Bodaford, whose vocals are in the rock ‘n roll style, was sessioned last week in Nashville, with Don Robey at the helm. An early release is expected. Other Back releases include its trio “Tell Me Why” b/w “Audrey” by the Rob Boys and Norman Fox; “Walking Alone” and “Zola” by Tie and Tod; “Wine, Dine and Dance” and “I’ll Give Love To You” byDoug and Josie; and the last-week-released double decker by The Casuals, “So Tough” and “I Love My Darling.”

The Big Record

NEW YORK — Benny Goodman, Sammy Davis, Jr. and Jaye P. Morgan will join a host of other musical stars as guests of Patti Page on her CBS Television musical, “The Big Record,” Wednesday, December 7. The hour-long tandem will include Jimmie Rodgers of “Honeycomb” fame; Jack Gogi, the tenor voice-cum-vocalist of the hit “Diana,” Paul Anka; vocalist Lacho Gatelza and accordionist-vocalist Dick Contino.

“The Cash Box, Music Page 52 December 7, 1957

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
### The Cash Box Hit List

**Philadelphia**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Raunchy</td>
<td>Ernie Freeman</td>
<td>Imperial 5474</td>
</tr>
<tr>
<td>2</td>
<td>Silhouettes</td>
<td>Sam Cooke</td>
<td>Keen 30013</td>
</tr>
<tr>
<td>3</td>
<td>Buzz Buzz Buzz</td>
<td>Hollywood Flames</td>
<td>(Ebb 5471)</td>
</tr>
<tr>
<td>4</td>
<td>Little Bitty Pretty One</td>
<td>Thurston Harris</td>
<td>(Aladdin 2399)</td>
</tr>
<tr>
<td>5</td>
<td>Keep A-Knockin'</td>
<td>Little Hard</td>
<td>Specialty 611</td>
</tr>
<tr>
<td>6</td>
<td>Raunchy</td>
<td>Bill Justis</td>
<td>Phillips 3519</td>
</tr>
<tr>
<td>7</td>
<td>Swanee River Rock</td>
<td>Ray Charles</td>
<td>Atlantic 1154</td>
</tr>
</tbody>
</table>

**Los Angeles**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Raunchy</td>
<td>Ernie Freeman</td>
<td>Imperial 5474</td>
</tr>
<tr>
<td>2</td>
<td>Silhouettes</td>
<td>Sam Cooke</td>
<td>Keen 30013</td>
</tr>
<tr>
<td>3</td>
<td>Buzz Buzz Buzz</td>
<td>Hollywood Flames</td>
<td>(Ebb 5471)</td>
</tr>
<tr>
<td>4</td>
<td>Little Bitty Pretty One</td>
<td>Thurston Harris</td>
<td>(Aladdin 2399)</td>
</tr>
<tr>
<td>5</td>
<td>Keep A-Knockin'</td>
<td>Little Hard</td>
<td>Specialty 611</td>
</tr>
<tr>
<td>6</td>
<td>Raunchy</td>
<td>Bill Justis</td>
<td>Phillips 3519</td>
</tr>
<tr>
<td>7</td>
<td>Swanee River Rock</td>
<td>Ray Charles</td>
<td>Atlantic 1154</td>
</tr>
</tbody>
</table>

**Detroit**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Raunchy</td>
<td>Ernie Freeman</td>
<td>Imperial 5474</td>
</tr>
<tr>
<td>2</td>
<td>Silhouettes</td>
<td>Sam Cooke</td>
<td>Keen 30013</td>
</tr>
<tr>
<td>3</td>
<td>Buzz Buzz Buzz</td>
<td>Hollywood Flames</td>
<td>(Ebb 5471)</td>
</tr>
<tr>
<td>4</td>
<td>Little Bitty Pretty One</td>
<td>Thurston Harris</td>
<td>(Aladdin 2399)</td>
</tr>
<tr>
<td>5</td>
<td>Keep A-Knockin'</td>
<td>Little Hard</td>
<td>Specialty 611</td>
</tr>
<tr>
<td>6</td>
<td>Raunchy</td>
<td>Bill Justis</td>
<td>Phillips 3519</td>
</tr>
<tr>
<td>7</td>
<td>Swanee River Rock</td>
<td>Ray Charles</td>
<td>Atlantic 1154</td>
</tr>
</tbody>
</table>

---

**Atlanta**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>You Send Me</td>
<td>Sam Cooke</td>
<td>Keen 34013</td>
</tr>
<tr>
<td>2</td>
<td>Raunchy</td>
<td>Bill Justis</td>
<td>Phillips 3519</td>
</tr>
<tr>
<td>3</td>
<td>Silhouettes</td>
<td>Sam Cooke</td>
<td>Keen 30013</td>
</tr>
<tr>
<td>4</td>
<td>Jailhouse Rock</td>
<td>Elvis Presley</td>
<td>RCA Victor 7035</td>
</tr>
<tr>
<td>5</td>
<td>Rock 'N Roll Music</td>
<td>Chuck Berry</td>
<td>(Chess 1671)</td>
</tr>
</tbody>
</table>

**Memphis**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>You Send Me</td>
<td>Sam Cooke</td>
<td>Keen 34013</td>
</tr>
<tr>
<td>2</td>
<td>Raunchy</td>
<td>Bill Justis</td>
<td>Phillips 3519</td>
</tr>
<tr>
<td>3</td>
<td>Silhouettes</td>
<td>Sam Cooke</td>
<td>Keen 30013</td>
</tr>
<tr>
<td>4</td>
<td>Jailhouse Rock</td>
<td>Elvis Presley</td>
<td>RCA Victor 7035</td>
</tr>
<tr>
<td>5</td>
<td>Rock 'N Roll Music</td>
<td>Chuck Berry</td>
<td>(Chess 1671)</td>
</tr>
</tbody>
</table>

**San Francisco**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>You Send Me</td>
<td>Sam Cooke</td>
<td>Keen 34013</td>
</tr>
<tr>
<td>2</td>
<td>Raunchy</td>
<td>Bill Justis</td>
<td>Phillips 3519</td>
</tr>
<tr>
<td>3</td>
<td>Silhouettes</td>
<td>Sam Cooke</td>
<td>Keen 30013</td>
</tr>
<tr>
<td>4</td>
<td>Jailhouse Rock</td>
<td>Elvis Presley</td>
<td>RCA Victor 7035</td>
</tr>
<tr>
<td>5</td>
<td>Rock 'N Roll Music</td>
<td>Chuck Berry</td>
<td>(Chess 1671)</td>
</tr>
</tbody>
</table>

---

**R & B Sure Shots**

- **“Hard Times (The Slop)”**
  - The Cash Box R&B Best Sell 11/16
  - Noble Watts
  - Baton 249
- **“At The Hop”**
  - The Cash Box Sleeper Of The Week
  - Danny & The Juniors
  - ABC-Paramount 9871
- **“I’ll Come Running Back To You”**
  - The Cash Box Best Sell 11/30
  - Sam Cooke
  - Specialty 619
- **“All About The Blues”**
  - The Cash Box Award Of The Week
  - Ivory Joe Hunter
  - Atlantic 1164
- **“The Right Time”**
  - The Cash Box Award Of The Week
  - Nappy Brown
  - Savoy 1525

---

**Cash Register Dynamite PROFIT PACKED!**

**R & B Sational**

- THE CASUALS
  - “SO TOUGH” B/W “I LOVE MY DARLING”
  - No. 503

**BACK BEAT RECORDS, INC.**

- 2809 Erastus Street
- Houston, Texas

... TURNING on the HEAT - 2—$ELL-$ATIONAL MASHES!

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>LITTLE “JUNIOR” PARKER</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAMES “DOODIE WOO” WAYNES</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**“THAT’S “PRETTY ALRIGHT” BABY”**

- Duke #2 168
- 25,000 Already Sold

**JAMES “DOODIE WOO” WAYNES**

**“PLEASE be Mine” “IT’S YOU”**

- Peacock #1672
- Blue-Sational

---

*“It’s What’s in The CASH BOX That Counts—INTERNATIONALLY”*
**R & B Reviews**

<table>
<thead>
<tr>
<th>AWARD &amp; SLEEPER</th>
<th>B VERRY GOOD</th>
<th>C FAIR</th>
<th>B+ EXCELLENT</th>
<th>C+ GOOD</th>
<th>D MEDIocre</th>
</tr>
</thead>
</table>

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

### The Cash Box Award o’ the Week

<table>
<thead>
<tr>
<th>Record</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;THE GREASY CHICKEN&quot; (2:32)</td>
<td>[Trion BM]—[André Williams]</td>
<td>The Chantels have a real powerful offering here in &quot;Maybe&quot;, a dramatic slow beat opus, on which the lead singer is stickout. A very pretty tune told with dramatic force by the exciting Chantels. We like this side for a potent sales factor. The coupling, &quot;Come My Little Baby&quot;, is another side to be reckoned with. A quick beat infectious mover with all the ringer qualities. We lean, however, to &quot;Maybe&quot;.</td>
</tr>
<tr>
<td>&quot;BERTHA LOU&quot; (2:25)</td>
<td>[Robin Hood BM]—[Marsacolo]</td>
<td>Dorsey Burnette belts out a wild quick beat jumper with a folk flavor, and has the chart lumped down the billy loop and conveys extra something to lift the tune out of the ordinary category. The deck moves and infects the listener with the music beat. Stay all the way with this wax, it's got power plus. The flip, &quot;The Law Says Stop&quot;, is another goodie with a quick beat. Burnette comes off well here, but without the selling appeal of &quot;Bertha Lou&quot;.</td>
</tr>
<tr>
<td>&quot;TIL THE LAW SAYS STOP&quot; (2:27)</td>
<td>[Robin Hood BM]—[Marsacolo]</td>
<td>THE CHANTELS (end 1005)</td>
</tr>
</tbody>
</table>

### The Teen Agers

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;FLIP-FLOP&quot;</td>
<td>[Planetary ASCAP]</td>
<td>&quot;FLIP-FLOP&quot; is a smooth a rendition by the Teen Agers of a popular old tune. The Agers swing it out with a quick beat romancer novelty. Handled with an infectious projection. Listen to the Agers for the listener and the Lively hopper.</td>
</tr>
<tr>
<td>&quot;EVERYTHING TO ME&quot; (2:33)</td>
<td>[Sylvia BM]—[Ringo McCay]</td>
<td>The Teen Agers back a rhythmic middle beat bouncer. Lead sings engaging of the gal who keeps him guessing. Ok change of pace.</td>
</tr>
</tbody>
</table>

### Frank and Jack

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;TAW'S THE NIGHT BEFORE CHRISTMAS&quot; (2:38)</td>
<td>[Management BM]</td>
<td>THE SHARPS blend on a slow beat shuffle with an infectious beat and treatment. The Agers turn in a smart performance that brings on the reflex body bounce and head shaking.</td>
</tr>
<tr>
<td>&quot;SHUFFLIN’&quot; (2:45)</td>
<td>[Aladdin BM]—[Carl White]</td>
<td>The Chantels offer a smooth projection of a slow beat bouncer. Melodic item done with harmony and teamwork. Easy on the ears that deck that will undoubtedly please.</td>
</tr>
</tbody>
</table>

### The Cadets

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;RING CHIMES&quot; (2:15)</td>
<td>[Stella + Lane, Greg Mark-Bud Stockton]</td>
<td>&quot;RING CHIMES&quot; is a sweet one with a very strong vocal job. Good offering that bears watching.</td>
</tr>
<tr>
<td>&quot;BABY YA KNOW&quot; (2:15)</td>
<td>[Marion BM]</td>
<td>THE CADDETS team on a slow beat rhythm wax. Light swingy blues with a shuffle beat that intrigues. Ok side.</td>
</tr>
</tbody>
</table>

### The Sharps

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;MAYBE&quot; (2:39)</td>
<td>[End BM]—[Goldner]</td>
<td>&quot;COME ON LITTLE BABY&quot; (2:19)</td>
</tr>
</tbody>
</table>

### The Chantels

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;TIL THE BREAK OF DAWN&quot; (2:28)</td>
<td>[Recordo BM]—[J. Vikki]</td>
<td>GOOGIE RENE (Class 214)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;I WAS SO LONELY&quot; (2:25)</td>
<td>[Zell BM]—[Garvin]</td>
<td>&quot;IF YOU TELL ME YOU’RE MINE&quot; (2:50)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;THE GREASY CHICKEN&quot; (2:32)</td>
<td>[Trion BM]—[André Williams]</td>
<td>&quot;COME ON BABY&quot; (2:37)</td>
</tr>
</tbody>
</table>

### André Williams

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;HERO&quot; (Fortune 839)</td>
<td></td>
<td>André Williams, who has had several territorial hits, come up with one in his latest, &quot;Greasy Chicken&quot;, that looks very much like it could be his biggest, and possibly a real big one from any standards. It's a crazy novelty with a treatment that is loaded with chuckles. It's the story of another dance—such as his successful &quot;Bacon Fat&quot;. Williams could be stepping out on a new one. The pairing is a middle beat bouncer that is more or less a straight reading for this novelty charmer. Good, workmanlike wax but one that must take a backseat to &quot;The Greasy Chicken&quot;.</td>
</tr>
</tbody>
</table>

### The Gerogettes

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;NIGHT TONIGHT&quot; (2:05)</td>
<td>[House of Fortune/Ebb BM]—[Motas, Page, Papel]</td>
<td>THE GEORGETTES show off smooth wailing talents again on this quick beat deck. Melodic romancer well done.</td>
</tr>
</tbody>
</table>

### Little Willie John

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;UNTIL YOU DO&quot; (2:14)</td>
<td>[R T + BM]—[Toombs, McCoy]</td>
<td>Little Willie John shows off his smooth talents with his intriguing styling. The man is good here and his top-grade delivery pulls it off for all it is worth. Side could break out for one of Willie John's big platters.</td>
</tr>
</tbody>
</table>

### The Teenos

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;ALRIGHTER&quot; (1:55)</td>
<td>[F &amp; W Music BM]—[Timos]</td>
<td>THE TEENOS blend on a quick beat jump with good results. The lead is strong and receives good backing, both vocally and instrumentally. Deck is alive all the way.</td>
</tr>
</tbody>
</table>

### The Falcons

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;NOW THAT IT'S OVER&quot; (2:38)</td>
<td>[Tellie BM]—[Jackson, Moore]</td>
<td>THE FALCONS blend softly on a slow, tender broken romancer. Drifty vocal carries the mood well. Easy on the ears.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;MY ONLY LOVE&quot; (2:17)</td>
<td>[Tellie BM]—[Jackson, Moore]</td>
<td>THE FALCONS are a smooth beat bouncer. Falcons up the tempo to a middle beat bouncer and the result is a pretty bouncer. The Falcons have a smooth blend and backed by a swinging instrumental support the deck comes off in good style.</td>
</tr>
</tbody>
</table>

---

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
GREENLINE RECORDS
North Hollywood, N. Y.
1. Silhouettes (Rays)
2. At The Hop (Danny & Juniors)
3. Rock 'N Roll Again (Ritchie)
4. You Send Me (S. Cooke)
5. Bop Boy Baby (B. Nelson)
6. Why Don't They Understand (G. Hamilton IV)
7. Wake Up Little Susie (Evelyn)
8. The Joker (B. Mylon)
9. Five More Steps (S. Stevens)
10. Jailhouse Rock (F. Presley)

BLUEYD PHONOGRAPH SERVICE
Chicago, Ill.
1. You Send Me (S. Cooke)
2. Silhouettes (Rays)
3. Little Bitty Pretty One (T. Harris)
4. I Need You So Bad (King)
5. Soft (D. Doggett)
6. Keep A-Knockin' (L. Richard)
7. Further Up The Road (Bland)
8. The Right Time (N. Brown)
9. Honkey Do I De Do (J. Brown)
10. Swannee River Rock (Charles)

LYRIC RECORD SHOP
Pittsburgh, Pa.
1. Jailhouse Rock (F. Presley)
2. Silhouettes (Rays)
3. Wake Up Little Susie (Evelyn)
4. You Send Me (S. Cooke)
5. Little Bitty Pretty One (T. Harris)
6. Keep A-Knockin' (L. Richard)
7. P smarty Jane (L. Lee)
8. That'll Be The Day (Crickets)
9. Love Us (Vine)
10. Wait And See (F. Demino)

Disk Jockey REGIONAL REPORTS

HOKY TONK HENRY WYOMING—Manning, S. C.
1. Whole Lot Of Shakin' Goin' On (Chuck calming)
2. Mr. Joe (Bobbeeta)
3. Little Joe (Bobbeeta)
4. You Send Me (S. Cooke)
5. Jailhouse Rock (F. Presley)
6. By The Light Of The Silvery Moon (Holliday)
7. Back To School Again (T. Brown)
8. Wake Up Little Susie (Evelyn)
9. Raunchy (E. Freeman)
10. Wait And See (F. Demino)

DADDY O DAN KGF—Hollywood, Calif.
1. My Dream (Platters)
2. Whole Lot Of Shakin' Goin' On (Chuck calming)
3. Silhouettes (Diamonds)
4. Falling Star From There
5. Buzz, Buzz, Buzz (Hollywood Flames)
6. Baby You're Dynamic (Six Teens)
7. Rebel (C. Jarvis)
8. Two Little New Coll Links
9. That'll Be The Day (Crickets)
10. One Too One I Do (Heartbeaters)

JOE HOWE KAIR—Tucson, Ariz.
1. Jailhouse Rock (F. Presley)
2. Whole Lot Of Shakin' Goin' On (Chuck calming)
3. Wake Up Little Susie (Evelyn)
4. You Send Me (S. Cooke)
5. Honeycomb (R. Baders)
6. Be My Baby (S. Cooke)
7. You Send Me (R. Baders)
8. Little Bitty Pretty One (T. Harris)
9. The Joker (B. Mylon)
10. Play It Cool (F. Hampton)

THIEW'S RECORD SHOP
Ralphie, N. C.
1. Little Bitty Pretty One
2. You Send Me (S. Cooke)
3. Could This Be Me (Oh)
4. Honky Do I De Do (J. Brown)
5. Happy Happy Birthday Baby (Tune Weavers)
6. The Joker (B. Mylon)
7. Rock 'N Roll Music (C. Barry)
8. Wake Up Little Susie (Evelyn)
9. Silhouettes (Rays)
10. Be My Baby (L. Williams)

COMER RECORD NOOK
San Antonio, Texas
1. Be My Baby (R. Nelson)
2. Could This Be Me (Oh)
3. Little Bitty Pretty One
4. Rock To School Again (T. Harris)
5. Bany Marenco (L. Williams)
6. Silhouettes (Rays)
7. Rauschy (E. Freeman)
8. Wake Up Little Susie (Evelyn)
9. Rock 'N Roll Music (C. Barry)
10. Great Rolls Off Fire (Lewis)

LOMAKIN MUSIC
Pittsburgh, Pa.
1. You Send Me (S. Cooke)
2. Silhouettes (Rays)
3. Kisses Sweeter Than Wine
4. Swannee River Rock (Charles)
5. Rock 'N Roll Music (C. Barry)
6. Be My Baby (R. Nelson)
7. Stall (D. Doggett)
8. I Have I Sinned (D. Elbert)
9. Rock And Cry (C. McPhatter)
10. Wait And See (F. Demino)

PARKER HANDY WPN—Pantic, Mich.
1. Raunchy (Shake-Ups)
2. You Send Me (S. Cooke)
3. Be My Baby (R. Nelson)
4. Silhouettes (Rays)
5. Little Bitty Pretty One (T. Harris)
6. Darling Its Wrong (Playmates/Lovers)
7. Bany Marenco (L. Williams)
8. The Joker (B. Mylon)
9. Hard Times (N. Harris)
10. Emmett Lee (C. Pary)

DICK DEAN WKTY—Kansas City,
1. Oh Boy (Crickets)
2. Swannee River Rock (Charles)
3. Rock 'N Roll Music (B. Barry)
4. Peggy Sue (B. Holly)
5. Wake Up Little Susie (Evelyn)
6. I Hope We Meet (B. Brown)
7. There's A Million (Clowns)
8. Rock And Cry (McPhatter)
9. You Send Me (C. Green)
10. Jailhouse Rock (F. Presley)

RAY MEADERS WXOK—Baton Rouge, La
1. You Send Me (S. Cooke)
2. Little Bitty Pretty One (T. Harris)
3. Walla Walla (Everly Bros)
4. You Can Make It If You Try (B. Barry)
5. Danny Boy (B. Robbins)
6. Beautiful Weekend (G. Bond)
7. Muscles (L. Alexander)
8. Silver Strings (R. Williams)
9. Bany Marenco (L. Williams)
10. Played Tired (J. Clarno)

ROBNEY SNSAILER
HOUSTON—Don Robney, Peacock-Duke proxy, is stepping up his promotional activities with distributors by releasing a weekly news bulletin—"Platter Notes From Peacock". This bulletin will offer information on new releases, promising 'all ready out' releases and notes, as well as special goings on at his Houston-based waxworks.

MD BENEFIT

MILWAUKEE—Bobby Dean, young Chess recording artist, gueststarrd at a Muscular Dystrophy benefit party at George Devine's ballroom at the Eagles Club, November 17.

The affair, performed before more than 1,600 teenagers, was emceed by Bob "Coffeehead" Larsen, popular WEMP deejay and featured Jerry Blake and his orchestra, courtesy of the Musicians Union, and the Kenny Kotzwell Collection of Romance Walk Law firm.

Young Dean, a local ideal of the teen age set, composed, scored and vocalized his current hit waxing of "Dime Store Pony Tail" on the Chess label.

EL PASO—Johnny Fairchild, the star of KELP-TV's daily feature, "Storyville", was recently asked to be honorary ring-master for Ringling Brothers, Barnum and Baily Circus appearance in El Paso. Johnny is shown leading the parade around the ring on Lois the elephant. While not on "Storyville", Fairchild holds down the 6:00 to 9:00 P.M. deejay show on KELP-radio.

GUS JENKINS "COOPER TAN"
B "STAND BY ME" FLASH #126

"COOPER TAN" (2:50) [Shag BMM—Reynolds, Jenkins] Jenkins and his orchestra beat out an infectious quick beat instrumental number with a Latin feeling. Exciting with lots of appeal.

FLASH RECORDS
623 E. Yeroun Ave., Los Angeles, Calif.
“Pal Joey” Promotion

BOSTON—A Capitol Records-Columbia Pictures “Pal Joey” promotion was Upped off here Nov. 29 with a breakfast in the Somerset Hotel where seven artists—eight known, maybe nine, their audience participation contest.

The artists—Capitol Records’ Bob Taylor, branch sales manager; Herb Dale, branch promotion manager; and John Markle, Columbia Pictures—was based on “Why I Would Like To See Pal Joey.” Each disk jockey, which we feel might be of equal talent, assigned a chauffeur and arrived in a colorful motorcade at Hotel Somerset where they were presented a copy of the original sound track album of “Pal Joey” on Capitol.

After breakfast, the motorcade departed from the hotel and drove around Boston area branches. They made a stop each time “Pal Joey” was shown. Participating disk jockeys, pictured above, are: Ken Mayer, WBOS; Dave Maynard, WORL; Joe Smith, WYDA; Jack Carney, WJDX; Johnstone, WBZ; Ken Smith, WCAP; and Harry Horgan, WRKO.

JOHNNY SHIELDS
KEL—Walnut Ridge, Ark.
1. I’ll Eat Your Heart Out (Chesla, Sel.)
2. Maybe Tomorrow (Everly Brothers)
3. Tears Are Only Raindrops (H. Thompson)

5. Last Thing I Ever Saw (C. B. Brown, The Brothers)
6. Cry From The Cross (L. Conaway & Son, Flowers & Pierce, Maywood)

DAL STALLONE
KCKX—Kansas City, Kan.
1. My Stars Know (B. Helms)
2. Anything Your Heart Desires (H. Thompson)
3. My Special Angel (B. Helms)
4. Baby I Don’t Care (Presley)
5. Wake Up Little Suzy (Pierce)
6. Jailhouse Rock (E. Presley)
7. Act Like A Married Man (E. Presley)
8. Tears Are Only Raindrops (H. Thompson)
9. The Story Of My Life (E. Presley)
10. Kisser Sweater Than Wine (E. Presley)

JOE ALLISON, TOM BENNE
JEN, NOX
KENS—Kalamazoo, Mich.
1. The Story Of My Life
2. Wake Up Little Suzy
3. Great Balls Of Fire (Lewis)
4. Eleven (The Everly Brothers)
5. Big Balls Of Fire (Pierce)
6. Long Tall Sally (Lewis)

JIM NISBIT
WTMY—Youngstown, S. C.
1. I’ll Eat Your Heart Out (Chesla, Sel.)
2. Maybe Tomorrow (Everly Brothers)
3. Tears Are Only Raindrops (H. Thompson)
4. Last Thing I Ever Saw (C. B. Brown, The Brothers)
5. Cry From The Cross (L. Conaway & Son, Flowers & Pierce, Maywood)
6. The Story Of My Life (E. Presley)
7. My Special Angel (B. Helms)
8. Cry Darling (J. Newman)
9. Cup Of meaningless (Jones)
10. Making Love (J. Newman)

ARK BARTLET
WSJG—Mount Jackson, Va.
1. I’ll Eat Your Heart Out (Chesla, Sel.)
2. Maybe Tomorrow (Everly Brothers)
3. Tears Are Only Raindrops (H. Thompson)
4. Last Thing I Ever Saw (C. B. Brown, The Brothers)
5. Cry From The Cross (L. Conaway & Son, Flowers & Pierce, Maywood)
6. The Story Of My Life (E. Presley)
7. My Special Angel (B. Helms)
8. Cry Darling (J. Newman)
9. Cup Of meaningless (Jones)
10. Making Love (J. Newman)
Hal Rosen Joins Murray Nash Associates

NASHVILLE, TENN. — Murray Nash Associates, Nashville publishers-producers, have announced the appointment of Hal Rosen as artist- and promotion director for the firm. He will supervise the personal management of all artists in the Nash fold and will be in charge of publicity and promotion for all phases of the Nash operation.

Rosen has extensive and varied experience in the entertainment and promotion fields. For two-and-a-half years he was a daily entertainment and night-life columnist for The Washington Daily News. He left the News to become public relations director for the Robert Enders Advertising Agency a year later formed his own public relations-advertising agency in the nation’s capital. The majority of accounts he serviced during the subsequent three years were nightclubs, hotels, restaurants and entertainment venues. Part of his work led him into the field of personal management, and for the past fifteen months he has been operating out of New York City as a personal manager of several vocalists.

A native of Camden, N. J., Rosen is a graduate of the University of Wisconsin. He will now make Nashville his base of operations.

StereoPhonic Music Society Celebrates 1st Anniversary

PALISADES PARK, N. J. — The StereoPhonic Music Society has just celebrated its first anniversary as an organization. With a bit of nomenclature, SMS president, Benvenuto von Halle, said, “the only way we were able to supply our members with the few stereo tapes then released, was to run from one company to another to pick them up ourselves. In one short year, the stereo catalog has swollen to over 500 releases and we have well over 5,000 tapes in stock.”

Von Halle predicts the continued growth of stereo on tape, “particularly if more people realize how easy it is to get started enjoying this new sound. Any radio, phonograph, TV, or Hi Fi set with a phone, tuner, or aux jack can be used as the second stereo channel. Add one of the many single tape recorders available today as the tape transport and as one stereo channel and you can have stereo in your home for less than $200. If you have a monaural tape recorder you can install a stereo conversion kit for much less. Later on you can add better equipment to suit your tastes.”

The StereoPhonic Music Society has more than 2,000 members, according to von Halle. Many of them were stereo fans at the very beginning when most machines were for staggered head playback. Today many companies are releasing stacked (inline) tapes. “However, if you have a staggered head machine you can protect your tape library as well as play inline tapes by adding stacked heads to your equipment. You can get these installed at your local dealer. In the meantime, many companies are still releasing staggered tapes. As for ourselves, we feel we owe it to the early stereo fans who did so much to forge the growth of this new phase of recorded sound, to continue to carry a complete stock of staggered tapes, as well as stacked tapes, for as long as they are available.”

Country Big 10

JAILHOUSE ROCK
1 2
Evelyn Smith
(Columbia 7035)

WHY WHO
3 4
Ray Price
(Columbia 40984)

FRANIEUL
5 6
Bobby Helms
(Decca 30194)

HOLIDAY FOR LOVE
7 8
Ray Price
(Columbia 40951)

MY SHOES KEEP WALKING BACK TO YOU
9 10
Ray Price
(Decca 30419)

HOME OF THE BLUES
Johnny Cash
(Sun 219)

FRAUNEL
Bobby Helms
(Decco 30194)

GEISHA GIRL
Hank Locklin
(RCA Victor 6984)

WAKE UP LITTLE SUSIE
1 2
Evelyn Smith
(Cadence 1337)

JAILHOUSE ROCK
2 3
Elvis Presley
(RCA Victor 7035)

MY SPECIAL ANGEL
3 4
Bobby Helms
(Decco 30423)

HOLIDAY FOR LOVE
4 5
Ray Price
(Columbia 40951)

HOME OF THE BLUES
5 6
Johnny Cash
(Sun 219)

FRAUNEL
Bobby Helms
(Decco 30194)

WHY WHO
6 7
Ray Price
(Columbia 40984)

IS IT WRONG
Warner Mack
(Decco 30301)

THE CASH BOX
1721 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)
$30 for a full year (outside United States)
$45 for a full year (Airmail outside U. S.)

NAME

FIRM

ADDRESS

CITY

ZONE STATE

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY!"

The Country Records
Disk Jockeys
Played Most

1. WAKE UP LITTLE SUSIE Evelyn Brothers (Cadence)
2. MY SPECIAL ANGEL Bobby Helms (Decco)
3. MY SHOES KEEP WALKING BACK TO YOU Ray Price (Columbia)
4. HOME OF THE BLUES Johnny Cash (Sun)
5. JAILHOUSE ROCK Elvis Presley (RCA Victor)
6. I HEARD THE BIRDS SING Benvenuto (RCA Victor)
7. WHY WHY Carl Smith (Columbia)
8. HOLIDAY FOR LOVE Webb Pierce (Decco)
9. STORY OF MY LIFE Marty Robbins (Columbia)
10. GEISHA GIRL Hank Locklin (RCA Victor)

New Col Distri B in Pittsburgh

NEW YORK—The new Columbia Records Distributor in the Pittsburgh, Pennsylvania territory is Eckhardt and Company, according to an announcement made last week by Bill Gallagher, Field Sales Manager of the Columbia Record Sales Corporation. The new firm replaces the Danforth Corporation in that area.

Robert Eckhardt, formerly General Manager of the Danforth Corporation, will be President of Eckhardt and Company. James Winston, formerly sales manager of the Danforth Corporation, will be Sales Manager for Eckhardt and Company.

If you are reading someone else’s copy of
The Cash Box

why not mail this coupon today?
**Country TV Show Bows**

**COMPTON, CAL.—** A new “Town Hall Party” bowed on television channel 11 in Compton last week, with an all-star lineup of country talent seldom seen in these parts. The show ran from 11:00 PM to 1:00 AM on the night of November 23rd.

The three-hour TV show was handed in one-hour segments by Spade Cooley, Tex Williams and Doyle O’Dell, all who acted as emcees. All three, m.c.’s performed in addition to their enameled chores and Spade Cooley conducted a “fiddle” contest among 12 members of the cast.

Among the stars on the bill were Bonnie Guitar, Mac Wiseman, Merle Travis, Johnny Bond, Bobby Charles, Rose Lee Maphis, Johnny O’Neill, Tex Ritter, Les (Carot-top) Anderson, Gene Smothers, Frankie Laine, Johnny Western, Dorthen Wright, and the Collins Kids plus the return of Bonnie Sloan after over a year absence from the music fields.

Members of the band included Jo Maphis, Fiddlin’ Kate, Pee Wee Adams, Jimmy Salmon, Cliff Crawford, Billie Joe, and Jimmie Davis, and Herb Henson. Comedy was handled by old timers of the “Town Hall” show, Quincy Snodgrass and Wendy King.

**Denny’s Son Joins Cedarwood**

**NASHVILLE—** Jim Denny’s son Bill Denny, has joined Cedarwood Publishing Company as head of Promotion and Advertising. Bill attended Vanderbilt University in Nashville and has had a bit of achievement and experience having been connected with the N. W. Ayer Agency in New York and McDonald Advertising Agency in Nashville.

He left Saturday, November 23, for the Coast for a few days then, flies to New York, Chicago and back to Nashville.

**Country Music Promotion**

**OKLAHOMA CITY, OKLA.—** On Thursday, November 7th, radio station KBYE ran a special country music promotion. From sign on until sign off, the station programmed just one side of one record continually—a song called “Country and Western” by Tom Glaser on the Coral label.

The station felt that this song best told the story of country music and since KBYE plays nothing but country and country music, it’s four Jockeys Martha Knott, John Arthur, Mike Kennedy and Glenn Valentine, each took turns spinning the same recording over and over.

**Mills Adds Pigott Catalogue**

**NEW YORK—** Mills Music, last week announced the acquisition of the catalog of Pigott & Co., Ltd., of Dublin, Ireland, one of Ireland’s leading music publishers.

The Pigott catalogue consists of extensive material for piano, violin solos, ensembles, in addition to ballads and comic operas.

Many of the prominent Irish and European composers are represented in this catalog.
Tillman Franks, WKOK-Shreveport, La.', Artist Service Director, info that the entire "Louisiana Jubilee," to be conducted to The Robinson Memorial Auditorium in Little Rock, Ark. Guest star for the occasion was the former Gov. of Louisiana, Jimmie Davis, doing a host of his glee hits. Also due in was Dr. Myron Del. Wright, University of Arkansas, and his band, James O'gwynn, Johnny Mathis, Gary Bryant, Tony Douglas, Martha Davis, and many more. Frank Page and announcers, Norm Balle and Jeff Dale. Nov. 7th's line-up, which'll be back in Shreveport, is to feature, Carl Story, Gene Sullivan and Jimmy Edwards.

Murray Nash announced this week the addition of Hal Rolen to his organization, Murray Nash Assoc., Inc. Hal will take over the artists and promotion director of the Nashville, publisher-producer firm, Hosen, incidentally, sends along the firm's new newsletter, "Blues On Record," a host of stories in which which include Johnny Jay's "Sugar Doll" and "Tears" on Mercury, the Boppers' "Goodbye, She's Gone" and "Teen Billy Baby" on Victor, Chuck Wilson's Spangle waxing of "Little Piglet" and "Life Isn't Long Enough" and Joe Hill's "PAYING The Piper" and "Too Blue To Cry," both on Felsted (London's new pop subsidiary).

Cowboy star, Doye O'Dell returned to KFI-Los Angeles, Calif. Saturday November 16th with his own full hour record program, the Doye O'Dell Show? The program will be aired each Saturday night from 9:30 to 10:30. Format will include interviews with a guest star each week as well as spin-off of current pop artists on the disk. Last guest star to appear with Doye was Bonnie Guitar of "Dark Moon" fame.

A film crew from Detroit has departed Springfield after completing shooting of a special motion picture which has been used in 1958 to introduce a new addition to the recent line of Western features. The color film features Red Foley and stars in the principal roles, with Red playing himself and Slim portraying a Ford tractor dealer. Libby Horne, 18-year-old Victor recording artist from McAlester, Oklahoma, who has recorded regularly for more than two years, has been set for her first major personal appearance as a solo act. Libby will share top billing with Hugh "Waltz Earl" Pauk, the famed HMY Pauk Ole Mama, and "La Chemis A Roggeaux" (Roggeaux's Shirt). Libby Horne, sister Gayle and Shirley Borel can usually be heard singing country and Cajun-French songs and hymns every Sat. over KROF-Abbeville, La. from 10:30 A.M.

Buddy Starcher, now in his 29th year in radio broadcasting, formerly manager of KCKL--Fort Worth, Tex., and a general manager of WGBG-Chambersburg, Penn. Buddy would like to remind all recording companies and recording artists to make him their latest releases. This station is a 5,000 watt independent and can be assured of plenty of spins. The new Mac Wiseman chart-riding, "I'll Still Write Your Name In The Sand" was written by Buddy.

Madge Duhan, National Pres. of the Marione Marette's Fan Club, Route 1, Box 288, Abbeville, La., reports the following happenings in around the La. "bayou" area. Pat Kelly and Carl Butler recently dropped in to visit with Herman Miller, KEIN-Eunice, La. Hickory wax star, Al Terry and Dudley Bernard, KFLT-Golden Meadow, La., recently played for a dance in Dudley's town. The Marette fan club celebrated its 1st birthday last month. Marione, an Arezada French-country artist, is reported to be doing well with his waxing of Hugh "Waltz Earl" Pauk, the famed HMY Pauk Ole Mama, and "La Chemis A Roggeaux" (Roggeaux's Shirt). Libby Horne, sister Gayle and Shirley Borel can usually be heard singing country and Cajun-French songs and hymns every Sat. over KROF-Abbeville, La. from 10:30 A.M.

Vern Wegman, KEVE-Minneapolis, Minn. info that Marvin Morgan, Kinney-Overton-Maron, has been back at the Club Flame in Town. Due in at the club, in the coming weeks, are George Morgan, Chuck Bowers, and the Louvin Bros. The Coquettes, who recently set attendance records at the Turf Club, have been signed to appear at the Flame Lounge, Vern and Roy Drusky, who run the daily "Gospel House" on KEVE, ask for info and wax of the sacred artists.

S. B. Milner, 16250-101st St., Edmonton, Alberta, Can., asks all booking agents, for country artists, bands and country-rock'ers, to contact him at the above address so that these acts can be packaged for shows in Edmonton and many other cities in Western Canada.

Joe Ryan, WLL-Middletown, N.Y. pens the praises of Gene Atchison's Chal- lage Album, "Christmastime" and would appreciate similar good LP's of few stars.

Tom "T.J." Johnson (and not Thompson) sends along his thanks for the c&w disks he requested for his 6:39 to 7:45 A.M. Mon. thru Sat. "Farm--Home Hour" show on WENJ-Berwick, W.Va.

12 year old Cathie Taylor of Morgan Hill, Calif. made her debut on the Walt Disney Mouseketeers Club on the ABC-TV network November 22nd, singing three songs--the first 15 minutes of the show. Cathie also has her own radio show over KPER, Gilroy, California.

Johnny Cash

The Frontiersmen, Hi, Wayne and Hal are now in Duluth, Minn., where they will deadhead to Los Angeles every Sunday morning on the "Squeakin' Deacon" show heard over KXLA in Pasadena. The boys also have their own show and did a Sagnas every week with a jam session featured every Sunday afternoon.

The American Academy Of Music in Bell Gardens, Calif., has now passed the 5000 mark in members in their record club. Members are given a free record when their purchases reach a given amount. Members are mailed lists of new releases weekly, and their own sales report. The store is one of the largest outlet of records in the Southeastern part of Los Angeles.

Attention: Please address any information concerning Country music and talent to Ira Howard, Country Editor, The Cash Box, 1271 Broadway, New York, 19 N. Y.
there's music for **EVERYONE...EVERYWHERE**

with the **SEEBURG 200**

and the **WALL-O-MATIC 200**

The Seeburg "200" with the proper number of Wall-O-Matic is a winning combination in every location. Both the phonograph and the Wall-O-Matic offer the maximum in programming flexibility. Also, both are equipped with dual pricing to compensate the operator for the additional time required to play E.P. album records.

**DUAL PRICING UNITS**

Both the phonograph and the Wall-O-Matic "200" are equipped with dual pricing units for programming singles at one price and albums (two tunes per side) at a proportionately higher price.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
NEW YORK—Business publications throughout the nation, since the sideways movement started, have been delving into the question of how serious is the dip in business, and when will the slide stop. A survey by U.S. News & World Report, November 29 issue, asks the question "A Big Setback?" and answers with "It's Not In The Cards". This publication writes: "The answer, which can almost be proved by statistics, is this: "The slowing in business will be moderate. It will give way to slow and moderate recovery after mid-1958." In explaining its reasons for arriving at the above conclusion, the magazine stated: "People need to go on eating and wearing clothes and travelling and paying repair bills, whatever the state of business. Local governments go on spending for schools and streets and police and firemen and many other municipal services. The Federal government goes on meeting payroll and paying old-age pensions, veterans' benefits and other outlays to individuals. At the same time, there are to be more people next year—3 million more of them." The report continued with the observation that the government's money managers, taking all present conditions into account, have decided that the time had come to act to keep the business setback from becoming more serious.

WASHINGTON, D.C.—It's interesting to note, in two separate reports on the same basic industry, construction, that both views 1958 with great optimism. F. W. Dodge Corp., a construction marketing firm, said it expects 1958 to reach $35.8 billion, up 5 per cent from the expected figure of 1957. Of the gain, the report said, 3 per cent will be due to higher costs, and 2 per cent to increased physical volume. The report breaks down the expected increases as follows: Housing contracts were predicted at $13.8 billion, up 8 per cent from 1957; contracts for non-residential buildings $11.6 billion, slightly above 1957 level; and contracts for heavy engineering work, including public works and utilities, $8.5 billion, up 7 per cent over 1957. The second report was the result of a survey by The Journal of Commerce, which resulted in this statement: "Construction of all kinds is going to rise about 3 per cent."

A MOST VITAL REASON FOR:

If ever a reason existed for the nation's operators to act and act quickly, the above news item, which was flashed over TV, Radio, throughout the press and everywhere else, "BANKRUPTCIES SET NEW RECORD", is definitely and absolutely sufficient unto itself why operators must immediately change to:

"10c Play Plus A More Equitable Share Of The Gross Income From All Machines On All Locations!"

This publication has cried for the trade to change to 10c play for over 14 years. Some two years ago it foresaw the fact, with constant, creeping inflation becoming a most horrible threat to the value of the dollar, that more than just 10c play was necessary, if operators were to continue to exist in this industry.

That was when The Cash Box originated and started to crusade for: "10c Play Plus A More Equitable Share of the Gross Income From All Machines On All Locations!"

Those operators who made this change are happier businessmen today. In fact, the majority of them agree that this is the one reason that they are able, at this time, to continue on ahead in this industry.

Many operators have been forced to sell their routes. Only because they did not make this important change in their business methods. They did not meet the challenge of the new business age.

There is no use hiding heads in sand like ostriches. Facing the facts is the duty of every man who wants to remain in business. Every man who hopes to profit in business.

Such men, especially those who haven't as yet made this vital change in their business methods, are part of the 100,000 or more businesses vulnerable to bankruptcy during 1958.

There's no longer any time left for consideration. Those operators who won't adopt the tactics to meet the challenge of this new business age are simply defying all logic. They are causing themselves to become part of the 100,000 or so businesses that won't be in existence when 1958 is over.

Those operators who want to remain in business, who want to see some sort of profit ahead, must change now to:

"10c Play Plus A More Equitable Share Of The Gross Income From All Machines On All Locations!"
COPYRIGHT HEARINGS RE-SCHEDULED

New Dates Are January 15-16 and If Necessary, the 17th

WASHINGTON, D. C.—All parties previously scheduled and all witnesses are advised that the hearings on Senate Bill S.1870 were advised by letter, which left the offices of the Committee on Judiciary, Sub-Committee on Patents, Trademarks and Copyrights, with Senator Joseph C. O'Mahoney, chairman, for December 27, that the hearings have been re-scheduled, starting Wednesday, January 15, 1958.

Original dates for the hearings before the Committee on Judiciary, Sub-Committee on Patents, Trademarks and Copyrights, with Senator Joseph C. O'Mahoney, chairman, were for December 11 and 12. (The Cash Box, Nov. 23 issue).

However, due to the request of Music Operators of America that this early date wouldn't give them sufficient time to prepare, the new date was set.

Hearings will open on Wednesday, January 15; will continue on the afternoon of Thursday, January 16; and if necessary, will continue on Friday, January 17.

The usual procedure is for the proponents of the bill to present their witnesses first; then the opponents will be given their opportunity.

O'Mahoney, as chairman, will conduct the hearings, and the other two members of the committee, Senator Barry, and Senator Kennedy, will be tied up with other Senate business will also be present.

We understand that several other Senators, not on the committee, but interested in the Bill, may be present.

At the recent MOA Board of Directors meeting in Miami Beach, Florida, George A. Miller advised the group that he had appointed Chauncey Carter of Washington, D. C., on a temporary basis, to handle the impending Copyright hearings. The body supported the appointment unanimously.

The re-scheduling will permit Carter an additional 30 days in which to correlate his facts, collect witness testimony, and prepare his brief. Carter has had a number of years experience on ASCAP Copyright hearings, as he was formerly associated with the law firm of Kirkland, Fleming, Greene, Martin & Ellis, which handles the ASCAP matter for the Music Machine Manufacturers Association.

Jack Gordon Plans To Hold Op “Forums” At Seeburg Distribrs Will Follow Format Used by Atlantic N.Y.

NEW YORK—Jack Gordon, regional representative for J. F. Seeburg, who has been traveling throughout the country, holding meetings with music operators in which he talks about the advantage of EP records and “Dial Pricing,” returned to the city this week and advised this publication that this type of programming has “started to take hold in a big way.”

Gordon also stated that the “Forum” program instituted by Meyer Parkoff of Atlantic New York Corporation has created a great deal of interest among operators throughout the cities he's visited. “A number of music operators,” stated Gordon, “who have read about Atlantic's 'Forums' in The Cash Box have asked that similar type meetings be held in their territories. They've impressed on me that they are greatly interested in hearing experts discuss their business problems revolving around legal matters and tax problems, financial matters and accountancy problems. As the operators evinced such keen interest, I informed them that I would seek to arrange similar forums for them at their local Seeburg distributor.”


PASSAIC, N. J.—Mannie Ehrenfeld of Telemusical Service, Inc., this city, is very definite in his belief that the time has come for operators to stop operating out of their hats.

"In order for a music operator to just stay in business,” he advises, "he must stop operating out of his hat.

"Some of the changes he must make are:

1) Diversification, not necessarily coin equipment.

2) Present service department with other operators.

3) Either pull or make better deals with poor locations.

4) Make no deal without a contract.

5) If possible step up volume purchasing with other operators.

6) If you must make loans, make payments by your customer direct to your bank, notes, not from the cash box.

7) Get to know your fellow operators. You’ll be surprised to find they are not bad guys.

8) Be an active organization. Not an inactive association but, instead, one that meets for luncheons or dinners at certain intervals to discuss common problems.

9) Any customer entitled to better equipment should get it.”

Fears Relationship Between Music Ops And Distributors Strained

FALFURRIAS, TEX.—M. F. Benavides of this city is of the opinion that relations between music operators and distributors are becoming very strained.

"There is no doubt that economic conditions are crowding the operator into revising his relationship with the distributor,” he advises.

"The distributor and manufacturer seem to have completely forgotten the main cog in the wheel of their industry. They seem to have completely absorbed themselves into a competitive relationship with one another. They have forgotten the end of the line—the operator.

"At the present time the relationship between the operator and the distributor is at the worst. We are more and more exploiting the old juke box. So as to prove to the financiers that the juke box industry as a business is sound and of long duration.

"In other words, at present the terms of mortgages on juke boxes are so limited, that it is almost prohibitive to buy new equipment.

"The manufacturer probably believes that the juke box industry is like the automobile business. Just one new model after the other.

"To the operator the juke box is a business and, therefore, must be handled as a business and not as an investment or a coincidence.”

“IT'S WHAT'S IN THE CASH BOX THAT COUNTS—INTERNATIONALLY”
Plays More...
Pays More...

Yes, United's New Hi-Fidelity Phonograph plays more because it appeals to more. Its outstanding rich tone...its attractive appearance...its convenient dual-dial selector and many other features attract more plays. And, with its amazing fast-action between selections, the new United Phonograph PAYS MORE TO THE OPERATOR!

Write for complete details today!

Interest Great For ChiCoin
"Commando Machine Guns"
Firm Swamped With Inquiries from U. S. and All Over World for Immediate Deals and Delivery. ChiCoin Execs Report This is Greatest Interest Yet Shown for Any New Product

"Commando Machine Gun", received since the first news items and advertisements appeared.

"We didn't think", he continued, "that so many outstanding firms, worldwide, would show such tremendous interest in our 'Commando Machine Gun'."

"We thought, at first", he said, "that due to the fact that this is not a cheap product but, instead, a lifetime business based on an entire battery of the 'Commando Machine Guns', inquiries would be slow in coming thru because of the cost involved and the locations necessary to successfully operate a battery of these outstanding 'Commando Machine Guns'."

"Instead", he reported, "interest has been so great that, it seems to us, almost overnight, almost before the ink seemed to be dry on the first news items and the first advertisements, we have been simply swamped with inquiries from outstanding members of the industry."

"All are anxious to get started as fast as they possibly can with a battery of 'Commando Machine Guns'!"

Chicago Coin is setting up an entirely separate division to handle the "Commando Machine Gun" business.

Production is under way and the producing lines in the factory are gradually speeding up so that shipments will be able to go forth just as the guns are ordered.

In addition, arrangements are being made to contact everyone of the interested parties, especially all who have already inquired about the "Commando Machine Guns".

"But", as Wolberg reminded, "all this takes time. It just can't be done overnight."

"We are doing our level best", he added, "as the special organization we have created in our factory to handle the 'Commando Machine Gun' gets under way, to take care of every inquiry, every letter and every phone call that we receive."

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
Chicago—Without any fanfare or publicity, the J. P. Seeburg organization has been conducting “Service Schools” thru its distribution organization since 1946. This makes the “Seeburg Service Schools,” among the oldest of their kind in the nation and, particularly, in their division of the industry. Seeburg distributors have, for these past 11 years, chosen operators and their mechanics whom they believed needed schooling on the new equipment which they were presenting to the field.

As one leading Seeburg distributor stated:

“We don’t have to seek publicity because we are doing something which we feel should be considered an integral part of our business. A ‘Service School’ in our industry is just as important as it is in any other industry.

“It is part of our merchandising program. It helps the operator. It helps mechanics. It is something, we believe, that all want and need.”

“Therefore,” he concluded, “why seek publicity for something that any outstanding factory is expected to do to help the people to whom it sells to better understand its products?”

Other Seeburg distributors, regardless of the fact that their Seeburg organization has been conducting ‘Service Schools’ for eleven years, feel the same way about their efforts in this direction.

“In fact,” says another of these distributors, “no one makes a big bababulous about the fact that Ford is conducting service schools all over the country because of its new model.

“We feel the same way about this. We don’t need to try to take up publicity, just because we are doing something that should be expected from any outstanding factory and its distributor organization because we, too, feel that this is part and parcel of our job.”

Headquarters of J. P. Seeburg here are actually so surprised that any publicity should attend their efforts as far as their ‘Service Schools’ are concerned:

“We have been conducting ‘Service Schools’ since 1946,” stated one executive of the J. P. Seeburg organization, “and we haven’t made any fuss about it.”

“After all,” he asks, “isn’t this something that should be expected by our trade in the view of the fact that so many new, different and better electronic and mechanical developments are introduced each year?”

Certainly, he adds, “we want all operators of Seeburg automatic music to better understand our equipment and to, at the same time, be able to service our machines so that no intricate problems ever present themselves.”

It is a surprise to the Seeburg organization itself that anyone in this industry should believe that, just because this factory has conducted ‘Seeburg Schools’ since 1946, that this deserves any outstanding mention.

(Editor’s Note: As far as this editor is concerned, the fact that J. P. Seeburg has, for over eleven years, to conduct school services for its many operators is something which deserves outstanding credit even the Seeburg executives so modestly attempt to evade this issue.)

“Ring Chimes” by I. V. Lengue.

Harvey and Virginia Kirby of Los Angeles receiving congratulations from friends along Pico Boulevard on the birth of their son, Robert... Charley Robinson, C. A. Robinson & Company, reports they are sold out of United’s “Jumbo” bowling alleys, and adding to their stock, they advertise.

Bettelman says a United 8 foot bowler and a United phonograph were both used on a “Playboy Television Show the past week, as an Hank Tronvey busy taking orders on William’s five-ball ‘Steeplechase’ and ‘Naples’ which are moving out very rapidly... All his friends will be happy to hear Jack Neel, “King of the Pinball), inducted into the National Amusement Dealers Association’s HOF.

American Coin has added an annex for the growing operation which is located directly across the street from the show business at California Music Company. Sammy and Gabe attribute a great deal of this increase to pre-Christmas ordering. Walter West is helping John “Shorty” Smith promote his $1.50 coin machine.

Bill Happel returned to the pleasant task of taking orders on the AMI “H-200” phonograph at Badger Sales Company, Inc. after spending the Thanksgiving holiday with his wife, Lucille, and their 14 year old son, Genco’s “Motorama” has proven very successful with the operator’s. Marshall has been spending the past few week-ends in the Bakersfield area where he says there is much activity.

Mary, Kay and Claire Solle returned to Leavenworth’s Record Bar after a Thanksgiving week-end spent in Bakersfield at a family reunion. More than twenty members of the family came from all over the state. Johnny O’Neill, RCA Victor recording star, was conducting RCA Victor sales, RCA....

Bandoneon, dropped in the Bar to visit the girls and play Johnny’s new release of “Pick Another Baby,” which the girls predict will be a big record for him. Mike, on loan from Morgan’s Long Beach, has started to move with the operators. Kay predicts “Love Bug Crawly” by Jimmy Edwards on Mercury will take off for the charts. Barbara Chandler believes Debbie Reynold’s new record hit her with her new release of “I Saw A Country Boy” on Coral. ... Melba and Orville Kindig, Long Beach operators, being the first in the industry to use the new rugs becoming grand-parents with the arrival of a new grandson, Gary Brickley. ... George Mahlum busy at Minthorne Music Company making preparation for the large operators’ Christmas sale. George reports that the Seeburg “Service Schools” here are actually so surprised that anyone should be interested in the Seeburg Schools... Matt Nordberg is doing double duty by running the shop which puts him in charge of all servicing and servicing for the show business games and also handling Seeburg business. Lou Dunis, Dunis Distributing of Portland and Seattle, visiting Jack Simon at Simon Distributing Company during his visit here the other day the district representative for Capitol Records, is in town for the last of his tour. Jack has laid plans for the district to increase the party... Bill Emerson of Big State proudly smoking cigars for that deer he bagged... Saw Jimmy Rodden and Bill Jordan from Lubbock buying equipment for their new show business. Also they have received orders on United games... Sorry to hear Mrs. Lee Funderburg, Palentine, is in bed with the flu... Noticed John VGeese, Buffalo, on corner with new Officer, Bunker, Harvey, James Morgan, Paris, Dick Roberts, Gilmore; and Walter Wiggins, McKinney, ... Robert Gilmore, H&L Company; and Lippert Company collectors... A big Dallas welcome to new WRN disk jockeys Carl Reeves and Bill Ward. They hope many slim gold ones... Tony Bennett will introduce Columbus new WWR disk jockeys, Wally Sargent & Donald Haggard in the new show business.

“IT’S WHAT’S IN THE CASH BOX THAT COUNTS—INTERNATIONALLY”
You deserve higher prices for E.P. (two tune) records! With a ROCK-OLA 1455-D higher pricing is obtained without costly kits. Just flip any switch and the program side you desire can be programmed for E.P. records, for increased earnings.

Only ROCK-OLA offers the universal "Flip-a-switch" dual pricing system with Picture Window Programming...nothing extra to buy

See It...Hear It...Buy It Today at your ROCK-OLA Distributor!

ROCK-OLA Manufacturing Corp.
900 North Kedzie Avenue, Chicago 11, Illinois
THE GREATEST HOLIDAY GREETING ISSUE IN THE INDUSTRY...

Dated: December 28th
GOES TO PRESS:
Thursday
DEC. 19th

Send in your advertisement now.

The Cash Box

(PUBLICATION OFFICE)
1721 BROADWAY, NEW YORK 19, N. Y.
(PHONE: JUdson 6-2640)
THE NEW MODEL 14  
AUTO-PHOTO STUDIO

FOR GREATER CUSTOMER APPEAL
New cabinet design helps to capture more dollars.
Smart styling and beauty of cabinet invites patronage.

FOR ABOVE AVERAGE INCOME
The Model 14 can and does earn as much as $30 per hour.
The desire for photos by the public grows and grows.

BUILDS GOOD WILL AND REPEAT SALES
The squirmiest youngsters will photograph perfectly. Electronic lighting and speed camera stops all motion; assures sharp, clear photos every time.

THERE'S LOTS OF MONEY IN PHOTOS FOR YOU WITH AUTO-PHOTO
Nothing like it anywhere. Making money with AUTO-PHOTO STUDIOS is like magic.

PHOTOME, Ltd.,
12 Portman Mews, South London W1, England

FOTOFIX, G.m.b.H.
65 Yorkstrasse
Krefeld, West Germany

Write for literature and name of nearest distributor

Report Profit Answer Is:
10c, 3/25c Play Plus 60/40 Commission Basis
Also Gets $5 Per Wk. Minimum Guarantee Plus 60/40 Commish Basis in Marginal Locations

DEADWOOD, S.D. — John Trucano, since his graduation from Notre Dame and his service in the Marine Corps, has taken over much of his father's business here and has helped to modernize most of the old methods.

"In the first place", enthusiastically reports John, "we have all of our outstanding locations on 10c, 3 for 25c play plus 60%-40% commission basis.

"These are the spots where we know we can get our money out of the new equipment we install in a reasonable period of time.

"At first", John ruefully comments, "when my Dad left me take over, and I found a new location, I was so anxious to get into the spot, especially if it looked like it was going to be a top spot, that I put the new machine in on a fifty-fifty basis.

"Of course", John quickly added, "it was still 10c per play and 3 plays for 25c.

"But", John advises, "when the spot zoomed up and became important, here we were caught on a fifty-fifty basis and all our other good spots on a 60-40 basis.

"It took some doing, believe me", he says, "to bring in a brand new machine and have to switch over to 60%-40% commission basis.

"I've since learned", he reports, "that we just simply can't change from our policy of 10c per play, 3 plays for 25c and our 60%-40% commission basis for all our better locations.

"In our marginal locations, those places where we use reconditioned and older equipment and," he adds, "which we believe will average around $20 gross per week, we also get a $5 per week minimum guarantee.

"Otherwise", says John, "it just wouldn't pay us to even put a machine into this sort of location. If the location becomes important we don't need the $5 minimum guarantee, but we still continue the 60-40 basis." John Trucano claims that neither TV or anything else has interfered with the firm enjoying profits from their phonograph operation since they changed to 10c, 3 for 25c play and 60%-40% commission basis, plus $8 per week minimum guarantee in the marginal locations.

John Trucano claims that neither TV or anything else has interfered with the firm enjoying profits from their phonograph operation since they changed to 10c, 3 for 25c play and 60%-40% commission basis, plus $8 per week minimum guarantee in the marginal locations.

"That's the answer to profits. And,", he adds, "thanks to The Cash Box for continuing to urge operators everywhere to enjoy better profits. The Cash Box helped us to realize that this was the answer."

CHICAGO — Maria Koterbska, while in Chicago last week with a Polish variety show, visited her friend, John Frantz, president of J. F. Frantz Manufacturing Company, and posed with the new model "Vibrator Scale".

Maria Koterbska is a native of Warsaw, Poland, and a famous star of television, radio, movies and the European concert stage.

She is currently touring Canada and the United States as the singing star of a Polish variety show. She has also performed and toured several countries in Europe and the Middle East.

This is the first time that a group of Polish actors has toured the United States since 1909.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
CLOSEOUT PRICES
Available Immediately

Seeburg Music
50 100A's
10 B's
10 C's
10 R's
INTERNATIONAL SCOTT CROSSE CO.
1423 SPRING GARDEN STREET
PHILADELPHIA 30, PA.
Rittenhouse 6-7712

WANT
500
Bally BINGOS
300
WRITE
SHUFFLE ALLEYS
30
WIRE
Need Delivery
CALL
Immediately

SEEBURG 100 SELECTIONS
45 RPM
$275

Please Note: This is not an "ordinary" conversion job. These phonographs have been steam cleaned, reconditioned, re-finished and changed to 45 RPM thru a production line process—GUARANTEED!

Exclusive Seeberg Distributors
ATLAS MUSIC CO.
2118 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A.

World's Largest
and Most Reliable Dealers of ARCADE and AMUSEMENT MACHINES

See MIKE or JOE MUNYES at the NAAPPB SHOW
BOOTH 176-7-8-9
Where We Have On Display
"TUSCO" The life-like Elephant Kiddie Ride
"SQUOITS" Water Polo
dale's "BURP GUN"

Write for Catalog of the World's Largest Selection of Arcade Machines.

World's Largest Novelty Distributors
577 Tenth Ave. (at 42nd St.)
New York 36, N. Y. Phone: 8-6677
45 YEARS SERVICE * EST. 1912

ALBANY, N. Y.—Jules Olshen of Oden, Incorporated, this city, believes that there are a great many things that have to be done to benefit the industry.

"More local organizations are needed", he points out. "Each territory differs. Operators can do more with an organized setup."

"New, new ideas", Olshen explains are sadly needed, "present equipment", he claims, "is all repetitious. Players have lost interest. As a result", he claims, "there's no money in the cash box."

"Lower prices on new equipment are an old cry", he says. "Factories must reduce distributor's costs so the distributor can sell at lower prices to the operators."

"The export market is a life-saver to many at present", he advises.

"How about a coin operated 'sputnik'?", Olshen asks.

If you are reading someone else's copy of
The Cash Box
why not mail this coupon today?

THE CASH BOX
1721 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.
$15 for a full year (52 weeks) subscription
$30 for a full year (outside United States)
$45 for a full year (Airmail outside U.S.)

NAME

FIRM

ADDRESS

CITY

ZONE

STATE

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"

Al Denver Re-Elected Pres. MONY

NEW YORK—The general membership of the Music Operators of New York met Tuesday night, November 26, at the Park Sheraton Hotel, this city, and elected its officers and board members.

All present officers, running unopposed, were re-elected. Albert Denver, who has served 14 terms, was re-tumed as president. Other officers named to serve another year were Joe Conners, vice president; Harry Wasserman, treasurer; and Ben Chiofaly, secretary.

Two changes were affected on the Board of Directors. Named to serve for next year were Lou Levy, Mac Pollay, Lou Herman, "Doc" Shapiro, George Holtzman and Ray Knoz. New members of this board are Holtzman and Knoz.

Chi Auto Phono Bowl League Results

CHICAGO—Decca took two from Coven. Tony Ignozo was high for Decca with 921. Frank Sncietkito's 927 was high for Coven.

Amber Music split three games with Galgano Distrib. Loretta Oomens was high for Amber and high for women with 513. Tony Galgano was high for his team with 522.

Gateway Distrib took two from Phono Service. Jane Minters' 446 was high for Gateway. Bob Holl was high for Phono Service with 506.

Garmin Distrib won two from B & B Novelty. High for Garmin was Hank Sophie with 526. Marino Pieroni was high for B & B with 534.

Star Music took two from Western Automatic. Hank Sochacki's 535 and Myrtle Sochacki's 506, were high for Star. Bill Nyland's 516 and Lou Euro- peno's 505 were high for Western.

Brown's took two from Gillette Distrib. Jim Fisher's 462 was high for Brown's and Chuck Meyers was high for Gillette with 492.

Pasche Phono won two from ABC. Ray Gallett's 544, Rene Gallett's 518, Harry Gallett's 518 and Hank Kruger's 500 were all high for Pasche. Lea Taylor was high for ABC with 544.

Singer took two from Mercury. Al Gielen's 555 and Red Losasso's 500 were high for Singer. Mel Jones' 518 and Jerry Zie's 512 were high for Mercury.
Bob Bever Joins New Salt Lake City Firm

SALT LAKE CITY, UTAH—Bob Bever has entered into the firm of Western States Distributing Company, this city, in partnership with Dan Kenaga and Ken Medrud. The firm is the distributor for AMI, Inc., as well as for Williams Manufacturing Company.

Bever resigned as traveling representative for Williams Manufacturing Company, this past week. He was with the firm for about nine months.

Prior to that Bever was with Dan Stewart for seven years in the intermountain area.

"My association with United", Bever stated, "was absolutely marvelous. Every single member of this grand organization is an outstanding and very friendly person.

"I couldn't have been happier working for any firm and I don't believe that I would work for any firm but United."

"Still", Bob reports, "I guess I just got homesick for my own part of the world, the west, and for my home town of Salt Lake City."

"I believe", he added, "that our new firm, Western States Distributing, will prove itself one of the most outstanding in the country in short order. We're going to cover the entire intermountain area."

"My associates, Dan Kenaga and Ken Medrud, are among the best known men in the intermountain region."

"I feel sure that we're going to give our firm a real leader in the field."

Shows Selective Model Tape Play Juke Box

PARIS, FRANCE—Word just received from here regarding showings of a fully selective model, tape-playing juke box. The new machine, of French origin, is called the "Musimates" and is the culmination of much research by its French inventor.

The new box is said to utilize tape recordings instead of discs. Until now, the great drawback to tapes in juke boxes has been the difficulty of selecting a pre-determined spot on the tape to pick up a particular title. But the unique "memory" device incorporated in the "Musimates" is expected to overcome all difficulties in this regard.

The tape juke box recently made its appearance here at the Paris Fair on November 7. A special display of two models of "Musimates" were featured at the Amusement Trades Exhibition in London, England, in January, 1958. One of the easiest advantages in this revolutionary new box appears to be that there is nothing to go wrong, and it is claimed that, in the event of any trouble, it is unnecessary. The compact and foolproof nature of the mechanism enables the box to be reproduced in wall-box style.

One of the obvious potential difficulties in such a selective juke box concerns the "charging" of the tapes with top hits and other selections, according to the choice of the operator and location owner.

The actual process by which the new machine's "memory" selects any track from the tape is fully patented, and the firm has no intention at all to the dubbing being done by the major record companies by agreement, since these machines would not all be taken from one company or group of companies.

The intention is to provide each customer with two tape cylinders per box. While one of these is in use the other will be being recharged with an agreed number of new top hits. This service will probably be offered to customers at little over the cost of the total number of records used.

Mike Munves To Display 3 New Items at Park Show

NEW YORK—Mike Munves and Joe Munves, Mike Munves Corporation, this city, will head a staff of its personnel at the Park Show in Chicago.

Mike, known as the "Arcade King", has been serving arcade owners for the past 45 years, and has exhibited at Park Shows since its inception.

In addition, to the number of standard arcade machines, Munves will show three new items in his Booths 176, 7, 8 and 9. Latest is the elephant kiddle ride "Tusco". Two other amusement machines, which enjoyed a good sale at this past season will also be on display—"Squirta", the competitive water polo game, and Dale's "Burg Gun".

MEMO to Operators of Juke Box and Games:
It Will PAY You to Operate this

KEENEY
"Riviera" deluxe * electric
CIGARETTE VENDER

★ HOLD 539 PACKS Front Columns, 244, Rear Column 275
★ 22 SELECTIONS Pack and matches delivered quickly and conveniently
★ OUTSIDE COLUMNS VEND FLAT BOXES at option of operator
★ THREE PRICE SELECTIONS: 25c, 30c and 35c. Four Price Mechanism at operator's request.
★ AMPLE MATCH CAPACITY Adequate Storage for Cigarettes
★ A VARIETY OF COLORS AND FINISHES.

Easier to Service—All Parts Accessible—Earns Much More!

J. H. KEENEY & COMPANY, INC.

3600 W. 50th STREET, CHICAGO 32, ILLINOIS

COFFEE-CHOCOLATE • SNACK • COFFEE • SOUP • MILK • COLD DRINKS

Siembre HOY MISMO
El Cash Box Subcripción Internacional $30
Por Correo Aéreo $45

SOUSCRIZER DES AJOUD'T'HUI
El Cash Box
Abonnement International $30
Par Avion $45

ABONNIEREN SIE HEUTE NOCH
El Cash Box
Internationales Abonnement $30
Luftpost-Abonnement $45

SUBSCRIBE TODAY
El Cash Box
International Subscription $30
International Air Mail $45

THE CASH BOX

1721 Broadway
New York 19, N. Y., U. S. A.

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
Through The Coin Chute

EASTERN FLASHES

Altoha a week short, with the Thanksgiving Day holiday shuttering the wholesalers on both wholesale and retail. Wholesalers report increased sales and operators happy that collections which started to perk up the previous week, still on the rise. "Nothing sensational", the majority report, "but it’s mighty encouraging."

Meyer Parkoff, Atlantic New York Corp., preparing to host a goodly number of ops who’ve indicated they’ll attend the Monday night (Dec. 2) forum at Art Silbert, Standard Financial Corp., discuss "Money Trends in the Coin Machine Industry" and Joe Klein talk about accountability matters. "The programs have stirred up great interest" said Parkoff, "due, probably by mouth grapevine among ops. Other Service Check out their programs, who probably have read about the forums in The Cash Box have phoned me asking for details so that they can plan on similar programs in their area."

Jack Greentree, Buffalo manager, visits at Atlantic and Benson, in Providence, where he held operator meets, and discussed "dual price" systems, with results differing from meeting to meeting. The meetings here, so far, were not too enthusiastic, advised Jack, "and they were extremely interested. From my talks in other territories, and they have been numerous, it seems to me that "EP" programming has caught on." Murray Kaye spent last weekend as an actor in a play in the Catskill Mts. with the Misuses and some friends—most of it on the golf course. Jerry Kawi, Chic. sale, in town for a day and half visiting Al Simon, Albert Simon, Inc. Flew back to the factory Tusca, Pa. Simon is also traveled over the new ChiCoin “TV Bowling League”, which arrived here and was immediately set up on his showroom floor. .. Mike Mates, The Arcade King) who will exhibit his equip in 4 booths at the Park show, leaves Fri. with several of his staff. Joe Munné left for Chi early, Monday, to supervise booth rounds. .. To Phil Rausen, Brooklyn op who went to a short vacation, there he took. He didn’t want for another few weeks. .. Ray Knaus, who claims his golf game keeps him, he leave for Miami Beach early Jan., where he will put in some more practice.

Barney (Shugy) Segerman, Runyon Sales, watching ops try their hands at Bally’s new “Strike-Bowler” displayed on his showroom floor, says “This is absolutely the greatest amusement machine I’ve ever seen.” It came back from St. Paul, where he attended the Bar Mitzvah party given by Herman Paster for his son, gets ready for another flight west—to Chicago for the Park Show. .. Irving Kaye, Irving Kaye Co., off to Chi for the Park Show, where he will exhibit his line of pool tables—and maybe a surprise entry. .. The Popular Willie Levey of Miami, in town for a few weeks. ... "Witness" at the Dollar Palace and the Chicago Park, 'soul in the audience. .. Then back to N.Y., and a week later back home. .. Georgie Holtzman, recently injured in an auto accident, making nice progress, will be discharged soon from the College Hospital. Drop him a note. .. Murray Simon, Hartford, Conn., in town for a hurried visit. Greatly excited over the arrival of his first grandchild, a girl, Jan Susan, born to his daughter, Jean and Simon. .. And, Mr Cohen, an attorney. .. "Senator" Al Bodlin, plugging the recording of his present "Toscanini" series, with record "Object Of My Affection" label he says will be a hit. .. Bernard Rubenstein, son of Charlie Rubenstein, the arcade owner, in the armed forces serving in Germany, promoted to PFC. Charlie, however, is traveling through Germany as an adjutant to the German army’s G.I. program. .. Both the Charlie and the Misuses expect to go to Germany next Spring to visit the boy. .. Teddy Seidel became a grandfather for the second time this week. .. Ops seen visiting here: Nat Peres, Ode Brown, Red Zirlpol and Frank Breheny. .. Abe Lipsky, Sandy Moore Dist., only excuse on hand when we visited. .. Abe Sandler, his arms full to his side with Wurlitzer phons this month than they did in comparative month a year ago. Joe and Gloria Young return on Thanksgiving Day from their Cuba vacation. .. Isaac Harry and Hymie Koeppel, Koeppel & Co. private office—pretty nifty one. Report his very good these past 2 weeks.

Through The Coin Chute

UPPER MID-WEST MUSINGS

Bob Aberin, of LaMoure, N. D., and the Mrs., plus two other couples, drove to Minneapolis Thursday to spend the week-end. The women folks lost no time in making for the department stores while the men folks were making the rounds. Those in the Minnesota-Wisconsin game were sure to be present at the game. Thus the Saturday-Wisconsin game was to take place on Saturday evening and the Mrs. drove home Sunday morning. .. Art Hagens, of Grand Forks, N. D., drove into Minneapolis last Saturday evening and visited the distributors and left for home Monday during a raging snow storm. Art got home o. k. .. Mr. and Mrs. Lee Sundem, of Monticello, Minn., in town for a few days on a little vacation. Having heard that his business has been holding up well, Reid Whipple, Wurlitzer engineer, in Mpls. for a few days, and then going into N. Dakota and Wisconsin, visiting operators. .. The engineering engineer of United Mfg. Co. Chicago, passing thru town after covering southern Minnesota, and on his way into Wisconsin. .. Irv Sandler of the Sandler Dist. Co., Mpls., in Miami Beach, Florida. .. Leon Baglione of Be B & B Novelty Co., Superior, Wis., drove into Mpls. last Sunday evening, checked in the hotel and woke up the next morning with the Asian flu. Leo left for home early that morning and got to bed. Last was the wish that he is feeling much better and is just getting around. .. Representatives to the Northern States meeting in Minneapolis were from the area west, with the exception of Pierre, S. D., and Norman Gefke, Sioux Falls, S. D. Both gentlemen are on the board of the M. O. A. .. H. H. Holdiver, of Conrad, Montana, in town over the weekend and making visits at all the L & M along Mpls. back on the route again, but very short hours. Tires very easy since his recent heart operation, also he feels that Jack I. was former of Hialea, Fla., going to school and studying the real estate business.

"It’s What’s in THE CASH BOX That Counts—INTERNATIONALLY!"

5 TIMES THE PROFITS! FRANTZ’ VIBRATOR

5¢ Frantz’ VIBRATOR ATTACHMENT
Converts any old scale into a 5¢-1¢ Vibrator Scale Multiplies Your Profits!

Frantz’ 5¢-1¢ VIBRATOR SCALE
Collects nickels and pennies.

See All The New Frantz Products At BOOTH 149-150 NAAPPB SHOW

A.B.T. 3-GUN RIFLE SPORT
The Most Economical of All Concessions
• Powered by Compressed Air
• No Smoke—Odorless
• Shot can be used indefinitely

KICKER & CATCHER A.B.T. CHALLENGER

1¢ or 5¢ Target Pistol 1957 Model

JOE F. FRANTZ MFG. CO.
1940 W. LAKE ST., CHICAGO 12, ILL. I. A. 9-2399

Manufacture and Sales
You are cordially invited…

to visit our newly expanded and redecorated showrooms while in town for the Park Show. Our shop and service facilities have also been greatly enlarged to serve you in all your requirements.

PHONOGRAPHS
UNITED "UPA-100"

<table>
<thead>
<tr>
<th>SEEBURG</th>
<th>AMI</th>
<th>WURLITZER</th>
</tr>
</thead>
<tbody>
<tr>
<td>M1285</td>
<td>F120</td>
<td>5395</td>
</tr>
<tr>
<td>F120</td>
<td>5395</td>
<td>1900</td>
</tr>
<tr>
<td>M1285</td>
<td>5395</td>
<td>1900</td>
</tr>
<tr>
<td>M1285</td>
<td>5395</td>
<td>1900</td>
</tr>
<tr>
<td>M1285</td>
<td>5395</td>
<td>1900</td>
</tr>
</tbody>
</table>

WANTED
AN QUADS IT, LATE MODEL
GOTTLIEB & WILLIAMS PIN GAMES
SEND IN COMPLETE LISTS
Exclusive Gottlieb, Bally, Heavey, Co., Chicago, Ind. and International Machine Distributors

Remember
IN NEW ENGLAND
IT'S TRIMOUNT!

40 WALTHAM STREET
BOSTON 18, MASS.
Tel. Liberty 2-4452

<table>
<thead>
<tr>
<th>HERB OETTINGER</th>
</tr>
</thead>
<tbody>
<tr>
<td>AL</td>
</tr>
<tr>
<td>------</td>
</tr>
<tr>
<td>321</td>
</tr>
</tbody>
</table>

EMPLOYEES WANTED


to catch up on backlog of orders for the new Wurlitzer wallbox with the 504 play. . . . Hard working op is Bill Wolfe of Paramount Music. Bill advises his route has expanded to all over town—from Howard St. to 106th, with spots at 3700 E. to 6500 W. That's traveling! . . . Joe Kline, who keeps the Tevision line moving around at the park show, but managing to make the ChiCoin booths his HQ. Joe looking forward to personal talks with customers he doesn't see very often. . . . Over at Atlas, Harold Schwartz observes that ops are making more money than the days on game routes. And, he, finding lots of profit potentials in this they never thought existed.

"Business is good", states Nelson Warner, op from Oak Lawn, "because I do all my own service, moving, collecting and personal contact". For small operators', he adds, "this pays off big". . . . Bally's Art Garvey back at the plant after attending wedding ceremony in Philly of Abe Witten's son, Bill. . . . John Trucano, Deadwood, S.D., spending a few days in Chi last week after seeing Notre Dame football game. (He's a grad). John advises that his dad, Tony Trucano, now on way to Calif. for a rest. John also happy about the good biz he is getting with 100-3 for 255 play plus 60-40 commish basis.


WORTH REPEATING: A ticket seller is a fellow who enables you to see one football game for the price of five.

It's What's in THE CASH BOX That Counts—INTERNATIONALLY
Elected Pres. Exhibit Supply

Through The
Coin Chute

NEW ENGLAND NIBBLES

Biz on the upstairs with wave of cold weather settling in on New England and indoor locations throned for heavy plays all around. Action good on games, pins, tables, alleles and phonos. At distrub plants things are coming new shipments coming in and some new machines to waiting ops who aresolidifying their routes for the long winter season.

At Associated Amusements (Rock-Ola), Ed Barvrey off for N. H. and Me. trip to visit ops. United's new "Garza" shuttle getting terrific response here. Atlantic's new Rock-Ola 120 model 1440 is piling up a week in advance, Dick Mandell, gen. mg., in, and N. H. on a flying sales trip using his plane to make hops to ops. At Trimount Automatic Sales Corp. (Seesburg), Doug Janssen, gen. mg., plans to go south, planed out to Europe to look at Holland, Belgium, Italy. They will visit with coinmen in the various countries to which Trimount exports. A Seesburg asked for ops was held with regional district manager Jack Bakke, Trimount. Ops attended classes which were extremely instructive and constructive. Biz excellent here with big orders reported for Seesburg phonos, heavy activity on games, alleles and amusement machines. Export biz climbing. At Atlas Distributors (AM), Louis Blatt hosting visiting coinmen at his Commonwealth Ave. plant. Business in AMI phonos is at a peak. At Redd Distributors (Wurlitzer), Bob Jones, sales mgr., predicts one of the biggest years for games in upcoming '58. . . Response to the many new games introduced this year as been constant Ap. comes out. In plenty of action here on Wurlitzer phonos, games, alleles and in export, he says.

Ops in visiting distrub this week included: Walter Stadinicki, Central Falls; R. I.; Ed Dywer, Providence, R. I.; Ray Shea, Worcester; Tom Libby, Haverhill, Mass.; Fred O'Donnell, Medford; H. Grazzo, Quincy; Stan Cokas, Lynn; Charles Tiernan, Cambridge; Guy D'Guenn, Alston; Bob Green, Randolph; Teddy Rubovitz, Chelsea; Glenn Miller, Providence, R. I.; Marlowe Rhode, Medford; Dave Baker, Arlington; Phil Swarts, Brookline; Ralph Ridgeway, Springfield; Dan Poole, Randolph; Sam Greenstein, Providence, R. I.; Al Robbins, Arlington, Jim Balboni, Springfield; Steve Pieckoe, Worcester; Sam Hurwitz, Lynn; Eddie Dicey, Caribou, Me.; Henry Glodstone, Boston; Romeo Rivard, Lewiston, Me.; Ed Marcorelle, Middleboro, Conn.; Harry Rhine, Boston; Harry Rossof, Westerly; Louis Zeidman, Portsmouth, N. H.; Sol Taube, Manchester, N. H.; Cy Jacobson, Boston; Leon Sherter, Boston; Ralph Lalecky, Roxbury; Dave Groppman, Boston; Bob Rome, Boston; and James Geraci, Dorchester. Glenn Miller band, directed by Ray McInlay, in on one nighters riding high right now. RCA-Victor ad for a "Surgery of Quaint Comedians," and W. J. Distributor for 10 years, going back in the record distributing business in Boston on Jan. 1. Al Parker said the firm will reactivate its phonco record dept. representing independent record labels in the N. E. area. . . Hal Kirils dabbled in Stan Wilson's new album on record label, and Ray Blankenbush disturbed again, in press. Kathy Harr's new RCA-Victor album being promoted in the area by Ruthie Shapiro. . . Della Reese current at Blintzlie's nitey where Lennie Satin, Tina Robbins and Four Voices are booked for upcoming dates.

Chicago Coin's TV BOWLING LEAGUE

CHICAGO The Exhibit Supply Co., today announced that Chester F. Gore has been elected President.

Gore has been associated with the 56-year-old Exhibit Supply Co. for over twenty years and for sometime has been manager of its Arcade Division.

Gore stated that while Exhibit's coin operated amusement devices will be on a limited scale for the next few months, the firm is now producing all types of arcade equipment, candy machines and an expanded line of picture postcards. Exhibit will have a complete line of its products at the N.A.A.P.F.B. Show and is predicting 1957 will be one of its most successful years.

Urges Co-operation And Mutual Trust Between All Industry's Levels

STE. AGATHE DES MONTS, CANADA — Sam Solway of this industry likes to write long letters. "The paper is too small for all my ideas," he advises, "so, he adds, "I'll use my own stationery."

"First of all," advises Solway, "this is a business of many angles. There are the angles the operators are using to get around each other. There are the angles the distributors use to get around the operators. There are angles the manufacturers use to get around distributors. There are other angles operators have for location owners.

"All these angles must be straightened out. A straight line of cooperation must be formed. There are many ways in which this could be accomplished."
High Costs Have Cut Down Number Of Operators

Miami, Fla. — "our city is no different than other cities throughout the states and, probably, throughout the whole world," reports William Blatt of Supreme Distributors, this city.

More and more coin machine operators are turning to other operators. These are the operators who are building up large routes so that they can operate more efficiently and purchase equipment in larger quantities at lower prices.

"These larger operators can also afford to give better and faster service. They can employ better, even the higher priced, mechanics. This is something that the small operator cannot do."

"These larger operators can afford to keep their equipment in tip-top shape. They can switch machines about more often. They can change from one location to another because they operate on this large scale."

"In the old days anybody with a few hundred dollars could, and usually did, become a coin machine operator. Maybe not a very successful one, but, they could still make a living at this business."

"Today, when a man decides to become a coin machine operator, he has to have, not borrow, at least $25,000. And if he expects to make a success at this business he cannot just sit in his office and count his collections. He has to hustle. He has to look for locations. He has to continue to constantly visit those locations he already has and keep them happy and satisfied."

Remember "Triple Action?"

Also "Trade Winds" ... "Mardi Gras" ... "Swat Ball" and the many other GENCO hits.

Realizing that the 3-ball novelty Pin Game is one of our industry’s basic products, we at Genco are re-entering the field in which we excelled.

Once again, we guarantee to bring you the best—our new, sensational "SHOWBOAT."

To do this we have spent many thousands of dollars and months of time designing, engineering, and retooling. Prices will be 100% competitive. Location tests have been thorough and results exciting.

For the first time in the industry, product inspection will employ the new "VIBRATION TEST" before final electrical inspection. This rugged test is equivalent to that given by the railroad insurance underwriters—”nuff said!”

Another Genco "First": high-pressure, super-boasted steam and chemical cleaning of contact points—after switch assembly to ensure perfect operation.

These are only a few of the many exclusive production techniques to be used on "Showboat", items that will once again help make Genco the leader in Pin Ball Games!

It’s coming next week!

See it at your Genco Distributor

Mr. Operator...

Thanks for your reception of "Motorball"

Adult Skill Car Game!

We are still in production to meet the big demand!

Amer Shuffleboard App's Jack Butler

Union City, N.J. — The appointment of Jack Butler, Toledo, Ohio as distributor has been announced by Nick Melone, sales manager, American Shuffleboard Company, this city.

Jack Butler has over 18 years experience in the shuffleboard industry, both in the sales and service field. Butler will distribute American products in the northwestern area of Ohio.

Fears Albums At 5c Per Tune

Erie, Penn. — "We operated all our juke boxes on 78 rpm just as long as the platter makers supplied all the good jobs on 78's," reports L. F. Stone of this city.

"But we are now in the act of changing our 78 rpm to 45 rpm machines. And since we do not like or appreciate the change we are now rather dubious about the album jobs the platter makers are forcing down our throats."

"All our music is still 5c per tune. Albums give too much for a nickel. The cost to us is still higher than the old 78s."

"We are dubious about the music business. We do not buy any new machine until we are forced to. When we do we place the new model on our hottest and most profitable, spots and move the 'lesser lights' on down the line."

"If we couldn’t operate pin games we would be forced to fold up."

"It’s What’s in THE CASH BOX That Counts—INTERNATIONALLY"
Irving Kaye To Show
Three Pool Games
At Park Show

BROOKLYN, N.Y. — Irving Kaye, Irving Kaye Company, Inc., this city, together with Charles Katz, will handle the firm's display at Booth 14 at the Park Show.

The firm will exhibit three pool games—two new ones, and its present model "El Dorado". The new pool games are "Deluxe Competitor" (6-pocket) and "Kaye's 4-pocket". In addition Kaye will introduce two new items. "Jambo" hockey game in two sizes, 6 ft. and 8 ft. These hockey games, Kaye states, are the largest ever produced. "The mechanical operation of these hockey games" he says, "actually gives the player the feel of hitting the large 1 1/4 inch ball."

The other item Kaye will display is for music machine operators, called "Melody Tower", for mounting of a Wall Box. "This highly styled and decorative item takes the place of many Wall Boxes", explains Kaye. "And it is perfect for hideaways. It matches all music machines and fits any wall box. It has a hi-fi speaker, 5 level volume control, and constant voltage—500 ohm and 8 ohm line."

Make Partners Of Your Locations

FLINT, MICH. — "On all the high-powered, pipe-dream equipment", advises Alvor J. Paige of Paige Specialties, this city, "that is, equipment that cost from $700 to $1,000 and up, I make the location owner a partner. All income is applied against the purchase price. Then we split 50-50."

"I provide the service, parts, supplies, and so forth, he provides the location, electricity, etc.

"When we buy a new game", adds Paige, "we start applying all income against the difference paid between the trade-in and the new machine."

"If, as so often happens", he advises, "the new machine turns out to be a turkey, and the distributor forgets to remember you when you come back again to make a trade, then we simply junk the old one and the location automatically learns that all that glitters is not gold."

Urges Music Ops:
"Know Your Locations"

BROOKLYN, N.Y. — In view of the fact he feels certain he would have lost a great many of his locations, due to adverse press publicity, if he wouldn't have been closely and personally acquainted, Irving Feni- chel of Janel's Music Corporation, this city, now urges all operators to become better acquainted with their locations. "The first big job for all juke box operators", Fenichel advises, "is to get to know your locations personally.

"In view of all the bad publicity we have had in local newspapers about unions who thought the juke box business was easy prey and 'ush-
Now! The Spotlight’s on a Sensational New Profit-Builder!

Gottlieb’s 4 Player

Featuring "ADVANCING VALUE" ROTO-TARGETS

Competition play and outstanding player appeal make Falstaff a natural profit-builder...proven by world-wide location tests.

Exclusive! new "Advancing-Value" Roto-Targets have attained phenomenal player acceptance. Conseguent hits multiply Roto-Target values by 10 and 100 for higher scoring playfield action. This sensational new feature is more fun for all and presents an even greater challenge to the skill and timing of every player.

Falstaff has many other outstanding features that include: Two-way "Rollunders" that add to upper playfield action; 2 holes that score 100 times target values when hit; "Two-Way" Double Match Feature for more Specials; super-powered flippers that fire bolt up field at targets; cyclonic kickers; twin chutes and an all steel door and door frame.

See your distributor today!

D. Gottlieb & Co.

1140-50 North Kostner Avenue - Chicago 51, Ill.

ALL GOTTLIEB MACHINES ARE EQUIPPED WITH NATIONAL SLUG REJECTORS

Seeburg In Italy

MILAN, ITALY—The stories which appeared in The Cash Box regarding Italy and its method of operations brought about as much comment here as they did everywhere else in the world.

For most in thanking The Cash Box for showing such outstanding interest in Italy’s coin machine industry” and, especially, complimenting The Cash Box on the fact that its next “Quarterly Export Edition” would also be printed in Italian, as well as in French, Spanish and German, was Dr. Vittorio M. Franceschini who is the exclusive distributor for Seeburg in Italy.

Dr. Franceschini of the Manitoba firm of this city is one of the most progressive of Europe’s distributors. “It is an absolute and integral part of our business,” stated Dr. Franceschini, “to follow up our sales so that every one of our customers is assured the finest sort of cooperation.

“Our Dr. Croot,” continued Dr. Franceschini, “makes certain that we are in constant touch with our customers, regardless of where they are in Italy, so that, if there is anything they require, or any thing they want, we are immediately concerned and visit them just as rapidly as we can.

“We feel,” reports Dr. Franceschini, “that we have the most outstanding product of its kind in the world in our Seeburg phonographs and musical accessories and we want to serve our customers in such fashion so that they, too, will agree with this world leadership.”

Shown above are France and Dr. Vittorio M. Franceschini and Classie Gareh.

WILE IN CHICAGO FOR THE PARK SHOW

visit our showrooms and see our new premium items at extremely low prices.

CLUB SPECIALTY CORP.

1801 W. Irving Park Rd. • Tel.: Diversity 8-5900 • Chicago 13, Ill.

TV Forces Rental Plan

ABERDEEN, S. D.—“TV has made big inroads on the music business in this part of the country,” reports Herman S. Fisher of this city.

“To stay in business and live,” he advises, “we have made ‘leases’ of our music service.”

“We continue to furnish the machines, records and service just as before. “But,” he adds, “the rate for this cannot be uniform. We have to grade this from $25 to $50 per month. This all depends on the value of the machine and the amount of auxiliary equipment used.

“It has worked out well,” Fisher claims, “but possibly not as good as a few years back. “We have taken some individually owned machines out of circulation with our rental plan,” he concludes.

Subscription to THE CASH BOX 1 Year-52 Issues...

$15

“IT'S WHAT'S IN THE CASH BOX THAT COUNTS—INTERNATIONALLY"
WANT—WILL pay cash for late model Joker Boxes and late model Amuse-
ment Machines. Send list. DAVE LOWY, 594 TENTH AVE., NEW YORK 3, Y. (Tel: Chickerling 4-5100).

WANT—Your used or surplus records all speeds. $5.00 each. All year round and pay top prices, no box too large or too small. No more than 10% blues. We pay freight. BEACON SHOPS, 821 NO. MAIN STREET, PROVIDENCE, R. I. (Tel: Union 1-7590).

WANT—Phonograph Records.—made before 1940, dealers or jube box stock or private collections. Will pay $150 to $300 per thousand. Some records are rare or are in original labels. To be shipped are Brunswick, Vocalion, Paramount, Gennett, Melotone, Victor, etc. JACOB S. SCHNEIDER, 109 W. 86th ST., NEW YORK, N. Y. (Tel: TR 7-9147).

WANT—Used records, 45's or 78's. All types—Pop, Hillbilly, Blues. We buy year round, any quantity. We can provide shipping cases if needed. Write or phone. JALEN AMUSEMENT CO., INC., 14 E. 21st STREET, BALTIMORE 18, MD. (Tel: BEMORE 5-2681).

WANT—Ami 120, 120, 200 selection Wall Boxes, Hideaway units, Phonographs. Late 2 Player Pinballs. Write stating condition, number and best cash price. ST. THOMAS COIN SALES LTD., ST. THOMAS, ONT., CANADA (Tel: 2448).

WANT—Route Wanted. Will pay cash for Large Route—Music—Games—
Alley—Guitarite. BOX 414, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

WANT—To Buy—Bingos, Shuffle Alleys, 5 Ball Pin Games. Any Quantity. Please send us Your List. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 PROSPECT, CLEVELAND, OHIO (Tel: TOWER 6-1715).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on end. DEMPSEY, 109 S. 13th, GALAGNANOS DIST. CO., 4124 W. ARMITAGE, CHICAGO 39, ILL. (Tel: DICKENS 2-7000).


WANT—Gottlieb Novelty Games From 1924 up; King of Swords, Four Rag- gers, 1957 Baseballs, World Series and All Stars, Globes. GLOBE AUTO-
MATIC VENDING CO., 291 WATER STREET, QUINCY 69, MASS. (Tel: MAYflower 9-4010).

WANT—Cash! Highest Cash Paid For Chicago Coin Blinkers, Bull's Eyes; United, Genco, Williams Guns and Baseballs; 6 Keeney Flicker Pools. ALL COIN MACHINE, 886 MIL- Waukee, CHICAGO 22, ILL. (Tel: Canal 6-0293).

WANT—To Purchase 5,000,000 Surplus Records, All Speeds. We Pre-
ferr Large Quantities And Will Buy For Cash. Top Prize. Write or Call—Write Or Phone, Collect—RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel: General 2-1650), JESSE SELTER, PRES.

WANT—Used Records, High prices paid for 78's and 45's. No quantity too large or too small. We buy brand new LP's (33-1/3 RPM) in quantity. Write or phone. FIDELITY DIS-
TRIBUTORS, 666 10th AVE., NEW YORK 36, N. Y. (Tel: Jodon 6-4568).

WANT—Used 12 American Bank Shuffleboards; 22 American and Rock-Ola Shuffleboards and Overhead Score Units. Quote best resale price. STATE AMUSEMENT CO., 1531 BROADWAY, TACOMA 2, WASH. (Tel: Fulton 3-2282).

WANT—Used Bingo games recondi-
tioned or not, also Seeburgs M100A, M100B. Are also interested in agen-
ties for new games for Beltsland and Luxembourg, Airmail offers including seaworthy packing L. A. New York, or air expresses to ETS, SONI-
BEL, 30, AVE. DU PORT, BRUS-
SELS, BELGIUM.

WANT—For Cash or Trade, Shuffle Alleys, Phonographs, Arcade Mach-
ines; Send List at Cash. HARRY BERGER, WEST SIDE DIST. CORP., 612 TENTH AVE., NEW YORK, N. Y. (Tel: Circle 6-8464).

WANT—Used Records! 45's, 78's and LP's. No amount too small or too large. Write stating amount on hand. We pay premium price for proper merchandise. PEW NOV-
ELTY CO., 4404 N. PAULINA ST., CHICAGO 40, ILL. (Tel: UPtown 8-9680).

WANT—Gimmicks, Scrreeching, Howl-
ing. They are no substitute for talent. Survey reports Michael An-
thony Great Baritone Crooner. Softer Music is coming back. Write or Post Card for free Michael Anthony Sample Record. ILIC RECORD PROMOTIONS, 214 HOL-
LOYWOOD WAY, BURBANK, CALIF.

WANT—Pills Panoramas. Also Parts. Price best. WESTERN DIS-
TRIBUTORS, 126 ELLIOTT AVE., SEATTLE WASHINGTON (Tel: Galfred 3585).

WANT—Phonographs, Late Model Seeburg, A.M.I., or Wurlitzer. Will Trade Late Model Pin Games or Alleys. RELIABLE COIN MACHINE CO., INC., 184 WINDSOR STREET, HARTFORD, CONN. (Tel: Chaple 9-6536).

WANT—Used Bally Bingos; Gottlieb and Williams Pins; Used Shuffle Alleys; Guns and Phonographs. Send complete list. Highest prices paid. Representatives of Wurlitzer and Gottlieb Games, CAGE FORMATION OR SANDY MOORE. SANDY MOORE DIST., 240 E. MERRICK RD., FREEPORT, L. I., N. Y.

WANT—Attention Everyone in the Coin Machine business and all the Bally and United Bingos you have. Plenty of $$$$$$$ waiting. Don't Write or Wire back. We can make your collection of Beltsland and Belgium Amusements, Inc., 334 NORTH BROAD ST., PHILADEL-
PHIA, PA.

WANT—Records! $15 of stocks. Need Lips, times, prices. TOLEDO COIN MACHINE, 814 SUMMIT ST., TOLEDO, OHIO.

WANT—Make us an offer. 7 Beach Clubs, 1 Frolies, 1 Yacht Club, 3 Gayety, 2 Dude Ranch, 1 Palm Springs, 1 Hi Ft 1 Starlet. SCITO NOVELTY, INC., 1909 8TH ST., PORTSMOUTH, OHIO. (Tel: EL 3-4179).

WANT—Amazing Values On Brand New Rock-Olas 1454, 220, 200 Selection, 45 RPM Phonos. Also Other All Late Models Phonos Available At Very Low Prices. Authorized Rock-Ola Fac-
ty Distributors. SEA-COAST DIS-
TRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH 4, N. J. (Tel: Bigelow 3-3524).

WANT—For Sale—One Double Header, like new, 1-1 condition, $475. LEWIS & FOLLETT MUSIC CO., SOUTH 180 HOWARD ST. PORTLAND 4, WASH. (Tel: MA 8585).

WANT—All types of used Pool Tables, jumbo and regular. Also late Shuffle Alleys. Will trade for AMI Jukes or Seeburg. Special price on ultra modern speaker and Ballie (8 inch speaker), $7.50. GATEWAY DISTRIBUTING CO., 3622 W. NORTH AVE., CHICAGO 47, ILL. (Tel: Dickens 2-1214).

WANT—For Sale—Sunny Sun-Glo Wax for Arcade Alleys, 24—1 Ib. Cases—per Case, $6.75. HASTINGS DIS-
TRIBUTING CO., 6100 WEST BLUEMOUND ROAD, MILWAU-
KEE 13, WIS. (Tel: Blue mould 8-6700).

WANT—for Sale—Mutoscope Photomatic With Envelope Vendor, $150; Sup-
plies All For $350. Gottlieb Scoreboard 4 Player, $225; Gottlieb Jumbo 2 Player, $240; Gottlieb Tournament 2 Player, $250; Wil-
liams Piccadilly 2 Player, $210. C & W DISTRIBUTING CO., 400 MAIN STREET, GALENA, KANSAS (Tel: 400).
### Classified Advertising Section

**FOR SALE—Safari, Big Top, Steam Shovel, Goosel, Hi-Fly, Wms. De Luxe Baseball, Crossroads, Quartette, Jalopy, Pin Wheel, Hawaiian Beauty, Southern Cross, DeLuxe,isc, Lula, Harbor Lites, Slugging Champ DeLuxe, Duette DeLuxe, Register, Marathon, Gayety, Pixie, Caravan, Manhattan, Broadway, Niculal. NEW ENGLAND EXHIBIT CO., 237 WASHINGTON ST., NEWTON 58, MASS. (Tel.: DEcatur 2-1500).**

**FOR SALE—15 United Handicaps; 50 assorted United Star Sluggers, Super Sluggers, Chicago Coin and Williams hand. Ask us to buy for you or all NATIONAL NOVELTY CO., 640 W. MERRICK RD., VALLEY STREAM, L. I., N. Y. (Tel.: Loevant 1-6770-1).**

**FOR SALE—Extra Special, Super Duper Deal On Bally Booster Pool Games. Also Seeburg M100C & V-2000. JENNY SALES CO., 593 10th Ave., NEW YORK, N. Y.**

**FOR SALE—United Bowling Alley $555; Chi-Coin Bowling League $600; ABC League $400. (Tel. 788-555). WANT—United Top Note Shuffle Alley and Bally Jumbo Shuffle Alley, MOHAWK SKILL GAMES CO., 67 SWAGGERS TOWN, SCHENECTADY 2, N. Y. (Tel.: RFranklin 2-7162).**

**FOR SALE—Export Buyers Attention! In-Line Games, $35 & up; Pool Tables, $50 & up; Pin Games, $25 & up; Music, $75 & up; Kiddie Rides, $100 & up. ASSOCIATED AMUSEMENTS, INC., 6401 W. ROAST, CLEVELAND 24, OHIO. (Tel.: Superior 1-4600).**

**FOR SALE—Majestic's finest reconditioned phonographs and music accessories. Every one of our reconditioned machines guaranteed beautiful condition regardless of price. Tell us what you need. Get our prices before you buy. ANGOTT DISTRIBUTING CO., INC., 2616 PULASKI AVE., ST. LOUIS, 11, MO. (Tel.: University 4-0773).**

**FOR SALE—Reconditioned, Guaranteed, Wurlitzer 24 Record Hideaway Cellar United, complete with Packard Adaptors, price, $80, Wallboxes, clean, $6, Wurlitzer 1000, $75, FEDOR MUSIC CO., 3004 SMITH DRIVE, ENDWELL, N. Y.**

**FOR SALE—Millions of extra coins are taken from Clean Machines. Clean Right With Lemonite, Central Distributing Co., J. Rassed, 717 Louisiana, St. Louis, Missouri, Use and sell Lemonite. Try Lemonite Electric Contact Cleaner, Contact Paste and Lithium Tube. GAGO SALES CO., ARLINGTON, TENN.**

**FOR SALE—Bally Show Time $535; Key West $345; Big Show $330; Broadway $185; Miami $125; Gay Time $115; Big Top $100; Chicago $10, Pixies $75. T & L DISTRIBUTING CO., 1663 CENTRAL PARKWAY, CINCINNATI, OHIO. (Tel.: Main 1-9741).**

**FOR SALE—Arcade, Williams, World Series $75; Genie Hi-Fly Baseball $225; Genie Basket Ball $225. W. B. DISTRIBUTORS, INC., 1012 MARKET ST., ST. LOUIS 1, MO. (Tel.: 3-9292).**

**FOR SALE—14 Bowling Alleys, Clean, Checked, Crated, $495. Call, Wire or Write. UNIVERSITY COIN MACHINE EXCHANGE, 162 N. HIGH STREET, COLUMBUS 8, OHIO (Tel. Axminster 4-3529).**

**FOR SALE—Wurlitzer; Genie Hi-Fly Baseball; Shuffle Alleys, Pool Games, Phonographs for AMI, United, Williams. If you want, we will make an honest effort to get it. Distributors for United, For Sale—Write for jobber's discount. DANK'S, 140 E. 2ND SOUTH, SALT LAKE CITY 11, UTAH. (Tel.: Davis 2-2473).**

**FOR SALE—New Six Pocket Pool Table, W. B. DISTRIBUTORS, INC., 1012 MARKET ST., ST. LOUIS 1, MO. (Tel.: 3-9292).**

**FOR SALE—Large stock of Bingos, Shuffle Alleys, Pool Games, Phonographs for AMI, United, Williams. If you want, we will make an honest effort to get it. Distributors for United, For Sale—Write for jobber's discount. DAN'S, 140 E. 2ND SOUTH, SALT LAKE CITY 11, UTAH. (Tel.: Davis 2-2473).**

**FOR SALE—Gottleib's Scoreboard $195; C. C. Grissom $75; Gene Sheehan $100; H. BETTI & SONS, 1706 MANHATTAN AVE., UNION, N. J. (Tel.: Union 3-8374).**

**FOR SALE—Seeburg V-200's, very clean, $735 ea. Make us your best offer for 10, 1/3 deposit, balance C.O.D. SANDY MOORE DISTRIBUTING CO., 599 TENTH, N. Y.**

**FOR SALE—1448 Rock-Olas, Like New, $595; Chicago Coin Skis Balls, $345. Write for Quantity Lot Prices. J. R. NEFF FIELD CO., 4725 WASHINGTON, ST. LOUIS 8, MO. (Tel.: Forest 7-6730).**

**FOR SALE—King Arbor, $55; Twice Grand, $55; Milk Jockey, $75; Grand Slam, $85; Four Corners, $85; Hi-Ho, $118.95; Miami Beach, $235. Make offer. Williams, 42 Tenth Street, 3-4-5-4, Long Beach, Circus, Sports—Want—Big Times. NOBO NOVELTY CO., 18, ILLINOIS (Tel. Independence 3-2210).**

**FOR SALE—Special—Gottleib; Continental Cafes; Double Coincide $2995; Bally, Cameo $215; Williams $275; Kings $255; Genie—Hi-Fly Baseball Game $155; Bally, Jr., $185. Model—T Hot Rod $3975; ABC Bowling Lane, $250; Bally, 5 cent, $300; National Novelty Company, 115 MAGAZINE STREET, NEW ORLEANS, LA. (Tel. Caxwell 5306).**

**FOR SALE—Records!! All labels, all speeds at close out prices!! 78's $5—45's w/45's labels in any quantity. 12" LP's—50c, EP's—30c. All labels. We buy records, all speeds. SID TABACK RECORDS. 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel.: Dinkirk 3-8755).**

**FOR SALE—Seeburg M100A, 45 rpm, Painted, $295; M100B, $425; M100C, $500; C100, $675; W700, $75; R100, $725; Wurlitzer 2000, $815, 1480X, $1085; 2050X, $1250; 1700, $625; D80, AMI, $325, D40, 45 rpm, Painted, $225. MUSICAL SALES, 2306 14TH ST. W., ST. LOUIS 3, MO.**

**FOR SALE—3 M100As Seeburg $95 ea., 6 Parkard Wallboxes $25.00 ea.; 2 Rock-Olas 120 Selection Wallboxes $50 ea.; Seeburg 471 and Wurlitzer 1100 $25 ea.; 3 AMI Model C $50 ea.; Wurlitzer $210 Wallboxes $2.50 ea., 1500 Trade-In AMUSEMENT COMPANY, 1000 PENNSYLVANIA STREET, BLOOMSBURG, 8, PENNSYLVANIA. (Tel. 3-4508).**
THE CASH BOX

"The Industry's Market Place"

PUBLISHES MORE CLASSIFIED ADS EACH WEEK THAN ALL OTHER MAGAZINES IN THIS INDUSTRY PUBLISH IN A MONTH—PROVING THAT THE ENTIRE INDUSTRY RECOGNIZES THE CASH BOX' CLASSIFIED AD SECTION AS "THE INDUSTRY'S MARKET PLACE."

WANT FOR SALE

CHECK OFF WHICH YOU DESIRE

CLASSIFIED AD RATE 10 CENTS PER WORD

Count every word including all words in firm name, Numbers in address and telephone number as one word. Minimum ad, accepts $1.00. 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 to S A Special Classified advertisers: You are entitled to a classified ad in each week’s issue containing no more than 45 words, which includes your firm name, address and telephone number. All words over 45 will be charged to you at the regular rate of 10c per word. Please count words carefully.

ALL CLASSIFIED ADVERTISING CLOSES WEDNESDAY NOON AT THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

Use This Convenient Form For Your Classified Ad

START HERE

ENCLOSE YOUR CHECK—AIRMAIL TO:

THE CASH BOX
1721 BROADWAY, NEW YORK 19, N. Y.

CLASSIFIED ADVERTISING SECTION

FOR SALE—Seeburg 20 Selection Wall Boxes changed over for 3 for 25; $25 SPECIAL; $5 Rock-Ola 1200, Chrome, $55; Seeburg 100 Selection, Hammerlaid Finish, $45; Rock-Ola 1717: Steppers, $30; Vendor Coin Changer, $65; Bingos (Cleaned & Checked) Beach Clubs, $65; Rally Beauty, $65; Yacht Club, $45; Mexico, $45; Bert Lanes’ Dead Zero (300), $75; Long Pools (Like New), $65; Small Pools, $55; $165 Wurlitzer, $250; AMI 4’s (No broken plastics, cleaned & checked), $65; Jenning’s Scales, $25; 8 Ohm Speaker (wall), $35. H & D MUSIC AND DISTRIBUTING, 1626 THIRD AVE., MILENNE, ILL.

FOR SALE—Closeout: Brand new original factory crates, United’s Playtime, $475 each. Wire, Phone. IMPERIAL COIN MACHINE CO., 49, ANDREWS & CLIFFSIDE, N. J. (Tel. Whittney 5-2893).

FOR SALE—18 Foot Rock-Ola Shuffle Board, $149.50; Shuffle Board Stand Alone, $25; Chrome 12 eases, $4.50; Pucks (set of 8), $12; Fluorescent Lights, pair $5.50; Adjusters, $15.50. PURVEYOR DISTRIBUTING CO., 3320 N. WESTERN, CHICAGO 18, ILL. (Tel. Jupiter 8-1816).

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. WESTERN BAY CO., 3726 KESSEY AVE., CINCINNATI, OHIO, (Tel. Montana 1-5000).

FOR SALE—Wurlitzer 1015, 1017, with Cobra pick-up, $35 ea.; 9 Column Smoke Shop, $55; Wurlitzer $621 Wall Boxes; $9; Seeburg Wall Boxes (chrome), $40; 14 Ft. Rally and United Bowlers, $525. All types Bingos wanted. LEW JONES DISTRIBUTING CO., INC., 1301 N. CAPITOL AVE., INDIANAPOLIS 2, IND. (Tel. MElrose 5-1593).

FOR SALE—100 Teleguix, with film. Reconditioned, refinished, ready for location. 5¢ or 10¢ play, Special price, $95.50. Write for quantity prices and list of other equipment. G O R SALES, 2216 N. LECLAIRE AVE., CHICAGO, ILL. (Tel. AYvenue 3-6815).

FOR SALE—Reconditioned Seeburg 100 Selection Wall-O-Matics, Model 3W1, Chrome Covers, New Selection Buttons, New Aluminum Instruction Plates, $57.50. Telephone or write collect. SYRACUSE 75-1631, DAYTON DISTRIBUTING CORP., 738 ERIE BLVD., E., SYRACUSE 3, N. Y.

FOR SALE—United 14 Ft. Bowling Alley, $495; Wurlitzer 1400 Phonograph, $135; Wurlitzer 1800 Phonograph, $8675; Wurlitzer 1900 Phonograph, $795; Wurlitzer 2000 Phonograph, $895; Seeburg V, 200 Phonograph, $695; Seeburg 100 Selection Coin Operated Wall Boxes, $45; UNITED DISTRIBUTORS, INC., 290 W. SECOND, WRIGHT 12, KANSAS. (Tel. HO 4-6111).

FOR SALE—Five 100-A Seeburgs for export. Have been cleaned, checked and expertly crated, $165 each, five for $750, separate deposit or letter of credit to SHELDON SALES, INC., 831 MAIN STREET, ALBANY, N. Y.

FOR SALE—Williams, United and Chicago Coin Electric Front Pool Tables, $50 ea. Write PENNSYLVANIA VENDING CORP., 1826 E. CARSON ST., PITTSBURGH 3, PA.

MISCELLANEOUS

NOTICE—That idea you have can become a new coin operated device. Contact Bob Young for Development and Engineering advice. BOB YOUNG’S SERVICE, 3427 BEN LOMOND PL., LOS ANGELES 27, CALIF. (Tel. NO 3-2354).

NOTICE—Attention Operators: It pays to diversify your source of income! Place Latex, Comb, Ball Point Pen machines and others in your present or new locations. Write for free catalog. NATIONAL SANITARY SALES INC., 6640 N. WESTERN, DEPT. CB, CHICAGO 45, ILL.

NOTICE—It’s your business to KNOW THE FACTS! How can operator cooperatives affect you? How can you get your locations’ cooperation? How can “1¢ Play Plus” help you? What percentage of the nation’s juke boxes feature 10¢ play? What percentage of U. S. amusements feature 10¢ play? All are archived and more appeared in The Cash Box. In addition to “The Cash Box Price Lists”, which, for over 18 years since their inception, have been internationally recognized and officially accepted The Cash Box is the publication that conceived the idea for MOA (Music Operators of America). The Cash Box originated and has constantly enlarged for: “National Public Relations Bureau,” “Dime Play,” “National Credit Bureau,” “National Board of Trade,” “National School for Mechanics,” “2-Minute Recordings,” “Equalized Record Tone Level,” “The Cash Box” Quarterly Export Edition” has won world wide recognition and international acclaim. The Cash Box Annual Encyclopedic Edition plus its Anniversaries is accepted as “The Year Book of the Industry.” When you send $15 for a full year’s (52 weeks) subscription to The Cash Box (Just about two bits a week) you are getting what has been acclaimed by all as: “The BIBLE of the Industry.” Send your $15 check today to: THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

NOTICE—Louisiana & Southern Mississipi Operators, Your authorized Rock-Ola Distributor is HUEY DISTRIBUTING CO. Write, wire or phone, 3766 AIRLINE HIGHWAY, NEW ORLEANS 20, LA. (Tel. VErnon 5-7976).

NOTICE—Diversification with no investment! Our program has already proven itself to leading operators. Make hundreds of dollars each week with our “Especially made for the profit’ trade merchandising approach” in the growing food field. A.B.C. MFG. CO, 3441 W. NORTH AVE., CHICAGO 47, ILL.
How To Use "The Cash Box Price Lists"
(Also known as the "C. M. L. (Coin Machine Industry) BLUE BOOK")

FOREWORD: Many times, wide differences appear in the quotation of high and low prices of certain equipment. Like any true reporter "The Cash Box Price Lists" can only feature the market prices as they are quoted, "The Cash Box Price List" act exactly the same as the market quotation board at the Stock Exchange-posting the prices as they are quoted for the past week, regardless of however big or small, they may seem to be out of line. Some prices do not change for months. "The Cash Box Price Lists," rather than show no price, retain the last known quotations for such equipment so that the subscriber at least has the last known quotations as a basis to work with. Prices may be very widely divergent. Someone on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it is worth $25.00. Of course, serial, appearance, demand, territory, quantity, and condition of equipment must be taken into consideration. (Some equipment offered by outstanding firms, having a reputation for shipping completely reconditioned machines, will be offered at higher prices than others, due to the added cost of reconditioning.) "The Cash Box Price Lists" reports each quotation exactly as it is made and depends on the subscriber to make average price adjustments to fit the peculiarities of his territory.

METHOD: "The Cash Box Price Lists" should be read as follows: First price listed is lowest price quoted for the week; Second price listed is highest price quoted.

FOREIGN BUYERS: To cover cost of packing, erasing, shipping, etc., figure an additional $20 to $25 on Pin Game, $25 to $30 on Phonographs.

CODE

1. Prices UP
2. Prices DOWN
3. Prices UP and DOWN
4. Prices Revised
5. No quotations
6. No change from Last Week
7. Machines Just Added
8. * No activity

LISTED ALPHABETICALLY

AMI

2. Model A, '46, 40 Sel, 78 RPM .................. 35.00 65.00
3. Model B, '48, 40 Sel, 78 RPM .................. 30.00 115.00
2* Model G, '50, 40 Sel, 78 RPM .................. 100.00 225.00
4. Model D-40, '51, 40 Sel, 78 RPM .................. 135.00 225.00
1. Model D-40, '51, 80 Sel, 78 RPM .................. 100.00 225.00
2. Model E-40, '53, 40 Sel, 78 RPM .................. 200.00 325.00
2* Model E-40, '53, 40 Sel, 45 RPM .................. 300.00 400.00
2* Model E-120, '53, 120 Sel, 45 RPM .................. 355.00 400.00
2. Model F-30, '54, 120 Sel, 45 RPM .................. 675.00 900.00
2* Model F-120, '54, 120 Sel, 45 RPM .................. 955.00 675.00
2. Model G-30, '55, 80 Sel, 45 RPM .................. 750.00 675.00
4* Model G-120, '55, 120 Sel, 45 RPM .................. 595.00 725.00
2* Model G-250, '56, 250 Sel, 45 RPM .................. 645.00 775.00
4. WM Wall Box .................. 5.00 9.00
5. SM or SL Stepper .................. 5.00 10.00

ROCK-OLA

4. 1422, '46, 20 Sel, 78 RPM .................. 25.00 45.00
5. 1422C, '46, Playmaster Hindawi, 20 Sel, 78 RPM .................. 35.00 45.00
6. 1424, '47, 20 Sel, 78 RPM .................. 35.00 50.00
7. 1428, '48, Magic-Glo, 20 Sel, 78 RPM .................. 35.00 65.00

MANUFACTURERS AND DATE OF GAMES

WURLITZER

1. 1015, '46, 24 Sel, 78 RPM .................. 20.00 40.00
2. 1017, '46, 24 Sel, 78 RPM .................. 20.00 40.00
3. 1100, '47, 24 Sel, 78 RPM .................. 25.00 75.00

SEEBURG

1* M100B, '50, 100 Sel, 45 RPM .................. 300.00 425.00
2* M100B, '50, 100 Sel, 45 RPM .................. 300.00 425.00
1* M100C, '53, 100 Sel, 45 RPM .................. 400.00 550.00
4* HF100C, '54, 100 Sel, 45 RPM .................. 545.00 695.00
2* HF100R, '54, 100 Sel, 45 RPM .................. 595.00 725.00
2* V200, '55, 200 Sel, 45 RPM .................. 650.00 850.00
3. 3W-L6 Wall Box 5e .................. 3.00 5.00
4. 3W-L6 Wall Box 5e .................. 3.00 5.00
5. 6W-L6 5/10/25 Wireles .................. 5.00 10.00
4* 3W-L6 Wall-Nailies .................. 40.00 60.00

(Continued on next page)

Manufacturers and date of game's release listed. Code: (B) Bulley; (CG) Chicago Coin; (Ev) Evans; (Ex) Exhibit; (Ge) Geneo; (Go) Gottlieb; (K) Keeley; (Un) United; (Wm) Williams.
<table>
<thead>
<tr>
<th>Game Name</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Cash Box</td>
<td>PRICE LISTS</td>
</tr>
</tbody>
</table>
**Manufacturers New Equipment**

Products listed here are currently in production. Prices are manufacturers’ list prices, F.O.B. factory.

**AMI, INCORPORATED**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>H-500 200-sel. phonograph</td>
<td>$505.00</td>
</tr>
<tr>
<td>H-120 120-sel. phonograph</td>
<td>$435.00</td>
</tr>
<tr>
<td>H-100 100-sel. phonograph</td>
<td>$325.00</td>
</tr>
<tr>
<td>HAB-200 Selective-play Hideaway</td>
<td>$325.00</td>
</tr>
<tr>
<td>HBB-200 Continental-play Hideaway</td>
<td>$385.00</td>
</tr>
</tbody>
</table>

**DeLuxe Coin-Mechanism**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DeLuxe 204-sel. Wallbox</td>
<td>$385.00</td>
</tr>
<tr>
<td>DeLuxe 120-sel. Wallbox</td>
<td>$325.00</td>
</tr>
</tbody>
</table>

**Bally Corporation**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>WQ-200 200-sel. Wallbox</td>
<td>$505.00</td>
</tr>
<tr>
<td>WQ-120 120-sel. Wallbox</td>
<td>$385.00</td>
</tr>
</tbody>
</table>

**Bally-Cortney, Inc.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DeLuxe Bumper Pool</td>
<td>$495.00</td>
</tr>
</tbody>
</table>

** medidas de cuerpo femenino**

<table>
<thead>
<tr>
<th>Measure</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Height</td>
<td>150 cm</td>
</tr>
<tr>
<td>Weight</td>
<td>50 kg</td>
</tr>
</tbody>
</table>

**BOYD MFG. CO.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DeLuxe Hot Coffee &amp; Hot Chocolate Combo Vendor</td>
<td>$850.00</td>
</tr>
</tbody>
</table>

**ROCK-OLA MFG. CORP.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model 4545, 120 Sel.</td>
<td>$505.00</td>
</tr>
<tr>
<td>Model 4545, 200 Sel.</td>
<td>$600.00</td>
</tr>
<tr>
<td>Model 1450, 200 Sel.</td>
<td>$750.00</td>
</tr>
<tr>
<td>Model 1450, 200 Sel.</td>
<td>$850.00</td>
</tr>
</tbody>
</table>

**SEEBURG CO.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>L100 Phonograph</td>
<td>$850.00</td>
</tr>
<tr>
<td>DU-Wall-O-Matic 300</td>
<td>$750.00</td>
</tr>
</tbody>
</table>

**UNITED MFG. CO.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 Star Shuffle Alley</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>6 Player, Pack Type</td>
<td>$495.00</td>
</tr>
<tr>
<td>10 Foot</td>
<td>$500.00</td>
</tr>
<tr>
<td>10 Foot, Coin Shuffle Alley</td>
<td>$950.00</td>
</tr>
<tr>
<td>18 Foot</td>
<td>$1,000.00</td>
</tr>
</tbody>
</table>

**WILLIAMS MFG. CO.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steeplechase (Single Player, 5-Ball)</td>
<td>$215.00</td>
</tr>
<tr>
<td>Naples (2 Player, 5-Ball)</td>
<td>$295.00</td>
</tr>
<tr>
<td>4-Ball Pocket Game</td>
<td>$325.00</td>
</tr>
</tbody>
</table>

**U.P.A. 100 Sol. Phonograph**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model 2100 Phonograph</td>
<td>$300.00</td>
</tr>
<tr>
<td>Model 2104 Phonograph</td>
<td>$350.00</td>
</tr>
<tr>
<td>Model 2150 Phonograph</td>
<td>$400.00</td>
</tr>
<tr>
<td>Model 5210 Wall Box</td>
<td>$500.00</td>
</tr>
<tr>
<td>Model 5220 Wall Box</td>
<td>$600.00</td>
</tr>
<tr>
<td>Model 5257 Stepper, 104 Sel.</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>Model 5100 Hi-Fi Corner Speaker, 4&quot; Matched Cones</td>
<td>$1,500.00</td>
</tr>
</tbody>
</table>

**THE RUDOLPH WURTZLER CO.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model 2100 Phonograph</td>
<td>$250.00</td>
</tr>
<tr>
<td>Model 2104 Phonograph</td>
<td>$350.00</td>
</tr>
<tr>
<td>Model 2150 Phonograph</td>
<td>$400.00</td>
</tr>
<tr>
<td>Model 5210 Wall Box</td>
<td>$500.00</td>
</tr>
<tr>
<td>Model 5220 Wall Box</td>
<td>$600.00</td>
</tr>
</tbody>
</table>

**D. GOTTLEIB & CO.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Falstaff (4 Player, 5-Ball)</td>
<td>$325.00</td>
</tr>
<tr>
<td>Harrelson (Counter Game)</td>
<td>$350.00</td>
</tr>
<tr>
<td>DeLuxe Speaker</td>
<td>$400.00</td>
</tr>
<tr>
<td>DeLuxe Hot Coffee &amp; Hot Chocolate Combo Vendor</td>
<td>$850.00</td>
</tr>
</tbody>
</table>

**INTERNATIONAL MUTOSCOPE CORP.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mills Model C (6/54)</td>
<td>$250.00</td>
</tr>
<tr>
<td>Mills Model F (6/54)</td>
<td>$350.00</td>
</tr>
<tr>
<td>Mills Model K (6/54)</td>
<td>$450.00</td>
</tr>
<tr>
<td>Mills Model N (6/54)</td>
<td>$550.00</td>
</tr>
<tr>
<td>Mills Model Q (6/54)</td>
<td>$650.00</td>
</tr>
<tr>
<td>Mills Model R (6/54)</td>
<td>$750.00</td>
</tr>
<tr>
<td>Mills Model T (6/54)</td>
<td>$850.00</td>
</tr>
<tr>
<td>Mills Model U (6/54)</td>
<td>$950.00</td>
</tr>
<tr>
<td>Mills Model V (6/54)</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>Mills Model W (6/54)</td>
<td>$1,100.00</td>
</tr>
<tr>
<td>Mills Model X (6/54)</td>
<td>$1,200.00</td>
</tr>
<tr>
<td>Mills Model Y (6/54)</td>
<td>$1,300.00</td>
</tr>
<tr>
<td>Mills Model Z (6/54)</td>
<td>$1,400.00</td>
</tr>
</tbody>
</table>

**CIRKUS KAY & CO., INC.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>El Dorado-6 Foot Pool</td>
<td>$495.00</td>
</tr>
<tr>
<td>DeLuxe Bumper Pool</td>
<td>$295.00</td>
</tr>
</tbody>
</table>

**J. J. HEINE & CO., INC.**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bowl-O-Rama (6 Player)</td>
<td>$140.00</td>
</tr>
<tr>
<td>Foot</td>
<td>$11.00</td>
</tr>
<tr>
<td>Knack Vender</td>
<td>$40.00</td>
</tr>
<tr>
<td>Super Vender</td>
<td>$90.00</td>
</tr>
<tr>
<td>DeLuxe Hot Coffee &amp; Hot Chocolate Combo Vendor</td>
<td>$850.00</td>
</tr>
<tr>
<td>Various Models of above</td>
<td>$500.00</td>
</tr>
</tbody>
</table>
chicago coin INTRODUCES THE
Big Change IN BOWLING GAMES

NO CONTACTS ANYWHERE ON PLAYFIELD!

No More Wire Formed Playfield Contacts!

Now REAL PIN ACTION
With 100% Bowling Ball Impact!!
No Contacts Under Pins!!

chicago coin's TV Bowling League

The QUIETEST Bowler Ever Manufactured

- Entire Ball Return Runway is Rubber lined! This feature eliminates noise of ball return!
- Playfield is Sound-proofed with a Cork backing! This eliminates noise of ball rolling toward pins.
- Back Stop is Sound-proofed with Cork! This eliminates ball noise in back of game.

NEW PROFIT MAKING FEATURE!
2 Games for 25c
Also available as One Game for 25c Easily convertible to regular 10c play!

CHICAGO COIN MACHINE
1725 W. DIVERSEY BLVD., CHICAGO 14, ILLINOIS

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
Proven by Years of Engineering and on Location Tests!

A REAL WINNER!!

classic coin's Commando MACHINE GUN

FEATURES NEVER BEFORE BUILT INTO ANY GUN!!

SELF CONTAINED . . ELECTRICALLY OPERATED . . No Troublesome Exterior Compressors or Air Hoses!

Hopper in Gun Holds 8,000 Rounds of Steel Balls! Poured in thru Top of Gun!

Adjustable to Shoot From 130 to 525 Shots Per 5c — 10c — 25c Coin!

No Cartridge Loading! All Automatic!

Shooting in 3 Shot Bursts At Less Than ½ Second per Burst! (150 Shots for 10c takes about 1 Minute).

Be sure to see our exciting, colorful, companion Target Unit—A natural to go with your Commando Machine Gun set up!

Takes Only Seconds to Reach and Service Any Part of the Mechanism!

New Velocity Control Adjustment to Fit Every Depth Location! Shoots 50 to 75 ft. Per Second!

National Coin Chute is Part of the Gun — Available in 5c — 10c — 25c Play! Each Coin Registers on a Meter.

Noise Maker gives realistic machine gun sound effects!

New type gun sight for greater accuracy and ease in sighting!

Authentic push button trigger handle gives the feel of a real machine gun.

chicago coin machine
Division of Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

A Natural For All AMUSEMENT PARKS! FAIRS! CARNIVALS! ARCADES! KIDDIE PARKS! FOR EVERY TYPE LOCATION TO ATTRACT CROWDS!

For The Thrill of Your Life TEST SHOOT chicago coin's Commando MACHINE GUN At The Outdoor NAAPB Show, Sherman Hotel, Chicago — December 1st thru the 4th.

BOOTH NO. 117 - 118 - 119 - 120 - 121

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
YOUR WURLITZER DISTRIBUTOR IS OFFERING SKY-HIGH ALLOWANCES ON OLD EQUIPMENT

50-CENT PLAY HERE

50-CENT PLAY HERE

Adds up to the Highest Earnings in History

TURN IT IN NOW ON 200-SELECTION 50-CENT PLAY WURLITZER PHONOGRAPHS

SEE YOUR LOCATION EARNINGS ZOOM TO NEW LEVELS

THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
ESTABLISHED 1856

"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
"It's What's in THE CASH BOX That Counts—INTERNATIONALLY"
There's an easier way to make dough

Operate United's JUMBO Bowling Alley... and you'll make plenty!

4
JUMBO SIZES
13 FT. LONG
16 FT. LONG
Expandable with 4-ft. Sections to
17 FT. LONG
20 FT. LONG

United Manufacturing Company
3401 N. California Avenue, Chicago 14, Illinois

See Your United Distributor Today!
Smooth-alley bowling realism attracts new players, opens new locations, injects new life into present locations, boosts bowling profits to new highs. Get in on the ground floor of the real bowling boom. Get Bally STRIKE-BOWLER today.

NO SWITCH-ACTUATORS ON ALLEY
Strikes...Spare...Blows scored by hitting pins with ball...exactly like real bowling

Boost profits in SHUFFLE spots with new

For biggest group-play...and continuous repeat-play...resulting in biggest shuffle-bowler earnings...get Bally ABC SUPER DELUXE BOWLER busy on location. Order now for immediate delivery.

See your favorite distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS